

FEATURING SASKATCHEWAN R. M. A. CONVENTION AND SUMMER BEVERAGES

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, MAY 23, 1919

No. 21



A Summer Seller



Pure Gold Extracts are always
in good demand in Summer time

Pure Gold Extracts are well and favorably known. There never yet was a "kick" about Pure Gold quality and the reason is that

"Pure Gold Products are made up to a Standard—not down to a price."

Get a bigger Summer turnover by regularly featuring Pure Gold Extracts.

Pure Gold Mfg. Co., Limited
TORONTO and WINNIPEG



Customers' Satisfaction— Dealers' Profit

D ID you ever get down on your hands and knees to clean floors? Any one who has had that experience can realize the joy of a housewife when she finds that, with the use of an O-Cedar Polish Mop she does not need to get down on her hands and knees; bend or reach, crawl under beds, move heavy furniture or use the step ladder. Imagine her delight when she realizes that she can actually do her work better, quicker and more easily than she ever could before.

O-Cedar Mop

Polish

has many distinct advantages.

Foremost is the fact that it is treated with O-Cedar Polish—the Polish which contains no injurious substances and is used on the finest furniture and automobiles.

The best of materials and workmanship are used in the manufacture of the O-Cedar Polish Mop. The steel centre and fasteners make the Mop practically indestructible.

The position of the socket of handle gives the mop centre pressure and enables it to reach under very low places.

Every Polish Mop is placed in an attractive lithographed can which can be used when Mop is not in use.

Every O-Cedar Polish Mop is fully guaranteed which means if, through fault of materials, the mop should become broken, we will repair free of charge if the damaged Mop is sent direct to the factory by parcel post.

O-Cedar Products are good for you to sell and good for your customers to buy. Bring O-Cedar Products to your customers' attention and you will sell them in such quantities as to make the O-Cedar trademark an important feature of yours in the building of your business.

CHANNELL CHEMICAL CO.
TORONTO LIMITED

Summer Profits That You Should Share In



GROCERS everywhere can increase their revenues this summer by stocking the widely known and well liked Borden Milk Products.

But apart altogether from this unusual opportunity to increase your summer profits selling Borden's now will lay a firm foundation of year-round sales of these satisfaction-giving lines. For Borden's have all the qualities that make repeat sales, and their many advantages popularize them throughout the entire year.

Your wholesaler will supply you.

Borden Milk Company, Limited

Leaders of Quality

MONTREAL and VANCOUVER

The Big Stores

have to handle things that sell quickly; that do not need recommendations on the part of their staff. They haven't time for that sort of thing; they are much too busy. And so it is that these busy stores of the country, handling flour, have found that

PURITY FLOUR

(Government Standard)

is a good one to use as a leader. They have proved by test that PURITY is the flour that customers will take and ask no questions.

Western Canada Flour Mills Co., Limited

Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, and St. John, N.B.

Tomato Soup

Its Delicious Flavor of
Red Ripe Tomatoes
Appeals to Every
Taste—



THE GOODNESS
GOES IN
BEFORE
THE LABEL
GOES ON

It Pays to Carry
A Good Stock of
This Popular Line.

Ask Your Jobber or Wire Direct



DOMINION CANNERS, LIMITED

Hamilton, Canada

The Moment of Opportunity for Retail Merchants

THE next few years will mark a tremendous change in the business of retailing.

Here and there out of the mass of small businesses, big retail establishments will spring up.

Every community will see some few stores rise rapidly above Ordinary Success to Big Success.

Opportunity is knocking now at every merchant's door.

For, to-day the handicap that once set a limit to a store's expansion no longer exists. The trading area, which is the area to which goods may be delivered profitably, has been greatly extended.

The store in the centre of the town can serve customers on the outskirts. The east-end store can deliver goods in the west end.

The whole community is laid open to competition. And in this fair field the live merchant must win.

Railway Transportation revolutionized trade. It made Big Business possible. By opening up distant markets, by moving goods rapidly at comparatively low cost, Railway Transportation built up big central successes.

Motor Transportation, now reduced to a low-cost basis, will produce, in local trading, results similar to those effected in national markets by Railroad Transportation.

As men everywhere grasp this idea, as they seize the opportunity for business growth that now presents itself, the retail business will be operated on a higher, more efficient plane. The public will be better served. Larger and more varied stocks will be offered for sale. Better and bigger stores will appear.

The Ford One-Ton Truck makes available this opportunity. It is motor transportation at low cost—low first cost, low maintenance cost, low operating cost.

A large investment in equipment is not needed. Every business that is paying cartage bills or maintaining a delivery system can employ Ford Trucks economically.

A small outlay will motorize your deliveries and open to you the opportunity for business expansion.

Complete Ford Trucks in Two Standard Body Types Now Ready for Immediate Delivery

The Ford Truck Chassis is being used with hundreds of special body types in every line of business. But, ordinary hauling and delivery work can be best adapted to two standard types—the Stake Body and the Express Body.

These two body types are kept in stock by Ford Dealers and Ford Branches, ready for immediate delivery. They insure the maximum efficiency from the Ford Truck. They give the buyer of a Ford Truck the recognized benefits of Ford production.

Both types have the Enclosed Cab with the two-way windshield which gives the driver proper protection from the weather. This Cab—a Ford feature—is warm in winter and cool in summer. It may be ordered with or without doors as desired.

See These Complete Trucks

No question affecting the future of your business is quite as important as this question of motor deliveries. Can you afford to evade it? Will you wait until your competitors force it on you as a defensive measure?

Seize the opportunity to enlarge your field of business. Consult the Ford dealer. Let him solve your delivery problem. Act. To-day.

Ford One-Ton Truck (Chassis Only) \$750.00 f. o. b. Ford, Ont.

Freight charge to London, \$15.00; Toronto, \$17.00; Montreal, \$22.00; St. John, \$31.00; Winnipeg, \$47.00; Regina, \$63.00; Saskatoon, \$66.00; Calgary, \$77.00; Vancouver, \$93.00.

For either Stake or Express Body, in lead coat with cab but without doors

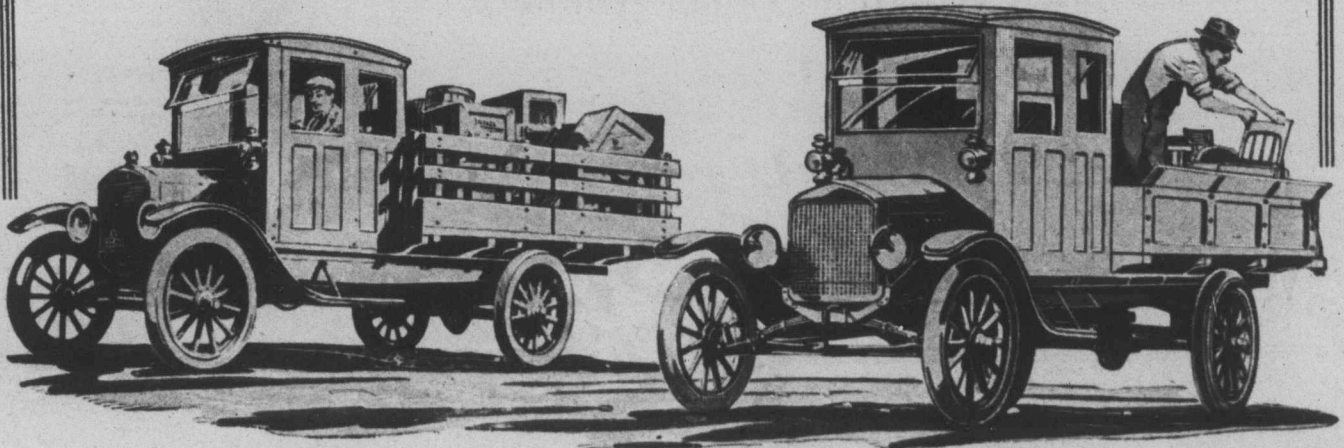
\$128.50	.....	F.O.B. Ford
\$133.00	.....	F.O.B. London
\$134.00	.....	F.O.B. Toronto
\$135.00	.....	F.O.B. Montreal
\$137.00	.....	F.O.B. St. John

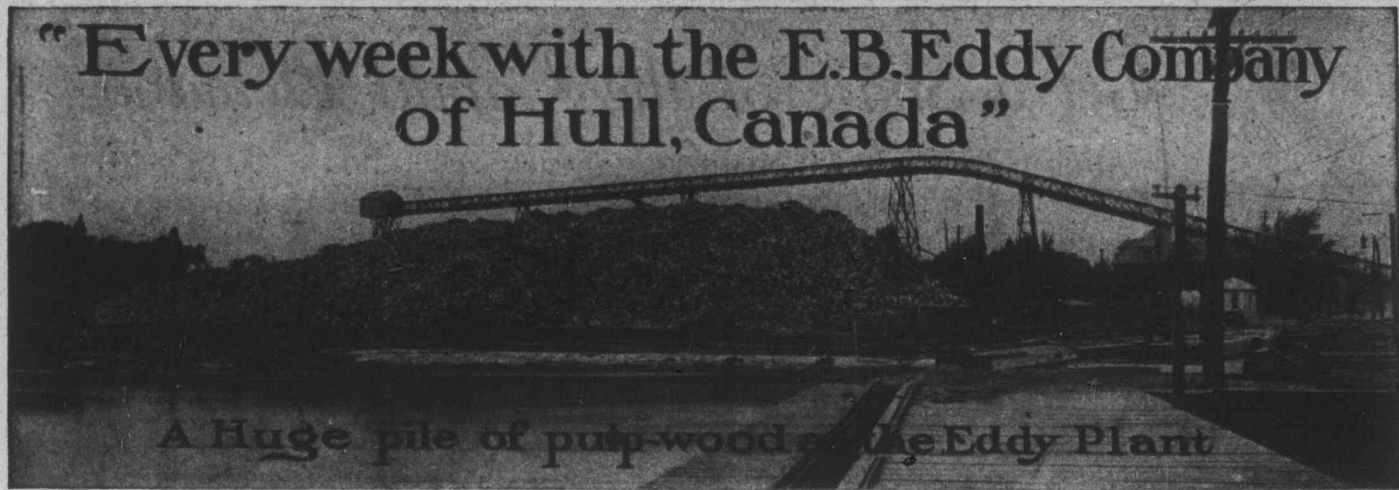
For either Stake or Express Body, in lead coat with cab but without doors

\$140.00	.....	F.O.B. Winnipeg
\$143.00	.....	F.O.B. Regina
\$143.00	.....	F.O.B. Saskatoon
\$147.00	.....	F.O.B. Calgary
\$151.00	.....	F.O.B. Vancouver

If painted job desired, add \$4.00 to above prices. If door desired on cab, add \$6.00 to above prices.

Ford Motor Company of Canada, Limited, Ford, Ontario





"Every week with the E.B.Eddy Company of Hull, Canada"

A Huge pile of pulp wood at the Eddy Plant

Story for Week Dated May 23, 1919

Being No. 35 in the Series

THE E. B. EDDY CO. MANUFACTURE PAPER BAGS FOR ALL PURPOSES

IN your busy life as a retailer did you ever have a minute to think of the many interesting points there are about the paper bags you use in such quantities every day?

In the course of a visit to the E. B. Eddy Company's Paper Bag making factory so many remarkable facts crop up about the paper bags they make there by the million, that from that time forward every paper bag you see assumes a new and great importance.

Merely to mention the many varieties of paper bags manufactured by the E. B. Eddy Company is a revelation in itself.

Here are some of them:—

Eddy Company grocery bags; Eddy Company hat and millinery bags; Eddy Company flour sacks; Eddy Company bags for banana bunches; Eddy Company chocolate bags; Eddy Company glove bags; Eddy Company notion bags; Eddy Company cigar bags; Eddy Company broom bags, and also broom bands; Eddy Company starch bags (to fit the barrels); Eddy Company paper bags to hold pianos; Eddy Company paper bags to hold automobiles; Eddy Company gasket covers (a strange shaped paper bag with a mission of grief), and during the munitions business activity Eddy Company bags for explosives were more than ever in demand.

Twenty-three marvellously speedy machines in the paper bag factory turn out for the E.B. Eddy Company's business no fewer than a million bags every day. Pick up and examine any of the E. B. Company paper bags you are using in your own store. You will find it a good serviceable bag. Its cleanliness and purity are assured as you know from what you have read of the pulp and paper making processes.

A million paper bags a day, and a story in every one of them as you will read in next week's article on this page.



EDDY'S

THE BEST
BAG
MADE

OUR GREAT SPECIALTY

SELF-OPENING, BOX-SHAPED

GROCERY BAG

Watch for articles in this series describing the making of Eddy paper bags

Get a Share of the Candy Demand

Selling Candy is good business. Nearly everybody likes good candy. And a display in your show case will win you many extra sales. Particularly if you show such well flavored, wholesome lines as



Nobility Chocolates

We supply a splendid line of bulk candy also. Nobility Chocolates are sure to please.

Nobility Chocolates, Limited, St. Thomas, Ont.

DISTRIBUTORS :

Maclure and Langley, Limited

MONTREAL

TORONTO

WINNIPEG

BEAVER BRAND CANNED CHICKEN

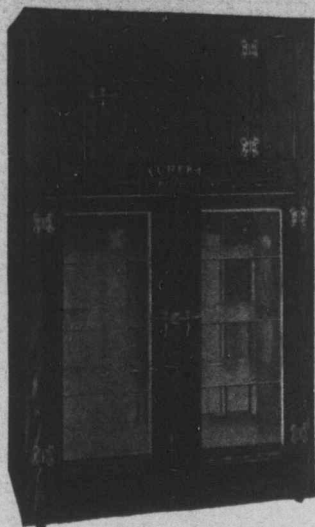
BUY NOW. The Spring and Summer
is the time for big sales in this line

We have limited quantity in tall tins, 4 dozen to case,
and boneless in half lb. flat tins, 8 dozen to case

Absolutely First Class Quality --- Packed from Select Stock

Put in your supply now. Prices and samples on application.

J. W. WINDSOR LIMITED
MONTREAL



EUREKA REFRIGERATORS

are
Made in Canada
by
Canadian Workmen

Guaranteed to give
Satisfaction

Eureka Principle
Cold Dry Air Circulation

PATENTED 1886, 1900, 1910, 1914, 1917.

Absolutely Reliable
Built to last a Lifetime
Write for our New Catalog

Eureka Refrigerator Co., Limited

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

Pineapple Season

Best Preserving Week

(One of our Specialties)

Aroma Strawberries

Florida Celery

Florida Tomatoes

Texas Bermuda Onions

Fresh Car of

Winesaps

last of season

Limited Quantity. Order Early.

Oranges, etc.

McBRIDE BROS.

House of Quality

35 Church St., Toronto

**KEYSTONE
BRAND**

UNIFORMITY

In order to turn out a good, even job, uniform bristles in the brush you use are necessary. In the manufacture of

"Keystone" Kalsomine and Whitewash Brushes

the bristles are not assembled by guesswork. The quantity of bristles used in each brush is carefully weighed out, thus assuring absolute uniformity. Your customers will appreciate this feature in Keystone brushes. Tell them about it.

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 Brushes and Brushes

STEVENS-HEPNER CO., Limited
- PORT ELGIN, ONTARIO -



The Soap For All-Round Service

Get your customers once thoroughly acquainted with the sterling merits of WONDERFUL SOAP and the repeat sales are assured. For Wonderful Soap gives a service, an all-round satisfaction - giving service, that is positively unexcelled by any other.

GUELPH SOAP CO.

GUELPH ONTARIO

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

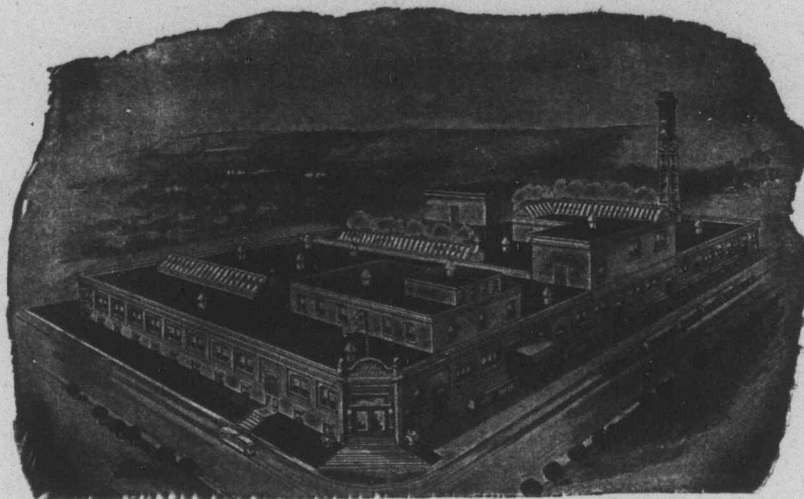
Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.

Biscuit Manufacturers
READING & LONDON
ENGLAND

Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass
Jars

THE MOST MODERN AND UP-TO-DATE FRUIT
PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

STRAWBERRY JAM

Now Ready for Delivery

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

Do They Know?

It may be you want to rent that store; have a business for sale; seek a partner; or perhaps wish to purchase stock in a progressive grocery business. Then again it is likely to be some fixture you want taken off your hands owing to recent improvements.

Do the grocers in all parts of Canada know what you have to offer? They don't?

Then a "*Want Ad*" in *Canadian Grocer* will tell nearly all the progressive business men, together with their staffs, just what an opportunity you have, and in the way that you want them to know.

And the cost is so reasonable, too—2 cents a word for the first insertion, and 1 cent a word for each subsequent issue. 5 cents additional per insertion if answers are to be sent in care of a box number.

Is not that a good service at a low cost? It has accounted for many rapid turn-overs.

Send in yours to-day.

Canadian Grocer
143-153 University Avenue
Toronto

“-and send a jar
of good marmalade,
please”



When your customer asks
you for good marmalade
over the 'phone or across
the counter fill the order
with

CURLING BRAND ORANGE MARMALADE

Then you know you are giving her the
very best there is—a marmalade with a
delicious full flavored goodness that
will please every member of the
family.

Only sound Seville Oranges and pure
Cane Sugar are used in the making
of Curling Brand Marmalade.

St. Williams Fruit Preservers, Limited

SIMCOE AND ST. WILLIAMS, ONT.

REPRESENTATIVES :

Maclure & Langley, Limited

Montreal

TORONTO

Winnipeg

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.

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

LOGGIE, SONS & CO.
Merchandise Brokers and
Manufacturers' Agents
Grocery, Drug and Con-
fectionery Specialties
Foy Building, - 32 Front Street
TORONTO - ONTARIO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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



Furnivall's JAMS

Quality and wholesomeness are two big features about the Furnivall lines that win the confidence and appreciation of every woman.

If you are not already selling Furnivall's, begin today and you'll increase your jam profits.

FURNIVALL-NEW,
Limited
Hamilton Canada
Canada Food Board License,
No. 14-167

AGENTS—The City of Ottawa and the Lower Provinces (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: R. M. Griffin. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S.

Looking Ahead!

WHEN planning for increased trade in the future, don't forget the little things that count.

Often enough it's the QUALITY in a 5 cent purchase that leads to a 5 dollar sale.

You may be sure that's one reason why the growing Grocery Stores sell

OCEAN BLUE
In Squares and Bags
Order from your Wholesaler

HARGREAVES (CANADA) Limited.
The Gray Building, 24 & 26, Wellington Street, W., Toronto.

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

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QUEBEC

ROSE & LAFLAMME
LIMITED
*Commission Merchants
Grocers' Specialties*
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON
UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

C. B. HART, Reg.
Montreal, P.Q.
*Grocery and Chemical Brokers
Commission Agents*

Paul F. Gauvreau
Wholesale Broker
FLOUR, FEEDS AND CEREALS
84, St. Peter Street, Quebec
Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

MARITIME PROVINCES

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL CANADA

ATLANTIC MILLING CO., Limited
P.CTOU, N.S.
Wholesale Grocers, Millers Agents
Manufacturers Flour, Cornmeal and Feeds.
Splendid connections with Western Elevators and P.E.I. Produce Dealers.

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

WE WANT AGENCIES
For
Confectionery, Chocolates, Etc.
Best References
J. C. THOMPSON & CO.
GROCERY BROKERS MONTREAL

Mention This Paper When Writing Advertisers.

MANUFACTURERS OF FOOD PRODUCTS

Let us market your foods in the Province of Quebec. We guarantee the best of service. References, Royal Bank of Canada.

Genest, Genest, Limited, Board of Trade Building **Montreal**

DO YOU NEED ANYTHING ?

If so, turn to page 98 and look it over

The opportunity you are looking for may not be there. Then create your opportunity by advertising. It is easily done. Write a concise description of what you need. Count the words. The rate is small, 2 cents per word for first insertion and one cent for each subsequent insertion. If you want your replies directed in our care the charge for Box is 5 cents per insertion extra.

CANADIAN GROCER, 143 University Ave., Toronto, Ont.

THE HOUSEWIFE KNOWS AND HAS CONFIDENCE IN

Cow Brand Baking Soda

The good results it always gives—the record of satisfaction back of it convinces her that Cow Brand Baking Soda offers her superior value.



Church & Dwight
Limited
MONTREAL

COSGRAVE'S PURE Malt Vinegar



It pays you best to sell branded, guaranteed goods. That's why you ought to sell COSGRAVE'S PURE MALT VINEGAR.

Attractively Labeled Bottles--2 Sizes.

RETAIL PRICES:

Large Bottle 25c. Small Bottle 15c.

100% Pure Well Advertised

ASK YOUR JOBBER FOR IT



Mathieu's Nervine Powders

—not a cure-all, but a reliable little remedy for Headache, Neuralgia and kindred complaints.

Spring and Summer offers an opportunity to sell Mathieu's Nervine Powders to advantage.

J. L. Mathieu Co.
PROPRIETORS
SHERBROOKE, QUE.

Manufacturers

WE WANT AGENCIES FOR FOOD PRODUCTS

FOR THE PROVINCE OF QUEBEC



18 YEARS EXPERIENCE

Bankers - ROYAL BANK

Write us for information

NAP. MORRISSETTE

18 JACQUES CARTIER SQUARE
MONTREAL

Sell It
for



Picnics,
Parties, etc.

SCOTCH SNACK

Packed carefully in glass jars. Attractively labeled to make nice displays.

SCOTCH SNACK

A delicious fish food. Fine for salads, sandwiches and croquettes. Keeps a long time. No waste whatever.

Packed 1 dozen to the box.

ARGYLL BUTE, 637 St. Urbain St., MONTREAL

Ontario Agents—Walter G. Bayley, 20 Front St. E., Toronto. Phone Main 2226
Western Agents—Watson & Truesdale, Winnipeg

SUMORE

The Perfect Peanut

ASK YOUR JOBBER

OR

Montreal Nut and Brokerage Co.

30 and 32 Jurors Street, Montreal, P.Q.

VOL-PEEK 15¢



MENDS HOLES IN
POTS & PANS IN
TWO MINUTES
WITHOUT TOOLS

Vol-Peek stops leaks in all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc. Note the absence of tools. Can be applied by the finger. A feature that induces the housewife to purchase. Vol-Peek is being advertised all over Canada. Every home needs it. Our attractive display stands suggest sales on sight. Write for it to-day. Contains 24 packages, \$2.25, 60% profit.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL

(Owning and operati

"PRIDE OF CANADA"

PURE MAPLE SUGAR AND SYRUP

We can supply this season's crop. Our goods are backed by a written guarantee to be absolutely pure maple only. Order your requirements now direct or from our Agents.

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S., and The Canadian Maple Products Company, Limited, 5 Justice Walk, Church Street, Chelsea, London, S.W.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

Offices: 58 Wellington St. W., Montreal, Canada

Popular Brands

Canada's foremost selling tobaccos have borne the "heart-shaped" trade-mark since 1858. It's the Macdonald guarantee of quality.

Plug Smoking

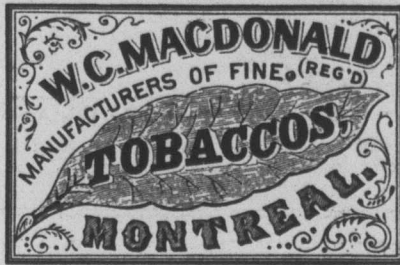
"British Consols"

"Brier"

"Index"



Trade Mark
Registered



Every package we ship carries the above trade-mark.

Plug Chewing

"Prince of Wales"

"Napoleon"

"Black Rod" (Twist)



Trade Mark
Registered

W. C. MACDONALD, REG'D.

Established Over 60 Years

MONTREAL, P. Q.

After present manufactured stocks are exhausted, all our brands except "Twist" will be put up in 10-lb. caddies.

CROWN



Screw Top

Be Ready to Supply the Demand

Buy Right and Buy NOW

These Fruit Jars Produce Results

Extra Quality Rubber Ring in Each

PERFECT SEAL



Lightning Fastener

GEM



Screw Top

The Names Are
Household Words
The Jars Household
Necessities

Dominion Glass Company, Limited

Secure Styles That
Reduce
Both Labour And
Cost



Krackley Nut Time Is All The Time

and the summer season especially brings heavy demands on the dealer's stock. Picnics from now on will be the order of the day.

This big air-tight package of delicious popcorn confection in the familiar red and green package is a great favorite with young and old.

And for very good reasons—the generous size of the package—the quality of the contents—and the smallness of the price.

Krackley-Nut will always open up fresh and crisp. It is sealed with heavy wax paper in absolutely air-tight packages—three coverings.

Order your supply from your jobber to-day. Have it handy on your counter and suggest it to the youngsters and their mothers.

Packed in 24's, 50's, 100's and gross cases. Attractive cut-outs for window display in the larger boxes.

O-Pee-Chee Gum Co.

Limited

LONDON CANADA

You Can Have Brighter, Cleaner Stocks

RID your store of dust—customers both men and women dislike dusty goods. Bright, clean merchandise creates a desire to purchase. Banish dust from your store and maintain your reputation for clean merchandise.

Dust cannot rise if your floors and shelving are treated with Imperial Standard Floor Dressing—the modern dust preventer.

STANDARD Floor Dressing

prevents dust by its action. Floors treated with it retain their first clean smoothness. To keep the floor clean, sweep regularly with a stiff broom.

Imperial Standard Floor Dressing is a high quality non-evaporating *preservative* for the surface of wood, linoleum and oil cloth. One application every three or four months will keep dust off your merchandise and your floors bright and clean.

A gallon is sufficient to treat 500 to 700 square feet of floor surface.

Apply with the Imperial Floor Oiler or an ordinary sprayer.

Sold in one gallon and four-gallon cans, also half-barrels and barrels.

Ask the Imperial Oil man.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES



When Tempted

to try your luck with bulk teas or ordinary packet teas think again of this guarantee we have so often repeated—

GUARANTEE

“We will, at any time, take back any SALADA bought from us and refund you the purchase price in full (we will pay the return freight, too).”

This means that you positively take no risk whatever with SALADA and, moreover, the majority of our customers really make no investment, for the tea is sold before the bill is due.

"SALADA"

Toronto Montreal Boston New York Chicago Detroit Buffalo Pittsburg London, Eng.

The MacLean Business and Class Publications in Canada

TO SELL or buy from Canada such lines as machinery, hardware, food products, dry goods, books and stationery, paper, printing machinery and supplies and general merchandise of almost every description, raw or manufactured, use or consult the MacLean Business and Class Publications, as per list below. For special information, write the publishers. Concerning the quality of the MacLean publications let this copy of CANADIAN GROCER which you hold in your hands speak for all. The MacLean list of 15 publications is as follows:—

THE CANADIAN GROCER (Est. 1886)
 HARDWARE AND METAL (Est. 1889)
 DRY GOODS REVIEW (Est. 1889)
 MEN'S WEAR REVIEW (Est. 1898)
 CANADIAN MACHINERY (Est. 1905)

THE POWER HOUSE (Est. 1907)
 BOOKSELLER AND STATIONER (Est. 1884)
 THE SANITARY ENGINEER (Est. 1907)
 MARINE ENGINEERING of Can. (Est. 1910)
 CANADIAN MOTOR, TRACTOR AND IMPLEMENT TRADE JOURNAL (Est. 1919)

CANADIAN FOUNDRYMAN (Est. 1909)
 PRINTER AND PUBLISHER (Est. 1892)
 THE FINANCIAL POST (Est. 1907)
 MACLEAN'S MAGAZINE (Est. 1896)
 THE FARMER'S MAGAZINE (Est. 1910)

This fact may interest you: namely, the MacLean organization is the largest concern of its kind in the British Empire. The output of its mechanical department every working day is the equivalent of a 150-page publication of the size and type of this copy of CANADIAN GROCER.

Our London Office, 88 Fleet Street, E.C.

Also at: NEW YORK, BOSTON, CHICAGO, MONTREAL, WINNIPEG

For over 20 years the MacLean Publishing Company has maintained a fully-staffed London office, and has rendered British and Continental manufacturers, shippers, and traders an invaluable service in many directions.

Specimen copies of the MacLean publications will be cheerfully forwarded to all asking for them.
 Address us at London or Toronto.

The MacLean Publishing Company, Limited

143-153 University Avenue

Toronto, Canada

Our bulk Tea business is increasing at a very rapid rate, which is the best evidence that we are making a success of this particular class of business. It seems to be the case when a dealer starts handling our crack blends, he is immediately put on the high road to a successful tea business.

We can refer you to men, who before using our teas, sold practically nothing in the bulk article, who are now doing a very large and profitable trade in them.

You will never know what advantage these blends would be to your business, if you do not try them.

Chests Camp Blend	33
Chests Harsley Blend	37
Chests Regal Blend	40
Chests No. 35 Blend	45
Chests Monarch Blend	50
Chests Imperial Blend	55
Chests Golden Tip Blend	62
Half-chests 1c. per lb. higher.	

SEND US A TRIAL ORDER

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

What a Grocer Said

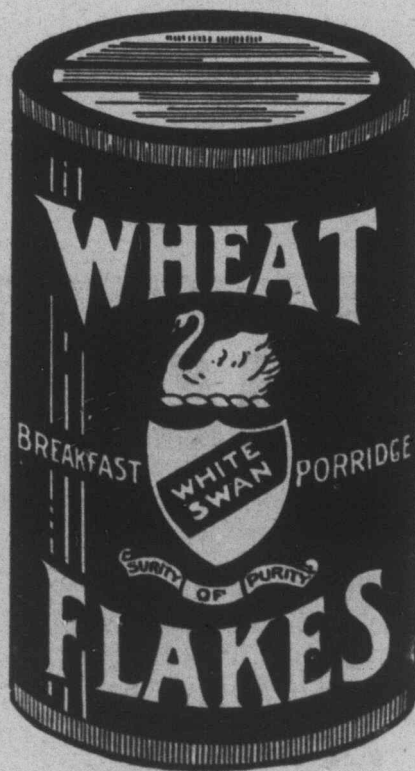
In a letter received from a grocer, he stated:—

“I have handled Red Rose Tea ever since you put it on the market, and during the past 14 years have handled it altogether—not a pound of any other tea except Red Rose and to the entire satisfaction of my customers.”

A sure way to build up a large and successful tea department is to make Red Rose Tea your Leader. It has the Quality that wins new customers and holds the old.

T. H. ESTABROOKS CO., LIMITED

St. John Montreal Toronto Winnipeg Calgary Edmonton



Makes such a delicious breakfast porridge

White Swan Wheat Flakes

Perfect, thin, appetizing Flakes made from the very finest wheats and made in a way that brings out all the delicious flavor and all the body-building nutriment of the wheat.

Make room in your displays for White Swan Wheat Flakes. Draw your customers' attention to this line and watch it repeat.

White Swan Spices & Cereals, Limited

156 Pearl Street

TORONTO

**Hang it
in your store**

You won't need to remind your trade that you are selling Colman & Keen products if you just display the original of the show card illustrated here.

This card will act as a persistent prompter. Upon it are shown in natural colors the entire Colman-Keen lines—reproduced in facsimile.

One of these cards is all ready to be sent you—free of charge.



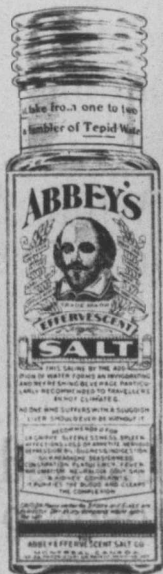
MAGOR, SON and COMPANY, LIMITED

30 CHURCH STREET, TORONTO

191 ST. PAUL ST. W., MONTREAL

Your Customers are reading about

Abbey's EFFERVESCENT
SALT
Makes Life
WORTH LIVING



When they peruse the daily papers, they see the advertisements of Abbey's Salt. When they open their favorite magazine, they read about Abbey's Salt. When they are down town they are constantly reminded of Abbey's Salt by the window displays of the dealers who are connecting their stores with the Abbey's Salt advertising. Let Abbey's Salt make money for you—stock it—recommend it.

THE ABBEY EFFERVESCENT SALT CO., MONTREAL

CANADIAN GROCER

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TORONTO, MAY 23, 1919

No. 21

Budget—Budget—What's in the Budget?

Speculation Rife as to What Finance Minister Will Set Forth—Opposition Leader's Views Cause a Sensation—Low Tariff Element Seems to Have Subsided

By T. M. FRASER, Representative of the MacLean Publishing Co. at Ottawa

OTTAWA, May 23—Sir Thomas White recently announced that the budget would be brought down in the near future, and speculation as to what it will contain naturally grows keener; but expectations, as far as the low tariff wing in Ottawa is concerned, are not great. In fact, some of the most radical of the Western low tariff men are understood to be becoming reconciled to the fact that they will have very little to take back to their constituents in response to those telegrams which, during the session, have poured in on them thick as the leaves on Vallombrosa. Even Mr. Maharg who, during the early part of the session, in an interview with a MacLean representative declared that the War Tax of 7½ per cent. had to come off first shot out of the box, before attacking the main tariff, has now come around to the view that a reduction of the War Tax on necessaries will be about right; and he, like many other Western tariff reformers, will accept a considerable reduction from his early "ultimatum."

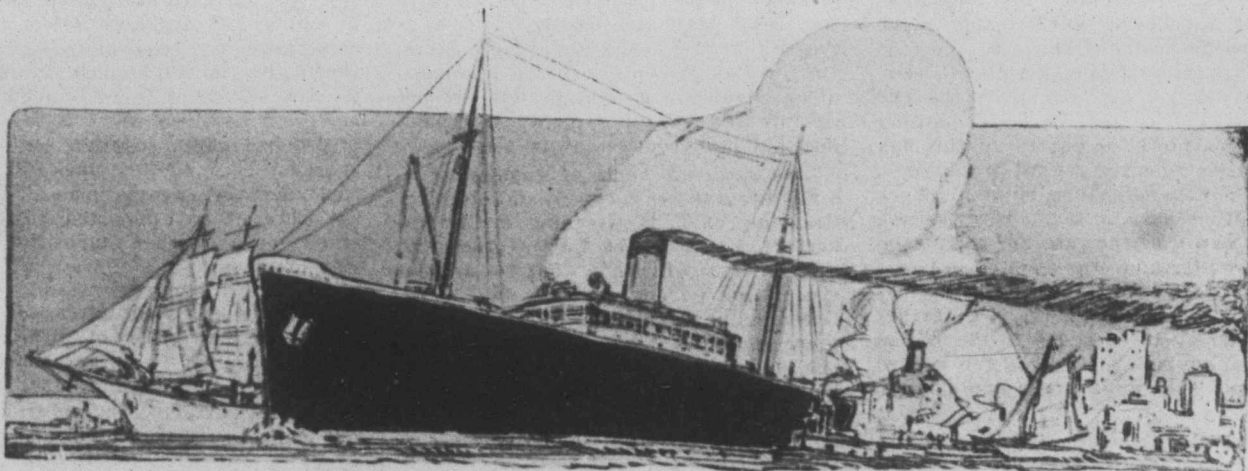
The Opposition Leader Speaks

When the Leader of the Opposition announced in the most casual way in the House on Friday, that he was a protectionist, he further added to the extraordinary mix-up which Parliament presents this session. Mr. McKenzie's exact utterance, which promises to become more or less historic in the annals of the Liberal party, was as follows: "While I am not a very high protectionist, I am not in favor of the tremendous wall which my friend from Peterboro (Mr. Burnham) would like to build; but I cannot help knowing that protection of certain industries has done much for this country. I cannot help knowing that in connection with this very plate industry we are talking about and the institution of the steel works at Sydney, those steel works have furnished a market for our Nova

Scotia coal and employment for thousands of colliers who to-day would not be employed were it not for the assistance which the Government in the early stages gave to the development of our steel and iron industry."

Caused a Sensation

It is not too much to say that this utterance caused a sensation. It was a formal announcement of the well recognized fact that, so far as the tariff goes, there is little or no difference between the two parties. The only free traders now in captivity are the few doctrinaires who air themselves once a year at the Grain Growers' convention, where even their leaders no longer agree with them. Mr. McKenzie's own following is divided, however, and apparently had no idea that he was about to make the pronouncement he did. One of them afterwards expressed the view that he thought his leader had temporarily lost his head; and that he certainly did not represent his—the speaker's—views. Officially, the Liberal party is still anti-protectionist, and old Liberals have to talk like this; but, actually, there is not much doubt that the two parties are to-day not very far apart on the tariff. Strong evidence of this is found in the fact that a paper like the *Halifax Morning Chronicle*, which has been known as the Liberal Bible in Nova Scotia, is now openly in favor of a reasonable protective tariff. The action of the Leader of the Opposition was, no doubt, considerably influenced by the fact that his constituency is located in the centre of the steel industry in Nova Scotia; but his personal hold on the constituency is so strong that he does not require to sacrifice his ideals, and he was no doubt speaking from considered convictions. It may indicate the line which the majority of Liberals will take at the convention called for next August; but, if so, there is likely to be a lively convention.



Poor Political Tactics

But, however it is looked at, it was a very poor exhibition of political tactics. It made the amendment proposed by Mr. McMaster some time ago look more foolish than ever, and it was considered foolish enough when proposed. It materially strengthened the tactical position of the Government, which has been considerably embarrassed by the attacks of the Western members. It placed those members themselves, and also the member for Red Deer, Michael Clark, definitely in the class of political orphans. Dr. Clark has already moved away from the Government side, and over to the cross-benches; and it would not be surprising to see members like Mr. Maharg, of Moose Jaw, Mr. Read of Yorkton and Mr. Andrew Knox of Prince Albert soon follow him.

Low Tariff Men in Difficult Position

The position of the Western low tariff men like those mentioned has become very difficult. They seem to feel that their case for tariff reduction is practically lost, so far as the present session is concerned. They expect very little consideration from the Government, and have now little reason to cast in their strength with the Opposition.

What of the West?

From the experiences of the Western low tariff men in this Parliament, it would not be surprising if the future should bring about new political alignments in the West. The Western members are having the conviction forced on them that the low tariff sentiment is considerably less powerful in Canada than it seems at an enthusiastic convention of the Grain Growers in Saskatchewan. Apart from that Province itself, there is no part of Canada where protection is really in bad odor. Eastern people are sometimes inclined to think that the West as a whole is low tariff, but this is far from being the case. In British Columbia, sentiment is in favor of a protective tariff, with the lumbermen and the fruit-growers both favoring it. Alberta and Manitoba are far from being solidly anti-protection. Saskatchewan alone can be called a stronghold of the low tariff party. The Western members who were so vociferous in the early part of the session are beginning to realize that the East is a pretty big factor, and that there is mighty little purely free trade sentiment left in it.

In Alberta, I notice that the Grain Growers and Non-partisan League is having a sort of rapprochement. Some time ago the possibility of a union of forces on the part of

certain Western electoral powers, such as the labor and agrarian parties, was suggested. If the West is to effect much in Parliament, some such union of forces will probably be necessary.

The time seems rather a crucial one for the West, nevertheless. There has been so much protest and threatening from that quarter all this session, that the House is rather interested to see just how much bluff there was in it. The high tariff men, who have been urging the Government to stand pat, have always minimized the sincerity and the seriousness of this Western agitation, claiming that it was largely froth, and would not be crystallized into action. If no substantial reductions are now made in the tariff and the West stands for it patiently, it is certain that the high tariff sentiment, both in the country and in the Government, will be greatly strengthened and heartened.

The Western men are, therefore, between the devil and the deep sea. The Opposition (which is nothing if not independent, so far as attempting to attack supporters is concerned) does not appear to care whether it adds to its members in the House or not. About the only thing the Western low tariff men can do to express their disapproval is to form a wing of their own in the House; and there is not a sufficient number of them to make much of a hit.

The longer this question is before the House, the fewer become the out-and-out low tariff men, even from the West. Mixing daily with members in the House who are either moderate or high protectionists, their attitude inevitably becomes affected to a certain extent by the company they keep. They feel somewhat like the obdurate juror, who holds out against the other eleven. Few men have the courage to maintain an extreme position to its extreme limit among men with whom they mix intimately every day for months.

Hence we see Mr. Maharg, the protagonist of low tariff, much more vociferous when in the West than he now is in Parliament. Perhaps this is due to some extent to the fact that while here he is not immediately under the eye of Mr. Musselman, secretary and moving spirit of the Saskatchewan Grain Growers, who has always influenced his opinions a good deal. Mr. Maharg is said to be a Tory at heart, and has a stout Tory brother at Brandon. At all events, if he does not receive more comfort from the budget than is now anticipated, and takes it without some emphatic action, the protectionists of the East will take fresh courage and the Grain Growers of the West are likely to get a new leader.—T.M.F.

More Government Taxes?

Teas and Coffees May Have Additional Taxes Imposed in Forthcoming Budget

THAT there will likely be another Dominion Government tax placed on foreign teas at an early date is the opinion expressed by importers of the product in Toronto. The announcement, it is believed, will be made in the forthcoming budget, which is expected soon after the arrival of Premier Borden, who is now on his way from the Old Country. Of course there is nothing definitely known in regard to this tax and any statement in regard to the same, so far, is only conjecture, but dealers are anticipating such a tax. They believe that such will be the case, for the reason that a similar plan was adopted in Great Britain, preference being shown the teas grown within the Empire. No further tax is likely to be added to the Indian teas, and any new measure in this regard will apply only to Japanese and Chinese teas.

As one large importer pointed out to

CANADIAN GROCER this week, the situation in regard to tea is becoming stronger. The rate of exchange on Ceylon has advanced 2d. on the rupee, which in effect means a gain of from three to four cents, Canadian money. This is of course reflected in the quotations on teas, and just at present, with the likelihood of an advancing market dealers are not rushing to get rid of their stocks, believing that higher prices await them.

"We hear all kinds of rumors as to a further tax on coffees," stated W. S. Greening, of T. B. Greening & Co., importers, Front Street East, Toronto, to CANADIAN GROCER, "but we are not speculating on any probable tax." Mr. Greening expressed the opinion that if there was a tax it would likely be a large one, possibly 25 cents per pound. "It will likely be an excise tax and not an import one," he added. "That is, it will be a tax on the final sale, and the cus-

tomers will have to pay it, similarly as they do the war tax, on various lines of patent medicines and drug preparations."

"There is some talk of an additional tax on imported fruits and vegetables," remarked C. N. Fotheringham, of J. J. McCabe, 32 Church Street, Toronto, "but of course nothing definite will be known until the budget is announced. Personally I think there are enough taxes now in addition to the high prices that are being asked for goods at shipping points. On fruits and vegetables coming from the United States there is a duty of 30 per cent., added to which is the war tax of 7½ per cent., together with freight charges, etc., making the cost to the consumer very heavy indeed." He did not believe that imported fruits could stand much further imposition in the way of taxes.

May 9 was a red letter day on the record high prices of 26 9-16c, made in the spring of 1918, was shattered by the white selling at 27 9-16c, and the colored at 27¼c. The offerings were 200 white and 630 colored.

British Goods Available Gradually

British Manufacturer Confronted With Difficulties But Will Surmount Them—Labor is One of Greatest Problems—Home Demand Big—Low Prices Cannot Come Quickly—Import Restrictions Should be Lessened

BRITISH manufacturers are finding a ready market at home for the larger portion of their output at this time, and at very favorable prices. In fact these prices are such that the manufacturer is not, at the present time, nearly so anxious for foreign trade as he would be under ordinary conditions in a normal season. Such is the expressed opinion of J. H. Magor, of Magor, Son & Co., Ltd., St. Paul St. W., Montreal. Mr. Magor has just returned from England, where he met with, and discussed the possibilities of securing increased supplies of various commodities for the Canadian trade, with his principals there.

In view of the fact that the home needs are so great, and because of the added fact that stocks have become greatly depleted at home, Mr. Magor, while hopeful of the future, thinks that it will be some time before supplies for export can be looked for in the usual quantities.

Labor is Short

"Some of the manufacturers have a great deal of difficulty with labor," said Mr. Magor. "This is a big problem in England, and is even discouraging to the manufacturers in some cases. Some men may work for a short time and then they will not return to the factories."

The labor situation is one fraught with much concern for producers and makers of various lines in England. It is particularly difficult for those turning out foodstuffs. Mr. Magor thinks it is one of the most difficult requiring to be met, and just when there will be an improvement in this regard no one can tell; it may be some months. Various conditions are responsible for this. In the first place the workers are enabled to go without working if they so desire, the Government plan giving them a certain weekly allowance. This, with many of them, is an inducement to not work with usual energy and industry, for many have had prosperous days, having worked on munitions at most favorable returns.

Must Improve Conditions

In answer to CANADIAN GROCER'S question as to whether the British manufacturer was desirous of increasing his trade abroad, Mr. Magor stated that there would be need for more encouragement. In other words, it was essential, he intimated, that the duty be made fair on imports. The dumping clause, Mr. Magor said, was a detriment to freer trading in this country, and an impediment to better business relationships. If a closer and better understanding could be worked out then export to Canada would be sought and increased. This would not mean the elimination of

duty, but rather the elimination of the dumping clause only.

There are many goods produced in England, which are in ready demand in Canada, and which will be shipped here if the marketing conditions will be sufficiently favorable. Reciprocal trading, Mr. Magor thinks, will be generally favored by Great Britain, other things being equal.

Improvement Will Come

Mr. Magor stated that as a result of his trip he had been able to secure the promise of larger shipments for the immediate future. He expects that mustard will come to hand more readily, though not in the desired quantities for some time. This will apply to many other commodities, jams, cocoa, pickles, etc., will all be obtainable in time, but the improvement can only come over a period of time. "I believe that there may be quite an improvement in this direction

within the next few months, but it is not possible to make definite predictions," said Mr. Magor. "This can only come gradually."

The Old Country people are used to paying high prices for foodstuffs now, and this is why the quotations there for many lines are very much higher than in this country. "I have seen Canadian tomatoes sold in England for 60c per tin," Mr. Magor said, "and the people are paying it. They are now used to high prices."

Prices to be High

As to the future of prices, Mr. Magor is of the decided opinion that these will continue to rule high. There can be no pre-war levels reached at this time. "I doubt," said Mr. Magor, "if in our time or within this generation, prices will decline to anything like the levels obtaining before the war. There will be gradual reductions on some lines, but this will be very slow in coming."

It is obvious, that with labor and material prices away beyond normal, and with so many factors to be considered, low prices can be reached in a hurry. It is a case now of speeding production, and the future alone will reveal reductions in a large way on many of the commodities sold as foodstuffs.

The Future of Canned Goods Prices

Conditions That Make for a Maintenance of Prices Outlined—Export Demand a Steadying Price Factor

THERE is a good deal of interest being taken at the present time in the probabilities as they affect canned goods for the coming season. Of course there are some variables that cannot be known, notably the actual crop production, that makes it impossible to estimate the cost with any definiteness. There are many conditions, however, that are known and that have a very material effect on prices of canned goods. The president of the Western Packers' Association, in their convention at Chicago, recently stated:

"Permit me now to present what I consider some of the real and permanent facts underlying the present status of canned foods:

(1) Canned goods cannot and will not be permanently cheaper this year or next, because:

(a) The cost of manufacture in 1919 will be as high as in 1917 and 1918.

(b) The pack of the staple vegetables will be less in 1919 than in 1917 and 1918, due to the shortage of acreage.

(2) The cost of manufacture will be substantially as high in 1919 as in 1918 because:

(a) There can be no radical recession of labor scales.

(b) The cost of essential materials is as high on the average as in 1918.

(c) The price of farm products, while less in some sections on most staple products, will be on the whole as high as in 1918. This is due to the fixed Govern-

ment price on the wheat crop of 1919, and the high level of prices still continuing on other food products, such as field corn and hogs and cattle.

(3) The general food shortage in the world will be as marked in 1919 and 1920 as in recent years because the areas devoted to the raising of food in Europe cannot be restored to their normal production within this period.

(4) The restoration of shipping abroad on certain food products caused by the shortage of ships will be relieved by the middle of the summer, and many foods, including canned goods, will find a ready market in Europe and other countries.

(5) The declaration of peace, the lifting of embargoes, the opening of the channels of trade, the ample supply of ships, will mark the beginning of a restoration of an era of prosperity which will equal in volume and value anything we have ever known in the industry of the country. When this time shall come, and it will come unless the world is to pass into decadence, we shall have another paradox, to wit: Canned goods then will be as high in value, if not higher, than other foods.

While these facts were applied to the situation in the United States, W. R. Drvran, secretary-treasurer of the Dominion Canners, in commenting on them in a recent letter to the trade, stated:

"This information will be of interest to
(Continued on page 28)

Dealer's Confidence Sells Grape Juice

Convincing the Merchant
Ahead of the Consumer,
Gains Powerful
Co-Operation

WHETHER a dealer stocks one brand of goods or a dozen, his personal preferences are represented by the lines he concentrates on and pushes. If he stocks only one brand of a particular line it does not mean that this is because all his customers ask for that brand. This is never the case. Consumer preference is found by investigation to be a variable thing, much more variable than dealer preference. Let us discuss here some actual dealer preferences in grape juice:

John Muir, Niagara Falls, Ont., stocks one brand of grape juice. It is one that few of his customers knew about in advance of him laying in a stock. "I can sell this line," stated Mr. Muir, "wherever there is a demand for grape juice. I don't care what brand is asked for, I cannot stock them all. I show the customer the brand I handle, comment on its bright, sparkling appearance, and assure her of its pleasing taste; and I sell it, not in every case perhaps, but certainly in every case where the customer knows me, and in seventy-five per cent. of the cases where she does not. No matter what brand I handled I would not be likely to beat those figures. I sell this line because I am confident in my own mind that it will meet with the satisfaction of the customers and because I know it will bring repeat business. It is more advantageous to me to sell it than other lines."

James L. Hewson, Oakville, Ont., also carries only one line of grape-juice, a line that he believes to be best, but it is an entirely different line from that of Mr. Muir's. It has been given considerable general publicity, and Mr. Hewson thinks that fact has unquestionably helped in the sale. He believes it has made the customer ready to accept the goods when they are offered. In some instances there is a demand for it, he says, by brand name, but this is partly due to the fact that his customers know it is the only line he handles. He also states it is unquestionably a fact that a very large part of the demand is merely for grape juice.

The fact that Mr. Hewson and Mr. Muir are each convinced that the line they handle is the best for their customers and themselves is the decisive factor in making the sale.

Why Such Numberless Kinds?

If general publicity alone could take the place of every agency in encouraging demand, there would be a sale for only a very few brands. As a matter of fact different merchants are selling many different lines, and are sometimes ready to try new ones when the opportunity presents itself to thereby make a better

Co-operation on the part of the manufacturer with the retailer is a most important factor in establishing a dealer's preference for a particular brand. This point is brought out clearly in the interviews that appear on this page. Several retailers refer to the fact that in many cases they place the goods of a manufacturer under the counter or in some other out-of-the-way place if that manufacturer does not show a willingness to help them in the way they think he should.

profit and still satisfy their customers.

Several merchants referred to the fact that judicious general publicity helps to create a demand but that no amount of advertising or anything else can force any dealer to sell goods that do not appeal to him either in the matter of price or quality. Dealers say that they get behind certain brands because the manufacturer, either direct or through their travellers, co-operates with them.

W. J. Snell, 2165 Queen Street East, Toronto, has sold a lot of grape juice but of late months has been pushing another brand. He changed the brands because he felt he could make a better margin out of the other.

"It is just as good," he stated, "and we can sell it at a better profit than ——. We are finding that sales are increasing and we believe that as the people come to know this line better they will buy as freely of it as they formerly did of the first line. It is possible to sell this line more cheaply, and while customers were diffident about buying it at first in preference to —, they are now accepting it quite readily because they find it has a good flavor and a pleasant taste."

Here is a concrete case of where a dealer's preference has diverted the channel of customers' purchases. The "dealer's preference" is certainly a powerful force in distribution. With the grocer once sold on a product there is little likelihood of his making any effort to change trade.

Donald McLean, Roncesvalles Avenue, Toronto, sells ——— almost exclusively. "If I thought the other brands were as good," he stated, "I would get behind them—but I don't. The bulk of my business is done over the phone. We never attempt to substitute on this trade. This is not because we might not easily be able to do it, but merely because we believe ——— to be the best. We stocked some ——— some time ago but it is still on the shelf as we have not tried to sell it."

The Grocer Not Convinced

It is an interesting fact that the latter line has had a fair amount of attention devoted to it in many of the largest consumer mediums on the continent,

Many Factors Combine to Assure Merchants Goodwill
—Once Established, He Sells the Goods.

still it remains on the shelf in this store, not because there is no demand—for the merchant could readily introduce it to his customers and be sure that they would remember this product because of its extensive advertising. The product did not sell because the dealer himself was not convinced that it was as good a product as the one he previously favored.

Sometimes a merchant is convinced of his own ability to sell a new line by force of circumstances. For instance:

J. M. Semmens, King Street West, Hamilton, Ont., had been accustomed to sell ———, a well-known line, and to pin his faith to that. It happened, however, that in the very heart of the special selling season he was unable to get supplies of it. He took the only possible course and stocked another line fearing somewhat that his customers might not take to it. He has found from experience that he can sell one about as readily as another, his customers being quite willing to accept the brand he offered them without criticism or complaint.

One of the Lyndroute stores, situated at 390 Roncesvalles Avenue, Toronto, had a fairly heavy stock of ——— grape juice. It retailed at a somewhat lower figure than another line they had been handling, and at first they found that their customers were inclined to look askance at it, and would even purchase a sample with a certain reluctance. After trying it, however, they bought it freely, as they found no complaint with it. As it, as well as satisfying the customer, showed a better margin of profit to the merchant, they, of course, gave it the preference.

Five Cases at a Time

Thos. L. Muir, of 4451 St. Catherine St. W., Montreal, buys more of one brand of grape juice than all others. In this way he claims he gets a better price, but in addition to this he also feels that the brand he buys in the larger quantity is decidedly reliable.

Mr. Muir stated he bought ——— grape juice in lots of five cases at a time while the other brand he sells he buys in single cases only. "I get a somewhat lower price on the five cases bought in this way, and then I consider it is of an excellent quality always."

How the Grocer Influenced Sales

Note the definite attitude of Wm. Pye, St. James Street, Montreal: "What is your experience in selling grape juice?" CANADIAN GROCER asked. "When a customer asks me for a bottle of grape juice I place ——— on the counter, and name the price, 35c. 'Oh, that is too dear, have you nothing cheaper?' I then

take down a bottle of — and place it alongside the other. This one you can have for 25c if you prefer it. In almost every case the customer will buy the first one, and this is the big seller with us." The tone of the dealer's remarks very often decides the sale.

Appearance of Package Helps

Mr. Pye added that the brand which he believes is better than any other he can get was unmistakably favored when he recommended it to his trade. It not only was better, but he considered it had a much better appearance. This was a help, and especially so when the two were placed side by side, even were there no label on either bottle. Both bottles are of identical size.

The same underlying principle governs the purchase of this grape juice as that applying to general grocery lines. Mr. Pye said that he would not buy a line of groceries just because they were extensively advertised to the consumer. This was alright, but he insisted on the goods themselves possessing unmistakable merit. They must also afford him a reasonably good profit if he were to sell them to his trade. He also liked to push an attractive looking line and one that had a neat, attention-getting label.

Made a Business in a Special Line

W. R. McCaw, 125 Roncesvalles Ave., Toronto, pushed one brand of grape juice with great success. He was able to buy it in good shipments at a good price some time ago. He featured it in the window for a long time, selling at a special price. He sold over one hundred cases in this one effort. "I could sell as many as half a dozen large bottles to one person," he stated. "People passing in automobiles are big buyers."

Grocers Can Do What They Want

Jenkins & Son, Charlottetown, P.E.I., handle only —. "Our customers," they state, "will usually accept any brand of goods we recommend. If there is no particular advantage where two or more particular lines of about equal quality are concerned we always take the well-advertised brand as it does not require any talking, and in these days 'time is money.' If we do not take kindly to any line we keep it in the background and only put it out when a customer demands that special brand. Take the case of a certain soap manufacturing concern for instance. Owing to the fact that they will not grant any special price for quantity we never hand their goods out except when definitely specified. The manufacturer should know that unless the retailer will place the goods before the housewife it will be impossible for him to get his goods into the homes. If retailers will stand together they can do pretty nearly anything they want to do."

Personal Preference and Prejudice Influence Sales

Personal preferences and prejudices have no small part in shaping the selling policy of the merchant.

L. Krivel, Corydon Avenue, Winnipeg, handles two brands of grape juice, but puts his efforts behind only one of these, giving as his reason: "It is a reliable brand," and he feels that for this reason he can always confidently recommend it.

T. Collins, Wilbrod Street, Ottawa, stocks three brands of grape juice, at least two of them being fairly extensively advertised. He puts his selling effort especially behind one line, however, stating that it shows the same profit, and he believes it is of the highest quality and also that the company supports the Ottawa Food Show, in which Mr. Collins is interested.

The Alberta Grocery, Calgary, Alta., also stock three lines, all of them fairly well known generally. Whenever the opportunity presents itself, however, they suggest — as opposed to —, which up to the present has represented the bulk of their sales; the reason given is that "the manufacturers of this product are too independent." Here again this retailer exhibits a preference for one line.

Service a Large Factor

John Patterson, manager of the grocery department of the Hudson Bay Company's store, Calgary, Alta., instances one of the factors that is instrumental in determining the goods the merchant will handle—that is the matter of being able to secure supplies:

"The grape juice situation has been rather unsatisfactory here for the past season," he states. "There was a limited amount of — and after that was sold out it has been largely a question of selling what was obtainable and what sizes could be had. The present seems an opportune time for some manufacturer who has a dependable product to step to the front here, and I believe it would get good support from jobbers and retailers alike."

Sometimes there are still other factors that induce a merchant to stock a line, factors quite apart from consumer demand.

W. Hanna and Sons, Port Carling, Ont., handle two brands of grape juice, one well known and the other comparatively unknown. It is this latter line, however, that they sell whenever the opportunity presents itself. They stocked this line because of other business association with the firm, and feature it wherever possible because it shows usually a better profit and can be sold at a more popular price, while they believe that the goods themselves are just as good.

J. W. Hanley, proprietor of the McLean Grocery, Moose Jaw, Sask., states that they handle two brands in the store and give some special preference to one of these by window displays. On the other hand on certain occasions, when this brand proved to be higher priced than the other they handled, and believing the quality to be the same, they had devoted themselves vigorously to featuring this second line. They believed both the brands were of equal quality and they favored one merely to take advantage

of the advertising already done by that firm.

"In the matter of selling," stated Mr. Hanley, "we believe that this is largely a question as to which line the retailer wishes to get behind, more than what the customer wishes. We find that in some lines it pays to push those that are advertised the most, because the manufacturers will co-operate with the retailer by allowing him a good margin and by doing all in their power to stop price-cutting on their goods. We also find that it does not always pay to feature some lines that show a vastly larger margin of profit unless you are fully convinced in your own mind that the quality is just as high."

Introducing New Goods Makes Sales

H. V. Raymond, Sydney, N.S., in referring to the merchant's ability to actually sell what goods he wishes, gives the following instance:

"One particular instance I recall took place about the first week of April. A woman asked for a bottle of grape juice. On that occasion I had just opened a case of — brand. I told her where it was made and that the manufacturer was the owner of a large grape garden, and showed her the rich color of the article, so she took it in place of the line asked for. Since that time she has purchased nearly a dozen bottles. I think this is a good instance to show that, quality considered, the merchant can sell any brand he chooses if he wishes to put any effort behind it."

A Maintained Quality Assures Co-operation

Mongeau Freres, St. James Street West, Montreal, buy — grape juice for their trade, and favor this brand for the following expressed reason, given in reply to a question by CANADIAN GROCER:

"It has always been of high quality and we have no desire or intention to change for any other."

The better grocer invariably states that he can sell any line he wishes to get behind, with this proviso, that the article in question is uniformly up to sample. This given, he gets behind, and things happen.

SOME INTERESTING FIGURES IN CANNED GOODS COSTS

Some interesting figures are to hand, showing the cost of producing canned tomatoes in the State of Maine, in 1916, as compared with 1919. As conditions governing the Canadian industry are largely the same as in the State of Maine, the comparison is timely, and speaks for itself, as an evidence of the rapid advance in the cost of this commodity alone.

The table is as follows:

1916: Cans, \$14 per thousand; boxes, 9½c each; labor, 15c per hr.; tomatoes, \$8.50 per ton.

1919: Cans, \$26.75 per thousand; boxes, 20c each; labor, 40-50c per hr.; tomatoes, \$15-\$18 per ton.

Winnipeg City Nearing the Bread Line

The Widespread Strike Presents Serious Problems in Distributing Food Products—City Already Feeling the Pinch

THE City of Winnipeg, under the stress of a widespread strike, is rapidly approaching a very serious situation in regard to its food supply. Under modern systems of transportation supplies can be so readily moved to any point, that, as a rule there are no very large reserve supplies maintained. For upwards of a week, now, Winnipeg has been living on its reserves, and these reserves are being rapidly depleted. The railways are not delivering supplies to the city and there is no one to handle them or deliver them even if they were brought to the city.

Difficulties of Distribution

Of course the retail grocer was able to meet the first demand, and from his stocks supply the needs of the citizens, but in a city the size of Winnipeg, with numerous wholesale grocery houses, there is no tendency for the retailer to carry heavy stocks, so that a very moderate run would seriously deplete his stocks. Of course the wholesaler is well supplied, but there is the difficulty of distributing the goods required, especially as in some of the establishments at least the workmen have joined the strikers.

Grocery Stores Open, But no Delivery

A representative of CANADIAN GROCER who has been in Western Canada the past couple of weeks returned to Toronto Tuesday. Discussing the Winnipeg strike situation, he points out that the Citizens' Committee, formed chiefly from the ranks of business men whose establishments have been closed, is doing splendid work. The members of the committee are offering themselves

as firemen and for police duty, etc., and this is doing a great deal to stabilize the situation. This committee is showing a determination to prevent mob rule.

Restaurants were gradually closing as they ran out of food as it was almost impossible for them to get in fresh supplies. Grocery stores were open all over the city but there were no drivers, and very few clerks. Grocers themselves were working hard to endeavor to supply their customers with foodstuffs.

As far as could be ascertained there was no real hardship so far as lack of food was concerned, although of course if the strike lasts for any length of time this will be a possibility.

Up to the present, too, there has been no violence, and it is hoped that none will occur.

A late report indicates that the banks are closing, not on account of the strike but because so many people have been endeavoring to draw their deposits.

CANADIAN GROCER this week continues its regular market service from Winnipeg, and carries the full details of the R.M.A. Convention at Regina. This service is given under conditions of unusual difficulty, as no mail or wires have been received from the West during this week, and it is with a certain feeling of satisfaction that this issue is sent out without a department missing.

Why Aren't Prices Shown in Your Windows and in Your Ads? Machinists Ask Goderich Retail Merchants

A MEETING that was perhaps one of the first of its kind in the province and of particular interest to retailers, in that it shows how closely the man in the street is following prices and merchandising was held at Goderich, Ont., to discuss keeping trade at home. The retail merchants were invited to attend a meeting of the Goderich Lodge, International Association of Machinists. The chief spokesman of the machinists, while disclaiming any intention of telling the retailers how they should run their business, declared there were some things that people thought should be remedied. He pointed out that there were strange discrepancies between the prices charged by various dealers, even on standard articles, that goods displayed in the windows were usually not priced, and that many mer-

chants did not give prices when advertising. He stated that when a woman bought her supplies out of town there was usually some very good reason for it, as most women took a keen personal pleasure in shopping, rather than doing their buying by mail. Goderich, it will be remembered, is one of the towns where a "Spend Your Dollar at Home" campaign is being carried on, as stated some time ago in CANADIAN GROCER. Various merchants replied to what had been stated and explained the variation in prices by stating that the goods were purchased at different times and that buying prices had been changed. An argument took place over the question of whether a merchant should take advantage of a rise in prices and charge more for goods he had in stock before the goods advanced. The

merchants held that they were justified in doing this because had there been a decrease in prices they would have had to meet the lower figures and make up the loss as best they could. Discussing the matter from another standpoint a representative farmer who was present declared that it was necessary to go further back than the merchants to discover the origin of high prices. He declared that the tariff, especially that on machinery, was a great factor in causing high prices. With cheaper machinery it was his view that production would be increased and prices lowered all round. The result of the meeting was that a committee was appointed to make investigation of specific instances in which complaints are being made over prices.

THE FUTURE OF CANNED GOODS PRICES

Continued from page 25

you because it covers practically similar conditions in Canada."

Continuing, Mr. Drynan stated:

"You will now be considering the question of making up your order for the coming season's requirements.

"In placing your order at this season, you will, of course, require to take into consideration the prospects for business during the balance of the year, the present condition of your stocks and the possibility of your being able to buy later at as favorable prices as you are offered under the contracts. Several eminent economists, over their own signatures, state that a study of wars during the past century has convinced them that for a period after the world's greatest war, prices in general will be high and continue to advance.

"This period varies according to different opinions, from two years upwards, but these opinions are fairly unanimous that prices will remain high for some time. In any event conditions point to the fact that there is very little likelihood of lower prices during the current year.

"As you are probably aware there is a very heavy export demand at the present time for canned fruits, and canned vegetables, especially tomatoes. There is no present indication that this demand is letting up. Orders for considerable quantities are already booked for export from the new pack.

"While extensive preparations are being made for a large pack, there is no more uncertain business than the canning business, as no one knows until the season is over just what the pack will be. If orders are placed early you obtain favorable consideration should there be a pro rata delivery, otherwise you may possibly secure your requirements, but at higher prices."

BRANTFORD, ONT., GROCERS MAY START BAKERY

The Brantford grocers are considering opening a bakery to supply bread for the grocery trade. The grocers have already \$4,000 subscribed in case they decide to start a bakery.

Will Appoint Western Board

Saskatchewan Convention Accepts New Basis of Constitution—Four Provinces Represented by Western Board—Ottawa Office Unsatisfactory—Favor Half Holiday—Oppose Bank Mergers

REGINA, Sask.—One of the most important resolutions adopted in the early sessions of the sixth annual convention of the Saskatchewan Retail Merchants' Association, was that providing for the acceptance of the basis of the constitution as it now exists, it having been altered by the Dominion Executive at Ottawa to provide for the compulsory appointment of a Western board representative of the four Western provinces, and the optional appointment of an Eastern board comprising the Eastern provinces. Settlement will be made by the new executive for the per capita tax which the association has been holding back for the past year, pending a settlement of this difficulty. A Dominion Secretary will be elected by the Western board and will have no vote.

The passing of this resolution followed an exhaustive report by J. J. Polson, on the recent Dominion convention. The change in the constitution further provides that the Western board will be responsible for half the expenses of the Ottawa office and that Western members

will pay their fees to the Western board, but until this board is formed fees will be paid to Ottawa.

While in Ottawa, Mr. Polson informed the Dominion board that there was a strong feeling that the Dominion office

NEXT CONVENTION AT MOOSE JAW IN JUNE, 1920

A motion was adopted by the Convention establishing June as the month for the next convention, instead of in May. It was decided to accept the invitation of the City of Moose Jaw to hold the next annual convention in that city.

had been very unsatisfactory for some time, and that if the trouble could not be traced to situations in the East which hindered the secretary, then that official should resign his office. Mr. Polson pointed out that the East had fought the change because the West would have charge of its own affairs, and because they did not want a board representa-

tive of all the Eastern provinces owing to the likelihood of encouraging friction.

In the discussion following this report it was contended that as Saskatchewan was one of the strongest supporters of the Dominion organization, that it should therefore receive good service from Ottawa. Mr. Polson stated that the feeling between the East and West was becoming more harmonious and that representatives of the West can get from the Dominion executive anything which is reasonable.

"Eastern merchants are reasonable, and we have a chance to cement the retail trade of the whole country in a live, harmonious organization."

The Ottawa office had promised this year to hold the annual meeting in Vancouver, to assist the growing organization in that district. As it was impossible to arrange this matter at the last minute an alternative has been suggested, namely, to run a retail merchants' train from Halifax to Vancouver for a three-day conference. This is planned for August of this year.

J. A. Banfield of Winnipeg, president



A scene on Scarth Street, one of the main thoroughfares of the Convention City of Regina.

of the Dominion Retail Merchants' Association, confirmed the fact that Eastern Canada is now desiring to work in closer co-operation with the West.

"As a unit we will do something, but disintegration will get us nowhere," added Mr. Banfield.

W. C. Paynter, Tantallon, supported the motion, stating that unity of action cannot be secured unless the West is joined with the Dominion organization.

Favor Half Holiday

A great deal of discussion centered around a resolution empowering the new executive to secure legislation for a universal Wednesday half holiday throughout the year. The convention was in favor of this legislation and action will be taken to have Wednesday afternoon observed where it is the practice to observe a half holiday. The general acceptance of a half holiday is, however, optional. Moose Jaw delegates favored a half holiday throughout the year.

H. E. Sample, Kerrobert, suggested that the Government be asked to name a day to be universally observed in Saskatchewan. Another delegate thought it would be difficult to establish a certain day in a small town where the farmers have the habit of coming in whenever they take the notion. Other country merchants thought the matter should be left to the municipalities to set a day for the holiday.

G. W. Stockton, Carlyle, stated that in the country no one observes a holiday as is done in the city. He contended that the country customers must be accommodated and offered the suggestion of alternating the clerks on duty in the store in order to give them needed recreation. He added that the Grain Growers has passed a resolution asking country dealers to remain open to accommodate the farmer owing to a scarcity of farm help.

Price Hughes, Regina, pointed out that unless the association took action, a similar situation will arise here as in England, where inspectors have to be employed at big expense, to enforce the law.

W. C. Paynter amended the resolution, making the observance of the half holiday optional, but declaring Wednesday to be the day for the half holiday where a holiday is allowed by the Village Act. S. McMicken, Moose Jaw, thought the association should not seek Government action, intimating that this might cause trouble between the East and the West.

A straw vote of delegates present indicated that a compulsory half holiday in the summer was favored.

Against Bank Mergers

The association went on record as protesting against further bank mergers being permitted. It was pointed out that bank mergers were fairly numerous recently, resulting in credit passing into the hands of a few. A clause providing for the appointment of a special commission to investigate the whole financial situation of Canada was voted down. J. J. Polson was emphatically

against the appointment of commissions to investigate anything under the blue sky.

Mr. Banfield followed in an address dealing with the problems affecting retail merchants. A vigorous attack was made upon the operations of the Canada Food Board, figures being quoted to show the enormous expense and burden that the board had been to the country and to the merchants, inasmuch as the license fees paid by the merchants financed the board. Mr. Banfield quoted the following figures from the report of the board: Total revenue in fees amounted to about \$491,000. Of this amount \$202,847 was spent in salaries,

\$52,000 in travelling expenses, \$90,833 in printed matter and advertising, and \$29,790 for office expenses.

Mr. Banfield declared that it took much of the time of the staff of the association at Ottawa to watch Director Thomson of the Canada Food Board, and his staff.

"A list of fifty-seven subjects is now before the Government for action," stated Mr. Banfield, adding that one of the important ones provided that the Garnishee Act. should apply to civil employees in future. This action was thought necessary to protect retailers, especially in view of the taking over by the Government of additional railway lines.

One Insurance Policy—One Business

Executive of R.M. Mutual Fire Ins. Co. Will Settle This Problem—Membership Necessary for Each Store to Get Protection at Present—No Increase in Risk Allowed

THE Wednesday afternoon session of the convention was devoted to the Retail Merchants' Mutual Fire Insurance Company, reports being given and officers, elected. The financial statement showed the net insurance carried by the company to be \$882,200; expenditure, \$17,850.87; assets, \$48,064.13; liabilities, \$48,064.13. The total amount of insurance written during 1918 was \$991,900.00 and policies in force, December 31, 1917, \$554,935.70.

The election of directors resulted in J. C. Nichol, Radisson; and E. Wright, Kerrobert, being elected for a three year

term and W. P. Ball of Assiniboia for a one year term.

A. E. Fisher, superintendent of insurance for Saskatchewan, gave a brief address on fire insurance, congratulating the R. M. Company on the low expense ratio and the low loss ratio shown. He emphasized the need of every merchant scrutinizing his policy carefully to eliminate any difficulty in making settlement. He stated that during the past year there had been a fire loss of \$2,250,000 this being a per capita loss of over \$3.

The question of whether merchants should be given protection on more than one store in return for the payment of insurance fees on a single membership in the association was discussed. At the present time a merchant must have a membership for each store in order to have each store covered by insurance in the Mutual company.

S. McMicken, Moose Jaw, opined that that the R. M. A. was not so much for the individual but to help the store situation. He favored one policy—one business.

On the motion of S. T. Brown, Simpson, the matter was left with the executive committee to deal with.

OFFICERS FOR 1919

Following officers were elected for the following year:—

Honorary President—H. D. MacPherson, (men's furnishings), Regina.

President—S. McMicken, (grocer), Moose Jaw.

1st Vice-president—W. P. Ball, (general), Assiniboia.

2nd Vice-president—J. C. Nichol, (general), Radisson.

Treasurer—S. E. Fawcett, (hardware), Saskatoon.

Hon. Secretary—J. W. Creswell, (men's furnishings), Regina.

Constitution provides the Acting Secretary will be appointed by the Executive Committee.

J. J. Polson, 1st Vice-president of the Association last year, declined the office of President this year owing to the fact that his business is developing a wholesale department and he did not feel justified in standing for the office in a retail organization.

W. P. Ball was elected to represent the Saskatchewan Association on the Western Board, with the remainder of the Executive as substitutes.

LITTLE EXPORT FROM BRITAIN THIS YEAR

G. T. Milne, senior British trade commissioner for Canada and Newfoundland, visited Winnipeg recently. Speaking of the future of Britain's position as an export country, Mr. Milne stated that while the difficulties of readjustment in Britain are enormous and while it is unlikely that during the current year the Old Country will take her accustomed place in the trade of the world, he feels sure that by next year her enormously increased capacity for production will make itself felt in the world's markets and that relations will be re-established with the Canadian market.

Favor Trade Sections in Convention

First Two Days of Future Conventions Devoted to Trades—
Third Day for General Convention—Will Try Out
Division of Province Into Sections With
Paid Secretary

THE proposed holding of trade section conventions, and the division of the province into district branches, were important matters which brought forth much discussion in the Wednesday morning session. After consideration it was decided that the



S. D. McMICKEN,
Moose Jaw, Sask., elected President of the
Saskatchewan R.M.A.

first two days of future conventions will be set aside to the trade sections, the general convention being held on the third day. An amendment to exempt trades not included in general stores and hold their conventions at some other time of year was voted down.

W. L. McQuarrie, Saskatoon, supported this division into trade sections, stating that during the first two days the sections could decide on important matters to be considered and there would then be something to work on in the general convention.

S. McMicken saw difficulties ahead, and issued a grave warning. "We have got the Retail Merchants' Association into one association. We have been fighting for twenty years to keep away from individual associations of the various trades. This convention is held for the good of all. There should not be sectional meetings. Do not get the conventions separated, for as soon as you do you are going to have fifty-five conventions held separately and the Retail Merchants' Association will go out of business."

In speaking to the amendment another

delegate contended that the general merchants would thereby be given preference in being allowed to attend the general as well as the sessional convention, whereas trades not represented in the general store would be restricted.

A motion to direct the executive to pick out a certain district in the Province of Saskatchewan in which to try out for the period of one year the plan of appointing a local paid secretary responsible to the provincial association, was adopted. In this connection it was decided to give returned soldiers preference in appointments to the position of secretary in such districts. The secretary will make a report at the next convention on his work in the trial district, which will include 200 to 300 members of the R.M.A. The work of the secretary of the proposed sections was outlined by F. E. Raymond as follows:

Insofar as a credit rating system is concerned, it will be possible for such secretary to make a credit report on everyone in the district. A credit rating card will be provided for each merchant and a complete summary covering the district supplied to all members of the provincial association. This system is designed to prevent dealers who have exhausted credit in one district to move on to another and secure credit facilities. An interchange of summaries will cover the entire province.

In regard to collections, the credit system would lessen the need for collecting. The secretary could give personal solicitation and the fact of his being a member of the R.M.A. would carry weight in such matters. The usual rates for collections would be charged, so that the system would not be taken advantage of and the secretary deluged with unnecessary work.

Another phase of work for a secretary would be the encouragement of the community idea. It is felt that a man in such a position could do much to better the feeling between towns and cities.

The district secretaries would be employed by the provincial association, care being exercised to choose men who can win and hold confidence.

The plan will necessarily involve increased expenditure and it was suggested that a fee of \$25 to \$30 per year might be necessary. It is planned to have men selected for these positions spend a month in the Saskatoon office to get in closer touch with the work of the association.

Delegate Mouton, Kelliher, suggested that the province be divided as the Grain Growers' Association into thirty-six sections, and allowing each section to

pick their own secretary and pay him according to the amount of work involved.

G. W. Stockton, Carlyle, stated that the plan would involve a great expense. "I believe it is necessary to do something along this line, but it is questionable if we should stand the expense of a secretary paid by the association in each district at the outset."

C. Williams, Moose Jaw, suggested that the sum of \$50 be paid to some responsible merchant in each district to handle the secretary's work.

Another delegate stated that the work done by the provincial association is not sufficiently close to the country merchant. The city dealers had their own secretary giving personal attention, and the country dealers would appreciate the association more if they had an equal service.

J. J. Polson stated that in the Regina R.M.A. there was no organization under the plan where the secretary devoted only a part of his time, and that it was necessary to open an office and devote a man's whole time to secure any beneficial results.

Suggestions by other delegates were that the plan was all right for large cities, but that country merchants could figure up their customers themselves. In another large district there were very few members of the R.M.A., and a secretary's traveling expenses would be heavy in proportion to the amount of work which could be done.

H. D. MacPherson, Regina, stated that the association had come to the limit of what it could do under prevailing circumstances. It was in response to his request for a trial in one district that the motion was adopted. The provincial association will bear the expense of the trial in one district, and it will be necessary to use some of the funds at present on hand for this purpose.

(Convention report continued on page 35)



J. C. NICOL
Radison, Sask., appointed Second Vice-President
of the Saskatchewan R.M.A.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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EDITORIAL BRIEFS

THERE is a certain grim humor in the Toronto *Globe's* remark that "the cash-and-carry system is being given a thorough trial in Winnipeg."

WHY NOT SOME MEDIATOR?

IN reply to a request for the Department of Labor to send representatives to the scene of the strike activities in Winnipeg, some lofty intellect in Ottawa is reported to have stated that the Department of Labor is for preventing strikes, not for settling them.

Of course, that is a comforting thought. But when strikes like this one have not been prevented, what, then, is the next move? Surely the Government cannot wash its hands of a movement that is of such vital importance to so many people. Surely the Government is interested in adjusting this question in a way that will mean justice for everyone.

TALKING BACK TO THE CATALOGUE

THERE is a hardware store in Sprucedale, Ont., that advertises in the local paper as follows:—

"Take any Iron Bedstead in Eaton's Catalogue and we will supply you with the same identical Bedstead at 50c below their price for the better ones, and 25c below for the cheaper ones."

Whether the mail order house is worth all this attention from the merchant or not we cannot say.

But certainly there is more to be said for this argument that bases a claim on actual values offered than can be said for those arguments that are based on local loyalty alone.

It is more hopeful copy to read. It is fighting copy. The mail order house is a fighting proposition, but it fights in the open. While its enormous resources give it certain advantages, these advantages are not as numerous as many merchants believe. It is quite possible to meet its competition, as the advertisement of the Dixon Hardware Company shows. If we are going to worry at all about the mail order house it is certainly better to worry about how we can make it hot for them than about how they are making it hot for us. The one spells progress, the other retrogression. The retailer has still very many useful and beneficial lessons to learn from the mail order house.

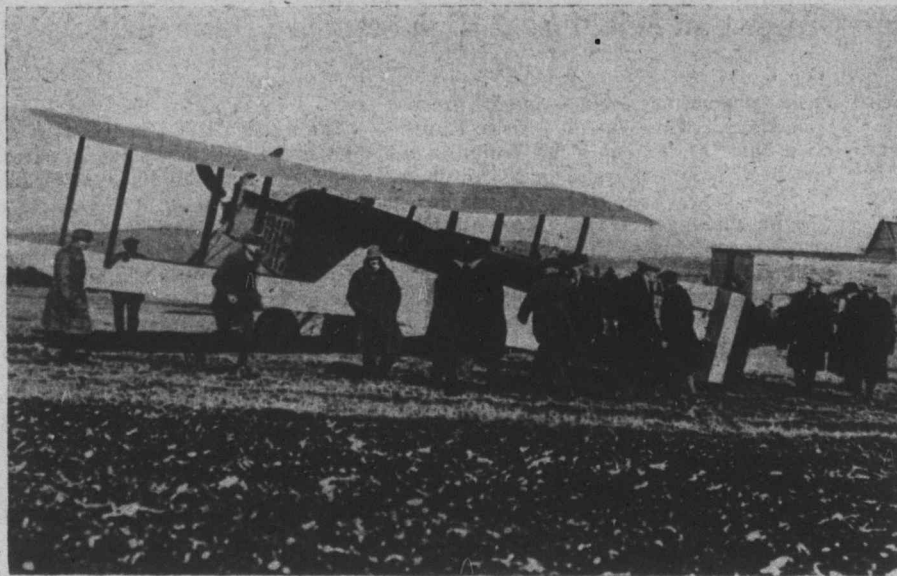
A REMEDY IS NEEDED

THE city of Winnipeg is paralyzed by the most far-reaching sympathy strike that has probably ever faced any Canadian city.

The strikers have gone about their work in the most thorough-going way. The city has been cut off from all communication with the outside world. Its newspaper plants have been shut down, so that the citizens may read of the strike only through the favorable eyes of official labor organs. Restaurants have been closed, and baking and milk plant operations suspended, or permitted at the will of the strikers. Citizens are finding difficulty in obtaining food. Stores are being closed at the orders of the strikers, and banks have closed as a wise measure of precaution. A city of roughly two hundred thousand people is facing danger, and inconvenience, and want, and is being brought face to face with conditions of anarchy, because of a difference of opinion between a few men. It is not our intention to disparage the claims of either party. We are not versed in the merits of the case, but it seems clear that matters should never have been permitted to come to this pass. This dispute will have to be settled sooner or later and there will be no change of essential conditions in the meanwhile, so the settlement might just as well have been reached without all the loss, the suffering and annoyance that this strike has entailed.

There are Governmental departments that are entrusted with the administration of matters pertaining to labor. Is it too much to expect that such a department should be capable of meeting such situations before they had come to the present pass? It should be possible for the Government to assure justice to both parties without having a city of 200,000 souls, very few of whom are directly interested in the questions involved, placed on the rack.

Current Events in Photograph



GREAT ADVENTURERS

On Sunday afternoon last Harry Hawker and Mac-Kenzie Grieve started on the greatest adventure the world has yet known. Since that time they have passed out of human ken. It may well be that no one will ever know the actual fate that befell them, but their names will go down among those of other gallant gentlemen who have pioneered the world's progress. The photo shows their machine. The figure facing to the front is that of Harry Hawker.

WANT TO KNOW PRICES

JUST how keenly interested the buying public is in knowing prices was shown at a meeting held at Goderich, Ont. In an effort to stop people buying out of town the retail merchants of Goderich have been putting on a "Spend Your Dollar at Home" campaign in one of the local papers. It seems, however, that people continued to buy out of town and with a view of securing co-operation from the workmen a meeting was arranged to discuss the situation in general. The retail merchants were invited to attend a meeting of the Machinists' Lodge, one of the strongest in the town. The chief speaker for the machinists drew particular attention to the fact that many of the merchants did not put prices on goods they showed in the windows, also that when they advertised no prices were given. It was pointed out that women like to know the prices and that their strong personal liking is for shopping at home and not for buying by mail. As a result of the meeting a committee has been appointed to investigate the situation and make a report later. This meeting is one of the first of the kind ever held in the Province. It is significant, especially from the retailer's standpoint, as showing what is in people's minds and what course they are likely to take if they do not approve of the home merchant's methods. Putting prices on goods shown in the windows and on goods advertised seems a little thing to many dealers and very unimportant. As a matter of fact it is a most important matter and this was recognized by many of

the leading business houses of the country long ago. One of the greatest features of all departmental store advertising is that they give the prices in large figures. Many firms not only give the figures, but spell the price out also so that there is no possibility of any mistake being made and also to emphasize it in the mind of the prospective buyer. This general policy of putting prices on all goods advertised and shown in the windows is declared by many of the largest firms in the country to be by far the best plan. They extend it in many cases to the goods on display in their stores, which bear plain price marks or tickets. Price is the very first thing the prospective buyer wants to know. A very large percentage of shoppers, especially women from the country, are timid about walking into a store and asking the price. Their fear is based on the idea that if the goods are dearer than they expect they may be forced into taking it. There are many people, many of them too, who would like to know the price and would probably buy, but do not like to go into a store and ask about goods and then come out without buying. The merchant who does not show prices of the goods in his windows is undoubtedly losing every day a percentage of sales he might easily make. Those who have investigated the situation state that the tendency almost invariably is for people to think that goods which bear no price mark are much higher than they really are. It is a simple thing and good business to let them know exactly what the price is.

Maple Sugar Production in Quebec

Of the 55,000 Maple Sugar and Syrup Farmers in Canada, Quebec Claims Biggest Share
—Millions of Trees to Yield Millions of Dollars' Worth of This Excellent
Natural Product—Grocer Can Sell More if High Standard Demanded

CANADA has the basis of many millions of revenue from the development of her Maple Sugar and Syrup Industry. For this reason it ought more fully and more completely to be developed. To this end effort has already been directed by the federal Government through its Department of Agriculture. And individual and collective effort by well-wishers who are actively engaged to promote the industry has also done much. But, alas, there is still immense opportunity for growth, and which will continue to be lacking if energetic effort is not made to increase the output and fill a demand which has usually been unsatisfied from year to year. And, while there has been great need for a development of resources that are purely and peculiarly Canadian in the past, we have now entered upon a period of RECONSTRUCTION that must necessarily demand a combination of thrift and production, quite unknown and quite unexercised heretofore.

Quebec Has Been Leader

Particularly blessed with maple groves in larger measure than any individual province of the Canadian Confederation, it is but natural that Quebec has been a leader in maple sugar and maple syrup production. But, according to reliable authorities, she has not begun to tap her trees thoroughly and to thus secure the wealth they hold each returning season.

35,000 Producers of Maple Products.

"There are 35,000 producers of maple sugar in the Province of Quebec," says one authority. That is a very large percentage of the 55,000 in the whole of Canada, and still many authorities tell us that there is any but a complete encompassing of the industry in this Province. Here and there a very enthusiastic maple orchard farmer is found but it would seem from the most reliable of sources that tree-tapping, and therefore maple production, is undertaken in quite a half-hearted manner. In substantiation of this it was pointed out by a recent speaker at the last annual meeting of one of Quebec's Sugar Producing Associations that, while Canada produced in 1916, 19,600,000 pounds of maple sugar, the annual output should be 110,000 pounds. This estimate was based on data that have been collected from all points as to the number of trees which might be tapped.

Said another.—"Each well-equipped sugar maker averages 400 pounds of maple product a year. By more careful firing and sugaring processes he might easily double his output. Maple sugar and syrup makers of Canada can have \$8,800,000 instead of \$1,500,000

their production fetches under present conditions." This was, of course, figured on a basis of ten cents per pound, what has been a low average price for many months past, and more applicable to two or three years ago. For, although an abnormal price, the wholesale figure paid for maple sugar during the past year has been nearer 25c per pound, on the average, for best grades.

Individual Yields—Export

The monetary value of maple sugar and syrup was greater last year, perhaps, than ever it has been in all its history. This was largely the result of a high price, which, in turn, was caused by a scarcity of sugars generally.

The value of sap per tree varies greatly, according to season, method of tapping, care with which the run is looked after, etc. Some average yields have been noted and one authority stated to CANADIAN GROCER that an average estimate for Quebec on 1,000 trees would be \$275 in value. This would be from a fair run of sap in an average season, where the trees were well looked after, and the estimate is made at a fair average price for the normal season. Following this point, one producer secured \$200 from 1,000 trees; another \$300, another \$150 from 500 trees. Much depends upon the farmer and also upon the trees themselves, a maple being tapable at an age of 25 years.

While figures for the past season are not available, the exportable surplus of maple sugar from Quebec was very large in 1918. Much of this went to France. One maker shipped half a million pounds on his own account and there may have been from 250,000 lbs. to 500,000 pounds more shipped. And, of course there is a great deal of sugar shipped to England. It is popular there as a luxury, and what is most important is that a high standard of quality be maintained. Price is really a secondary matter.

Where Grocer Comes In

Out of the large quantities made, there are several principal sources of consumption. Much sugar is made each year that never reaches market,—it is held on the farm and used there by its maker and his family. But a large tonnage of sugar passes out to market, quite largely through the wholesaler or jobber and then from the retailer to the consumer.

Most grocers in all parts of Canada sell more or less maple sugar and some syrup. With many it is a line that is sold for the most part "in season." That is to say, it is sold in the height of the producing season and immediately following. But there are grocers with whom the sale of these lines is a very import-

ant item most of the year. One grocer stated to CANADIAN GROCER that he made shipments to all parts of Canada and some to India and China. This firm was located, of course, in the heart of one of the best maple districts in the Province of Quebec. This wider trade than that obtaining in his own immediate neighborhood had been built up gradually, but on a firm basis. The quality was maintained on a high standard, and this is just the point which seemingly must determine the success or failure of other grocers who would sell syrup and sugar on a profitable and on an increasing basis.

"If we want quality in maple syrup we must educate the producer. Trees afford a harvest without priming, and very often because of this fact that there is no investment necessary, the farmer per cent. production in this province that goes to the consumer, I would estimate that the retail trade does not handle more than ten per cent."

Can Grocer Correct This?

Naturally, CANADIAN GROCER was much interested in the estimate just mentioned. If the grocer is handling so small a proportion of the 50 per cent. sugar and syrup that goes to outside consumers, (the other 50 per cent. being estimated as used by the farmers), is there no way of improving matters that he may handle more with profit to himself, and benefit to the industry?

The lack seems, very largely, to be one of varying quality. The writer was shown a can of maple syrup that had been sealed several years ago. It had purposely been placed near a window where there were varying temperatures, sunshine, etc. It was perfectly sound. The owner said its contents were perfectly wholesome and fresh. "Examine that can," said he. "You will observe how the sides of the tin are sound and the can is filled. It is air tight and has been carefully put up."

And therein lies one of the big secrets. The syrup must not only be uniform as possible, but it must also be well put up. Because these matters have not been given careful and close attention, the grocer will not buy heavily nor will he take a chance on this product as he would were these problems corrected. Education of the producer is essential, and then will come a real and a profitable harvest for the grocer. With a development of this natural industry on the basis outlined, Canada will have placed one of her natural and profitable industries in the position of shouldering at least a share of the big repayment interest occasioned by her huge war debts.

After-the-War Problems

One of the Important Addresses Delivered at the Recent Saskatchewan Convention of the R.M.A. by Frank Stockdale, the Noted Advertising Expert

ALL the problems of retail merchandising are soon to be after-the-war problems, but these do not commence yet. These problems are going to come about when reconstruction comes, but they are going to begin.

"Back in your home town there are a number of retailers who have an idea that the only way to learn this business is through experience. In an Ontario town someone handed me an enquiry along this line: 'Which is more important in business, theory or experience?'

"I ask you, which is more important, the blackboard or the chalk? We have to have some theorists. Theory has a different meaning for each individual. To lots of people anything they have not used in their business is theory. A lot of retail merchants shut themselves in or they try to shut the other fellow out, but they are imprisoned to that extent. Some think they can shut competition out, but when you do this you may as well call in the gravedigger. All we want is fair treatment. When a man asks for more than that you have to grant it to the other fellow as well. There are two types of merchants. One throws open the door and goes out after things. Japan went to all the countries of the world and investigated, and adopted the best ideas and methods which she could find. To-day Japan is a first-rate power, while China is a third-rate power. Japan has profited by the experience of others.

"The science of arithmetic has come up through the ages of experience, yet while many public accountants do not know much about the important question of percentages, many retailers will dive into this involved matter without forethought. There is much truth in the saying, 'Fools rush in where angels fear to tread.'

"These conventions are great idea markets. The trouble is that we take only the ideas that we recognize as our own. You have a hazy idea about a lot of things but not a definite one. You have a lot of wobbly ideas and you are not really sure of them. When you have them strengthened you feel like building on them and putting a real roof on the construction. You come to conventions to get your wires connected. Many merchants have their wires crossed.

"After-the-war prices may be one of the after-the-war problems. This phase of the matter has been in our minds for some time, owing to a changing market, but I will not say what prices are going to be. The opinion of some long-headed merchants is that now the armistice has been signed, the war is over, and yet we find prices in some lines increasing. There is apt to be a sense of false security. For a while



FRANK STOCKDALE.

The noted merchandizing expert whose addresses were among the feature events of the Regina Convention.

the tendency was to hold back for a decline in price. Other merchants think that as prices have not dropped since the armistice was signed that prices are not going to drop. There are not many people who think that prices are going back to 1914 standards. There are at least two big reasons for this. One is that the price tendency for years has been upward. The reason for this tendency is still at work and the last five years would represent a substantial increase. If wages stay up, prices must stay up. Labor says wages will stay up. But the retail merchant who gives too much attention to prices now is going to be left. The decline from present levels will be very gradual.

"We have had some fictitious values in merchandising, and this is going to be squeezed out for a while. Retailers are responsible in some part for the high prices. An actual shortage combined with the fact that stockrooms have been stored with goods, creates an artificial price.

"Stores show the things the retailer is most proud of. I saw the stockroom of a certain store recently. The retailer pointed to certain goods selling now at \$1, which he bought early and could sell profitably at 50c. There retailers proudly point out their "good buys," but it is a fact that the poorest buyers have won the biggest stakes under recent conditions. On an up market the retailer makes most who sells out before the

market drops. Inefficiency has been patting itself on the back, and if some of you have been doing this you should do something radical."

Mr. Stockdale at this point referred to a recent visit to another store wherein he found the stock to be very low, and ragged. The merchant had been buying bankrupt stocks.

"There are not many bankruptcies lately," said Mr. Stockdale. "This merchant was placing his bet that the bankruptcies were only postponed. There are lots of bankruptcies in this country which have been postponed. As soon as the market begins to level off there will be a great many changes in business. People are looking for a world readjustment. As long as the market was creeping up there was coming in an extra profit to take care of any possible loss, and a lot of merchants have eaten up that profit. An increase in dollars of sales is no good, but an increase in volume of business transacted is required.

"If 90 per cent. to 95 per cent. of the merchandise is bought at a certain price and then the price jumps and only about 5 per cent. of the merchandise changes hands in a season at that price, I claim it is more or less of a fictitious price."

At this point Mr. Stockdale spoke of another retailer who had increased his sales recently from \$60,000 to \$80,000 per year. He had been making a net profit of about \$3,000 recently while in 1917 he made a net profit of \$8,000. He had recently been selling close to the real market and not a fictitious market.

"The extra \$5,000 which this merchant made in net profit in 1917 is a fund he holds in trust owing to a changing market. He will lose when the market declines and it may take \$500 one year and \$1,000 another year to balance things up. Merchants should keep money from such a source as this to take care of down market losses.

"Many men who can run a retail store well, do not know how to look after money when they get it. If a merchant has a particularly good season he should put the extra money into a reserve fund. At all times if you have not money for a reserve fund there has been something wrong with your business and you should straighten it out."

Hereupon a problem of buying, for wartime and after, was outlined by Mr. Stockdale.

He cited two cases. In one the average stock on one annual turnover was \$400, whereas in the other store with a turnover four times a year, the average stock at each turn was \$100 during the year. Sales amounted to \$600 with a profit margin of 33 1-3 per cent.

Mr. Stockdale explained that margin

was an opportunity for profit and also an opportunity for loss.

"The sales in the foregoing case were \$600, but the sales at stock were \$400 in the case of the single turnover. In the second instance the sales were \$600, but sales were \$400 at cost where there are four turnovers to the year.

"The quintessence of merchandising is to carry as many of the \$100 lines as possible, and to be careful on the other lines which run a high average stock, and only turn once or so in the year."

Speaking further regarding this illustration Mr. Stockdale pointed out that if prices dropped 10 per cent. the first merchant would lose \$40 by carrying an average stock of \$400 on one turnover during the year, while the second merchant would lose only \$10 because he carries lines which turn four times a year at an average value of \$100.

"Carry more lines in quick turning merchandise. The losses will be on the slow turning lines," said Mr. Stockdale.

In regard to the matter of deciding which are slow turning lines, Mr. Stockdale stated that the man who knows how to buy goods for quick turnover will win, and that the best way to tell is to have records. Each merchant should have a good stock-taking system.

"Merchants spend their money taking care of their money, but they do not give the same attention to their merchandise which represents the investment of their money. It is much more important to look out for the cash in your merchandise, and sooner or later I hope we will all have stock records in our stores for this purpose.

"One merchant says he buys goods for 60 cents and sells for \$1. and thinks he is getting a long profit. The successful retailer is one who gets the best profits, not the best margin. The jeweler gets a long margin on goods sold, but his turnover is very small. Margin does not tell what profits you have. You must know the cost of carrying and selling an article before you know what your profit is. It costs a lot to handle and sell long margin goods."

At this point Mr. Stockdale quoted the following definition for turnover: "Turnover answers the question, 'How long does the merchandise stay?'"

A rule for figuring turnover was outlined as follows: "Divide the sales by the average stock carried at the selling price."

A question as to whether margin should be figured on the sales price or on the cost price, and why, was answered by Mr. Stockdale as follows:

"It should be figured on the selling price because it takes an expert to do it any other way. The average retailer cannot do this because in getting his cost of doing business—say 25 per cent.—he gets the figures by dividing his sales into his own expenses. Therefore having got the percentage you say the cost of doing business is 25 per cent. of the sales. Then add 10 per cent. for profit and figure on cost price and you haven't anything.

"The percentage of an apple cannot be

compared with the percentage of an egg. Twenty-five per cent. of a big apple is not equal to 25 per cent. of a small apple.

"What does more harm than anything is the manufacturer who tells you you are making 25 per cent. on his goods, whereas you are only making 20 per cent."

A rule for figuring margin was as follows: "Subtract margin from 100 per cent. and then divide it by the cost."

This point was illustrated as follows: \$2.40 is the cost of certain merchandise. It was required to mark the goods to give a margin of 27 per cent. Subtracting 27 per cent. from 100 per cent. it leaves 73 per cent. to be divided into \$2.40, giving \$3.28 as selling price.

Question: Is it proper to keep stock at the selling price or at the cost price?

Answer: Ninety-five per cent. of retailers keep it at the cost price, but the department stores are keeping stock at the selling price. It is easier to take stock at the selling price and it works all right as far as turnover is concerned. It is best to keep stock at the selling price, but unless the margin is uniform you cannot keep your stock at selling price and get back to cost when necessary.

Question: Would it not be necessary to keep stock records of each department in order to keep stock at selling price?

Answer: For the purposes of merchandising the department store says that stock at selling price is best. For purposes of financial statements of the business and for insurance you could not have stock at selling price. The department stores have this because they merchandise, and the average retailer doesn't know what that means.

Question: A merchant gets an invoice of mixed goods. Freight and handling expenses amount to a certain sum. In figuring profits he has to start with the laid-down cost in the store.

Mr. Stockdale figured out a test case as follows in establishing the laid-down cost of the various articles in a mixed consignment as outlined. The invoice of goods was for \$200; cartage and other expenses were \$20; laid-down cost was \$220 for the shipment of various articles. Taking among the consignment to be 10 bags of rolled oats at \$10, the cost of which is \$100, the cost of cartage, etc., of \$10 was added, making a total of \$110. The cost of doing business in the previous year was 25 per cent.; adding 10 per cent. to cover profit, making a total of 35 per cent., this was subtracted from 100 per cent., leaving 65 per cent. to be divided into the laid-down cost of \$110, giving selling price of \$170 in this case.

Question: How much should a retailer make on groceries at present?

Answer: If he makes 3 per cent. net on groceries he is receiving a good return if his stock is turning an average of 10 to 12 times a year."

CONVENTION BRIEFS

It did not take long for J. J. Polson, late first vice-president of the Saskatchewan R.M.A., to show his musical

capabilities, and, in company with the late president, H. D. MacPherson, prove their ability to stir up enthusiasm by drawing forth song from the assembled delegates.

"How I hate to get up in the morning," was the title of the introductory song of the convention, and it was noted that J. A. Banfield, the Dominion president, led J. J. Polson a close run for the honors of greatest volume.

H. D. MacPherson proved he could do something else besides run a men's furnishing business and a retail merchants' meeting, when he assumed the role of musical and athletic director.

Judging by the groans made by the delegates when called upon to go through a few simple exercises after sitting for an hour in session, the hotel must have sounded like a zoological garden in the early hours. No wonder they all joined heartily in the singing of the song, "How I hate to get up, etc."

Every prosperous looking retailer in the audience raised his hand when Mr. Stockdale called for a showing of retailers who were regular readers of a trade paper.

Are YOU a reader of a trade paper?

One retailer asked Mr. Stockdale what the margin of net profit should be on groceries. "As much as you can get under present conditions," was the reply.

Mr. Stockdale says the merchants who come to conventions are the progressive ones, and those who want to know more about their business. These are the kind who also read trade papers.

Do you go to conventions?

A by-law is being prepared by Regina providing for the compulsory closing of stores at 6.30 p.m. all the year. This is to take effect on June 1. Regina claims to be the first city in Canada to have such a law.

As usual the convention went on record in opposition to the liquor traffic. It has not made much difference in the past year or two, but this legislation is of more importance when the present ray of hope is coming over the horizon.

Professor W. W. Swanson, Professor of Economics in Saskatchewan University, delivered a very able address on "Thrift."

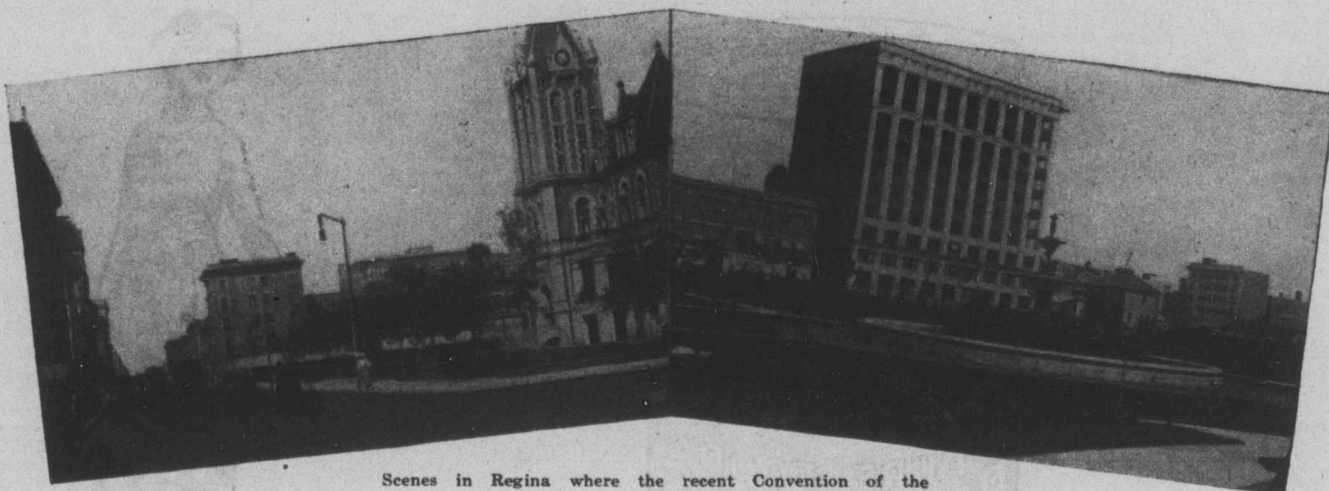
"Buying from a Hebrew and selling to a Scotchman" is Mr. Stockdale's opinion of efficiency in retail merchandising.

"Buy in cold blood and sell with enthusiasm," is a splendid maxim.

A delegate visiting the convention declared that he personally himself, single-handed, swallowed three-fourths of the townsite of Saskatoon. The wind was blowing.

Much to the disgust of S. McMicken, the delegates were called upon two or three times a day to stretch their legs and incidentally shake the dust from their brains.

"Smugosity" is a new one on us. Mr. Stockdale coined it to represent the attitude of the average community.



Scenes in Regina where the recent Convention of the Saskatchewan Branch of the R.M.A. was held.

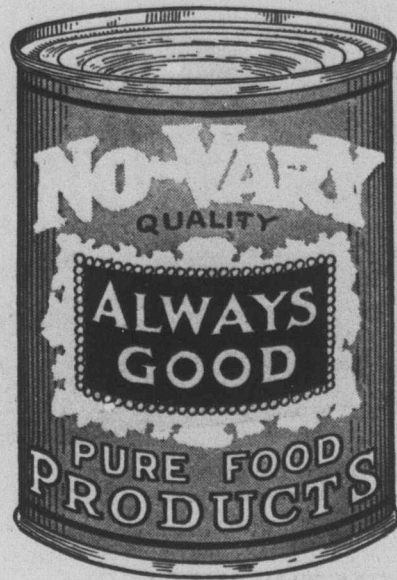
LESSONS FROM THE WEST

AT the present time the eyes of the Retail Merchants of Canada are turned toward the West. Out in that country west of the Great Lakes the organized retail merchants are becoming a strong factor. The convention that has recently closed at Regina, at which were represented the merchants from all parts of Saskatchewan and outside points as well, is but an indication of what may be expected at the Manitoba Convention to be held in Brandon within less than a month's time. The merchants of all those provinces, clear through to the Pacific, are exerting themselves to become better merchants, to keep pace in every way with the marvelous developments of that great country.

At the present time the West is faced with serious problems. There are strikes and rumors of strikes in the air. Serious as these conditions may be, they are still indicative of real growth, a growth into a larger viewpoint that must ultimately come to Capital and Labor alike.

But these are only passing phases that will be forgotten before long. All the time the country is prospering.

Her fabulous wealth, as represented by her endless wheat fields, not only means money for the conduct of industry, but means food for a hungry world. Her mines and forests and fisheries are hardly surpassed throughout the world. It is a big country with big ideas and ideals, and its merchants are measuring up to their opportunities. Their activities are well worth watching.



Here's quality every new housewife will approve

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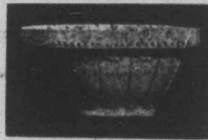
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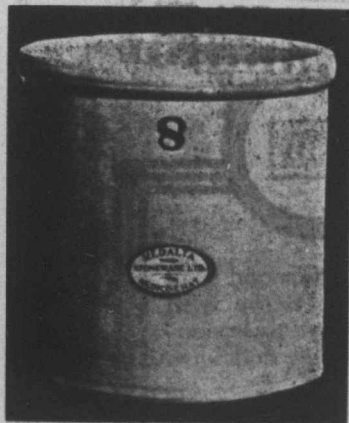
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Medicine Hat - - - Alta.

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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 announcement appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
VICTORIA VANCOUVER

KELLEY-CLARKE CO. VANCOUVER, B.C.

GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

WE CAN HANDLE A FEW MORE GOOD LINES

May we include yours among the quality products we are now successfully representing in this field? Particulars from

J. L. TORRY & CO.
Importers and Exporters VANCOUVER

M. DESBRISAY & CO.

Salmon Cannery and Manufacturers' Agents

VANCOUVER, B.C.

Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

North West Trading Co., Ltd.

Importers of Australian
and Oriental Produce
SALMON BROKERS

DOMINION BLDG. VANCOUVER

SAY YOU SAW IT IN
CANADIAN GROCER

EXCELLENT FACILITIES FOR
SELLING AND DISTRIBUTING
**FREE and BONDED
WAREHOUSE**

CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

Interested in the B.C. Market?

We can place one or two good Specialty lines.
Our firm has back of it a 15 years' success reputation.
We have a staff of aggressive salesmen and first-class storage and warehousing facilities.
Write us if you want real representation.

Little Bros. Ltd.
VANCOUVER

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

Watson's

FISH PASTE
in 4 oz.
GLASS JARS

Packed by— WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER

BLOATER
ANCHOVY
SARDINE
SALMON



This Paper Will Interest Your Clerk---Let Him Read It.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

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

Wholesale Grocery Brokers Commission Merchants

410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.

Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

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.

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches at

Regina, Saskatoon, Calgary, Edmonton

Joseph E. Huxley & Co.

Wholesale Grocery Commission Agents

WINNIPEG

CANADA

Macdonald & Adams Co.

Brokers and Manufacturers Agents
Open to negotiate for new lines of
Grocery Specialties in Western Canada

502 Avenue Building, Winnipeg

The McLay Brokerage Co.

Wholesale
Commission Merchants and Brokers
Write Us Regarding Your Account

Winnipeg

See Page 98 of this Issue,
it will interest you. It has
helped others, it may help
you.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to
prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced
managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

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

Canada Food Board License No. 6-480

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WESTERN PROVINCES

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.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. Pugsley Dingman & Co., Ltd., John Taylor & Co. and John Bull Mfg. Co.

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED	Winnipeg, Man.	W. H. ESCOTT CO., LIMITED	Calgary, Alta.
W. H. ESCOTT CO., LIMITED	Saskatoon, Sask.	W. H. ESCOTT CO., LIMITED,	Fort William, Ont.
W. H. ESCOTT CO., LIMITED	Regina, Sask.	W. H. ESCOTT CO., LIMITED	Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 121-123 Bannatyne Ave. East, WINNIPEG

Write Us

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

SCOTT-BATHGATE CO., LTD.

Service	Reliability	Integrity
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We have founded our business on these three corner stones—Service, Reliability, Integrity. These are the secret of our success in marketing goods in the West.

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

Scott-Bathgate Co., Ltd. Wholesale Grocery Brokers and Manufacturers' Agents 149 Notre Dame Ave. E., Winnipeg

"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

ALBERTA

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

MacCosham Storage & Distributing Co., Limited

MacCosham Bldg., Edmonton, Alberta
CARLOAD DISTRIBUTORS, CARTAGE
AND WAREHOUSEMEN
Free and Bonded Storage
5 floors—60,000 sq. feet.

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
DISTRIBUTION

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

EL ROI-TAN PERFECT CIGAR

WS S

Snowflake
THE FULL STRENGTH
Ammonia

Lawrason's
Snowflake
Ammonia
Saves 90 Per Cent Soap

Cuts grease with less rubbing
Softens water

10 cts.

S. F. Lawrason
LONDON, ONT.

Lawrason's
Snowflake
Ammonia
Saves 90 Per Cent Soap
For Household and Disinfecting Purposes
S. F. Lawrason & Co.
LONDON, ONT.

Snowflake
THE FULL STRENGTH
Ammonia

CUTS GREASE
SOFTENS WATER
SAVES SOAP

Lawrason's
Snowflake
Ammonia
Saves 90 Per Cent Soap
For Household and Disinfecting Purposes
S. F. Lawrason & Co.
LONDON, ONT.

Cuts grease - Saves Soap

A spoonful of Snowflake Ammonia softens a whole pan of dish water, dissolves the grease from the dishes—and saves its cost in soap.

Use it in kitchen, bath-room, laundry.

Snowflake
THE FULL STRENGTH
Ammonia

Don't Kill Ammonia Good

THE market has been flooded with cheap
powders.

Lacking the quality which costs more, they
sell up at low cost.

On the face, they look as good as gold, but
is not a chemist. He can't analyze them, and
many a grocer has made the mistake of selling
powders, with the inevitable result.

His customers have stopped buying, and
Now Snowflake can stand real competition.
We would like to see every brand of
high grade powder.

But the low grade stuff is not only taking
It is absolutely killing trade in ammonia.
If you want to hold your ammonia position,
any of the cleaning powders or soap lines,
strength powder.

You can't go wrong on Snowflake. You
know it through our advertising and it is
maintained.

If there is any doubt in your mind as to
ammonia powders—

TRY THIS EX

Make two pyramids side by side. One
the other of any other brand. See which
Satisfy yourself that Snowflake has the
use it to protect and build up your business.

Order Through Y

S. F. LAWRASON

Kill the Ammonia Powder Boose

...d with poor quality ammonia

...costs money, they have been put

...od as Snowflake. But the grocer
...analyze the different powders. So,
...e mistake of pushing low-strength
...e result—

...ng ammonia powders altogether.

...mpetition—always could.

...d of ammonia powder on the market a

...ly taking business that we have created—
...mmonia powder.

...ia powder trade—the most profitable of
...ap lines—make sure that you sell a full

...e. You know it is good. Your customers
...and the uniform quality it has always

...d as to what your customers think about

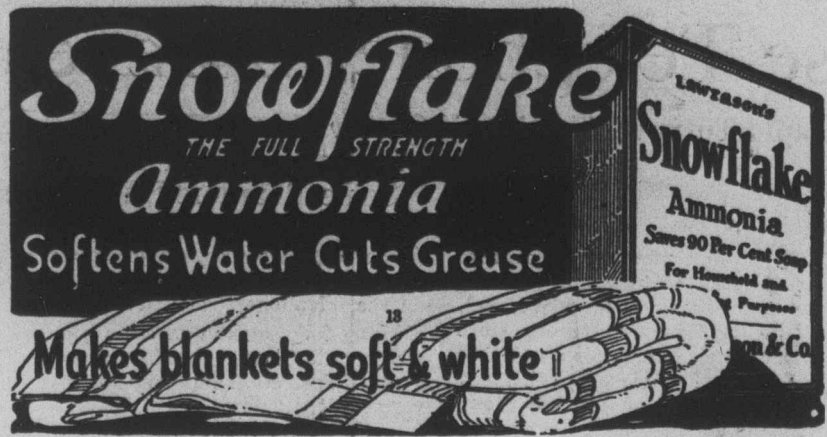
EXPERIMENT

One of them of Snowflake packages—
...e which one is sold first.

...as the confidence of your customers and
...ur business in ammonia powder.

...gh Your Wholesaler

SON & CO., LONDON ONT.



Use Telephone to Develop Drink Sales

Rapid Turnover Possible if Grocer Uses Power of Suggestion—When Days Are Sultry
Think of Your Customers and Your Money Box—What Some Retailers Have Done

WITH the mercury hovering around the century mark in the sultry weeks immediately ahead, there will be days in the grocery store when some of the merchandise which is perfectly good and wholesome will just repose there until cooler breezes blow. This is why the aggressive and resourceful fellow keeps the wheels turning by pushing other lines of seasonable goods, and, among these, there is none which can be more aggressively brought to the fore than that of soft drinks. To that extent to which the line is pushed, in just measure will it probably affect the yield of your cash register. And, in these days immediately preceding the advent of Canada's sultry months, it is but natural that one should consider, "Can I increase my sales of this line in 1919?"

Want Some Thirst Quencher

Soft drink sales, by the grocer at least, must needs be made over the telephone, for the most part at least. It is left to the corner restaurant to cater to that pedestrian trade that the grocer could not possibly serve, and which would probably not pay him, in any case, unless, indeed, he instal a cool, cheerful department for serving ices and refreshing drinks, in competition with the factor just spoken of.

Wearing as it does become sometimes, the telephone is the grocer's best friend. Speaking with Wm. Pye, a Montreal grocer, a few days ago, the writer was told that when his present business was taken over some twelve months ago, his telephone was of little value to him—that he could really have done without it. But it is a different story to-day, and fully half the orders

taken by the store, and probably more, are secured in this way. "I am strong on the telephone," said Mr. Pye.

Many folks look after their supplies of ginger ale, lemon soda, cream soda, grape juice, etc. But some use it to a very limited extent, and it is these latter folk that may be reached by telephone, and reached better in this way, at the right moment, than in any other way. Better than on any other occasion, the suggestion to send up a case of ginger ale, etc., may be made when the housewife is giving her order in the early morning. Even though the day may be not hot, the suggestion may be made at any time now, and with probable good results. Advice to buy in case lots would doubtless be appreciated, since it is sometimes possible to sell at a slightly reduced rate, when two dozen are taken. A big argument here would be that of advising the customer to buy to-day, so that there will be no disappointment to-morrow or the next day, and which may be oppressively hot. The drinks will keep, and the required investment is a small one.

The Container Problem

Thos. L. Muir, of 4451 St. Catherine St., Westmount, used an excellent little idea to make plain to his customers how very necessary it was that all containers be charged for at the time of the sale. It is unfair that the grocer should have to entail loss through the carelessness of his trade in leaving bottles out where they are likely to be stolen, etc., and there is nothing but fairness in the contention that the dealer should have a deposit in lieu of the bottles he has already been billed with by the manufacturer. And so Mr. Muir, realizing that this matter should have close study, evolved the idea of issuing a small notice to all customers, pointing out the facts, and, in this way, taking the customers into his confidence. Following this a schedule of the charges per dozen for bottles and syphons, was given, and these little slips were distributed to customers. To further put the customer at ease, this little sentence at the end served a good purpose: "Bottles are never sold by us. They cannot be traded in—are sent out on a deposit basis only."

Of course, the customer could, or should, have no objection to this plan, for it is clearly set forth that the driver will issue a credit note for whatever empties he receives. If the customer has broken or lost any he should be ready to make good for them—the dealer cannot afford to take this risk.

E. J. Quinn, a large Westmount grocer, has had difficulty with the container problem. Some customers have been most careless, and the help engaged by

some of the store's well-to-do customers have been serious offenders. "A syphon is worth 50c," said Mr. Quinn, "and the domestic is glad to turn this to good account sometimes."

Mongeau & Frere, St. James Street, West, Montreal, have followed the plan of charging containers right into the bill at the time of sale. One of these bills was produced for inspection of the writer. The bottles were charged in, the same as any item on the charge slip. When the driver calls, if he is bringing containers away, he leaves a credit slip for them. "It is the only way," said this firm.

Sell In Case Lots

Mr. Muir stated that he always tried to persuade his customers to buy in quantity, that is in case lots. "A dozen bottles of soft drinks we sell for 70c, while we sell the case of two dozen for \$1.35. This means a saving of 5c per case to the customer, and in many instances we are able to sell the double quantity," said Mr. Muir.

With this firm, ginger ale is a big seller, lemon and cream soda selling fairly well, and a few odd lines besides, including cider. The business in these goods, Mr. Muir thinks, is capable of being considerably developed. He relies largely upon the power of suggestion,

When You're Hot and Thirsty

When Old Sol starts shooting his heat waves at you, "put one over" him by opening up a nice, cool bottle of the excellent temperance beverages we carry. Such thirst-chasers as

[Names of
Soft Drinks
Here]

will take the worry out of the hottest day and restore your flagging energy.

We can deliver a few bottles or a case of any of the above to your home to-day. Call us up now while you think of it. We'll make quick delivery.

John Brown & Son

Another advertising suggestion.

Treat Yourself To-day

Satisfy your thirst and restore your energy with the sparkling, cooling beverages listed below. Drop in when down town or phone your order and we'll deliver any quantity of any line you desire.

We carry a full line of
Grape Juice, Ginger
Beer, Non-intoxicating
Ale, Lager and Stout,
etc.

The Store for Service

John Brown & Son

An advertising suggestion that any merchant can use.

and particularly when using the telephone. Just as easy to say, when the housewife has suggested a dozen order of ginger ale, "May we not send a case, madam?—it is, really a saving to buy in this way."

Mr. Muir pointed out that frequently in the hot weather he had to send his rig to the wholesaler for supplies. The latter made two deliveries per week if necessary, but sales were much better some weeks, and the only thing to do was to procure supplies without delay. When the air is hot and dry, and the throat thirsty, then indeed is the grocer's opportunity. A good stock in the cellar, and the telephone at hand, sales are possible in increased volume. It is really the time to make the phone work overtime.

Advertising—Displays

Soft drinks are a line that can be mentioned with profit in the store advertising. Copy should be brief and suggestive. "When those hot, sultry, sweat-producing days arrive, are you prepared to make yourself comfortable with a cooling, refreshing beverage? Our supplies of soft drinks are here for you. Inexpensive and handy, they will be at your door within half an hour if you phone

number —. Why not lift the receiver now and order?" Such as the foregoing would be attractively set out if placed next the news items of the daily, semi-weekly, or weekly paper. Leave some white space around the little announcement, and then, when you have done your part, listen to the telephone ring.

It is not often that one sees a display of soft drinks in the store, and less often do they appear in the store window. A good display from time to time would doubtless be an excellent stimulant to the sale of these. It would have the advantage of suggestion. But a limited amount of the stock need be used and the showing could be quite as effectively made.

Perhaps one of the clerks will be able to use a brush and colors sufficiently well to sketch a little background on beaver board. This would be in the nature of a summer resort scene, and a picnic party enjoying the afternoon at lunch. The figures might be made quite roughly, and a case of the line of soft drinks carried should be placed immediately in front of the background. This case could be covered with some cheese cloth or crepe paper, turned up on edge slightly, and a few of the

bottles placed carelessly around near it, or in front.

About the window, picnic goods could be neatly or even carelessly placed, and a few cut flowers, palms or potted plants would be effective. Then, getting the lettering brush and some white cardboard, make some neat signs, and one of the largest of which would direct attention to the beverages carried. A little ingenuity will suggest plans that will suit the local conditions well. The idea, all through, will be that of connecting the advertising and display features. Success should attend the effort, and sales ought to be greatly stimulated by carrying out this plan.

Just before, or during the picnicking season, a window might be made the more realistic by introducing some birch logs, a grass floor, an old wooden pump at one end, and a general rustic design worked out, borrowing one or two wax figures from the dry goods store and dressing these in white duck outing uniform. With this plan a very few goods would be used, the seasonable idea would be the selling argument and a very few bottles of soft drinks, and a very few of potted meats, etc., would serve the purpose well. Why not try it out?

Beverages a Factor in Summer Trade

An All-Year Business With a Special Summer Appeal—Merchants Who Have Found the Sale of Beverages a Very Substantial Element in Business

SELLING beverages in the summer months is fast becoming one of the big features in the summer grocery trade. More than ever, this business is being largely taken up by grocers, and is not alone confined to the ice cream counter, the confectionery, or the drug store. Proof of this assertion was amply made in a recent visit of a CANADIAN GROCER representative to that part of Toronto comprising Kew Beach and Balmy Beach. No doubt what is true of this district, is typical of other parts of the country as well. While this is a suburb of largely winter residents, it is also a well-known colony for campers and sojourners for the summer months, and this fact renders the sale of soft drinks decidedly more active than it otherwise would be. But where grocers here benefit as a result of the summer camper in their midst, many another merchant could avail himself of opportunities that are presented in an entirely different way. For instance, there is the passing automobile, with its thirsty passengers, whose attention may be attracted to the store by the announcement in the window that "soft drinks are sold here," an attention that is more than likely to result in business in this line. The one best way to sell these goods, unquestionably is to keep them well displayed, in such a place in the store, that they are bound to attract the attention of the customer. Many groc-

ers asserted that the sale of beverages has ceased to be a summer business, especially since the advent of prohibition, and orders for soft drinks are very often with the regular list of staple commodities. There is quite a demand for light beer, and grocers find their customers buying the same in case lots. In this way quite a trade has been established in light beer and ginger ale, the year round.

Proximity to Parks an Advantage

Proximity to a park or summer place is an added advantage to the grocer who handles soft drinks. Picnic parties are big customers, and if the weather is at all favorable for such outings, the grocer looks for a lively trade from such a source. Such has been the experience of W. J. Snell, 2165 Queen Street East, Toronto. His store practically fronting on a popular park, has been a convenient

place for picnickers, and because of this fact, he has developed a very extensive trade. But Mr. Snell is a merchant who has built up a big business in soft drinks, the year round. He told the CANADIAN GROCER that he always kept his stock well in evidence in the front shop, readily attracting the attention of the customer. "Then usually as the hot weather comes on," he said, "I fill one of the windows with the various lines I carry, and for a day or so, announce reduced prices in these goods. I have proved this a very effective manner in increasing sales, and in getting the public coming to my store for beverages. Light beers sell well, and ginger ale too has a very active demand, while the different brands of orangeade, lemonade and lime juice, in the store are all brisk sellers."

Young Men Create Demand

Another dealer on Queen Street, East, who has been in business there since shortly before the war, is looking for a big summer in the soft drink trade, should the weather be at all hot. The reason advanced for the increased activity this coming summer is contributed to the absence of war conditions. "Before the war," he states, "we did a very thriving trade with camps of young men who spent their summers at the Beach, but most of these boys went to the front; of course we lost this trade





Interior of one of the W. H. Stone stores, Winnipeg, showing an effective counter display featuring beverages.

during the war, but expect to get it back this year, or at least part of it, now that so many have returned. These campers are good customers, not only in the line of soft drinks but also for general grocery supplies. The soft drinks sell well in the evenings, particularly on such occasions as when parties of young people are gathered for a bonfire or other camping pleasures."

Some merchants claimed that this business was very often an evening trade, but others were of the opinion that it would make very little difference as far as their trade was concerned. All were keen for the early closing, and expressed the hope that it would soon be brought into effect.

Take it Home Trade

Mr. Clee, 1862 Queen Street East, told CANADIAN GROCER that his business in beverages, while a very

satisfactory one, was not done to any extent with the housekeepers, who purchase the regular lines of groceries. It is largely a trade with the young people of the neighborhood, who, on their way home in the evening, drop into the store for a bottle of grape juice, or some other such drink. Light beer has also been a good seller, since prohibition came into effect.

The stores referred to are all located on Queen Street East, Toronto, a road much travelled by automobile parties, a road leading to several summer colonies and amusement resorts. This situation, and there are many variations of the situation presents unrivalled opportunities for real live business. It is comparatively easy to engage the attention of the passerby; a good display with attractive cards is a simple enough expedient, but it may do much to help the grocer boost his sales.

in paying particular attention to its development if one is already adopted.

Deposit System on Containers

The proper handling of beverages is very much facilitated by the adoption of the deposit system as applied to containers. Such a system is now in effect between manufacturers and traders in an almost universal way. The reasonableness of it is manifest and should occasion little difficulty in applying it as between the retailer and the householder.

In essence it constitutes the principle of conservation as applied to beverage containers.

War conditions have emphasized the value of standard domestic beverages, and have proven that not only are there certain Canadian firms whose output is satisfactory as to quality, but also that a receptive market awaits first-class Canadian productions at a price which provides trader's profit on a justifiable basis.

On the other hand it is also so that under the stimulus of encouragement Canadian firms of standing are realizing the value of their own legitimate market, and are vigorously getting after the Canadian trade.

No Declines Likely

In view of the uncertainty which always prevails with respect to the early summer heat-wave, it is generally conceded that the wise thing to do is to stock up early and with optimistic anticipations.

In view of the existing prices with
Continued on page 65

Grocer Should Have Better Beverage Trade

Change in Sources of Distribution Owing to Prohibition Movement Should Benefit the Grocer, Who is the Natural Distributing Agency

Written by a large beverage manufacturer for Canadian Grocer

THE manufacturers of aerated beverages anticipate a normal season subject to the usual influences of weather conditions.

The effect of temperance legislation is viewed by many as altogether problematical, in so far as increased demand is concerned. It can hardly be doubted

though, that owing to the closing of many of the usual sources of distribution an increased turnover will accrue to the purveyors of family supplies. This means that the grocer whose purpose it is to keep up to date, and who is alive to opportunity will be wise in inaugurating a beverage department, or

Ice Cream Parlor Builds Business

Fountain Installed in Store Proves Successful Business Builder — Gets Trade That Would Otherwise Pass the Door—A Growing Business in Temperance Beers

"THERE is money to be made in selling ice cream in connection with a grocery store," stated James L. Hewson, Oakville, Ont., "and I might as well be the one to make it, and I certainly expect to have this department going in full swing again this summer."

"There is only one difficulty in this business," Mr. Hewson stated, "and that is the fact that we close in the evening at 7 o'clock. Of course the evening is the great time for such a trade, but I have figured it out, and set the extra profit against the extra comfort of life, and have decided to stick to the early closing."

"Of course that means that I can't build this business into as big an item as it otherwise might be, but to do so anyway would entail a vast amount of oversight, that might be given to the cost of my grocery business."

"While we cannot make a big department of this business, we do beyond a doubt make a very nice addition to our regular business without any appreciable increase to our ordinary costs."

"We have had a fountain in the store for some years past, though during the war years we have not always made use of it, owing to the difficulty of securing help and to the fact that there was not the same demand for this kind of service. This year, however, we expect to go into this business again with a will."

Fountain in the Store

The fountain is located right in the grocery store, opposite the serving counter, and the parlor is immediately in the rear and opens into the store. Experience has proven that one girl is able to look after this business, with some little help from the store clerks at certain times. This does not mean much extra expense and it certainly shows a few hundred dollars at the end of the season to justify any little extra work that it may entail, and that is not much, for, as has been stated, Mr. Hewson has not changed his policy of closing the store every evening at 7 o'clock, so there is only the little extra work of Saturday night to set against this profit. But while this is a profitable business in itself, it is not so much the actual profit that it brings but the assistance it gives to the grocery business, that makes it especially worth while. It has introduced a number of people to the store who might not otherwise have been brought under its influence, and as the bulk of the business is done in the afternoon it represents a large proportion of women who are the buyers of the household needs, and who, while enjoying themselves, are all the time under the influence of the store display, and are



therefore better buyers than they otherwise might be.

This has been a big element in helping trade. How big it is, is difficult to say, as it is not one of those things that can be easily reckoned, but the store has felt its effect in better business when this department was in operation.

Then too, there is the passing trade that is drawn to the store by the fact that it does this business.

The store is located on the Hamilton Highway, where there is a constant stream of cars all day long. Now, there is nothing like an ice cream parlor and iced drinks to lure the automobilist in the hot weather. He falls an easy victim to the suggestion, and having entered the store, becomes a buyer of candies and fruits, and a number of other lines on which the store lays particular emphasis. This is a pickup trade that is so much gain to the store. It is over and above the regular business done by the store, and represents just so much clear profit.

Soft Drink Trade Booming

While emphasis is laid on the ice cream parlor sales, the sale of soft drinks is another important factor with the store, so much so that Mr. Hewson is already laying in reserve supplies to assure himself against the possibility of finding difficulty in securing these

lines later. He has developed a good trade in dozen and case lots, not only with the regular town customers, but with the hundreds of visitors who find a home there during the summer months.

This business represents a real profit, with no write off against it. In the good old days, before the war made us careful, the empty bottles were usually purloined by the youth of the family, who used them as marks to try their skill at stone throwing. The grocer, of course, was the man who bore the loss. Those happy days are past for the boys, however. The bottles are now charged for, and the case also. If they are not returned the onus lies where it belongs, on the customer, and it is the customer who loses. When they are returned the customer is rebated. With this system the possibility of loss in this business is reduced to a minimum.

Temperance Beers Grow in Favor

There is another interesting factor in this business, and that is the growing demand for temperance beers. At first there was a tendency to look askance at these goods. The dark bottles were against them, they had a look of evil to the innocent ones. They have been growing hardened of late, however, and with the hardening process has grown up a better business. People have come to like these goods, and to look to the grocery store for them, and where formerly a customer timidly asked for a bottle of temperance beer, and the store used to send over to the hotel to get it, now they stock it themselves, and are finding it a business that is growing in importance every day.

Take it all together these factors in summer trade have become very promising business prospects.

Here They Are!

Better Drinks for Better Men!

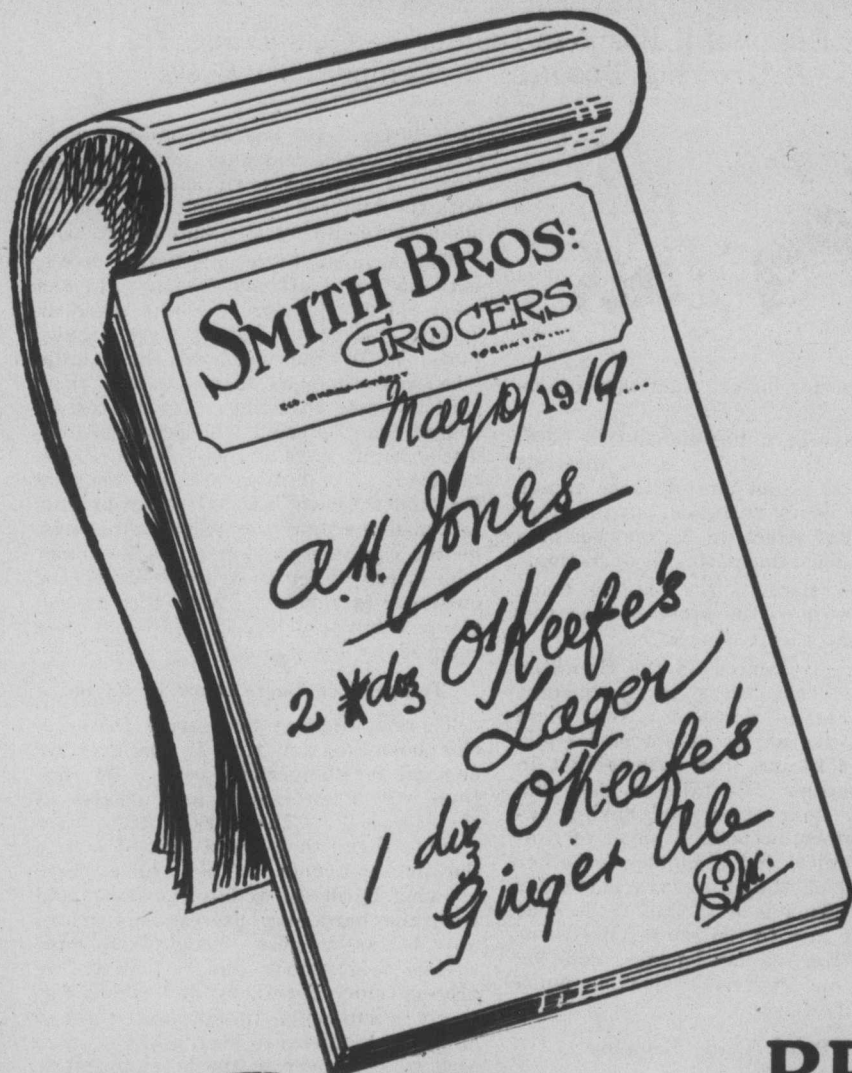
Poor Old John Barleycorn is taking the count. He's down and out—a victim of better thinking and better drinking humanity.

Mild stimulants—non-alcoholic—are necessary to mankind, for nourishment, refreshment, relaxation, and we have them—a full line of reasonable thirst-chasers that

will help to discount the activities of Old Sol.

Just 'phone your order and we'll promptly deliver any quantity you desire.

[John Brown & Son]



Orders Count!

Not one, or two, but continuous repeat orders are given when your customers learn that you sell the O'Keefe line of thirst-quenchers.

O'Keefe quality combined with O'Keefe publicity have created a demand that pays well to cater to.

O'Keefe's

BEVERAGES

A drink for every occasion. Mild, stimulating beverages that are full of sparkle and zest—real thirst-quenchers! The Imperial Brews—Ale, Lager and Stout—are delightful and meet every requirement.

For those who prefer Soft Drinks, offer them O'Keefe's Ginger Ale, Special Pale Dry Ginger Ale, Sarsaparilla, Cola or Lemonade, etc.



O'KEEFE'S - TORONTO

Phone Main 4202

We create the demand

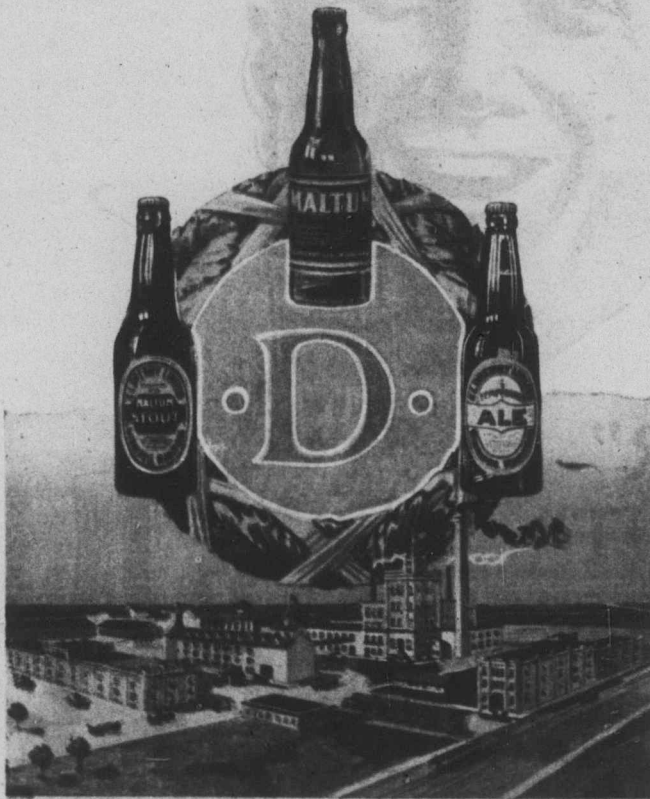
for

MALTUM

and

MALTUM

STOUT



Wherever these beverages are enjoyed their quality sustains the trade—we widen the market by an aggressive, year round, advertising campaign in the leading dailies and the big farm journals of Western Canada.

We sell the goods—the dealer serves them. If turnover means profit you cannot do better than supply the demand in your own community. The actual profit is large, making it well worth while to feature these drinks.

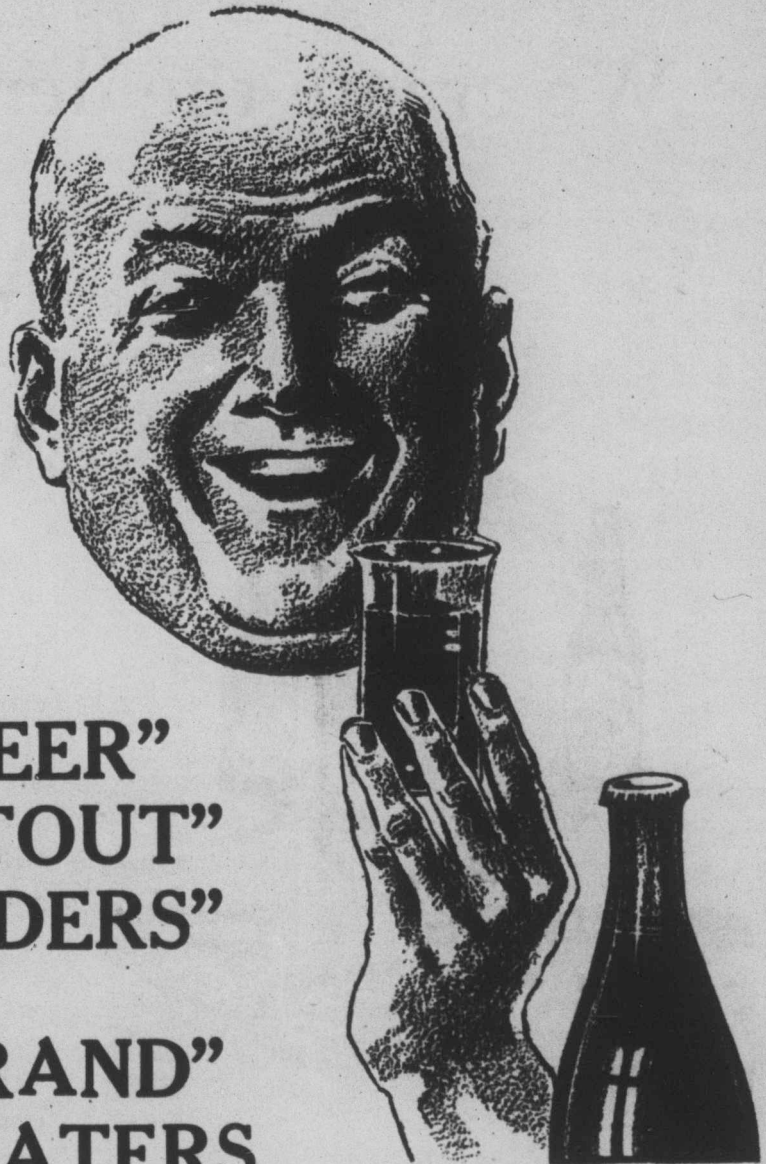
The problem of selling does not exist so far as the dealer is concerned. We spend thousands of dollars in sustaining and increasing the demand and accept the full responsibility for it. Simply the handling of the goods yields you a handsome profit. The trade this summer will be better than ever.

Send us your order whether large or small, we'll give you prompt service. Write for our complete price list.

E. L. Drewry, Limited

Winnipeg

**Delicious
beverages
attuned to
the time and
the taste**



**“CHINOOK BEER”
“CHINOOK STOUT”
“CHINOOK CIDERS”
AND
“BUFFALO BRAND”
AERATED WATERS**

Cooling, refreshing and healthful these delicious beverages will make a good friend of every customer you sell them to.

In the summer time and throughout the entire year “Chinook” Beverages and “Buffalo Brand” Aerated waters are beneficial and pleasing to every member of the family.

*If your wholesaler doesn't handle these lines
write direct to*

Calgary Brewing and Malting Co., Limited
CALGARY - CANADA



**SELL
BLACKWOODS
SUMMER DRINKS**

WHEN the days of summer really arrive your customers will fully appreciate the benefits of an ice box well filled with cool and invigorating summer beverages.

Why not make your store headquarters for your customers' summer drink requirements? A plentiful stock of Blackwoods Aerated Waters, Blackwoods Temperance Beer, Ale and Porter, Blackwoods Temperance Wines and Blackwoods Raspberry Vinegar and Fruit Syrups will get you this trade. Blackwoods Beverages satisfy because the quality is there.



*Order through your jobber
or direct from*

BLACKWOODS Ltd.
WINNIPEG

GURD'S DRY GINGER ALE

Is in Demand from Coast to Coast

As a refreshing and satisfying beverage
—it is a social requisite—a steady sale
follows introduction.

CHARLES GURD & COMPANY, LIMITED
MONTREAL

GROCCERS

ORDER YOUR STOCK OF

**Champagne
de Pomme**
NOW

It makes a delicious
drink. Put up in pint
bottles or splits. Recom-
mend it to your custom-
ers. Pays a good profit.
Easy to sell.



Order from your
wholesaler or

Cie Canadien Importations
140 ST. CATHERINE ST. E.
Montreal

We want Agents in Every City and Town.

**Sell
Marsh's
Grape
Juice**

for the big pro-
fits it will bring
you and for the
unstinted cus-
tomer satisfac-
tion it always
produces.

**The Marsh Grape
Juice Company**

NIAGARA FALLS, ONT.

Ontario Agents:

**The MacLaren Imperial
Cheese Co., Limited**
Toronto, Ont.



*When in Doubt
Try the "Want Ad" Page*

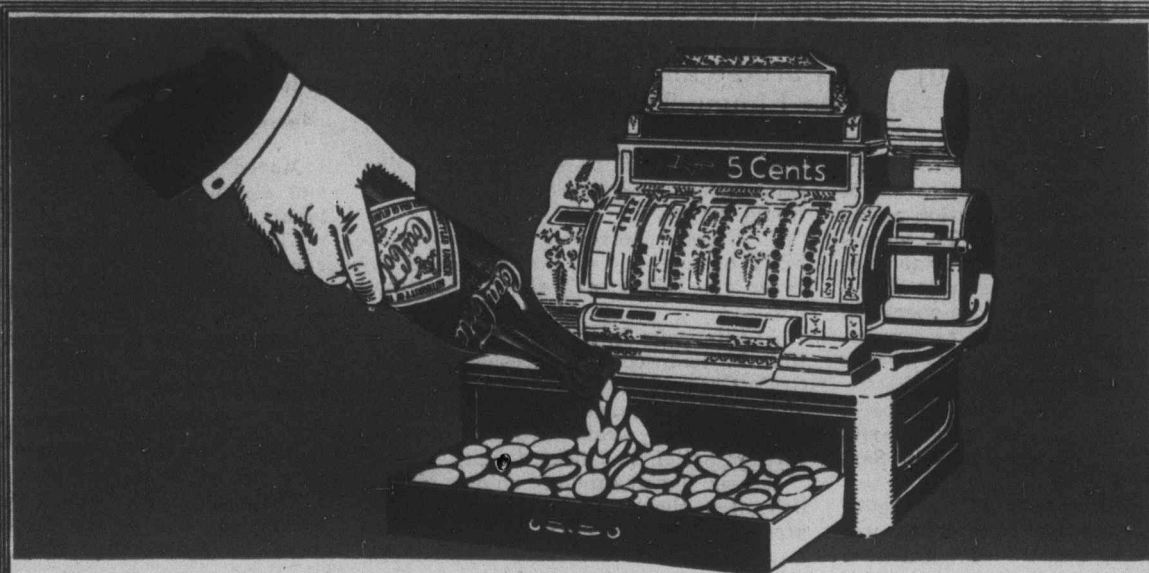
Every week this page is being used to splendid advantage by others. If you have some-
thing to sell, or you want to buy a business, fixtures or equipment—or maybe you want a
clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word
for each subsequent insertion, and five cents extra per
insertion for Box No. Payable in advance.

CANADIAN GROCER

ADDRESS

143-153 UNIVERSITY AVE., TORONTO



Let

Coca-Cola

TRADE MARK
REGISTERED

Put the profits in your
cash register

Let your people know you sell and
recommend Coca-Cola—"the most re-
freshing drink in the world."

Coca-Cola wins on its merits. Widespread
consumer advertising is increasing an already
huge demand. You'll be asked for Coca-Cola.

Will you have it when they call?

THE COCA-COLA CO.
WINNIPEG

2T

Will you have it when they call?

Grain Growers and R.M.A. to Co-Operate

Closing at 6 P.M. Proposed—Oppose Premium Contests—Coast to Coast Excursion Supported—Wholesalers in Retail Business—Object to Cartage and Packing Charges—Oppose Liquor Traffic

RESOLUTIONS of considerable importance occupied the attention of the merchants in convention at the Thursday morning session. The necessity for clearing up misunderstandings between the R.M.A. and the Grain Growers, and for encouraging co-operation between these two bodies was emphasized in the discussion centering around the following resolution:

Whereas there still seems to be a misunderstanding between some farmers and some retail merchants in Saskatchewan; and

Whereas the executive of the Retail Merchants' Association have endeavored for a number of years to get together with the farmers' organizations, in order that these understandings may be cleared up if possible;

It is resolved that we, in convention here assembled to-day, go on record as being in favor of such a meeting being brought about if possible, and that the accredited representative of the Saskatchewan Grain Growers' Association be notified accordingly, and that a copy of this resolution be forwarded to the secretary of the said association.

This resolution was moved by G. W. Stockton, Carlyle, who stated that it was necessary for the modern merchant to give such a service to the community that it is unable to get along without him. "If one merchant in a town gives a raw deal it reflects on all the dealers, because the customer will send his order away to another city afterwards."

W. C. Paynter, Tantallon, speaking to the motion, stated that the co-operative movement is responsible for the progress being made by certain institutions. "I have watched the co-operative movement," added Mr. Paynter. "In the next town to mine a merchant buys in smaller quantities and cannot give a service equal to mine. But I must support that merchant because if he fails the co-operative movement will get him or the mail order house will come in on the territory."

"The Grain Growers' of Manitoba co-operate with the R.M.A. of that province, but not in Saskatchewan. We must not antagonize the Grain Growers, for they already think the retailers are obstructing their tactics. The retailer has the advantage over the big department store and the mail order houses of being on the ground, and the retailer should be an expert at handling his customers. If the farmers can formulate a scheme whereby they will be better served than by the retailers I will step down.

"We must co-operate with our customers and with the farmers' organizations. I believe the Grain Growers and the retailers should put up a fund to jointly purchase goods in cars from manufactu-

urers. This would be a joint purchasing commission in each province, and prices would be set."

J. J. Polson agreed as to the desirability of reaching an understanding between the R.M.A. and the Grain Growers.

At this stage H. D. MacPherson stated that he had seen the president of the Grain Growers, in regard to a conference of the two organizations. The matter was left with the Grain Growers, and no further action has been taken.

It was the unanimous opinion of the delegates that where a farmer operates a store, if he gives a good service, he should have the privileges of a store, but where the store does not give service, whether it be owned by a farmer or a retailer, it should not have the privileges of a store. No objection could be taken to their going into the same market to buy their goods, but objection was taken to the granting of privileges to the man who tries to run a store "from a box car."

Fixed Closing Hour

The following resolution was introduced by Delegate Kindred:

"That this convention requests the incoming executive to use their endeavors to have legislation passed making it compulsory for all storekeepers in Saskatchewan to close every day, except Saturday and days preceding holidays, not later than 6 o'clock."

Speaking of this resolution one country member stated that while this might apply all right in towns and cities, he thought the country stores in the country and villages should remain open during seeding and harvesting time.

J. J. Polson opined that the association would not be getting very far in passing such a resolution as the provincial authorities would be inclined to leave the matter entirely in the hands of local authorities. To get such a measure through it would be necessary to have the full co-operation of the various organizations affected, such as farmers, labor and municipal.

An amendment was introduced that the convention place itself on record as favoring a 6 o'clock closing except on Saturday nights and nights preceding holidays.

Oppose Premium Contests

The following resolution was passed with little or no opposition, having been introduced by W. P. Ball, Assiniboia, and seconded by S. McMicken, Moose Jaw:

"That this convention is strongly of the opinion that all premium contests are absolutely against the principles of the Retail Merchants' Association and food merchandising and should be strictly avoided by all retail merchants.

Further that the Dominion executive should be urged to continue their efforts in favoring the passing of legislation making such contests a criminal offence."

Other resolutions passed include the following:

Bonds Produced by Produce Dealers, Collectors

Moved by S. McMicken, Moose Jaw, and seconded by W. C. Paynter, Tantallon;

"That this convention request the incoming executive to continue its efforts towards obtaining legislation requiring produce dealers and collection agencies to enter into a bond with the Government as a condition before entering business."

Re Proposed Excursion

Moved by H. E. Semple, Kerrobert, seconded by S. McMicken;

"That this convention express its hearty approval of the proposed R.M.A. coast to coast excursion."

Encourage Thrift

Moved by S. McMicken, seconded by S. T. Brown, Simpson;

"The Retail Merchants hereby support the movement for the encouragement of thrift and recommend to the province the giving of such support to local thrift associations as lies within their power."

S. McMicken, speaking to this motion, stated that the wage earner who is encouraged to buy thrift stamps will have something to fall back on, and this would eliminate in many cases necessity of giving credit.

Affiliate With Social Service Council

Moved that: "This convention is in favor of affiliating with the Social Service Council of Saskatchewan."

This resolution was carried. It is proposed to have up to ten representatives on the Social Service Council, to meet annually and consider problems affecting retail merchants, etc.

Speaking to this motion, one delegate stated that in the past retailers have not taken much interest in the social welfare of towns, and that they have not realized the importance of this matter.

Oppose Liquor Traffic

The convention was placed on record as being opposed to the liquor traffic, and in sympathy with the Government's measures regarding prohibition, in a resolution introduced by G. W. Stockton, Carlyle.

Assist Commercial Education

A resolution introduced by W. C. Paynter, Tantallon, and seconded by H. E. Semple, Kerrobert, provided for the appointment of a committee representing the commercial interests, to work in co-operation with the University of Saskatchewan, in connection with a course in commercial education.

J. J. Polson proposed an amendment asking the executive to select for this year a committee to act on behalf of the R.M.A., and to ask other interests to select representatives to act in co-operation with this committee.

"Add education to what we have got without it, and we can swamp everything," said S. McMicken. The matter was left with the executive committee.

Cartage and Packing Charges

A motion was carried as follows:

"The executive committee is to be instructed to advise all wholesalers in Saskatchewan that the facts of the trade show that charges for packing and cartage are not a universal habit, and it would seem that some wholesalers in this province are wanting to get a higher charge for their goods than should be paid. This association has agreed to bring all possible pressure to bear against the following of this practice."

In moving this resolution, G. W. Stockton stated that he had written to wholesalers about this practice in his own case, and that they had replied in his favor, stating that they would "make an exception" in his case.

Wholesalers in Retail Trade

Moved by W. C. Paynter, seconded by H. A. Semple:

"As this association has been asked to express an opinion as to whether the wholesale merchant should engage in a retail business, be it resolved that the legitimacy of either a retail or wholesale business should not be judged from the standpoint of ownership of the business, but simply on the policy it follows and the service it renders."

Speaking to the motion, S. McMicken stated that if a man does a legitimate business "we do not care who the owner is."

Co-operate With Soldiers

Moved that: "This convention adopt all possible means to bring about closer co-operation between our organization and returned soldiers, and other organizations which have for their object the improvement of trade and commerce in Canada."—Carried.

HON. W. E. KNOWLES ADMITS HE IS ONLY A LAWYER

An enthusiastic address of welcome was given by Hon. W. E. Knowles, Provincial Secretary of Saskatchewan, representing Premier W. M. Martin, at the annual banquet on Wednesday evening, in the Auditorium rink. J. W. Cresswell, president of the Regina R.M.A., was chairman of the evening.

Hon. W. E. Knowles, author of the famous Knowles Bill, introduced at Ottawa some time ago, admitted that the attention which he had given to the retail trade had been only as a lawyer and not as a retailer, but that he did not find this out until after he had introduced the bill to the House of Commons. He frankly admitted that one Moose Jaw merchant wired him at Ottawa that he must either stop being a fool or come home. He began to think after that that people would have to pay what they liked for things.

"It is a big concern to the people of the country that they have good shopping facilities. We are constantly dependent upon the retailers. It is unfortun-

ate that in Canada we do not take the pride in our businesses that the English merchant does, in which cases one finds the business passing from generation to generation, with a singular pride attached to the success achieved in each case," said Mr. Knowles in conclusion.

An address was given by Mr. Frank Stockdale on the subject, "Sales People of To-day and To-morrow."

DISCREPANCY IN SALES OF GASOLINE

J. J. Polson made a report to the Saskatchewan convention concerning the action taken by the Dominion Association in regard to alleged discrepancy arising in the handling of gasoline by retail merchants. This discrepancy is indicated by the purchase of gasoline by weight and its sale by measure.

"When you get gasoline in your store in drums it comes by weight," said Mr. Polson. "In drawing it off you run short on a drum. Every complaint coming arose from dealers who shipped in under the weight system. No complaints came from dealers who bought by measure."

Mr. Polson added that the troubles along this line in Eastern Canada are now over, the matter having been taken up with the head of one of the large oil companies. To eliminate any such difficulty in Western Canada, delegates were urged to appraise the association of any similar shortage in gasoline.

SHOULD CLERK GET GOODS AT COST

The following question was asked by a delegate at the Saskatchewan convention:

"I have a staff of seven clerks, and pay the highest salaries. I allow each employee all the goods he needs at laid down cost. Is this coming to the employee?"

In reply, N. L. Green, Regina, stated that the matter should be left with the individual merchant. "Some dealers wish to do all they possibly can for the men who work with them. We recently made a rule that the men get everything they wish at one-half the retail cost."

S. McMicken responded that it was up to the merchant to run his business in fairness to his clerks and they would then be fair with their merchant.

CONVENTION DELEGATES

G. W. Anderson, Regina; N. C. Wells, Aylesbury; O. Aas, Cabri; J. H. Anderson, Melville; A. Aird, Regina; F. B. Angley, Radisson; H. A. Andrews, Pangman; S. Whittaker, Briercrest; W. P. Ball, Assiniboia; J. P. Beauchamp, Q'Appelle; F. A. B. Aufield, Winnipeg; H. Bourassa, La Fleche, Sask.; W. Buchanan, Weyburn; J. Baird, Glenavon; S. T. Brown, Simpson; B. Beachman, Edenwold; C. A. Clifford, Creelman; W. R. Clark, J. O. Crossley, Estevan; A. M. Dugetto, Whitewood, Sask.; R. Davidson, Regina; H. A. Dantz, Rush Lake;

J. S. Dart, H. W. Davidson, La Fleche; J. H. Elliott, Carnduff; S. G. England, Regina; J. H. M. Easery, Duval; T. A. Easson, Avonlea; H. Elliott, Admiral; J. F. Funk, Herbert; W. R. Finley, Kincaid; J. S. Goodman, Grills & Co., Gimley & Son, Cabri; J. Gregory, Meota; G. A. Ganchieff, Regina, J. Goldstein, Radisson; L. Goldstein, Hafford; N. L. Green, Regina; C. O. Glover, Windthorst; A. Gereim, Vibank; J. Gereim, Vibank; S. E. Fawcett, Saskatoon; J. L. S. Hutchinson; J. Hamblin, Q'Appelle; Hill & Hall, Francis; Hughes & Butler, Regina; J. Morton, W. R. Kell, Saskatoon; L. P. Kincaid, R. J. Eley, Kelliher; A. E. Bolton, Kelliher; W. J. Keller, Shaunavon; W. G. Krecsy, Kipling; F. Knox, Wilke; J. Leboldus, Vibank; E. S. Cressimace, Lockwood; A. H. Laeppky, Rush Lake; J. L. Longpie, Q'Appelle; T. J. Lugheed, Glenside; A. Little, Regina; J. T. Lawson, Regina; J. W. Cresswell, Regina; S. McMicken, Moose Jaw; J. A. Loepky, Herbert; N. McLean, Tynan; A. McKinnon, Dilke; F. D. Mitchell, Moose Jaw; W. A. Conley, Macoun; McDonald & Wray; W. H. Morgan, Delisle; E. Maske, Kipling; A. Maze, Assiniboia; A. G. MacNaughton, Mazenod; P. H. McLeod, Rocanville; H. D. MacPherson, Regina; J. C. Nicholo, Radisson; A. M. Nairn, Earl Grey, Sask.; G. S. Preston, Carnduff; J. J. Polson, H. Perry, Estevan; W. C. Paynter, Tantallon; Ross & Dennison, Assiniboia; W. J. Robinson, Davidson; C. J. Rollifron, Outlook; J. F. Robinson, Regina; G. W. Stockton, Carlisle; F. E. Raymond, Saskatoon; W. Stanley, Heward; P. Schroeder, Odessa; J. James, Saskatoon; S. Douglas, H. E. Sample, Kerrobert; C. H. Shaw, Webb; J. Scott, Willow; S. Schwanz, Rocanville; L. P. Twiss, B. A. Thierman, Webb; W. M. Van Valkenburg, C. William, Moose Jaw; E. Wright, Kerrobert; M. Waldman, Melville; A. J. Wyman, LaFleche; Waldeck Trading Co. A. W. Wallace, Aylesbury; R. E. Witzke, J. P. Williams, Kincaid; F. Yeo, Fllmore, Sask.; W. L. McQuarrie, Saskatoon; H. G. Hunter, MacLean Publishing Company; H. L. Southall, MacLean Publishing Company.

SHOWCASE DOUBLES BISCUIT BUSINESS

Smellie Bros. Ltd., of Russell, Man., have doubled their sales of biscuits since introducing a real up-to-date showcase for display. It was just one month ago that this change was made and already the results have proved highly satisfactory, and incidentally another argument in favor of the use of best equipment from the standpoint of display. This particular case contains twenty-one drawers, each one being large enough to hold the ordinary 10 lb. tin of biscuits. Each drawer has a false front in which illustrations of the variety of biscuit contained in that drawer, may be shown. These illustrations slide in a slot and are interchangeable. On the base of the case there is a room for six reserve boxes of biscuits which can be used for filling purposes. The case is kept in the middle of the store where it is easily seen by each and every customer.

CURRENT NEWS OF THE WEEK

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

Maritime

R. J. Walker has opened a new grocery store in Haymarket Square, St. John.

Grocery and provision merchants of the north end of St. John have adopted Wednesday afternoon as a half holiday.

J. Konsesky has taken over the retail grocery business of Myer Gordon, Main Street, St. John. Mr. Gordon has retired from business.

Sterling I. Keith and Herman W. Redstone have formed a partnership under the name of Keith-Redstone Co., to carry on a general mercantile business at Havelock, N.B.

John O'Neill, who carried on one of the largest provision businesses in St. John, died this week at the age of 72 years. He had been actively engaged in the business until a few days before his death.

J. P. Mosher & Co. have purchased the grocery and feed business of James Stephenson & Sons, Marsh Bridge, St. John, which has been carried on by his sons, since the death of James Stephenson, and will continue along the same lines.

The retail merchants of St. John are planning to devote two days to special sales for children, a new feature in retail merchandising in St. John. Every retail store approached found something that possessed a special appeal to the youngsters which they could feature.

A. S. Creighton, manager of the principal branch of the Royal Bank of Canada in St. John, has resigned to become associated with Gordon, Grant & Co., Trinidad, B.W.I., large importers of Canadian foodstuffs, who carry on a big grocery and general business in Port of Spain.

James E. Birch, of Alberton, P.E.I., one of the oldest merchants in the Maritime Provinces, has retired from business. Mr. Birch was one of those whose stores were destroyed in the Alberton conflagration of March last. He is 70 years of age, and has put in 54 years behind the counter, so that he feels like resting on his oars.

George R. Wetmore, formerly with H. W. Cole, Ltd., wholesale grocers, has opened up four retail cash and carry grocery stores in various parts of St. John, as units in what is to be a chain of stores to cover the entire city. Those already established are located in Main and Victoria Streets in the north end, one in the west end, and another in Fairville, a suburb bordering on the city. He promises that others will follow.

Quebec

Leon Diotte, general merchant, Joynt, has been succeeded by R. J. McCrank.

Geary Parish, Montreal, has registered a grocery business under the name Canadian Grocery.

Ontario

James Laurie, grocer, Hamilton, has sold out.

S. E. Smith, Hamilton, has sold to W. R. Simmerson.

Jas. Barron, Toronto, has been succeeded by C. C. Norris.

Simon Taylor, Toronto, has been succeeded by W. J. Irwin.

Thomas Bristow, grocer, Toronto, has sold to James Drysdale.

Fred Adams, Toronto, has been succeeded by Donell & Perry.

W. H. Salt has sold to R. C. Soules, 872 Kingston Road, Toronto.

S. A. Gray & Co., general store, Meaford, has sold to Chapman Bros.

Mrs. Carrie Lavoie, Pembroke, has been succeeded by Mrs. Justine Arnold.

M. Ryan has purchased a grocery business at 706 Kingston Road, Toronto.

Mason R. Swan, grocer and butcher, Hamilton, has sold his grocery business.

M. Sweeney has opened a new grocery and provision store at 1024 Woodbine Ave., Toronto.

Homshar & Challacombe have opened a new grocery store at 1442 Kingston Road, Toronto.

Enright & Neville, grocers, Douglas, have dissolved partnership, C. S. Enright carrying on the business.

D. A. Swan has bought the grocery business formerly conducted by W. M. Short, 636 Pape Ave., Toronto.

George S. Madill, has purchased the grocery business formerly conducted by P. J. Maher, at 996 Woodbine Avenue, Toronto.

P. Creek has purchased the property and grocery business at 83 Palmer Ave., Toronto. Mr. Creek was previously in business in Hamilton.

Donald & Perry recently purchased the grocery business of Fred Adams, at 1906 Queen Street E., and are now conducting business there.

J. K. McDonald has purchased the grocery business of Thomas McCormack, Elgin Street, Arnprior, and will conduct a grocery and provision business there.

M. G. Daly has purchased the grocery business of Mrs. J. A. Robertson, Deli Street, Bracebridge, and will conduct it in future.

O. Hermant & Co., grocers; Bertha

Levinson, general store, and S. Slotuick, butcher, were among those who suffered by the recent fire in South Porcupine.

Theodore Windover, who recently suffered from a stroke of paralysis, but who is reported as somewhat improved, has sold his grocery in Napanee to a Mr. Dennison.

Wellington Produce Co., Harriston, Ont., are conducting a mail order contest to secure a suitable name for the ice cream which they are about to place on the market.

Loggie Sons & Co., Toronto, have been appointed agents for Standard Remedies, Ltd., Winnipeg, Man., manufacturers of health salts and a number of other standard remedy lines.

Donald Nickokon, 402 Roncesvalles Avenue, Toronto, has sold his business to the Loblaw Stores, creating one more in the already long list of that chain of stores in the city of Toronto. Mr. Nickokon has been in business in this store for the past seven and a half years. He hasn't formed any plans for the future, but before entering any new enterprise he is going to have a well-earned rest.

A considerable amount of water damage was done to the stock in the building of Geo. Weston & Co., Ltd., bakers, Toronto, when a small blaze broke out in the building recently. The blaze originated in some biscuit boxes on the fifth floor of the building, which is at the corner of Peter and Richmond Sts, and the heat caused the sprinkler system to start.

H. A. Henderson, Norwich, Ont., has entered into full partnership with his father, J. C. Henderson, and in the future the business at the old stand, on Main Street, will be carried on under the firm name of J. C. Henderson & Son. For the past few years H. A. Henderson has been actively engaged in the business, and during the last few months has assumed a large part of the responsibility.

THREE RIVERS, QUE., MAY HAVE BEET SUGAR FACTORY

American capital is interested in the proposed erection of a three-million dollar beet sugar factory, to be erected at Three Rivers, Que. The only point apparently at issue is the question of whether it will be possible to get a sufficient quantity of beets to assure the success of the undertaking. It will require 60,000 tons of beets to assure a full run. Agents of the interested parties have been scouring the district for 40 miles around Three Rivers, estimating the possibilities, and find the farmers eager to assist. Already the necessary supply of beets seems assured.

GROCERS PARTAKE OF PURE FOOD BANQUET

About one hundred grocers, members of the Toronto grocers section of the Retail Merchants' Association, with their wives, attended a complimentary luncheon and lecture in their assembly hall on Monday evening last. It was a demonstration of pure food products, and all present were loud in their praise of the splendid repast provided. The first part of the evening was given to an exhibition of moving pictures, in the way of a trip through the Canadian Rockies. This was followed by pictures showing the various processes in the manufacture of those foods which were afterwards served.

HALIFAX MERCHANTS DISCUSS TIME OF HOLIDAYS

A special meeting of the Grocers' and Butchers' Section of the Retail Merchants' Association of Canada was held in the board room, 16 Prince Street, Tuesday evening, May 6.

The meeting was called to order by C. A. Cook, president.

By invitation of the secretary, Major J. P. Edwards, Inspector of Taxation for Nova Scotia and Prince Edward Island, was asked to be present in order to give information concerning the filling in of the Dominion Income Tax papers, there being considerable misunderstanding regarding this matter. Major Edwards gave a full explanation of the different papers and took them up item by item and made a thorough explanation of the same. All those present had the privilege of asking questions on matters on taxation on which they had any doubts, so that they could be satisfied as to the proper way of filling in the papers. Major Edwards stated that he was very pleased to be present and that at his office, 20 Prince Street, the merchants would be gladly given any further information they might desire on these matters.

The matter of the holidays, the 24th of May and the 21st of June falling on Saturday this year was taken up for consideration, whether it should be celebrated on that day or the following Monday. After going into the matter fully, and looking at it from all angles, the grocers and butchers felt that they would like to observe the days on which the holidays fall, but, owing to the great inconvenience that the public would be put to, and the fact that the larger number of people were paid on Saturday and who would thus be deprived of their customary and established trading day, it was decided that when a holiday falls on a Saturday the public and all others concerned would be best served by holding the holiday on Monday.

The request of the Government of retailers, restaurant keepers and others to push the sale of Canadian sardines was mentioned, and a suggestion was made that they get behind the movement.

C. J. Doyle, the secretary, called the attention of the meeting to certain amendments made to the Pure Food and Drugs Act, and the appointment of R. J.

Waugh as inspector for District 1, consisting of Nova Scotia, with the exception of Cape Breton Island.

NEW IMPORT AND EXPORT FIRM

The British Merchants Incorporated (Canada) Limited, has just been granted Canadian charter. The offices for Canada are at Montreal, in the Christine Building, and George S. Dingle is the managing director for the Canadian firm.

Mr. Dingle outlined some of the plans to CANADIAN GROCER, saying that the formation of the Canadian company was another phase of the parent company's policy to establish world-wide connections. The offices of the parent company are in London, and there the company operates on a capitalization of £500,000. From time to time, and as circumstances warrant, new companies are established in various foreign countries, with offices in large commercial centres. In this way, the effectiveness of the organization is greatly strengthened, agents being familiar with the conditions obtaining in their respective fields of activity.

"Offices have already been established in South Africa, South America and Australia," said Mr. Dingle, "and others will be opened from time to time in European and other countries." Three of the firms alone, represented in the parent company in Great Britain, had a combined turnover last year, Mr. Dingle stated, of \$40,000,000, and this when operating under very defined war restrictions. One of the companies, Becker, Shellan and Company, was established in 1865.

The policy of the Canadian company will be that of buying and exporting products, and of importing into Canada, British and other products from the country of origin, and covering, practically all world markets. Among the Canadian lines to be handled in a large way for export, will be that of canned goods, chocolate, confectionery, biscuits, etc., will also be extensively handled.

Some of the import lines to be handled will consist of confectioners' supplies, and such goods as are required and imported by wholesale grocers.

BY-LAW COMBINING FRUITERERS AND GROCERS

After Much Discussion Toronto City Council Gives the Measure Its First Reading

Following a discussion that extended over the greater part of three hours, the City Council of Toronto gave the by-law, consolidating grocers and fruiterers under one head, its first reading at the regular meeting held on Monday last. This is the first step towards the passing of the early closing by-law, and when this initial by-law is an accomplished fact, it is believed that it will be clear sailing towards the final consummation of the by-law, compelling gro-

cers to close at seven o'clock. Only three members of the council opposed the Bill, but the Council Chamber was crowded with an immense gathering of both fruiterers and grocers, the former having largely come to express their opposition to the measure, and the grocers to urge the passing of the same.

It will be two weeks hence before the first by-law will receive its second and third readings, after which the one authorizing the closing of the shops at seven o'clock will be proceeded with. A petition representing three-fourths of the dealers will be necessary to strengthen the hands of the Council, but this, it is stated, is already available, and it is unlikely that any further difficulty will be encountered in the making of the early closing measure a law.

THE CONCILIATORY BOARD IN PACKING HOUSE DISPUTE

The Minister of Labor has appointed a board of conciliation to deal with the dispute between the Toronto meat packers and certain of their employees. J. B. McLaughlin will represent the employers on the board, and Fred Bancroft the employees. After some difference of opinion those represented decided on Judge Colin G. Snider, of Hamilton, Ont., as the chairman of the board.



The Butterfly Tinting Co., Minneapolis, Minn., are putting on the Canadian market their butterfly tints. These tints are for tinting various kinds of ready-to-wear and accessories, such as waists, veils, ties, ribbons, hosiery, scarfs, gloves, etc. Butterfly tints are put up in bottles and packages. Water is added to make the tint. The manufacturers state they are made from pure aniline. Loggie Sons & Co., manufacturers' agents, Toronto, have been appointed agents for Canada.



GROCERS SHOULD DO BETTER BEVERAGE TRADE

(Continued from page 54)

respect to basic ingredients, and with respect to transportation and other industrial costs, it is not anticipated that there will be any break in the price of standard beverages for this season.

The prevailing prices are very reasonable, and appear to be considered so by the trade in general.

NEWS FROM WESTERN CANADA

A. L. Watson, of California Associated Raisin Co., Fresno, was in Winnipeg last week.

H. M. Backes has gone into business at Wapella, having taken over the Wapella meat market.

W. G. Lumbers and J. Laingstocks, of the Canadian Cannery Co., Ltd., called on Winnipeg jobbers last week.

J. F. Lindner, of Lindners, Ltd., jam manufacturers, was in Winnipeg calling on the trade last week.

A. S. Hunter, of the Swift Current Groceries, has returned from a visit to his home in Montreal.

A number of Campbell Bros. & Wilson's managers were in Winnipeg last week, including Mr. Millar, Mr. Main and Mr. Pittfield.

A. M. Hurkington, of Brockville, Ont., has been appointed chief engineer for the P. Burns Co., Regina plant, succeeding J. W. Jackson.

T. H. Kaveney, manager in Regina for W. H. Escott Co., has been down with the flu. F. Stone of the Winnipeg office went up to Regina to help out.

The annual meeting of the Western Canada Grocers' Guild was held in Winnipeg last week. S. C. Burton, the president, was down from Regina.

L. C. Christensen, of Hard & Rand, New York, coffee importers, called on Donald H. Bain & Co., their representatives in Winnipeg, last week.

W. G. Milne, of the Western Grocers, Yorkton, has resigned his position as accountant with that firm in order to go into business on his own account. He has been succeeded by J. N. Mawer.

George Sykes has taken a position with W. H. Escott Co., Ltd., to call on the retail trade in Manitoba and Winnipeg districts, specializing on Van Camp's products.

W. L. Boulter, general manager of the Niagara Falls Canning Co., was a visitor in Regina a few days ago. He was on an inspection trip through Western Canada, and was on his way home.

Word has been received that Flight-Lieutenant W. C. Morris, formerly employed by the Yorkton Grocery Co., was seriously wounded in April, when his machine dashed to the ground. His former home was Concord, North Carolina.

H. Welch, of Minneapolis, representing the Van Camp's products, arrived back in Winnipeg last week, after a trip to the coast, calling on the trade. He will stay in Winnipeg two weeks and assist W. H. Escott Co., to book up future business.

Neil Brown, of Swift Current, has been appointed manager of the Saskatoon branch of the Macdonald-Crawford Co., wholesale grocers. Mr. Brown left Swift Current last week to take up his new duties at Saskatoon, amid the good wishes of a host of friends.

J. T. Brooker is the head of a new firm organized at Swift Current, and known as the Swift Current Produce Co.

Commencing May 15, all stores and business places in Fillmore will close at 6 o'clock in the evening, with the exception of Wednesday and Saturday nights, for a term of three months.

W. G. Benton, manager of the Prince Albert Fruit Co., who has gone to Saskatoon to manage the Northern Fruit Company's plant there, is succeeded by



F. A. NESBITT

Who has returned to his position with W. H. Escott & Co., Winnipeg, after being overseas for two years. While in England he visited several of the firm's principals.

R. Gordon, of the Weyburn Grocery Co. Mr. Gordon is in turn succeeded by Ashton Burgess, of Regina, as manager of the fruit department of the Weyburn Grocery Co.

WEYBURN, SASK., MAY HAVE COLD STORAGE

F. M. Logan, assistant manager of the Saskatchewan Co-operative Creameries, met a number of Weyburn business men in that city a few days ago, relative to the establishment in Weyburn of a creamery and cold storage plant. A committee was appointed as follows to bring in a report as to the amount of cream that would be shipped and the

amount of cold storage required in the event of the plant being located there. O. H. Peacock, Robert Mooney, Elliott Robins, W. S. Methal, Dan Sinclair, Bert Halstead, S. Hopkins, F. W. Smith, and Jos. Mergens, the latter being appointed chairman. Mr. Logan stated that in the event of the company deciding to locate there a cold storage would probably be erected costing about \$60,000.

DISPLAY NECESSARY TO CONFECTIONERY

Winnipeg Grocer Has Tried Many Plans—Difficulties to be Avoided

There is a retail grocer in Winnipeg who has been trying various plans for making a success of a confectionery department, to handle, in addition to the regular class of bulk goods, a complete line of good quality packaged goods. This dealer has had to discard many plans as impracticable, and he is only now arriving at a satisfactory working basis on which this class of goods can be sold to advantage in a grocery trade.

"The big difficulty is in eliminating the dirt and flies which are more likely to be found in a grocery store than in an ordinary confectionery," says Mr. —, who promises to give full details when his department is in better shape.

This grocer recently put in a window display of confectionery and was surprised to find that this class of goods immediately commenced to move rapidly. It is significant that as long as the window acted as a drawing card, sales of confectionery were brisk, but no sooner had the window been taken out than sales immediately took a big drop.

As result of this latest test, this grocer has decided to put in a permanent display of confectionery as soon as window accommodation can be arranged. He points out that it is not necessary to fill up the big window of the store with this line, but a small section attractively arranged will achieve the desired results.

Watch these columns for the complete story of this grocer's success in handling a confectionery department. You may benefit from reading of the various plans he has tried.

HEAD OF GREAT PICKLING CONCERN DIES

Henry J. Heinz, president of the H. J. Heinz Co., pickling and preserving corporation, died at his home, Pittsburgh, Pa., on Wednesday of last week, following a short illness. Mr. Heinz was born in Pittsburgh in 1844.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

R EPORTS from leading Canadian centres generally report business active, with the exception of Winnipeg, where strike conditions have of course interfered to a very great extent with the movement of stocks. In spite of the unsettled state of trade in the Western city, CANADIAN GROCER carries this week its usual market reports from Winnipeg. Declines in prices are again rather the exception and advances are noted on some commodities. The position of the markets is very firm indeed and price tendencies are mostly upward.

MONTREAL—Many advances are made this week in various grocery lines and there is ever an upward tendency on many commodities. Pot and pearl barley are higher and barley by the bushel is also up three cents. Purgative water is advanced, also a line of junket tablets and some lines of soap. Canned fruits and vegetables are firming and some changes were made this week, notably on blueberries and canned tomatoes. Peaches and pears are reported very scarce. Beans of the best variety are higher and split and whole peas also are firming in price. Peanuts and various other nuts are also higher. Rice has been moved up for the better grades. Pastry flour is very high and may go up more. Evaporated apples are marked up this week as are also raisins and prunes. Molasses, syrups and spices are showing more strength, peppers in particular being firmer.

Declines have been effected on lamp and lantern burners, some green fruits and vegetables. Otherwise the market conditions are firm and trade is reported excellent.

TORONTO—Prices generally firm, with advances particularly in provisions and on coffees, characterize the trade as far as the Toronto market is concerned, during the current week. The continued strength of the market for live hogs is reflected in quotations on all pork products. Fresh pork cuts are up from one to two cents per pound and lard is also quoted higher. Dressed meats, such as hams and bacons, are very firm, and cooked

meats are from two to three cents higher on boiled and roast hams. Butter, eggs and cheese are all quoted higher than a week ago. With all price restrictions on cheese removed, there is now an open market and just at present there is a brisk demand for all supplies offered with the usual effect on values.

Coffees and teas are very firm, the former showing slight advances. Coffees at primary points have been steadily climbing and the likelihood is for still further gains in prices. Another Government tax on both teas and coffees is believed by importers as very likely and this fact too is having its effect on the market, increasing the demand for both products. Stocks of rice that were a while back very heavy among the dealers are being rapidly depleted and the good qualities of rices are inclined to be scarce. Cereals are firm at unchanged prices, as are also molasses and syrups. The market for sugar is firm but further advances are not likely as there is no fear of a shortage, receipts at primary points showing enormous increase over last year.

New vegetables and fruits continue to arrive in heavy consignments and both are selling well. Pineapples, both Porto Ricos and Cubans, are coming plentifully and this week they are offered as low as \$5.50 per case. Strawberries are higher again and quotations show considerable advance over last week's figures. This week they are quoted at 38 cents per quart box. Dried fruits continue very scarce and the outlook is for small supplies of raisins this year. All canned goods are firm and Canadian corn, which is very scarce, is selling at \$2.45 per case.

WINNIPEG—At the time of writing this city was cut off from the rest of the world by telephone and telegraph and it was expected that trains would cease to run in and out any minute. Most of the wholesale houses were closed up entirely and practically no business of any kind was being transacted. There has been a run on food equally that which occurred when the war broke out. The demand was chiefly for flour and milk. Stocks of these were pretty well cleaned up.

QUEBEC MARKETS

MONTREAL, May 21—Numerous advances are either made or contemplated in this market and there is ever an indication of firming markets on many lines. The condition of business is not in any way affected by these change, it would seem, for there is a better outgo all the time, jobbers report.

Chocolate, Tablets, Some Soaps Up

Montreal
VARIOUS GOODS.—One jobber has made advances for the following: Mener's chocolate in quarter pounds from 54c to 71c per lb.; in halves, 52c to 69c lb.

Riga purgative water up from \$3 to \$3.40 per case. Hansen's junket tablets advanced 5c per doz. to \$1.10.

Lilac Rose soap has advanced to \$5.50 per box from \$5.10, and Baby's Own to \$1.20 per doz.

Is Much Export For Sugars

Montreal.
SUGAR.—Refiners have been accorded an increasing amount of export business, and now that shipping is more readily available, there is freer movement than ever. Added to domestic demand it makes for a busy time, and there is a great deal of activity at the various plants. All tendencies are of a steadily firm nature, and no changes have been made in any way.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 95
Iceing, barrels	10 15-10 30
Iceing (25-lb. boxes)	10 55-10 70
Iceing (50-lb. boxes)	10 35-10 50
Do., 1-lb.	11 05
Yellow, No. 1	9 75-9 55
Yellow, No. 2 (Golden)	9 45-9 55
Yellow, No. 3	9 35-9 45
Powdered, barrels	10 05-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55-10 65
Do., 50-lb. boxes	10 65-10 75
Do., 25-lb. boxes	18 85-10 95
Do., 2-lb. pack	11 95-12 05
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do., (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	10 55
Crystal diamonds (boxes 100 lbs.)	10 65
Crystal diamonds (50-lb. boxes)	10 75
Crystal diamonds (25-lb. boxes)	10 95

Fruits Go Higher; Asparagus; Tomatoes

Montreal.
CANNED GOODS.—Fruits and vegetables are likely to advance as the season proceeds, and already there is evidence of the firming of prices, with tomatoes higher this week, and also asparagus of the imported variety. Blueberries have been on a higher price basis, \$2 to \$2.25 per dozen, being quoted for these by the jobbers. Export contracts, it is said, are still being filled and there is a gradual diminution in stocks.

Canned Fruits—		
Apples, 2 1/2s, doz.	1 40	1 65
Do., 3s, doz.	1 50	1 75
Do., gallons, doz.	4 75	5 25
Blueberries, 2s	2 00	2 25
Currants, black, 2s, doz.	4 00	4 00
Do., gallons, doz.	13 00	13 00
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s, doz.	3 00	3 00
Do., 2s (pails)	2 77 1/2	2 80
Peaches, 20 oz., doz.	2 80	3 50
Do., No. 2	3 25	3 75
Pears, 2s	2 50	2 90
Do., 2 1/2s	3 25	3 25
Do., 2s (light syrup)	1 90	1 90
Pineapples (grated and sliced), 2s	3 60	3 60
Do., 2 1/2s	4 50	4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s	2 45	2 45
Do. (light syrup, 2s)	2 00	2 00
Raspberries, 2s	4 00	4 20
Do., 2 1/2s	2 60	2 60
Strawberry, 2s	3 97 1/2	4 20
Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	4 25	4 75
Asparagus, imported (2 1/2s)	4 85	5 25
Beans, Golden Wax	1 95	1 97 1/2
Beans, Refugee	1 40	1 42 1/2
Beets, new sliced, 2-lb.	2 10	2 35
Corn (2s)	1 45	1 75
Carrots (sliced), 2s	7 25	7 50
Corn (on cob), gallons	3 00	3 00
Spinach, 3s	3 15	3 15
Spinach, California 2 1/2s	10 00	10 00
Do. (wine gals.)	0 95	1 00
Tomatoes, 1s	1 40	1 40
Tomatoes, 2s	1 90	2 00
Tomatoes, 2 1/2s	1 95	2 10
Totatoes, 3s	6 00	7 02 1/2
Tomatoes, gallons	1 40	1 50
Peas, standards	1 57 1/2	1 60
Peas, early June	2 30	2 35
Peas, extra fine, 2s	1 57 1/2	1 57 1/2
Do., fancy, 20 oz.	2 75	2 75
Potatoes, Can. sweet, 2 1/2-lb. tins	1 35	1 35
Do., 2-lb. tins	7 50	7 50
Olives (in bis, 49 wine gals.), gal.	8 00	8 00
Specialties	7 00	7 00
Olive oil (pure), 1 gal. tins	32 00	32 00
Do., 1/2 gal. tins	33 00	33 00
Do., 5 gal. tins	39 00	39 00
Tomato Paste, 100 tins (case)	2 50	2 50
Do., 200 tins (case)	1 45	1 45
Do., 12-10 lbs.		
Salad oil (bbls. 50 gals.), gal.		
Olives, Queen, gal.		
Canned Fish—		
Salmon—		
"Clover Leaf," 1/2-lb. flats	2 45	2 80
Sovereign, 1-lb. flats	4 62 1/2	4 62 1/2
Do., 1/2-lb. flats	2 30	2 30
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
1/2 flats, cases 8 doz., per doz.	1 50	2 00
Ohams, 1-lb. talls	2 05	2 17 1/2
Do., 1/2s, flat	1 17 1/2	1 25
Pinks, 1-lb. flat	2 25	2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, 1/2-lb. doz.	1 87 1/2	1 87 1/2
Pale, 1 lb., doz.	2 37 1/2	2 37 1/2
Pink, 1/2-lb. doz.	1 62 1/2	1 62 1/2
Cohoos, 1-lb. talls	3 75	3 75
Cohoos, 1-lb. flats	2 25	2 25
Cohoos, 1/2 lbs., flat	1 75	1 75
Herrings, kippers, ds. (4 ds. case)	2 25	2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (1/2-lb.)	1 00	1 00
Haddies, chicken (canned), doz.	9 00	9 25
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, 1/2 lb.	2 45	2 45
White Springs (1s)	2 30	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	2 25
Labrador salmon, 1-lb. flat	3 60	3 60
Pilehards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	1 90	1 90
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (1/2s)	21 00	20 00
Oysters (Canned)—		
5 oz., doz.	2 60	2 60
10 oz., doz.	4 75	4 75
Lobsters, 1/2-lb. doz.	2 25	2 25
Do., 1/2-lb. tins, doz.	3 60	3 75
Do., 1-lb. talls	3 25	3 25
Do., 3/4-lb. doz.	6 00	6 00

Do., 1-lb. flats	8 25	8 25
Lobster paste, 1/2 lb. tins	3 25	3 40
Sardines (Amer. Norweg'n style)	14 50	14 50
Sardines (gen. Norwegian)	22 00	22 00
Sardines—Canadian brands (as to quality), case	7 00	16 50
Sardines, French	32 00	32 00
Scallops, 1-lb. doz.	3 25	3 25
Scotch Snack, No. 1, ds., Montreal	2 50	2 50
Do., Eastern trade	2 65	2 65
Do., Winnipeg and Western	2 85	2 85
Scotch Snack, No. 2, doz.	4 50	4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (es 4 doz.)	6 75	6 75
Clams (river) (1 lb.), doz.	1 90	1 90

Lamp Burners Take A Big Tumble

Montreal
LAMP BURNERS.—Following the slump in the price of brass goods, lantern and lamp burners are lower. New prices on lamp burners quoted by one jobber are: No. D, per doz., \$2.75; B, \$1.25; A, \$1; and E, \$1. On lantern burners the new prices are: No. 2, \$1.70 and No. 1, \$1.

Gradual Advances Made on Beans

Montreal.
BEANS.—Few realized that there would be so extensive buying of beans. It is remarkable where the big stocks have gone to, and the situation becomes firmer. Quotations in this market run from \$4.50 to \$4.80 per bushel for Canadian beans, and the markets are firm. Split peas are higher this week, and both commodities are moving.

Beans—		
Canadian, hand-picked, bush	4 50	4 80
British Columbia	4 50	5 00
Brown Beans	3 50	4 00
Japanese	4 50	4 60
Yellow Eyes	5 50	5 50
Lima, per lb.	0 10	0 14
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 00	3 50
Peas, split, new crop (98 lbs.)	5 50	6 00
Peas (blue)	0 08	0 09

Say No Low Nuts; Prices Up Here

Montreal.
NUTS.—Peanuts are advancing and best grades in the shell are being sold at higher prices by some of the jobbers. There is a large export demand, and prices are bound to be firm. Deliveries have not been good from the growers, and altogether it is quite certain that not only peanuts, but almonds, walnuts, Brazil nuts, etc., will be higher than they are to-day.

Almonds, per lb.	0 26	0 28
Almonds (shelled)	0 55	0 56
Almonds (Jordan)	0 70	0 70
Brazil nuts (new)	0 24	0 26
"Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 25	0 27
Filberts, Barcelona	0 21	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Jumbo	0 19	0 20
Fancy	0 16	0 17
Extras	0 13	0 14
Shelled, No. 1, Spanish	0 19	0 20
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 15	0 15 1/2
Do., No. 2	0 14	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	0 38	0 38
Fancy splits, per lb.	0 33	0 33
Pecans (new Jumbo), per lb.	0 28	0 28
Pecans, large, No. 2, polished	0 28	0 28
Pecans, New Orleans, No. 2	0 31	0 34
Pecans "paper shell," extra large		
Jumbo	0 60	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 19
Walnuts (shelled)	0 72 1/2	0 80

Walnuts (Spanish) 0 30 0 33
 Note—Jobbers sometimes make an added charge to above prices for broken lots.

**Higher Rice Here;
 Some Stock Arrives**

Montreal.
RICE.—As clearly stated last week in CANADIAN GROCER, rice was likely to firm, and this has now transpired, two jobbers increasing prices for their better grades. World-wide demand of heavy proportions is largely responsible for this. Locally, there is a good demand, too.

Ice Drips—Japan (per 100 lbs.)	11 25
Carolina	13 00 14 00
Honduras	0 15 0 15
Siam, No. 2	7 65 8 00
Siam (fancy)	10 50 11 00
Rangoon "B"	8 50
Rangoon CC	8 10
Mandarin	10 00
Peking	9 50
Tapioca, per lb. (seed)	0 11 1/2
Tapioca (pearl)	0 11 1/2
Tapioca (flake)	0 11

**Dried Apples 21 1/2c;
 Raisins; Prunes**

Montreal.
DRIED FRUITS.—"Dried fruits to firm," was the caption in CANADIAN GROCER last week on this market, and the prediction is definitely supported this week in advances for evaporated apples, which have reached 21 1/2c per lb. There is an active demand for these in car lots, and at prices close to 19 and 20c. Raisins are higher, too, and revision to higher quotations is made for prunes by two large jobbers.

Choice	0 24	0 25
Slabs	0 22	0 23
Fancy	0 20	0 20
Apples (evaporated)	0 19	0 21 1/2
Peaches (fancy)	0 25	0 25
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz. per pkg.	0 16	0 18
Pears	0 20	0 22 1/2
Drained Peels (old)—		
Citron	0 45	
Lemon	0 36	
Orange	0 37	
Cut mixed (1-lb. cartons), doz.	4 10	4 50
In 36 lb. case		12 75
Cut, 10-lb. boxes (lb.)	0 48	

Raisins—		
Bulk, 25-lb. boxes, lb.	0 16 1/2	0 18
Malaga, table box of 22 lbs., 3-crown cluster, \$5.50; 4-crown cluster, \$6.50-\$6.75; 5-crown, \$7.50; 6-crown cluster, \$7.00-\$8.75.		
Cal. seedless, cartons, 16 oz.	0 14 1/2	0 15 1/2
Choice seeded, 12 oz.	0 10 1/2	0 10 1/2
Fancy seeded, 16 oz. pkgs.	0 15 1/2	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
Seedless, 1 doz. packages	0 13	0 15
Do., 15 oz. pkgs.	0 15	0 17
Do., bleached, 15 oz. (choice)	0 15	0 18
Do. (fancy)	0 18	
Valencias, selected	0 11 1/2	
Valencias, 4-crown layers	0 11 1/2	
Sultanas (bleached), 50-lb. boxes	0 18	0 20
Do. (15 doz. boxes)	0 22	
Currants, old pack., 15 oz.	0 29	0 31
Currants, Greek (bulk)	0 18	
12 oz.	0 16 1/2	
50-lb. boxes, loose	0 20	0 23
15 oz. pkgs.	0 20 1/2	0 23
Pkgs. 8 oz. (20 pkgs.)	3 00	3 00
Pkgs. 6 oz. (50 pkgs.)	3 00	4 75
Pkgs. 4 oz. (70 pkgs.)	3 75	5 00
50 lb. Ainslia	0 28	
12 oz.	0 26	
Do. new	0 22	
Cal. currants (loose)	0 18	0 22
Cal. "Kurrants," 15 oz. pkgs.	0 20	0 25
Dates, E. celidor, per case (36-10s)	7 00	
Do., Dromedary (36-10 oz.)	8 25	8 50
Packages only, Excelalor	0 20	
Packages only	0 19	0 20
Do., Dromedary	0 22	
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. bxs)	5 40	
Do., (28 2-oz. bxs)	3 50	
Do., (12 10-oz. bxs)	2 20	

Figs (cooking), 50-lb. boxes, lb.	0 16
Prunes—	
California (25-lb. boxes)—	
30-40s	0 22 0 26
40-50s	0 20 0 24
50-60s	0 19 0 22
60-70s	0 18 0 21
70-80s (25-lb. box)	0 19 0 19
80-90s	0 17 0 17
90-100s	0 16 0 16
50-lb. boxes, 80-90s	0 14 1/2 0 14 1/2
90-100s	0 13 0 14
70-80s	0 16 1/2 0 17
80-90s	0 15 1/2 0 16 1/2
90-100s	0 13 1/2 0 14
100-120s	0 11
Oregon—	
30-40s (25 lb.)	0 24
40-50s (50 lb.)	0 22
50-60s (50 lb.)	0 20
50-60s (25 lb.)	0 21
70-80s (25 lb.)	0 17 1/2

**Spot Molasses Firm;
 Light Syrup Sales**

Montreal.
MOLASSES, SYRUPS.—With respect to spot molasses, there is a fairly firm basis, but no changes have been effected not already reported. The future outlook is really a firmer one, and if export demand should develop in a big way for this there is every likelihood of prices being fully maintained. The sale of both syrup and molasses is restricted, this being the quiet season. No change is made on corn syrup, but the undertone is firm.

Barrels, about 700 lbs.	0 07 1/2
Half bbls.	0 08
Kegs	0 08 1/2
2-lb. tins, 2 doz. in case, case	5 15
5-lb. tins, 1 doz. in case, case	5 75
Jorn Syrup—	
10-lb. tins, 1/2 doz. in case, case	5 45
20-lb. tins, 1/4 doz. in case, case	5 40
2-gal. 25-lb. pails, each	2 45
3-gal. 38 1/2-lb. pails, each	3 65
5-gal. 65-lb. pails, each	5 90
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 65
5-lb. tins, 1 doz. in case, case	6 25
10-lb. tins, 1/2 doz. in case, case	5 95
20-lb. tins, 1/4 doz. in case, case	5 90
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 80

Barbadoes Molasses—		
Punchoons	0 98	1 03
Barrels	1 01	1 06
Half barrels	1 03	1 08
Antigua Molasses—		
Punchoons	0 95	
Barrels	0 98	

Note—Prices on molasses to outside points average about 3c per gallon less.

**Hard to Define
 Is Maple Product**

Montreal.
MAPLE PRODUCTS.—An unquestionably high price is being asked by the farmers for their 1919 syrup and sugar crop, and this is likely to restrict business now. Of course, some believe that there will be a great deal of sale to United States buyers, and that in such event there will be nothing left if one wants the product but to pay for it. Honey prices are unchanged, and for pail and bulk variety there has been a steady and large sale.

Maple Syrup—		
13 1/2-lb. tins (each) (nominal)	\$2 10	\$2 25
10-lb. cans, 6 in case, per case	15 10	
5-lb. cans, 12 in case, per case	17 10	
2 1/2-lb. cans, 24 in case, per case	18 50	
Maple Sugar (nominal), small lots	0 25	0 30
Honey, Clover—		
Comb (fancy)	0 30	
Comb (No. 1)	0 28	
In tins, 50 lb.	0 26	
50-lb. pails	0 27	

10-lb. pails	0 28
5-lb. pails	0 28
Honey—Buckwheat, tins or bbls.	0 22

**Firm is Pepper;
 Cloves Higher**

Montreal.
SPICES.—Market conditions this week are better, for there is a real improvement in the volume of trade, particularly in the city. Peppers are firm u brisk trading operations, and cloves are also inclined to advance from the recent declines already announced.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls	0 35	0 35
Pure ground	0 35	0 40
Cloves	0 45	0 50
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	0 28	0 33
Ginger (Cochin or Jamaica)	0 30	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmega, whole	0 50	0 65
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 35	0 45
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 30	
Cardamon seed, per lb., bulk	2 00	
Caraway (nominal)	0 75	0 80
Cinnamom, China, lb.	0 30	
Cinnamom, per lb.	0 35	
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Unredded cocconut, in pails	0 21	0 25
Pimento, whole	0 20	0 22

For spices packed in cartons add 3 1/2 cents a lb. and for spices packed in tin containers add 10 cents per lb.

**Cables State Even
 Higher Teas Yet**

Montreal.
TEA.—Cables received here have already confirmed opening, and also subsequent tea quotations from the Japan market. "Teas that were quoted in Japan last year at this time at 38c per lb. are 18c to 20c per lb. higher this year," said a large importer to CANADIAN GROCER. "These are confirmed prices."

This points the way to higher price basis for teas, and it now seems certain that new crop goods will have to carry higher prices—very much higher.

Pekoe, Souchong, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55

Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 41	0 43
Small lots		11 20

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

**No New Prices But
 Coffee is Active**

Montreal.
COFFEE, COCOA.—Prices are steadily firm on coffee at the advance made last week. The roasters are particularly busy, they report, and the better grades of coffee are those selling in greatest volume. Cocoa is steadily firm.

Coffee—		
Bogotas, lb.	0 40	0 43
Jamaica, lb.	0 35	0 38
Maracaibo, lb.	0 37	0 39 1/2
Mocha (types)	0 29	0 42

Mexican, lb.	0 39	0 41
Rjo. lb.	0 33	0 35
Santos, Bourbon, lb.	0 38	0 39
Santos, lb.	0 37	0 39
Cocoa—		
In 1-lb., per lb.		0 38
In 1/2-lb., per lb.		0 40
In 1/4-lb., per lb.		0 40
In 1-5 lb., per lb.		0 42

Barleys Are Up;
Cereals Hold

Montreal.
CEREALS.—In view of the fact that there is not very brisk demand for rolled oats and cornmeal, prices have been maintained without change. The grain markets have been continuing high, and it is probable that there will be no change downward, with increasing export demand all the time. Pot and pearl barleys are firming in price, and changes to higher levels were made this week.

Self-raising Flour—		
3-lb. pkgs., doz.	2 90	
5-lb. pkgs., doz.	5 70	
Cornmeal, Gold Dust	5 25	5 90
Cornmeal		4 75
Barley, pearl	5 25	5 75
Barley, pot, 98 lbs.	4 25	4 75
Oats (rolled)		7 50
Buckwheat flour, 98 lbs.	5 50	6 00
Cornflour, white	4 50	4 60
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	6 00	6 50
Hominy, pearl, 98 lbs.	4 75	5 00
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	4 75	4 90
Oatmeal (packages) fine cut		5 70
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Rolled oats, 90-lb. bags	4 25	4 40
Rolled oats (family pack), case		5 60
Rolled oats (small size), case		2 00
Oat Flakes (case 20 pkgs.)		5 10
Rolled wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case		6 00
Packages, 20 in case (family pack)		5 80
Rye flour (Can.), 98 lbs.	5 75	6 05
Tapioca flour, lb.	0 15	0 16

Pastry Flour Soars;
Business is Better

Montreal.
FLOUR.—While there has been no price change for regular grades of war standard flour, pastry flour has been very active and the price is constantly increasing. More than \$11 per barrel is now being paid for this, and higher prices still are likely. A good trading condition is reported, particularly when export is considered.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.		11 00
Per bl., in (2) cotton bags, 98 lbs.		11 15
Small lots, per bbl. (2) jute bags, 98 lbs.		11 30

Hay Retailed \$45;
Barley at \$1.35

Montreal.
HAY AND GRAIN.—The highest prices in history of the trade have been paid here for hay, one of the biggest operators in this district stating to CANADIAN GROCER that \$45 per ton, retail, had been paid this week for number one grade. There is a great scarcity too, and much of the supply is going to the United States.
Barley prices advanced again this week, the high point being \$1.35.

Hay, Straw, Grain (wholesale prices in car lots)—		
Good, No. 1, per 2,000-lb. ton	\$40 00	
Do., No. 2	38 00	
Do., No. 3	36 00	
Straw	11 00	
Oats—		
No. 2 C.W. (34 lbs.)	0 88	
No. 3 C.W.	0 85	
Extra feed	0 85	
No. 1 feed	0 84	
No. 2 feed	0 80 1/2	
Barley—		
No. 3 extra	1 13	
No. 3	1 32	
No. 2	1 35	

Note—These prices are at elevator and bags and bagging are not included.

New Potatoes, \$13.00;
Onions Lower

Montreal.
VEGETABLES.—Cold weather is holding back local vegetable production and there is little promise of much coming on the market from this territory before June. New potatoes are in and are quoted at \$13 per barrel. Onions, Texas and Shallots, are reduced in price. Radishes are down slightly, and rhubarb is on a more favorable basis.

Asparagus (doz.)	6 00	7 00
Artichokes, bag		2 00
Honey new string (American) basket	6 00	7 00
Beets, bag	1 00	1 00
Brussels Sprouts (Amer.)		0 40
Cucumbers, Boston (doz.)		2 00
Cucumbers, Florida (basket)		4 50
Chickory, doz.	3 00	
Cauliflower (imported), doz.	5 50	
Cabbage, bbl.		8 00
Cabbage, new, crate	8 00	10 00
Carrots, bag		2 00
Celery (Wash.), doz.		2 50
Celery, crates (3-4 doz.)	9 50	10 00
Egg plant	3 00	4 00
Horseradish, lb.	0 20	
Lettuce (curly), hox (3 doz.)	3 50	
Do., (4 doz.)	4 25	
Lettuce, Boston, box		4 50
Leeks	2 00	3 00
Mint	0 60	
Mushrooms, lb.	1 75	
Basket (about 3 lbs.)		4 00

Onions, Texas, crate	5 75
Red, 100 lbs., bag	9 00
Onions (Shallots), doz.	1 25
Oyster Plant	0 75
Parsnips, bag	2 50
Parsley (C.nadian)	0 75
Parsley (American)	1 50
Potatoes, Montreal (90-lb. bag)	2 00
Potatoes (New Brunswick), bag	2 25
Potatoes (new), Florida (per bbl.)	13 00
Potatoes (sweet), hamper	4 00
Romain, doz.	3 00
Radishes, doz.	0 50
Rhubarb, doz.	1 00
Spinach, box	2 00
Spinach, bbls.	6 00
Turnips, per bag, Montreal	1 75
Turnips, Quebec	2 50
Tomatoes (hothouse), lb.	0 40
Tomatoes, crates (fancy)	8 50
Tomatoes (choice), crate	7 00

New Cherries, \$5.50;
Orange Range Less

Montreal.
FRUITS.—New California cherries are becoming more plentiful here. The price is \$5.50 per case. Strawberries are gradually coming down. Oranges are somewhat easier in price, as noted by a narrowed range of quotations. Cocoanuts are down slightly.

Apples—		Per Barrel
Ben Davis, No. 1	9 00	10 00
Spies	12 00	14 00
Russets	9 00	10 00
In boxes	5 50	6 25
Bananas (fancy large), bunch	5 50	6 50
Cherries (California), box		5 50
Cocoanuts sack	9 00	10 00
Grapefruit (fancy Porto Rico)	4 50	5 50
Lemons (California)	4 50	5 50
Pears, Cal., eating, small box		4 00
Pears, California (110 size)		5 50
Oranges, Porto Rico	4 50	5 00
Oranges, Cal. navels, 126		6 00
Do., 150	6 25	6 50
Do., 176	6 50	6 75
Do., 200-216	6 50	6 75
Tangerines, half boxes		4 75
Blood oranges		4 50
Pineapples (24s to 36s)	6 00	6 50
Strawberries, large	0 30	0 35
Do., large	0 35	0 40

ONTARIO MARKETS

TORONTO, May 20—Few changes of any consequence are shown in the markets this week, although all are very firm. Scarcity in canned goods and dried fruits continues to be the chief feature in the market for these commodities, and new fruits and vegetables are increasing. Demand for the latter is active and prices are inclined to be high. Teas and coffees are strong and the latter show slight advances.

Sugar is Firm and
Supplies Ample

Toronto.
SUGAR.—No change is reported in the quotations on sugar this week. The market is firm in spite of ample supplies. The movement is normal for this season, and even as the busy time approaches dealers do not anticipate any shortage of supplies. Receipts this year at primary points show a very heavy increase over totals for the corresponding period a year ago. There is quite a heavy demand for raw sugars, Toronto representatives of refineries state, from manufacturers who use sugar in their factories.
St. Lawrence, extra granulated 10 16
Atlantic, extra granulated 10 16
Acadia Sugar Refinery, extra granulated 10 16
Can. Sugar Refinery, extra granulated 10 16
Dom. Sugar Refinery, extra granulated 10 16

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.
Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.
Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Market For Syrups
is Unchanged

Toronto.
MOLASSES, SYRUPS.—The market for molasses and syrups is firm, with no changes in quotations. The advance of 30 cents per barrel of three weeks ago is maintained. The corn market has fluctuated considerably of late, but recent movement in the corn area has had little or no effect on the position of the

market for corn syrup. Cane syrup is strong at unchanged quotations.

Corn Syrups—	
Barrels, about 700 lbs., yellow, per lb.	\$0 07 3/4
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	5 65
Cases, 5-lb. tins, white, 1 doz. in case	6 25
Cases, 10-lb. tins, white, 1/2 doz. in case	5 95
Cases, 2-lb. tins, yellow, 2 doz. in case	5 15
Cases, 5-lb. tins, yellow, 1 doz. in case	5 55
Cases, 10-lb. tins, yellow, 1/2 doz. in case	5 45
Cane Syrups—	
Barrels and half barrels, lb.	0 08
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.	
Cases, 2-lb. tins, 2 doz. in case	7 00
Molasses—	
Fancy, Barbadoes, barrels	1 10 1 15
Choice Barbadoes, barrels	1 00
West India, bbls., gal.	0 44
West India, No. 10, kegs	6 50
West India, No. 5, kegs	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 80
Tins, 10-lb., 1/2 doz. to case, Barbadoes	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50 4 00
Tins, No. 3, baking grade, case or 2 doz.	4 70 6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75 6 20
Tins, No. 10, baking grade, case of 1/2 doz.	3 60 6 00
West Indies, 1 1/2s, 48s	4 60 6 95

Market For Package Goods is Strong

Toronto.

PACKAGE GOODS.—While the market for rolled oats both in package and in bulk is very firm, quotations do not show any advances. Dealers state that while the tendency last week was towards higher levels there has really been no change in prices, but the situation generally is strong. Corn flakes and shredded wheat continue at present levels.

PACKAGE GOODS	
Roller Oats, 20s round, case	\$5 60
Do., Do., 20s square, case	5 10 5 60
Do., Do., 36s, case	4 00
Do., Do., 18s, case	2 00
Corn Flakes, 36s case	3 60 4 25
Shredded Wheat, 36s, regular, case	4 50
Porridge Wheat, 36s, regular, case	6 00
Do., Do., 20s, family, case	5 80
Cooker Package Peas, 36s, case	3 60
West Indies, 1 1/2s, 48s	4 60 6 95
Coristarch, No. 1, lb. cartons	0 11 0 11 1/4
Do., No. 2, lb. cartons	0 09 3/4
Canada Laundry Starch	0 09 1/2
Laundry Starch, in 1-lb. cartons	0 11 1/4
Do., Do., in 6-lb. tin canisters	0 12 3/4
Do., Do., in 6-lb. wood boxes	0 12 3/4
Potato Flour, in 1-lb. pkgs.	0 16

Stocks of Rice Are Getting Low

Toronto.

RICES.—The rice market is very firm. Rices of good quality are very scarce. There is active demand for rices and receipts are quickly cleaned up. Stocks are reported as getting low, and Japanese rices are showing depletion. On account of an embargo on shipments of rice from that country it is feared that supplies will not be very heavy.

Rices—	
Texas, fancy, per 100 lbs.	12 50 13 00
Blue Rose Texas, per 100 lbs.	11 00 11 25
Honduras, fancy, per 100 lbs.	13 00 13 50
Siam, fancy, per 100 lbs.	9 50 10 00
Siam, second, per 100 lbs.	9 00 10 00
Japans, fancy, per 100 lbs.	11 00 12 00

Japans, second, per 100 lbs.	10 00 11 00
Chinese XX, per 100 lbs.	8 75
Do., Simiu	11 00
Do., Mujin, No. 1	10 50
Do., Pakling	10 00
White, Sago	0 11 1/2 0 12
Tapioca, per lb.	0 11 1/2 0 12

Quotations on Nuts Are Strong

Toronto.

NUTS.—Receipts of nuts among Toronto dealers are not heavy. Prices have been so high as to be almost prohibitive, and this condition has not induced much buying. Prices are very firm on all kinds of nuts, and the likelihood is that quotations on Brazil nuts will likely see further advances. Shelled walnuts are extremely strong, and as high as 85 cents is being paid for them.

Almonds, Tarragonas, lb.	0 28 0 32
Butternuts, Canadian, lb.	0 08
Walnuts, California, lb.	0 40 0 42
Walnuts, Grenobles, lb.	0 34 0 35
Walnuts, Bordeaux, lb.	0 28 0 30
Filberts, lb.	0 23 0 24
Pecans, lb.	0 30
Cocanuts, Jamaica, sack	10 00
Peanuts, Jumbo, roasted	0 20 0 21
Brazil nuts, lb.	0 19
Shelled—	
Almonds, lb.	0 52 0 55
Filberts, lb.	0 44 0 46
Walnuts, lb.	0 80 0 85
Peanuts, Spanish, lb.	0 17 0 18
Do., Chinese, 30-32 to oz.	0 14 0 15
Brazil nuts, lb.	0 75 0 80

Pineapple Receipts Are Now Heavy

Toronto.

FRUITS.—Pineapples are now arriving in heavy shipments, and dealers state that now is the time to buy them for preserving purposes, believing that they are at the lowest prices that they will reach this year. Cuban pineapples are quoted at from \$5.50 to \$5.75 and the Porto Ricos at \$6.50. Strawberries are quoted higher again following the recessions of last week. Dealers are now quoting them at 38 cents for quarts. California cherries are now being offered at from \$4.50 to \$5 per box. Quotations on California navels are unchanged, but the Valencia oranges are firm at from \$5 to \$6.50, according to the size of the crate. Lemons are slightly easier at from \$4.50 to \$5.

Apples—	
Do., Winesaps, box	\$7 00
Bananas, per lb.	0 07 0 07 1/2
Grapefruit—	
California, seedless, 64s, 80s, 94s and 100s	5 00 5 50
Do., Do., 48s	4 00
Oranges—	
California navels, 100s	5 00
Do., 126s	5 75
150s, 176s, 200s, 216s, 250s.	6 50
Do., 176s	6 75 7 00
Do., 200s, 216s, 250s	7 25
Valencias—	
150s, 176s, 200s, 216s, 250s.	6 50
288s	6 00
324s	5 00
Lemons, Cal., 270s, 300s, case	4 50 5 00
Pineapples—	
Porto Rico, 24s, 30s, 36s, case	6 50
Cuban, 18s, 24s, 36s, case	5 50 5 75
Cherries, Cal., box	4 50 5 00
Strawberries, quarts	0 38 0 00
Rhubarb, doz. bunches	1 50

New Vegetables Are in Demand

Toronto.

VEGETABLES.—New vegetables continue to be offered freely, and these are in more demand than the old ones. On-

tario potatoes are selling at \$2 per bag, but the new Florida potatoes are having a brisk sale at \$3 per barrel. New beets and new carrots are selling at from \$3 to \$3.50 per hamper, and new turnips at \$2.75. Cabbages are easier at from \$6.50 to \$8 per crate. Florida celery ranges from \$4.75 to \$7.50 according to size. Tomatoes are arriving in better condition, the quality showing considerable improvement. Mexican tomatoes are being shipped heavily and vary in price. The market for Texas onions is very strong at \$5.50 per crate.

Can. Asparagus, 2 doz. bunches	\$2 00 \$2 50
New beets, hamper	3 00
Cabbage, crate	6 50 8 00
Celery, Florida, 3s to 6s, 8s	4 75 7 50
New Carrots, hamper	3 50 0 00
Carrots, bag	1 75
Do., Imported, hamper (3 doz. bunches)	3 25
Cucumbers, fancy, large hamper	3 75 4 00
Choice, large hamper	3 50 0 00
Plain, large hamper	2 50 0 00
Leamington hothouse cucumbers, 11-qt. basket	2 50 3 50
Lettuce, head, Cal. Iceberg, 4 to 5 doz. case	4 50
Do., Do., Florida, 30 head to hamper	4 50
Do., leaf, doz.	0 40 0 50
Onions—	
Do., green Shallots, doz.	1 00
Do., Texas, crate	5 50 0 00
Parsnips, bag	0 75
Parsley, large bunches, doz.	1 00
Peppers, green, doz.	1 90
Potatoes, Sweet, Louisiana, hamper	2 50
New Potatoes, Florida	8 00 0 00
Turnips, hamper	2 75 0 00
Potatoes, Ontario, bag	2 00 2 10
Spinach, bushel	1 00 1 50
Tomatoes, Florida, fancy case	8 50 0 00
Do., Do., choice, case	7 75 0 00
Do., hothouse, No 1, per lb.	0 20 0 45

Canadian Corn is Again Higher

CANNED GOODS.—The market in canned goods continues much the same as a week ago. There is a very pronounced scarcity in almost all lines. The better grades of salmon are in small supply but stocks of the cheaper lines appear to be ample for the demand. The movement is a little slow at the present time, but the busy season for salmon is in July and August. In canned vegetables there is still a little Canadian corn in the hands of some dealers, but quotations this week show an advance of ten cents, those dealers having any quoting Canadian corn at \$2.45. There is some American corn selling at \$2. Tomatoes are firmer, the supplies of the same rapidly diminishing. They are quoted at from \$1.95 to \$2. Canned pumpkin has been selling very freely this past week at from 95 cents to \$1. Fruits are unchanged and most lines have been cleaned up. There are still some plums and pears on the market. This season's spinach is now being packed and some of it is already on the market; 2's are quoted at \$1.75.

Salmon—	
Sockeye, 1s, doz.	4 00 4 75
Sockeye, 1/2s, doz.	2 40 2 50
Alaska reds, 1s, doz.	3 75 3 85
Chums, 1-lb. talls	2 35 2 60
Do., 1/2s, doz.	1 35 1 45
Pinks, 1-lb. talls	2 25 2 60
Do., 1/2s, doz.	1 35 1 50
Cohoos, 1/2-lb. tins	1 35 1 90
Cohoos, 1-lb. tins	3 45 3 75
Red Springs, 1-lb. talls	3 65 3 95
White Springs, 1s, dozen	2 80 2 35
Lobsters, 1/2-lb., doz.	8 75 4 50
Whale Steak, 1s flat, doz.	1 75 1 90
Filchards, 1-lb. talls, doz.	1 90 2 15
Canned Vegetables—	

Beets, 2s.	1 90	2 30
Tomatoes, 2s	1 92½	2 00
Peas, standard	1 50	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, American, 2s, doz.		2 00
Pumpkins, 2½s	0 95	1 00
Spinach, 2s, doz.		1 90
Do., 2½s, doz.	2 62½	2 80
Do., 10s, doz.		10 00
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 05	2 07½
Do., standard, 10s, doz.	4 50	4 52½
Peaches, 2s		2 27½
Pears, 2s	2 35	2 37½
Plums, Lombard, 2s	1 97½	2 22½
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		4 60
Blueberries, 2s	2 10	2 25
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.		4 00
Do., 4s, each		0 98
Gooseberry, 4s, each		0 54
Peach, 4s, each		0 82
Red currants, 16 oz., doz.		3 45
Raspberries, 10 oz., doz.	3 90	4 25
Do., 4s, each	1 02	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Supplies of Raisins May be Scarce

Toronto.

DRIED FRUITS.—In the market for dried fruits the principal feature is the scarcity of raisins, and the prospects are that supplies may not be sufficient for the demand this year. Price tendencies are high, and the outlook is for a very strong market. The European output is practically negligible, and the result is that California growers are looked to to fill the inquiry. Supplies among some dealers are very small indeed. There are still small lots of prunes among the wholesalers, but prices again this week show advances. Cases of 60 to 70's are offered at 22 cents. There are also some peaches and apricots available, but in very small quantities. Prices on the same are steady with last week. Currants are also unchanged from last week.

Apples, evaporated, Ontario	0 20	
Apricots, unpitted		0 16½
Do., fancy, 25s		0 30
Do., choice, 25s	0 23	0 30
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	0 38	0 43½
Orange		0 45½
Citron	0 47	
Currants—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 20	0 21
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case		7 00
Dromedary dates, 3 doz. in case		3 00
Figs—		
Taps, lb.		
Malagas, lb.		
Comadre figs, mats, lb.	0 14	0 15
Cal., 4 oz. pkgs., 70s, case		5 00
Cal., 8 oz., 20s, case		3 25
Cal., 10 oz., 12s, case		2 25
Prunes—		
30-40s, per lb.		0 25
40-50s, per lb.		0 23½
50-60s, per lb.	0 22	0 24
60-70s, per lb.	0 16	0 17
70-80s, per lb.	0 14½	0 16
80-90s, per lb.	0 13½	0 14½
90-100s, per lb.	0 11½	0 12½
100-120s, per lb.		0 11½
Peaches—		
Standard, 25-lb. box, peeled		0 20
Choice, 25-lb. box, peeled		0 23
Fancy, 25-lb. boxes		0 24
Practically peeled, 25-lb. boxes		0 22½
Extra choice, 25-lb. box, peeled		0 26
Raisins—		
California bleached, lb.	0 17	0 18
Extra fancy sulphur bleached, 25s		0 17

Seedless, 15-oz. packets	0 15½	0 16
Seeded, fancy, 1-lb. packets		0 14
Seeded, 15 oz. packets		0 15
Seedless, Thompson's, bulk	0 16	0 18
Seedless, 16-oz. packets	0 16	0 18
Do., Bakers, Thompson's, 50s	0 16	0 18
Crown Muscatels, 25s	0 14	0 16

Demand For Beans is Now Active

Toronto.

BEANS.—The situation in beans is unchanged. There is a very good demand for the same, the movement being more active just now than for some time past. Limas are quoted a little higher at from 12 to 12½ cents per pound. Supplies, while showing marked declines, are still fairly heavy.

Ontario, 1-lb. to 2-lb. pickers, bu. \$	4 00
Do., hand-picked	4 25
Japanese Kotonashi, per bush.	4 50
Rangoons, per bushel	3 00
Limas, per lb.	0 11½ 0 12

Black Pepper Now Quoted at 35 Cents

Toronto.

SPICES.—Black pepper is quoted lower this week at 35 cents per pound. Other quotations are unchanged, although the market is much firmer again. Quotations on cloves are higher in New York because of heavy London buying. Cream of tartar that has been showing declines of late is again turned upward, and prices are very strong.

Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves		0 50
Do., lower		0 30
Do., mint, sage, thyme, parsley, mint, savory, Marjoram	0 40	0 40
Pastry	0 35	0 40
Peckling spice	0 22	0 30
Pepper	0 90	1 10
Peppers, black	0 38	
Peppers, white		0 47
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s		0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole		0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 70	0 75
Tumeric		0 30
Cream of Tartar—		
French, pure	0 75	0 80
American high test		
2-oz. packages, doz.		1 40
4-oz. packages, doz.		3 50
8 oz. tins, doz.		6 75

Tea Prices May See Advances

Toronto.

TEAS.—There is no change in the tea market, but dealers are anticipating higher prices for the reason that it is not unlikely that another tax will be placed on teas in the forthcoming budget of the Dominion Government. Some dealers believe that the tax will only be on foreign teas, and that British teas will be given preference just as is the case in England. If such procedure is followed it will likely mean an advance in Java's and the cheaper grades of teas.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 50
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Teas—		
Broken Pekoes	0 40	0 45
Japan and China		
Early pickings, Japan	0 53	0 55
Second pickings	0 48	0 50
Hyson Thirds, lb.		0 45
Do., Seconds		0 50
Do., sifted	0 60	0 65

New Advances Shown in Coffee

Toronto.

COFFEE.—Stronger prices again prevail in the coffee market, and new advances are recorded this week. Quotations at primary points show gains, and the stronger feeling in New York has been followed by gains here. The general run of pure coffees are quoted at from 40 to 60 cents per pound, while good coffees are selling at from 48 to 50 cents per pound. Jobbers state that quotations will show still further advances, and the lines now selling to the trade at from 48 to 50 cents will sell at 54 cents.

Java, Private Estate	\$	50 50
Java, Old Government, lb.		0 50
Bogotas, lb.	0 47	0 49
Guatemala, lb.	0 47	0 49
Mexican	0 44	0 46
Maracaino, lb.	0 41	0 43
Jamaica, lb.	0 39	0 42
Blue Mountain Jamaica		0 50
Mocha, lb.	0 46	0 48
Mocha, Arabian, lb.		0 50
Rio, lb.	0 32	0 33
Santos, lb.	0 41	0 42
Santos, Bourbon, lb.	0 41	0 42
Ceylon, Plantation, lb.		0 48
Chicory, lb.		0 30
Cocoa—		
Pure, lb.	0 24	0 28
Sweet, lb.	0 24	0 28

Chase & Sanborn, of Montreal, have advanced their half pound package of coffee to 50 cents, their pound packages to 49 cents and the two pound packages to 48 cents per pound.

Honey and Maple Syrup Steady

Toronto.

HONEY, MAPLE SYRUPS.—Quotations on honey are unchanged. There is not a great deal available, this of course being the off season for this product. Maple syrup is only in fair supply and receipts are light compared with a year ago.

Honey—		
Clover—		
10-lb. tins	0 25	
60-lb. tins		0 24
Buckwheat, 60-lb. tins, lb.		0 20
Comb. No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.		3 00
Maple Syrup—		
8½-lb. tins, 10 to case, case		15 75
Wine qt. tins, 24 to case, case		14 00
Wine ½ gal. tins, 12 to case, case		14 00
Wine 1 gal. tins, 6 to case, case		13 00
Imperial 5 gal. cans, 1 to case		12 00
Maple Sugar—		
50 1-lb. blocks to case, lb.		0 27

Brisk Demand Exists For Shorts

Toronto.

MILLFEEDS.—Easier prices are ruling on bran and shorts. There is a good demand for shorts but inquiry for bran is slow. Should the strike at Winnipeg be prolonged dealers think there might be a scarcity of both bran and shorts.

Bran, per ton	43 00
Shorts, per ton	45 00

Movement of Ontario Flour is Slow

Toronto.

FLOUR.—The market for Manitoba flour is unchanged. It is this flour that is supplying the export demand. The

movement in Ontario winter wheat flour is a little slow, and supplies are only moderately heavy. It is now quoted at \$11.

FLOUR	
Government Standard, 74% Extraction.	
Manitoba Wheat Flour, in carload shipments, on track, bbl.	\$11 00
Ontario Winter Wheat Flour in carload shipments, track, bbl.	11 00

WINNIPEG MARKETS

Honey Quiet

At High Prices

Winnipeg.
HONEY.—While the present time is never considered to be a big season for honey, the demand is greatly curtailed on account of the high prices prevailing.

Strike Causes Run

On Evaporated Milk

Winnipeg.
EVAPORATED MILK.—Possibly due to abnormal local conditions, on account of the general strike, there is an unprecedented demand for evaporated milk, condensed cream, Klim, and similar products.

Advance Announced

On Virginia Peanuts

Winnipeg.
NUTS.—Peanuts have advanced in the Virginia markets from one cent on the lower grades to two cents on the best nut.

Frosts in Brazil;

Coffee Affected

Winnipeg.
COFFEE.—It is reported from sources that are considered reliable that the Santos crop has been damaged by frost. Coffee is now being sold at lower levels than will be possible when spot stocks require to be replenished from primary markets. Coffee at present prices is considered by those in a position to know good buying.

Green Coffee—		
Rio, No. 7	0 26	0 28
Santos, fine old crop	0 30	0 32
Bourbon		0 30
Mexican	0 36	0 38
Bogota A	0 36	0 38
Costa Rica	0 37	0 40

High Prices Curtail Maple Products Consumption

Winnipeg.
MAPLE SYRUP.—It is claimed regarding maple syrup that owing to the high ideas of the farmers, business in this line has not been pushed as aggressively as it otherwise would have been; the high prices resulted in a curtailment of consumption. At the present time the stocks of maple syrup are being disposed of at prices much lower than the new season's prices to the consumer would justify.

Bean Market Firm

At Low Levels

Winnipeg.
BEANS.—This line continues firm at low prices. Some business is being consummated in B.C. white beans, and also enquiries have been received from On-

tario which would seem to indicate that Ontario beans are moving out. It is regretted by the jobbers that the Burma bean was introduced to this market, as it is claimed that the consumption of beans has been decreased as a result of disappointment in this variety. The bean consumption had already fallen away owing to the closing up of construction operations in camps.

Raisin Market Bare; Smyrna Figs Expected

Winnipeg.
DRIED FRUITS.—There has been an unprecedented demand for raisins recently, owing, it is said, to prohibition. Muscatel raisins are practically cleaned up, in fact all raisins are out of the hands of growers, and are being sold between jobbers at high prices. The California raisin people have not named their opening prices yet, and the probability is of the demand being in excess of the supply, but the deliveries being on a pro rata basis. A speculative spirit has entered into the raisin market, and from all centres of demand larger orders are being sent in than are warranted, it is said.

FIGS.—As soon as a durable peace is signed large stocks of Smyrna figs, which are packed and warehoused, ready for shipment at Smyrna, will be immediately shipped with despatch to this market to fill orders already taken, and as California prices are expected to be high, there seems to be a tendency for the trade to await developments. Whether California or Smyrna figs reach this market, the price will at any rate be high.

AUSTRALIAN RAISINS.—There will be arrivals of Australian raisins for this market during the latter part of June. Prices will be rather stiff, the trade says, but are said to have more body to them than the Californias for baking purposes.

EVAPORATED APPLES.—During the coming fall season we shall find the market cleaned up on this line, brokers say, there being only small supplies in the hands of jobbers at present, held at firm prices.

All Factors Tend To Make Jams High

Winnipeg.
JAMS.—While jam manufacturers have not yet named their opening prices it is intimated that they will be fairly high. There are various factors that are responsible, mainly the scarcity of small fruits, higher sugar, higher labor. Another interesting feature in this regard is this fact—some of the Eastern jam manufacturers import considerable small fruits from the United States, so that to a certain degree what

affects the American market is felt here. The fact that a million or more American soldiers learned to appreciate jams while overseas, to an extent unknown at home, has given a great impetus to the jam business in the United States in the same way as it did on the Canadian side. Prohibition has also affected the consumption of sweets of all kinds.

Onions Scarce;

Apples Lower

Winnipeg.
VEGETABLES AND FRUIT.—Local cabbage is off the market. Onions are very scarce, those available selling at 12c per pound. California celery is off, but Florida is selling at \$10 per case. Florida tomatoes sell at \$10 and Mexican at \$7. Asparagus in 18 lb. crates sell at \$3. Cuban pineapples are selling at \$7.50 per case. Arkansas strawberries, 24 quart cases, at ten dollars. A few crates of cherries arrived from California and sold for \$5.50 per 8 lb. crate. Washington winesaps quoted \$6 box. Mississippi cabbage selling at 12c. Florida new potatoes in 45 lb. hampers, \$7. Florida cucumbers, per hamper, of 6 doz., \$7. Cars are rolling from Crystal Springs with an assortment of cabbage, cucumbers, green and wax beans, peas, beets, carrots, etc., and should be ready for distribution about May 23.

Cucumbers, doz	3 00	3 25
Cabbage, Cal., new		0 12
Cabbage, lb., local		0 07
Beets		0 07
Carrots		0 07
Head lettuce (case)	3 50	4 00
Turnips, cwt.		4 00
Onions, silvers and yellows, lb.		0 12
Radishes, doz.		0 40
Parsley, imported, doz.		10 00
Celery, Florida		4 00
Cauliflower, doz.		0 90
Potatoes, 10-20 bush. lots, bush.		10 00
Tomatoes, Florida		0 50
Onions, green, 10 doz. box, per doz.		3 50
Asparagus, 10 doz. box, per box	7 00	8 00
Oranges,	5 00	7 00
Lemons, Cal.	0 08 1/2	0 09
Bananas, lb.	7 00	8 00
Strawberries, case, qts.		0 18
Rhubarb (Man. hothouse)		2 50
Rhubarb (Washington), 40 lb. box		5 50
Grapefruit, Cal., case	6 00	8 00
Grapefruit, Florida, case	7 00	8 00
Cherries		6 00
Apples—		
Boxes		6 00

Fresh Halibut

Declines 2c Per Lb.

Winnipeg.
FISH.—Considerable stocks of fish are carried in the Winnipeg wholesale warehouses. The strike conditions have not altered the volume of sales to date in any noticeable particular. Prices remain unchanged with the exception of fresh halibut, which is quoted at 20c, this being a decline of 2c.

LAKE FISH	
Whitefish (cleaned), lb.	0 12 1/2
Whitefish (frozen), lb.	0 12
Pickeral, lb.	0 18
Pickeral Fillet, lb.	0 35
Frozen Trout, lb.	0 16
Fresh Trout	0 20
Round Jackfish, lb.	0 09
Dressed Jackfish, lb.	0 09 1/2
Frozen Goldeye, lb.	0 07 1/2
Stocked Trout, lb.	0 35
Fresh Salmon	0 30
SEAFISH	
Fresh Halibut	0 20
Frozen Halibut, lb.	0 20
Frozen Salmon, lb.	0 30
Fresh Salmon, lb.	0 30

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, May 20.—Several advances are reported, particularly in provisions this week. Crisco has again advanced, this time showing a gain of 50 cents per case. Cooked hams are up a cent per pound; peamealed backs, two cents; belly bacon, three and a half cents; and smoked hams, one cent per pound. Northwest soda crackers also show an advance of a cent. Gold Dust and Fairy soap have reverted to their former prices. Pure lard, threes, are now selling at \$21.30. Creamery butter is slightly easier at 58 to 59 cents.

Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.	10 50	10 50
Rolled oats, 80s	3 50	3 60
Rice, Siam, cwt.	8 30	9 60
Rice, China mat., No. 1	4 80	4 80
Do., No. 2	3 95	3 95
Tapioca, lb.	0 11	0 12½
Sago, lb.	0 11	0 12½
Sugar, pure cane, granulated, cwt.	11 02	11 02
Cheese, No. 1, Ontario, large....	0 31½	0 34½
Butter, creamery, lb.	0 58	0 59
Do., dairy lb.	0 35	0 40
Lard, pure, 3s, per case	0 21	0 30
Eggs, new-laid, local	14 00	14 50
Tomatoes, 2½s, stand. case	3 60	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Apples, gals., Ontario, case	2 75	3 00
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, bitted	6 40	6 40
Apples, evaporated	0 22	0 23
Do., 25s, lb.	0 23	0 23
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 23	0 23
Prunes, 90-100s	0 15	0 15
Do., 60-70s	0 21	0 21
Do., 40-50s	0 24	0 24
Salmon, pin, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	18 00	19 00
Do., halves	30 00	32 00
Potatoes, per ton	7 00	8 00
Oranges, Valencias	6 00	6 50
Lemons, case	7 00	7 00
Grapefruit, California	5 25	5 25
Strawberries, 20 basket crate....	5 25	5 25

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., May 20.—Another advance in lard occurred yesterday, bringing the quotation for 3's up to \$21.60. Crisco took another jump to-day of 50 cents a case, the new price being \$12.70. Lobster has also taken a sharp advance of \$1.00 per case for halves. Rolled oats, barrels, have gone up to \$3.86 and rice has jumped to \$8.55 per cwt. New prices on sago and tapioca are 11¼c and 11¼c, respectively. New cucumbers on the market are commanding \$3.50 per

dozen. No change this week is reported in the butter and egg market. Milk prices in Regina declined at the rate of one cent per quart on May 17th. Bread prices advanced one cent per loaf.

Beans, small white Japans, bu.	4 50	4 50
Beans, Lima, per lb.	0 12½	0 12½
Rolled oats, brails	3 86	3 86
Rice, Siam, cwt.	8 55	8 55
Sago, lb.	0 11¼	0 11¼
Tapioca, lb.	0 11¼	0 11¼
Sugar, pure cane, gran., cwt....	10 99	10 99
Cheese, No. 1 Ontario, large	0 30	0 30
Butter, Creamery	0 58	0 58
Crisco	12 70	12 70
Lard, pure, 3s, per case	21 60	21 60
Bacon, lb.	0 47	0 47
Eggs, new-laid	0 50	0 55
Tomatoes, 3s, standard case	4 25	4 25
Corn, 2s, standard case	4 85	4 85
Peas, 2s, standard case	3 45	3 45
Apples, gal., Ontario	2 85	2 85
Apples, evaporated, per lb.	0 18½	0 18½
Strawberries, 2s, Ont., case....	8 50	8 50
Raspberries, 2s, Ont., case....	8 70	8 70
Peaches, 2s, Ontario, case	5 50	5 50
Plums, 2s, case	4 00	4 00
Salmon, finest Sockeye, tall, case	10 25	10 25
Salmon, pink, tall, case	41 00	41 00
Pork, American clear, per bbl....	59 00	59 00
Onions, ton	1 15	1 15
Potatoes, bushel	2 90	3 00
Apples, Washington, box	7 50	7 50
Grapefruit	7 00	8 50
California oranges	7 00	8 50
Pineapples	8 00	8 00
Lemons	8 00	8 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., May 21.—Large quantities arriving have caused further depression in the butter market. Creamery is selling at from 46 to 49 cents; dairy at from 43 to 45 cents; tubs, 42 to 44 cents. Eggs also are running two cents lower. Potatoes are strong at from \$4 to \$4.25. Oranges are selling at from \$6.50 to \$8; bananas at from 8½ to 9 cents. A few apples left are selling at from \$6 to \$6.50. New Florida tomatoes are \$10 per crate, and pineapples are now being offered at from \$7 to \$8 per crate.

Flour, No. 1 patents, bbls., Man.	\$12 50	\$12 50
Cornmeal, gran., bags	5 75	6 00
Cornmeal, ordinary, bags	3 70	3 80
Rice, Siam, per 100	8 75	9 00
Molasses	0 88	0 99
Sugar—		
Standard, granulated	10 05	10 05
No. 1, yellow	9 55	9 55
Cheese, Ont., twins	0 31	0 31½
Eggs, fresh, doz.	0 46	0 47
Eggs, case	0 44	0 45
Breakfast bacon	0 38	0 40
Butter, creamery, per lb.	0 46	0 49
Butter, dairy, per lb.	0 43	0 45
Butter, tub	0 42	0 44
Margarine	0 39	0 35
Lard, pure, lb.	0 36½	0 36½
Lard, compound	0 29	0 29
American clear pork	56 00	60 00
Beef, corned, lb.	4 90	4 90
Tomatoes, 3s, standard, case	3 90	3 90
Raspberries, 2s, Ont., case	8 80	8 80
Peaches, 2s, standard case	6 00	6 00
Corn, 2s, standard case	4 30	4 30
Peas, standard case	2 90	2 90

Apples, gal., N.B., doz.	4 00	4 00
Strawberries, 2s, Ont., case	8 20	8 20
Salmon, Red, spring, cases	11 00	11 50
Pinks	14 50	15 00
Cohoos	8 50	8 50
Chums	0 20½	0 21
Evaporated apples, per lb.	0 24	0 25
Peaches, per lb.	0 24	0 25
Apricots, per lb.	0 24	0 25
Potatoes—		
Natives, per bbl.	4 00	4 25
Onions, Can., bag	4 50	5 00
Do., Bermuda, per crate	6 50	7 00
Lemons, Cal.	6 50	8 00
Oranges, Cal., case	6 50	8 00
Grapefruit, case	6 50	8 00
Bananas, per lb.	0 08½	0 09
Apples, box	6 00	6 50
Pineapples	7 00	8 00

WINNIPEG MANAGER OF W. G. PATRICK & CO. RETURNS FROM OVERSEAS

R. C. Blackburn Returns After Four Years' Service—Wm. Murray of the Same Firm Also Back from the Front

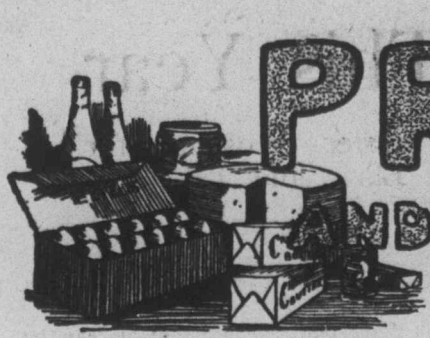
Sub-Lieutenant R. C. Blackburn, R.N.V.R., who was manager of the Winnipeg office of W. G. Patrick and Co., at the outbreak of the war, was in Toronto this week and is leaving for Winnipeg immediately to resume his duties in Winnipeg. Mr. Blackburn, as soon as war was declared, dropped his work and made tracks for the scene of activities, and he has been there or thereabouts for the past four years. His many friends in the trade will certainly be glad to see him back again.

William Murray, also of the W. G. Patrick and Co. Winnipeg staff, returned from the front recently and is back in harness in Winnipeg. Many readers of CANADIAN GROCER will remember the very interesting letter from Mr. Murray that appeared in this paper about a year ago.

NEW FIRM WILL DEAL IN GROCERY SPECIALTIES

A new firm, operating under the name of Watson, Stalker Ltd., has opened offices at 53 Front Street East, Toronto, handling wholesale grocery specialties. M. J. Watson, was connected with the Eby-Blain Co., wholesale grocers, Front Street, Toronto, for fifteen years, and for the past five years has been identified with the Frankford Canning Co. J. M. Stalker has for the past thirty-two years been associated with Eby-Blain as accountant.

R. N. Notter, who has been serving in France for over two years, recently returned to Toronto, and is with his brother in the grocery business, at 208 Danforth Ave. Previous to going to war Mr. Notter and his brother were in business on Davenport Road. They just recently purchased their present business on Danforth Ave. from T. R. Franklin.



PRODUCE AND PROVISIONS

Eggs and Poultry Somewhat Scarce

Export Business and Movement Into Storage Have Forced Egg Prices to High Levels—Poultry Receipts Very Light Even Under High Buying Prices

A FAIRLY good consumptive demand, an unprecedented demand for export at this season, and the movement into storage keep the market firm, with a tendency to advance. There is a feeling in trade circles that egg prices at country points have gone too high and some of the trade state they will not follow them, as they believe they are dangerous. There is apparently, however, a sufficient number who are still buying to cause very keen competition for supplies. Country shippers in Ontario report having paid country stores during the week from 44 to 46c, very few at 44c. It would seem from reports to hand that 45 to 46c will be the price paid to stores this week. In some sections 46c is now the established price. Prices to country dealers in the West range around 44-47c, delivered, cases returnable. Ontario country shippers report sales during last week at 47 to 48½c f.o.b., cases returnable, and some are now asking 49c f.o.b. Reports from Ontario country points generally indicate a falling off in production, judged from the receipts. The quality continues excellent, except that dirty and soiled eggs are quite numerous, due to the excessive wet weather. Recent wires from the prairie provinces to Eastern dealers quote 48c f.o.b., cases included. Receipts in Manitoba and Saskatchewan are keeping up fairly well, though a falling off is reported in Alberta. Quality is on the whole good, though some shipments show some partly incubated eggs.

The United States markets have been steady, with a tendency to harden. Warehouses are filling up. There is no shortage of stock, but the indications are that there will be demand for all the stock available. No decided change in prices is looked for the time being.

Poultry Very Scarce

Dealers say no matter how much they offer for fresh-killed and live poultry, their receipts do not increase. The country is said to be cleaned up of old fowl and chickens, and farmers refuse to part with laying fowl. Broilers are increas-

ing slowly and are finding a ready market. Montreal Jew traders are offering 42 to 43c, delivered, for old fowl (alive) and are not getting enough to satisfy the demand even at this price.

With regard to frozen poultry, it is a question now if there is sufficient of some varieties left in Canada to supply domestic trade. Quotations have again been advanced on some classes during the past few days.

The United States markets are reported steady to firm for fresh-killed poultry. Receipts of live poultry at the consuming centres are moderate. Buyers are operating very cautiously, only buying sufficient for their requirements from day to day. Slight fluctuations are in evidence, according to supply and demand, and the market may be termed about steady. There is a better feeling in storage poultry. Home consumption is not what might be called brisk, but there is a steady movement and with a continuation of the export demand, holders are more confident of a satisfactory wind-up.

United States reports indicate much better conditions as regards storage stocks, both eggs and poultry showing a marked increase over last year.

The following is the United States Department of Agriculture's report on storage stocks May 1st, 1919:

Eggs—
 May 1st, 1919, 434 houses 3,249,526 cs.
 May 1st, 1919, 429 houses 3,247,972 cs.
 May 1st, 1918, 429 houses 2,949,641 cs.

Increases 298,381 cs.

Poultry—

May 1st, 1919, 302 houses 71,014,248 lbs.
 May 1st, 1919, 283 houses 70,034,197 lbs.
 May 1st, 1918, 283 houses 26,229,919 lbs.

Increase 43,804,278 lbs.

BRITISH EGG PRODUCER WANTS IMPORT EGGS SO MARKED

LONDON, May 6 (Special)—The suggestion that all foreign eggs entering the U. K. should be marked in such a way as to distinguish them from the home-laid article is receiving the consideration of the British Board of Agriculture.

A well-known authority on English poultry hails the present as the psychological moment for giving effect to the suggestion and obtaining a Magna Charta for the British "New Laid." Describing the position of the poultry farmer he says: "They like myself are convinced that were foreign eggs duly marked as such the superior quality and freshness of our own would be so apparent that the average consumer would only fall back on crate eggs as a dire necessity. But under present conditions the consumer is scarcely allowed to know what he is buying; as for the producer he is in the position of the butter manufacturer vainly trying to compete with a margarine maker, who is not compelled to reveal, and who does not reveal, the identity of his produce."

Meat Slicer Helps to Hold Trade

Business Improved Since Installation and Much Waste Eliminated—Merchant Would Not be Without Equipment

G. GLOCKLING, 201 King St., is strong in his advocacy of the meat slicer, which he installed in the front of his store a few months ago. "I wouldn't be without it now," he told CANADIAN GROCER. "The service it gives is invaluable. People get the thickness of the meat they require and there is absolutely no waste. Before I installed it I lost trade. People want

their meat cut with a slicer and not done roughly, as is so often the case when done by hand. They would go where they could get it properly sliced. The outlay has been money well spent, and it has more than paid for itself. One can also serve meat sliced at a moment's notice, and its time-saving advantages are alone valuable."

Should Push Fish Sales This Year

Tendencies are Downward on Fresh Fish—Will Make Selling Easier—Prospects for Big Yields are Very Bright—Settle this Matter of Selling Early and Take The Profits

Based on an interview with J. A. PAULHUS

INDICATIONS point strongly to the likelihood of fish being plentiful this year. The oldest fishermen on the seacoast report indications that are usually borne out in subsequent experience. For instance, the prevailing winds have much to do with the yield, stated Mr. Paulhus, to CANADIAN GROCER. And this year these have been eastern winds. This means, according to the statements of the old fishermen, that there will be a big yield of fish, for these winds carry the fish shoreward. They are thereby driven to points where they will be available to the fishing craft. In addition to their nearness to the coasts, the fish are also driven inland, the lakes, rivers and streams receiving an influx of the finny tribes, which will make better fishing and more of it.

Prices to be Low

Mr. Paulhus believes that the tendencies downward which have been recorded for some weeks past, will continue. "Codfish and haddock, for instance," he said, "have sold in Boston as low as 1½¢ per lb., from the producer to the wholesaler."

This is a very low quotation, and it would seem that prices are about to return, on some varieties at least, to their pre-war level. In fact, Mr. Paulhus is of the opinion that halibut and salmon, mackerel, herring, lobster and smelts, will all be lower, and that they may reach levels that were prevailing in 1914. All this depends upon a variety of conditions, of course. It is taken for granted that the catches in the present season will be large, and that the season will be even better than the average.

Another factor contributing to the belief that prices will be lower, is that there is still a large surplus of frozen fish in storage. "These will sell extensively to the ocean-going boats, of course," said Mr. Paulhus. They are large buyers of fish in the frozen state, and take them into their refrigerating rooms for use on the voyage.

Coast Fishing Good

The price tendency has been reflected in the lowering of quotations over recent weeks on halibut. This is coming to hand, from both the Atlantic and the Pacific fishing centres, and the basis for buying is more favorable weekly. If these two lines, salmon and halibut, continue to decline in price, there should be a revival of business for them that will total much larger than the business of last year. They are firm, wholesome and palatable, and make a ready appeal to the housewife. And it may be assumed that if these are on a favorable

price basis, the other and cheaper varieties will be on a more favorable parity with such quotations.

There is many a slip in the fishing game as well as in other lines of business, but with a good start already made in coastal fishing and with yields favorable thus far, it is hoped that these encouraging conditions will continue.

As yet it is quite impossible to say what the yield will be from the lakes and rivers. "Some of the Laurentian lakes are still half filled with ice, and little or no fishing is being done," said Mr. Paulhus.

Time to Advertise

It would be safe to say that it is always time to advertise—the grocery business at any rate, but it should be a particularly good time, and an opportune one now, to advertise fish. If prices are lower, let the public know. They will appreciate the fact that you are protecting their interests, and by advertising fresh fish in a consistent manner you will get business.

It is not necessary to take a lot of space in the daily or the weekly newspaper. The information that you have

fresh fish, and the price of it, can be put in brief, but convincing form. It will be well to so arrange your copy that the reader will be tempted, even compelled, to place an order for a pound or two of salmon, halibut, etc., "just fresh from the sea by fast express." All folk who eat fish like to have it fresh. It can be delivered to them in a very palatable manner, if orders are placed to have the same delivered on ice, regularly to yourself. Regular, prompt shipments are essential.

PLENTY OF DEMAND FOR CANADIAN PRODUCE

H. B. Thomson Says Prospects for Canadian Goods in Britain are Good

According to the recent statement of H. B. Thomson, as outlined in a press despatch from England, where he is acting in an advisory capacity to the Canadian Trade Commission, the prospects for Canadian produce in the British markets are very bright indeed. Producers can sell all the Canadian bacon they can make, he states. Europe will also take all the fats, lards, etc., can be shipped. Cheese and Canadian butter will also be big sellers. Canadian eggs are badly wanted, and Canadians should speed up the production of poultry. Generally speaking, all Canadian trades which have sent men over have done well, and as the news spreads around the Old Land they will do better.

CANADA TO WORK WEST INDIAN MARKET

Business men in England are looking for Canada to develop a strong export market for Canadian goods in the British West Indies now held largely by products from the United States, says the American Chamber of Commerce in London.

The favorable export balance of the U. S. was gained principally because of lack of shipping from Great Britain and of concentration on war productions. Both England and Canada now import more from these Islands than they export to them.

It is estimated therefore that Canada, because of her nearness, will make an effort to restore a favorable export balance, and Canadian competition may be looked for in those lines which have formed the bulk of the U. S. exports to the West Indies; foodstuffs, clothing, shoes, cotton manufactures, coal, coke, oils and building materials.

FIRMS REPRESENTED BY SAINSBURY BROS.

In the "Who Is Agent For" Directory in the Annual Spring Number the firms represented by Sainsbury Bros. were inadvertently omitted.

So that the trade may have the complete list at hand, they are given herewith:—

California Prune & Apricot Growers, Inc.

California Walnut Growers' Association

California Bean Growers

California Lima Bean Growers

Pratt-Low Preserving Co.

North Ontario Packing Co., Los Angeles, Cal.

Sainsbury Bros. have offices in the Board of Trade Building, Toronto; Confederation Life Bldg., Winnipeg, and in the St. Nicholas Building, Montreal. The head office for Canada is in Toronto.

CANADIAN GROCER suggests that readers file this list on one of the Directory pages of the Spring Number so that whenever the information is wanted it will be at hand.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, May 20—Features of the week in the produce and provision market are not so marked as usual, but there are important changes. Indications, in a general way, point to rather firm prices being maintained. Hogs declined 50c during the week and there may be still lower prices. Receipts, however, have not been very heavy. Dressed hogs are down also. Butter is very firm and prices have advanced in the country. There is no quotable change in the list, however, from last week. One of the features of the week is that of an advance of one cent for cheese, all around. It was definitely stated in last week's CANADIAN GROCER that "There may be a firmer position for cheese," and this has now materialized. Eggs are firm, but unchanged. Poultry prices are down, on ducks and fowl. Live and boiled lobsters are also lower in price, fresh haddies and frozen halibut and mackerel being on a lower price basis.

Prices Revised; Hogs Lower

MONTREAL
FRESH MEATS.—Prices have been under revision downward in all Canadian hog markets the past week, and here the loss is about 50c net per 100 pounds. Prices on dressed stock have consequently been under revision, and regular run of lightweights are selling at \$30 per 100 pounds. Sows and country dressed grades are lower too. There was a fair run of hogs early this week, but this was not over heavy. No changes have been recorded on beef, the prices continuing high.

Hogs, live	21 50	.....
Hogs, Dressed—		
Abattoir killed, small, 65-90 lbs.	30 00	
Sows (heavy)	25 00	
Hogs (country dressed)	27 00	
Fresh Pork—		
Leg of pork	0 37	
Leg of pork (trimmed)	0 38 1/2	
Loins (trimmed)	0 43	
Tenderloins, lb.	0 46	0 48 1/2
Spare ribs	0 24	
Trimmed shoulders	0 27	0 28
Fresh Beef—		
(Steers and Heifers) (Cows, Lamb, Veal)		
\$0 29 \$0 34 ..Hind quarters..	\$0 27	0 30
0 17 0 22 ..Front quarters..	0 17	0 20
0 42 0 44 ..Loins	0 35	0 38
..... 0 32 ..Ribs	0 30	
..... 0 19 ..Chucks	0 18	
..... 0 30 ..Hips	0 29	
Calves (as per grade)	0 16	0 22
Lambs, 30-40 lbs. (whole carcass), lb.	0 34	
No. 1 Mutton (whole carcass), lb.	0 25	
Sheep	0 20	0 26

More Ham Selling; Cured Prices Held

MONTREAL
CURED MEATS.—Prices have held this week on various cured meats, the undertone being firmer by reason of the activity of the market. With summer resort trade opening soon, and with deliveries to outside points already being made by the retail grocers, there is bound to be a considerable activity. Both hams and bacon are steadily firm. A further reduction in live hog prices may serve to somewhat lower quotations on cured meats, however.

Cured Meats—		
Hams—		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.	0 41 1/2	
14-20 lbs.	0 41 1/2	
20-25 lbs.	0 37 1/2	
25-35 lbs.	0 34 1/2	
Bacon—		
Plain	0 43	0 48
Boneless and trimmed	0 56	
Bacon—		
Breakfast, per lb. (as to qual.)	0 44	0 45 1/2
Roll, per lb.	0 35 1/2	0 38
Dry Salt Meats—		
Long clear bacon, ton lots....	0 29 1/2	0 30 1/2
Long clear bacon, small lots..	0 30 1/2	0 31 1/2
Fat backs, lb.	0 32	
Barrel Pork—		
Canadian short cut (bbl.) 30-40 pieces	68 50	
Clear fat backs (bbl.) (40-50 pieces)	67 50	
Heavy mess pork (bbl.)	54 50	
Bean pork (bbl.) (American) (60-80 pieces)	53 00	

Held Basis For Cooked Meats

MONTREAL
COOKED MEATS.—With the outlook favorable for a steady demand from summer camps, cooked meats will doubtless enjoy a larger sale from this time forward. In the meantime prices have held quite steadily and there are no quotable changes to report.

Head Cheese	0 13	0 15
Meat loaf with macaroni and cheese, lb.	0 29	
Choice jellied ox tongue	0 52	
Jellied pork tongues	0 42	
Ham and tongue, lb.	0 32	
Veal and tongue	0 25	
Hams, roast	0 53	
Hams, cooked	0 50	0 54
Shoulders, roast	0 44	0 48
Shoulders, boiled	0 44	
Pork pies (doz.)	0 85	
Blood pudding, lb.	0 12	

Top Prices Still Hold For Lard

MONTREAL
LARD.—Firm prices are still prevalent in this market on lard. This is quite in accord with the high rates prevailing on live hogs, notwithstanding the fact that hog prices have somewhat lowered. For demand is active, and with this big movement supplies are readily absorbed, although no shortage is imminent.

LARD, pure—		
Tierces, 400 lbs., per lb.	0 35	
Tubs, 50 lbs., per lb.	0 35 1/2	0 36 1/2
Falls, 20 lbs., per lb.	0 35	0 35 1/2
Bricks, 1 lb., per lb.	0 36	

No Reductions On Shortening

MONTREAL
SHORTENING.—Nothing of importance has characterized the market during the past week, prices being firmly maintained here on a steadier basis. There is a satisfactory movement to the local and country trade.

Tierces, 400 lbs., per lb.	0 27	0 27 1/2
Tubs, 50 lbs.	0 27	0 27 1/2
Falls, 20 lbs., per lb.	0 27 1/2	0 28
Bricks, 1 lb., per lb.	0 29	

Active Demand and Steady is Margarine

MONTREAL
MARGARINE.—Makers of oleo-margarine in Canada as well as importers from without, will doubtless take comfort in the fact that a more established trading condition is constantly manifesting itself. It is apparent that this commodity is here to stay, for with public support it is doubtful if restrictions will be made to again debar this from public purchase. In any event the demand is satisfactory in this section, supplies are continually going forward, and prices are maintained without change.

Prints, according to quality, lb.	0 35	0 38 1/2
Tubs, according to quality, lb.	0 32	0 34 1/2

World Wants Butter, So Prices High

MONTREAL
BUTTER.—With large demand from many sources, with a readiness to buy on the part of buyers seeking export quantities, and at even higher prices than those obtaining locally, the market here holds steadily firm. Advances were made during the week at different country points, keenness of bidding being responsible for this.

In the matter of production, receipts at Montreal do not show a great change from last year. Comparative records show that receipts this year to date, from May 1, are 2,043 packages in excess of those received in the same period of 1918.

BUTTER—		
Creamery prints, fresh made..	0 57	
Creamery solids, fresh made..	0 56	
Dairy prints	0 49	
Dairy, in tubs, choice	0 48	

Lively Trading Advances Cheese IC

MONTREAL
CHEESE.—It was definitely stated in CANADIAN GROCER'S report last week that higher prices might come on cheese. This has now become established, quotations advancing one cent all around on the various grades. Bidding at the factories over the various cheese-making districts has been particularly keen, and fancy offers have been made

and sales effected. So long as the buyers continue anxious for supplies, and with a good export demand likely to manifest itself, low prices are improbable. At one factory on Monday of this week, 31 7-16 was bid and paid for a quantity of cheese, while at other points there was keen bidding for stock at advanced rates.

Cheese—	
Large, per lb.	0 29
Twins, per lb.	0 30
Triplets, per lb.	0 31
Stilton, per lb.	0 31
Fancy, old cheese, per lb.	0 30

Egg Prices Rule Without Change

Montreal.
EGGS.—While a very insistent demand continues for eggs for export account, prices scored no advance, but are firm at the quotations of last week. Now that the setting season is over there may be a continued large production of eggs in the country, and at the attractive prices obtaining the farmers will doubtless give intensified production their attention. Trading continues very heavy in a domestic way.

EGGS—	
New-laid 0 52	
Selects 0 54	

Ducks Sell For Less; Fowl, Too

Montreal.
POULTRY.—Larger production and a considerable satisfying of available orders for export quantities of poultry have been factors favorable to the local price basis. Ducks are quoted down this week three to four cents per pound. Old fowl are also selling at two cents per pound less than the prevailing quotations of last week. Live poultry receipts are better. Much of the local Jewish demand takes this stock, and domestic business is reasonably satisfactory. Production of ducks is much larger in this district and hatches are still coming off.

Chickens, roast (3-5 lbs.)	0 39	0 40
Chickens, roast (milk fed)	0 44	0 45
Broilers (3-4 lb. pr.)	0 44	0 47
Ducks—		
Brome Lake (milk fed green)	0 47	0 48
Young Domestic	0 38	0 40
Turkeys (old toms), lb.	0 50	
Turkeys (young)	0 50	
Ceese	0 32	0 33
Old fowls (large)	0 36	
Old fowls (small)	0 32	

Lobster Prices Drop; More Supply

FISH.—The biggest feature of the week in this market is the decline of lobster prices, both for live and boiled. The latter are as low as 18c to the trade, so that trading in these will probably be much more active now. There have been arrivals during the week of fresh lake fish, doree, trout and whitefish being in evidence, and at more favorable prices. The tendency of the fish market, generally, is a lowering one. Bulk oyster trade reflects the effects of the New York expressmen's strike. Mackerel from Boston and New York has been received, and also shad. All these are still on a high price basis.

FRESH FISH	
Carp, per lb.	0 09 0 10
Bullheads (dressed)	0 13

Gaspereaux, each	0 06	
Haddies	0 12	0 13
Fillet Haddies	0 18	
Haddock	0 07 1/2	0 08
Halibut, Eastern	0 21	0 22
Halibut (Western)	0 20	0 21
Steak Cod	0 10	0 11
Market Cod	0 07	0 08
Flournders	0 10	
Prawns	0 40	
Pike—lb.	0 12	0 13
Live lobsters	0 23	0 24
Boiled lobsters	0 18	0 20
Salmon (B.C.) per lb., Red	0 29	0 30
Lake trout	0 19	0 20
Mackerel	0 20	
Shrimps	0 35	0 40

FROZEN FISH	
Gaspereaux, per lb.	0 06 1/2 0 07
Halibut, large and chicken	0 19 0 20
Halibut, Western	0 20 0 21
Halibut, medium	0 21 0 22
Haddock	0 06 1/2
Mackerel	0 14 0 15
Doree	0 14 0 15
Smelts, No. 1, per lb.	0 12 0 13
Smelts, No. 2, per lb.	0 07 0 08
Pike, Headless and Dressed	0 10 0 11
Market Cod	0 05 1/2
Whitefish, small	0 11 0 12
Sea Herrings	0 07 1/2 0 08
Steak Cod	0 08
Gaspe Salmon, per lb.	0 24 0 25
Salmon Cohoes, round	0 17 1/2 0 18
Salmon, Qualla, Hd. and Dd.	0 13 0 14
Whitefish	0 15 0 16
Smelts, extra large	0 22
Lake Trout	0 19 0 20
Lake Herrings, bag, 100 lbs.	6 00
Alewives	0 05 1/2 0 06

SALTED FISH	
Codfish—	
Codfish, large bbl., 200 lbs.	\$20 00
Codfish, No. 1, medium, bbl., 200 lbs.	18 00
Codfish, No. 2, 200 lb. barrel	17 00
Pollock, No. 1, 200 lb. barrel	15 00
Codfish, strip boneless (30-lb. boxes), lb.	0 20 0 23
Codfish (boneless) (24 1-lb. cartons) ..	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 19
Boneless cod (2-lb.)	0 23
Shredded codfish (12-lb. box)	2 50
Dried codfish (100-lb. bbl.)	20 00

PICKLED FISH	
Herrings (Scotch cured), barrel	11 25 12 00
Scotia, barrel	12 00
Do., half barrel	6 25
Mackerel, barrel	34 00
Salmon, Labrador (200 lbs.)	26 00
Salmon, B.C. (200 lbs.)	24 50
Sea Trout (200-lb. bbls.)	25 00
Turbot (200 lbs.)	17 00
Codfish, tongues and sound, lb.	0 15
Eels, lb.	0 16 0 17

OYSTERS	
Cape Cod, per barrel	16 00
Batouche, per barrel	15 00
Scallops, gallon	4 50
Can No. 1 (Solids)	2 50
Can No. 3 (Solids)	7 50
Can No. 5 (Solids)	12 50
Can No. 1 (Selects)	2 50 3 00
Can No. 3 (Selects)	9 00
SUNDRIES	
Paper Oyster Pails, 1/4 per 100	1 75
Crushed Oysters Shell, 100-lbs.	\$1 60
Paper Oyster Pails, 1/4-lb. per 100	2 25

ONTARIO MARKETS

TORONTO, May 20—Practically all fresh pork and pork products show further advances this week, the continued strong position of the market for live hogs being the cause. Butter is also stronger, and cheese is up from one to two cents from last week. Eggs are very firm. Poultry is unchanged and fish are a little light in supply.

Advances Shown On All Fresh Pork

Toronto.
FRESH MEATS.—Quotations on fresh pork show almost general advances. The strong position of the market for live hogs is necessarily reflected in these quotations on meats. Legs of pork this week are quoted to the trade at from 37 to 38 cents, and loins of pork at from 41 to 42 cents. Tenderloins are selling at from 48 to 50 cents per pound. Some lines of beef are also marked higher, and calves are up a couple of cents at from 20 to 24 cents per pound.

FRESH MEATS	
Hogs—	
Dressed, 70-100 lbs., per cwt.	\$27 50 \$29 00
Live, off cars, per cwt.	22 25
Live, fed and watered, per cwt.	22 00
Live, f.o.b., per cwt.	21 75
Fresh Pork—	
Legs of pork, up to 18 lbs.	0 34 0 38
Loins of pork, lb.	0 40 0 41
Tenderloins, lb.	0 46 0 47
Spare ribs, lb.	0 20 0 21
Picnics, lb.	0 27
New York shoulders, lb.	0 28
Montreal shoulders, lb.	0 29
Boston butts, lb.	0 33

Fresh Beef—From Steers and Heifers—	
Hind quarters, lb.	0 26 0 30
Front quarters, lb.	0 16 0 19
Ribs, lb.	0 24 0 30
Chucks, lb.	0 13 0 18
Loins, whole, lb.	0 34 0 38
Do., short, lb.	0 38 0 42
Hips, lb.	0 25 0 27
Cow beef quotations about 2c per lb. below above quotations.	
Calves, lb.	0 18 0 25
Lambs, whole, lb.	0 29 0 35
Sheep, whole, lb.	0 22 0 25
Above prices subject to daily fluctuations of the market.	

Higher Prices On Boiled Hams

Toronto.
COOKED MEATS.—Higher prices are quoted this week on the boiled and roast hams. The former are quoted at from 54 to 57 cents per pound, and the roast hams at from 53 to 57 cents. Roast shoulders, without dressing are selling at from 46 to 47 cents.

COOKED MEATS	
Boiled hams, lb.	0 54 0 57
Hams, roast, without dressing lb.	0 53 0 57
Shoulders, roast, without dressing, per lb.	0 46 0 47
Head Cheese, 6s, lb.	0 15
Meat Loaf with Macaroni and Cheese, lb.	0 25 0 00
Choice Jellied Ox Tongue, lb.	0 53 0 54
Pork and Tongue, lb.	0 34
Above prices subject to daily fluctuations of the market.	

Prices on Hams and Bacon Very Firm

Toronto.
PROVISIONS.—Few changes are noted in quotations on provisions this week. The market is very firm, prices already being at record figures for hams and bacon. Medium hams are offered at from 41 to 43 cents per pound, and large ones at from 33 to 38 cents per pound. Bacon is selling all the way from 42 to 50 cents per pound. Dry salt meats and barrel pork show no changes.

Hams—	
Medium	0 41 0 43
Large, per lb.	0 33 0 38
Bacon—	
Skinned, rib in	0 48 0 50

Boneless, per lb.	0 50	0 52
Bacon—		
Breakfast, ordinary, per lb.	0 42	0 43
Breakfast, fancy, per lb.	0 48	0 50
Roll, per lb.	0 34	0 36
Wiltshire (smoked sides), lb.	0 39	0 40
Dry Salt Meats—		
Long clear bacon, av. 50-70 lb.	0 30	0 31
Do., aver. 70-100 lbs.	0 29	0 30
Fat backs, 16-20, lb.	0 29	0 29
Out of pickle, prices range about 2c per pound below corresponding cuts above.		

Barrel Pork—		
Mess pork, 200 lbs.	60 00	
Short cut backs, bbl., 100 lbs.	60 00	
Pickled rolls, bbl., 200 lbs., heavy	57 00	59 00
Do., do., do., lightweight.	59 00	60 00

Above prices subject to daily fluctuations of the market.

Demand Boosts the Egg Market

Toronto.
EGGS.—There is keen competition for all the eggs that are being offered in the country, and in spite of the fact that supplies are fairly plentiful, prices are advancing. Dealers are paying from 46 to 48 cents in the country for them. New-laid are selling at from 51 to 52 cents, and new-laid in cartons at from 53 to 54 cents.

EGGS—		
New laid in cartons, doz.	0 50	0 52
New laid, doz.	0 49	0 50

Prices shown are subject to daily fluctuations of the market.

Prices of Butter Show Advances

Toronto.
BUTTER.—Higher quotations again feature the butter market this week. The Toronto market is largely influenced by that at Montreal. The demand for export is the biggest factor in the stronger market, and while there is not any butter going overseas just now, supplies being only sufficient for domestic needs, the fact that a demand exists is having its influence on the situation. Creamery prints are selling to the trade at from 55 to 57 cents, and fresh separator dairy butter at 50 cents. Dealers are paying 54 cents for creamery butter, delivered Toronto.

Butter—		
Creamery prints (fresh made)	0 54	0 55
Creamery solids (fresh made)	0 53	0 55
Dairy prts, fresh separator, lb.	0 50	
Dairy prints, No. 1, lb.	0 46	0 48

Cheese Quotations Continue Higher

Toronto.
CHEESE.—Quotations on cheese continue upward. The absence of any restrictions on prices, increases competition, and high prices are being paid at the board throughout the country. Dealers are paying from 30 to 30½ cents per pound. New large cheese are selling to the trade at 32 cents, and new Stiltons at from 33 to 35 cents.

Cheese—		
Old, large	\$0 34	\$0 35
New, large	0 30	0 31
Stilton (new)	0 31	0 32
Twins ¼c lb. higher than large cheese. Triplets 1¼c higher than large cheese.		

Margarine Sells Well At Steady Prices

Toronto.
MARGARINE.—There continues to be a good sale of margarine at steady prices

in spite of the freer offerings of butter. All brands are reported as selling freely.

Margarine—		
1-lb. prints, No. 1	0 34	0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28
Solids, 1c per lb. less than prints.		

Lard Advances a Cent Per Pound

Toronto.
LARD.—The market in lard is stronger this week, quotations ranging from 35 to 36 cents, tierce basis. The generally upward tendencies in live hogs and all pork products are also being felt in lard.

Lard, tierces, 400 lbs., lb.	0 35	0 36
In 60-lb. tubs, ¼c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.		

Shortening at a Higher Figure

Toronto.
SHORTENING.—Quotations on shortening are also higher this week, dealers quoting it at from 27¼ to 29 cents.

Shortening, tierces, 400 lbs., lb.	\$0 27¼	0 29
In 60-lb. tubs, ¼c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.		

Spring Chicken is Selling High

Toronto.
POULTRY.—Prices show no changes in the poultry market. The past week has seen some offerings of spring chickens. Dealers sold a few at 60 cents, live weight, per pound, and at 65 dressed. Otherwise the demand is being met almost entirely by supplies of frozen poultry.

Prices paid by commission men at Toronto:		
	Live	Dressed
Ducks, lb.	\$0 35	\$0 40
Turkeys, old, lb.	0 40	0 42
Do., young, lb.	0 32-0 35	0 45-0 48
Roosters, lb.	0 25	0 28
Fowl, 4 to 6 lbs., lb.	0 33	0 35
Fowl, over 6 lbs., lb.	0 35-0 40	
Fowl, under 4 lbs., lb.	0 28	0 30
Chickens, under 5 lbs., lb.	0 30	0 32
Chickens, over 5 lbs., lb.	0 26-0 32	0 35
Chickens, over 5-lbs., milk fed, lb.		0 38
Prices quoted to retail trade:		
	Dressed	
Hens, heavy	\$0 35	\$0 37
Do., light	0 34	0 36
Chickens, spring	0 38	0 40
Ducks	0 40	0 42
Turkeys	0 47	0 50

Fish Supplies Are a Little Light

Toronto.
FISH.—Fish are inclined to be a little scarce. In the fresh lake herring dealers state that Lake Erie herring are held at such high figures that they are almost prohibitive. White fish are selling at from 20 to 22 cents. Mulletts have been pretty well cleaned up around 5 cents per pound. Quotations on frozen fish are unchanged.

FRESH SEA FISH		
Cod Steak, lb.	\$0 11	\$0 12
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 09	0 10
Halibut, lb.	0 22	0 23
Flounders, lb.	0 07	0 10

FRESH FROZEN SEA FISH		
Cod Steak, lbs.		0 09
Do., market, lb.	0 05	0 07½
Flat Fish, B.C., lb.		0 10
Flounders, lb.	0 08	0 10

Gasperdeau, lb.	0 05½	0 07
Haddock, lb.		0 07
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 20	0 21
Do., large, lb.	0 21½	0 22
Herring, lb.	0 06	0 07
Mackerel, lb.		0 11
Salmon, Cohoe, lb.		0 19
Do., Qualla, lb.	0 12½	0 16
Do., Red Spring, lb.	0 23	0 24
Do., Gaspe, lb.	0 24	0 23
Smelts, No. 2, lb.		0 09
Do., No. 1, lb.		0 17
Do., Extra, lb.		0 25
Tomcods, lb.		0 07

FRESH LAKE FISH		
Lake herring, lb.		0 12
Trout, lb.	0 17	0 18
Whitefish, lb.	0 23	0 25
Mulletts, lb.		0 05

FROZEN LAKE FISH		
Herrings, Lake Superior		0 08
Do., Lake Erie, lb.	0 06	0 06½
Mulletts, lb.	0 07	0 08
Pickrel, lb.	0 14	0 15
Pike, round, lb.	0 07	0 08
Trout, lb.	0 17	0 18
Tulibeas, lb.	0 09	0 10
Whitefish, lb.		0 11

IMPROVED FREIGHT RATE CONDITIONS WILL OPEN NEW MARKET

Access to a new import market and more facilities for the export of Canadian goods will be afforded by an early change in railway freight tariffs on Canadian transcontinental railways.

The close of the war brought about changed steamship conditions and lower rates on steamship lines operating from China, Japan, India and other points in the far east to Atlantic ports, via the Panama canal. More tonnage, formerly under requisition by the Allied Governments, was released for services and the old markets that had been almost at a standstill during the war again stood with beckoning hands.

In order to facilitate trade between Canada and these markets of the far East it was decided that the Canadian transcontinental railways would make several adjustments in present rail rates from Vancouver to points in Eastern Canada. This would enable them to secure a share of the traffic through the port of Vancouver, and open a medium for an increased business between Canadian firms and the far East.

The tariffs are now in the course of preparation and the effective dates will be announced later. With the publication of new rail rates, it will enable Canadian importers to take advantage of the fast steamship services from these far distant ports to Vancouver and then by rail to destination. By this route shippers are able to obtain through bills of lading from shipping point to final destination. This is a very important feature at the present time.

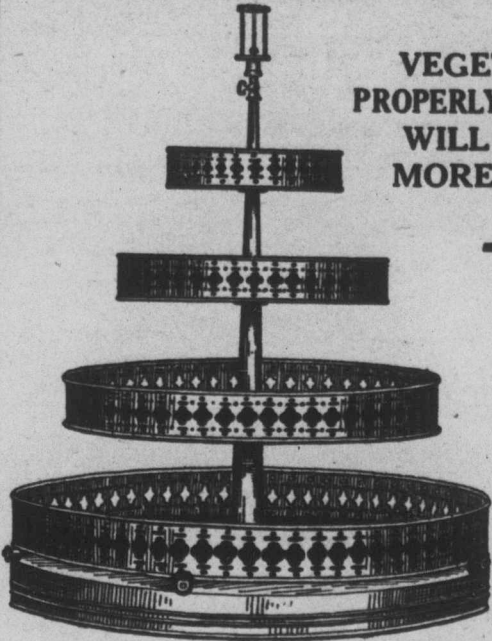
CATALOGUES AND BOOKLETS

Red Rose Tea Co., Front St. E., Toronto, have for a number of years issued a half-holiday announcement card that retailers have found very valuable. It is in connection with the afternoon closing movement. It points out that "This store will close on Wednesday afternoon during, etc." Another supply has been prepared for this year and any merchant desiring one may have it for the asking. There is a blank left for the name of the day which the retailer fills in himself.

Hams

Hams are cheaper than either Breakfast or Back Bacon. We have them Smoked for either Boiling or Frying. We have them Pickled for Boiling only. We have them also cooked ready to serve and we have them fresh for roasting. Small, Medium and Large in Size. Let us have your order for them.

F. W. FEARMAN CO
LIMITED
HAMILTON



**VEGETABLES
PROPERLY DISPLAYED
WILL BRING
MORE TRADE**

Illustrated
Catalogue
on
Request

DISPLAY STAND and MIST MACHINE
Keeps Vegetables Always Fresh and Inviting

Designed to meet the requirements of retailers of Green Vegetables and Fruits, and to minimize the loss of such goods by keeping them FRESH and CRISP by the use of a very small amount of moisture.

Makes an attractive display of green garden truck in good, fresh, crisp condition. The fine cloud of MIST floating over the goods suggests cleanliness and coolness.

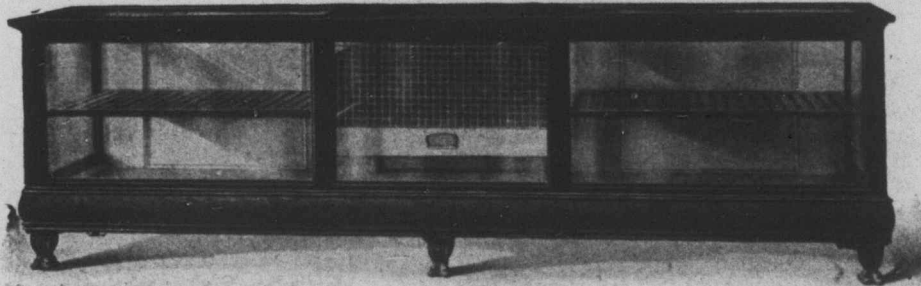
THE W. A. FREEMAN COMPANY, LIMITED
HAMILTON - ONTARIO

Branches at TORONTO MONTREAL WINNIPEG

**ARCTIC
COUNTER
REFRIGERATOR
IN TWO SIZES:**

No. 996—72 inches long, 27 inches wide, 36 inches high; shipping weight, 600 lbs.

No. 998—96 inches long, 27 inches wide, 36 inches high; shipping weight, 775 lbs.



*It's Easy to Sell More When
YOU Make Suggestions*

**LET THE ARCTIC COUNTER REFRIGERATOR
MAKE THEM FOR YOU CONTINUALLY**

Just arrange your perishables on its clean, white tile floor and slatted wood trays and watch the way people act on its influence.

Right in front of customers as they step in your store they can't miss its contents so temptingly fresh in its refrigerated compartments. Will speed up a slow moving perishable as readily as your regular lines.

You're going to need plenty of refrigeration this summer. Protect your perishables without having to hide them away. Get an Arctic Counter Refrigerator. It's a necessity in every well-managed provision store. The cost is small. Write for free catalogue to-day.

JOHN HILLOCK & CO., LIMITED

Office, Showrooms and Factory: 154 George St., Toronto
AGENCIES:—A Tilley, 86 Crescent St., Montreal; Geo. Cameron, Sparter St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B.C.

Are You Sure That Your Customers Are Satisfied?

You can be assured of this by supplying the well-known, the tried and true brands. "EASIFIRST" is one of these—a tried and proven success.

Your customers ask for "EASIFIRST" because it is always uniform; there is no uncertainty about results. "EASIFIRST" is a particularly good summer shortening because it is not easily affected by warm temperature.

THE MARKET IS STRONG.

Phone Junction 3400

GUNNS LIMITED

WEST TORONTO



**A recognized leader---
sells the whole year 'round**



BETTER than explanations, easier than excuses, stronger than argument, is the unalterable and recognized superiority of LEA & PERRINS', the original Worcestershire Sauce. Keep a full stock at all times.

Lea & Perrins

**The Original
Worcestershire
Sauce**

will increase your turnover. No risk—quick profits—no possibility of complaints. LEA & PERRINS' reputation backed up by extensive advertising is a sure repeater and a source of constant revenue to your store.

Harold Seddon
Canadian Representative

**137 McGill St.
MONTREAL**



JAPAN TEAS



The market is now open in Japan for first crop tea. Prices average fifteen cents pound higher than last year and quality is not as good.

Our prediction during the past three months that "higher prices were inevitable" is now justified.



We purchase and distribute over one million pounds each year and give close attention to the market situation for the benefit of our clientele and—"incidentally our business."

We give honest advice when making sales and are not in sympathy with the sometimes modern business principle of "LET THE BUYER BEWARE."



Customers who have acted upon our advice recently and made purchases at the low prices prevailing on local markets will realize satisfactory profits.

BEAR IN MIND—All our sales are made upon the policy of

GUARANTEED
SATISFACTION

OR

RETURN AT
OUR EXPENSE



We are TEA SPECIALISTS.

Permit us to advise you on your trade requirements.

A very few minutes of your time will secure our attention and profitable returns for your business.

KEARNEY BROS., LIMITED

Wholesale Tea Merchants

33 St. Peter St.

MONTREAL

ESTABLISHED 1874



Profitable to handle

The public generally are fast becoming familiar with the delicious and appetizing qualities of wholesome and nourishing sea foods.

Meet this popular demand with Brunswick Brand which will always satisfy discriminating people and give you a sizeable profit.

Order a trial supply from your wholesaler:

- ¼ Oil Sardines
- Finnan Haddies
- Kipperd Herring
- Clams
- ¼ Mustard Sardines
- (Oval and Round Tins)
- Herring in Tomato Sauce



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

Field & Co.

(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.
LONDON, E.C. 4, ENGLAND

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

Direct Shippers



Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds; Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices, Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban Dates

BRAND BUSREH



IN CARTONS. Cases each 60 nominal pounds

Turban Puddings

COMPLETE



Whole Rice Custard
Barley Flake Custard
Sago Custard

Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

OBAYO REAL SARDINES



The Élite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavour. Attractive gold and blue labels. Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz., 12 oz. and 18 oz. All with keys.

Special Quotations upon Application

Went to War

The Government took it all for the boys in the trenches—one hundred million cups of it. The firing line had to have the best. Now that the war is over—your grocer has it again.



Back from the War

HOME AGAIN

On the Market since 1909

At the Front since 1914

G. Washington's REFINED Coffee

CANADIAN SALES AGENTS:

Grocers' Specialty Company, 167 William St., Montreal, Canada

\$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay \$1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,600 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,600 and more likely places, remember that. No other single newspaper in the world gets into 5,600 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.

153 UNIVERSITY AVENUE, TORONTO



Goodbye, Mr. Potato Bug!

POATATO growers have absolute confidence in Munro's Pure Paris Green. They know that its application to potato plants means sure death to the destructive little pest that has ruined so many potato crops.

Farmers and gardeners who know how to grow big crops of potatoes are the big users of

Munro's Pure Paris Green (Government Standard)

Their business is worth cultivating. They won't be satisfied to try a new bug powder when Munro's Paris Green is to be had. Get them into your store and earn their good will by supplying this sure-killer they believe in.

Munro's Paris Green comes carefully and strongly packed, put up in 1/2 lb. and 1 lb. cartons, 25 and 50 lb. drums, 250 lb. kegs and in barrels.

Keep your stock in shape.

Order from your wholesaler or direct

McARTHUR, IRWIN, LIMITED

MONTREAL
Established 1872

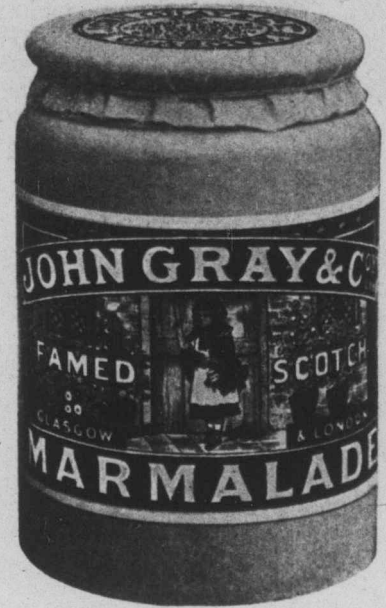
JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

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

CONFECTIONERY MARZIPAN CHOCOLATE



Agents

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto



Quality **Whittemore's** Variety
Shoe Polishes

The Shine That Lasts

Bostonian Cream. The ideal cleaner for kid and calf. Brown, gray, white, in fact, any other color or shade desired.

Gilt Edge Black Self-shining Dressing. The old reliable dressing for ladies' and children's shoes.

Shuclean. For white kid, calf, buck and Nubuck leather. Will not harden the finest and lightest weight of leather.

Cleanall. The great success for cleaning velvet, silk and satin shoes and slippers, also fabrics.

Quick White. Makes dirty white canvas shoes clean and white. A well-known dressing.

Also white cake canvas and buck dressing in metal box. 2 sizes.

Nobby Brown Paste Polish for brown shoes. Peerless Oxblood Paste Polish for red leather shoes.

Ask your jobber's salesman for complete catalogue with prices, or write us at Boston, Mass. U.S.A.



The Biggest Thing in the Store

IMPERIAL Parowax, Imperial Ioco Liquid Gloss, and Imperial Household Lubricant are big sellers because they are necessities in every household.

There is use for one of these three products in the home every day. Each housewife should have a stock on her pantry shelf.

The need is there, you only have to display them on your counter to receive many calls a day for one or all of these products.

Imperial Parowax, Imperial Ioco Liquid Gloss and Imperial Household Lubricant are put up in convenient household packages. Each sale offers a splendid margin of profit—much more than that offered by most competing lines.

You can satisfy your customer with these high quality lines for they are better values than any other.

Put them on the counter and in the window—they are the biggest thing in the store.

IMPERIAL OIL LIMITED

Power · Heat · Light · Lubrication
Branches in all Cities

CENTURY SALT



A sparkling white salt refined to the utmost possible point of purity. Well advertised. Derservedly popular.



SIFTO SALT

Once the ladies try it—no other salt ever has a chance with SIFTO for table use. It flows freely in any weather. It is a true, white, sparkling salt.

DOMINION SALT CO. LIMITED. SARNIA

If your jobber cannot supply you, we invite your inquiry, when price lists and full information will be promptly sent you.
DOMINION SALT CO., Limited, SARNIA, Canada.
Manufacturers and Shippers.

MINTO BROS. TORONTO

Originally Established 1873

Teas and Coffees

Forty-Six Years in the Tea Business

Benefit by our long experience in the blending of bulk teas of quality. Send us your next order and prove that better profits are possible by selling Minto Teas.

Our Package Teas are Superior

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

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

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 35
Currant, Black	3 90
Pear	3 25
Plum	2 95
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	\$2 00
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	5 10
4's Tins, 12 pails in crate, per pail	0 82
5's Tin, 8 pails in crate, per pail	1 01
7's Tin or Wood, 6 pails in crate	1 42
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

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 92 1/2
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 97 1/2
1 1/2's (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27 1/2
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 52 1/2
2 1/2'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

1/2 Pts., Aylmer Quality	\$1 90
Pts., Aylmer Quality	2 35
Gallon Jugs, Aylmer Quality	1 62 1/2
Pints, Delhi Epicure	2 70
1/2 Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80
Galtons, Red Seal	7 45

BORDEN MILK CO., LTD. CONDENSED MILK

Terms, net, 30 days.	
Eagle Brand, each 48 cans	\$9 25
Reindeer Brand, each 48 cans	8 75
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25

Challenge Clover Brand, each 48 cans	7 75
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EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 76
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	\$6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED MONTREAL

Compressed Corn Beef—1/2s, \$2.85; 1s, \$4.85; 2s, \$9.25; 6s, \$34.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.85.	
Ready Lunch Beef—1s, \$4.90; 2s, \$9.45; 2s, \$9.25.	
Boneless Pig's Feet—1/2s, \$2.85; 1s, \$4.45; 2s, \$9.25.	
Ready Lunch Veal Loaf—1/2s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef-Ham Loaf—1/2s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef Loaf—1/2s, \$2.40; 1s, \$4.40.	
Ready Lunch Aast. Loaves—1/2s, \$2.45; 1s, \$4.45.	
Geneva Sausage—1s, \$4.35; 2s, \$8.75	
Roast Beef—1/2s, \$2.85; 1s, \$4.75; 2s, \$9.45; 6s, \$34.75.	
Roast Mutton—\$6.95; 2s, \$12.95; square cans, \$45.00.	
Boiled Mutton—1s, \$6.95; 2s, \$12.95; \$29.90; 6s, \$45.	
Boiled Beef—1s, \$4.80; 2s, \$9.25; 6s, \$34.75.	
Jellied Veal—1/2s, \$3.25; 1s, \$4.80; 2s, \$9.25.	
Cooked Tripe—1s, \$2.90; 2s, \$4.90.	
Stewed Ox Tail—1s, \$2.40; 2s, \$4.40.	
Stewed Kidney—1s, \$4.40; 2s, \$8.40.	
Mince Collops—1/2s, \$1.90; 1s, \$3.85; 2s, \$6.90.	
Sausage Meat—1s, \$3.90; 2s, \$7.80.	
Corn Beef Hash—1/2s, \$1.90; 1s, \$3.90; 2s, \$5.90.	
Beef Steak and Onions—1/2s, \$2.90; 1s, \$4.90; 2s, \$8.90.	
Jellied Hocks—2s, \$9.90; 6s, \$30.00.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.40; 2s, \$8.40.	
Boneless Chicken—1/2s, \$5.90; 1s, \$9.90.	
Boneless Turkey—1/2s, \$6.90; 1s, \$9.90.	
Ox Tongue—1/2s, \$3.90; 1s, \$8.40; 1 1/2s, \$13.40; 2s, \$17.20; 3 1/2s, \$29.70; 6s, \$45.	
Lunch Tongue—1/2s, \$6.90; 1s, \$6.90.	
Beef Suet—1s, \$6.40; 2s, \$12.40.	

Nothing is left to chance in making MALCOLM'S



Every bit of energy we are capable of is ever directed towards making Malcolm's the standard of goodness in milk products.

The fact that the demand for Malcolm's is growing is a pretty accurate indication that we have succeeded. More and more grocers are pushing Malcolm's all-Canadian Milk Products in preference to all others.

Try a sample supply if you're not already handling them.

We deliver 5-case lots to any part of Ontario, Quebec, Maritime Provinces, paying freight charges up to 50c per 100 lbs.

**THE
MALCOLM CONDENSING CO., Ltd.**

St. George, Ontario

All-Canadian Condensed Milk Company

KING GEORGE'S NAVY

**CHEWING
TOBACCO**

Is Always a Dependable Repeater

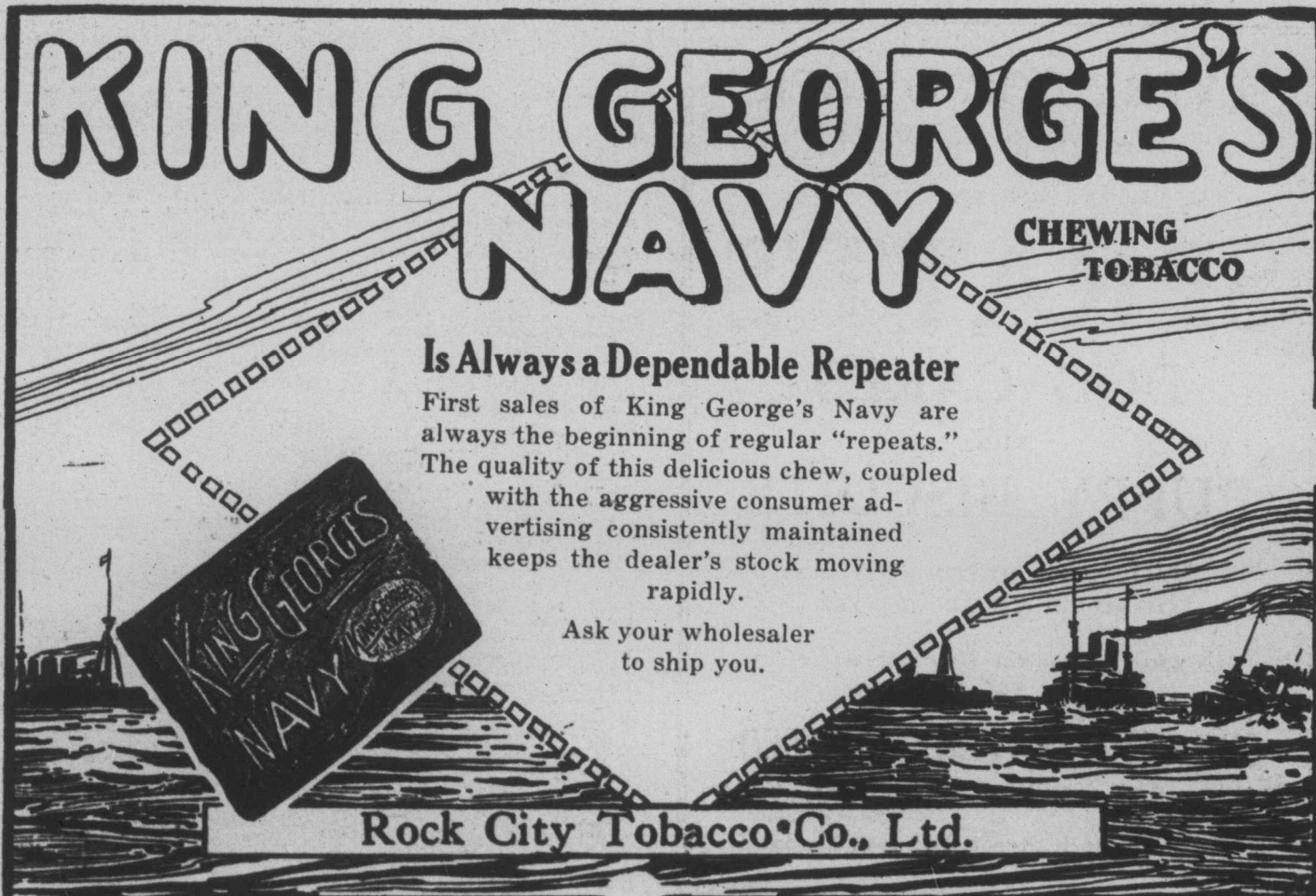
First sales of King George's Navy are always the beginning of regular "repeats."

The quality of this delicious chew, coupled with the aggressive consumer advertising consistently maintained keeps the dealer's stock moving rapidly.

Ask your wholesaler
to ship you.



Rock City Tobacco Co., Ltd.



FINEST CRYSTAL GELATINES

Powdered and Sheet
FINE LEAF GELATINE
British Manufacture

GELATINE

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

EVERY DOG OWNER
throughout the World

Knows

SPRATT'S DOG CAKES

and

PUPPY BISCUITS

Will you cater for those in your town?

Ask your jobber for them or write for samples and prices to

SPRATT'S PATENT LIMITED

Congress Street, NEWARK, New Jersey, U.S.A.

or

24-25 Fenchurch Street, London, England.

Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 5s, \$12.90.
Mince Meat (bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, \$15.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50. 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; Mulligatawny, \$1.45; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Vegetable, \$1.25; Chicken, \$1.45; Mock Turtle, \$1.45; Tomato, \$1.25; Vermicelli Tomato, \$1.25; Assorted, No. 1, case, \$1.35; Soups and Bouilli, 6s, \$13.25.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.85; 2s, \$1.90; 3s, tall, \$2.50; 6s, \$8; 12s, \$16.
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s (tall), \$2.50; 6s, \$8; 12s, \$12.
Chili Sauce (red and gold label)—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90.
Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.
Sliced Smoked Beef—½s, \$2.35; 1s, \$3.75; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.35; 2s, \$5.95.
Army Rations—Beef and Vegetables, 1s, \$2.25; 2s, \$4.95.
Spaghetti with Tomato Sauce with Cheese—½s, \$1.35; 1s, \$1.85; 3s, \$3.25.
Tongue, Ham and Veal Pates—½s, \$2.30.
Ham and Veal Pates—½s, \$2.30.
Smoked Vienna Style Sausage—½s, \$2.45.
Pate De Foie—¼s, 75c; ½s, \$1.40.
Plum Pudding—½s, \$1.90; 1s, \$3.85.
Potted Beef Ham—¼s, 75c; ½s, \$1.40.
Beef—¼s, 75c; ½s, \$1.0.
Potted Tongue—¼s, 75c; ½s, \$1.40.
Potted Game (Venison)—¼s, 75c; ½s, \$1.40.
Potted Veal—¼s, 75c; ½s, \$1.40.
Potted Meats (Assorted)—¼s, 80c; ½s, \$1.45.
Deville Beef Ham—¼s, 75c; ½s, \$1.40.
Beef—¼s, 75c; ½s, \$1.40.
Deville Tongue—¼s, 75c; ½s, \$1.40.
Veal—¼s, 75c; ½s, \$1.40.
Deville Meats (Assorted)—¼s, 80c; ½s, \$1.45.
In Glass Goods—
Fluid Beef Cordial—20 oz. bottles, \$10; 10 oz., \$5.
Ox Tongue—1½s, \$14.50; 2s, \$19.70.
Lunch Tongue (in glass)—1s, \$9.90.
Sliced Smoked Beef (in glass)—¼s, \$1.80; ½s, \$2.80; 1s, \$3.90.
Minced Meat (in glass)—1s, \$3.25.
Potted Chicken (in glass)—¼s, \$2.40.
Ham (in glass)—¼s, \$2.40.
Tongue (in glass)—¼s, \$2.40; Venison (in glass)—¼s, \$2.40.
Meats, Assorted (in glass)—\$2.45.
Chicken Breast (in glass)—½s, \$8.90.
Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.
Chili Sauce—10 oz., \$3.25.
Spaghetti with Tomato Sauce—½s, \$1.40; 1s, \$1.90; 3s, \$3.30.
Peanut Butter—¼s, \$1.35; ½s, \$1.85; 1s, \$2.25; in pails, 5s, 26c; 12s, 24c; 24s, 23c; 50s, 28c.
COLMAN'S OR KEEN'S MUSTARD
Per doz. tins
D.S.F., ¼-lb. \$2 80
D.S.F., ½-lb. 5 30
D.S.F., 1-lb. 10 40
F.D., ¼-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 \$18 50
Household size 8 25
Small size 5 75
F.o.b. Ontario jobbing points, east of and including Port William. Freight allowance not to exceed

50c per 100 lbs., to other points, on 5-case lots or more.
THE CANADA STARCH CO., LTD.
Manufacturers of the
Edwardsburg Brands Starches
Laundry Starches—
Boxes
40 lbs., Canada Laundry ... Cents .09½
40 lbs., 1-lb. pkg., Canada White or Acme Gloss.... .10
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons .. .10½
100-lb. kegs, No. 1 white .. .10
200-lb. bbls., No. 1 white .. .10
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. .11½
48 lbs., Silver Gloss, in 6-lb. tin canisters13
36 lbs. Silver Gloss, in 6-lb. draw lid boxes13
100 lbs., kegs, Silver Gloss, large crystals11
40 lbs., Benson's Enamel, (cold water), per case... 3.25
Celluloid, 45 cartons, case... 4.50
Culinary Starch
40 lbs., W. T. Benson & Co.'s Celebrated Prepared11½
40 lbs. Canada Pure or Challenge Corn09½
20-lb. Caseo refined Potato Flour, 1-lb. pkgs.16
(20-lb. boxes, ¼c higher, except potato flour)
GELATINE
Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz... \$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. 2 10
SYRUP
THE CANADA STARCH CO. LTD., CROWN BRAND CORN SYRUP
Perfect Seal Jars, 3 lbs. 1 doz. in case \$4.00
2-lb. tins, 2 doz. in case.... 5.15
5-lb. tins, 1 doz. in case.... 5.75
10-lb. tins, 1 doz. in case... 5.45
20-lb. tins, ¼ doz. in case... 5.40
(Prices in Maritime Provinces 10 per case higher)
Barrels, about 700 lbs. \$0 07½
Half bbls., about 350 lbs.... 0 08
¼ bbls., about 175 lbs.... 0 08½
2-gal. wooden pails, 25 lbs. 2 45
3-gal. wooden pails, 38½ lbs. 3 65
5-gal. wooden pails, 65 lbs. 5 90
LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case... \$5 65
5-lb. tins, 1 doz. in case... 6 25
10-lb. tins, ¼ doz. in case... 5 95
20-lb. tins, ¼ doz. in case... 5 90
(5, 10, and 20-lb. tins have wire handles)
MOZOLA COOKING OIL
Toronto Prices
Pints, 2 doz., case..... 8 80
Quarts, 1 doz., case..... 8 00
Gallons, ½ doz., case..... 15 00
INFANTS' FOOD
MAGOR, SON & CO., LTD.
Robinson's Patent Barley—Doz.
1 lb. \$4 00
½ lb. 2 00
Robinson's Patent Groats—
1 lb. 4 00
½ lb. 2 00
NUGGET POLISHES
Doz.
Polish, Black, Tan, Toney Red and Dark Brown \$1 15
Card Outfits, Black and Tan.. 4 15
Metal Outfits, Black and Tan.. 4 85
Creams, Black and Tan..... 1 25
White Cleaner 1 25
IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH
Black Watch, 10s, lb. \$1 29
Bobs, 12s 1 00
Currency, 12s 1 00
Stag Bar, 9s, boxes, 6 lbs. ... 1 08
Pay Roll, thick bars 1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies 1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs 1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes 1 12
Forest and Stream, tins, 9s, 2-lb. cartons 1 44

PINEAPPLES

This Week is Canning Week

Price now as low as they will be this season. Order now.

We have cars arriving daily direct from steamers at New York.

Our Quality and Prices are Right

The House of Quality

HUGH WALKER & SON

Established 1861

Guelph, Ontario

PINEAPPLES For Preserving

Season now on
Stock arriving in Fine Shape

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- | | |
|--------------|-----------|
| Cabbages | Cucumbers |
| Strawberries | Cherries |
| Oranges | Lemons |
| Bananas | |

The House for Quality

WHITE & CO., LIMITED
TORONTO



Custard that Compels Custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
WATFORD MFG., Co., Ltd.
Delectaland, Watford,
England.



Ask us for

Egg Carriers

and

Butter Tubs

Walter Woods & Co.
Hamilton and Winnipeg

PINEAPPLES ---- PINEAPPLES

ORDER NOW--prices likely to advance

EXTRA FANCY VALENCIA ORANGES
CALIFORNIA LEMONS and GRAPEFRUIT

We can supply you with the finest brands

DAILY ARRIVALS

Fancy Florida and Hothouse
CUCUMBERS, NEW CARROTS, BEETS,
CELERY, WAX BEANS, CABBAGE
NEW POTATOES in barrels and hampers
FANCY WAX and YELLOW TEXAS ONIONS

PETERS, DUNCAN LIMITED

88 Front St. East - TORONTO

Branches at: NORTH BAY SUDBURY COBALT and TIMMINS

RICE FLOUR

*Healthy
and
Nourishing*

This product, when blended with other flour, makes whiter bread and better bread. You will be surprised at the difference it makes.

*Wholesome
and
Nutritious*

Use anywhere from 10% to 20% Rice Flour.

Mount Royal Milling and Mfg. Co., Limited

Agents:
D. W. Ross Co., Montreal

Mills at
Montreal and Victoria, B.C.

Your customers are buying H. P.—SOMEWHERE

It's short-sighted policy to send good customers elsewhere. Are you supplying them with H.P. Sauce? It sells freely—shows a good profit, and brings you a permanent and growing business. Try a bottle on your own table and you will see why it's selling so freely.

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

H.P. SAUCE



The CANADIAN Open

Now is the time you will really appreciate it

If you have been wise and installed that "Canadian Cheese Cutter" on your counter you need not worry about possible loss of profit from slow service during a rush.

You can absolutely rely on its accuracy and quick-cutting qualities, which will enable you to satisfactorily handle any extra rush business.

"The Canadian" cuts clean and quick in 5c, 10c, 15c and 20c slices, or by weight in ¼, ½ and one pound cuts.

No up-to-date dealer can afford to be without the "Canadian." Only \$15.00.

The Computing Cheese Cutter Co.
 WINDSOR, ONT.

57

57

HEINZ Baked Beans

Tie up your store with our national advertising—use Heinz display material, posters, cards, window trims, booklets and folders. Illustrations like the one at the left furnished free to grocers for their printed advertising. Ask your Heinz salesman.



57

57



Have No Hesitation

in choosing

'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

The Clean Basswood Backs

on all Cane's Washboards present a nice, new appearance that exerts a favorable influence on sales, as compared with backs of darker wood. They are also free from splinters and splinters, and the washing plates are of equally high quality.

Ask your jobber to supply you with an assortment of these "Cane" Washboards.

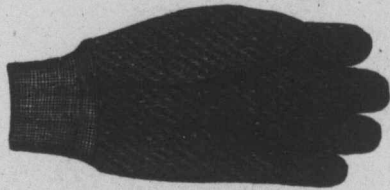
- Diamond King—Glass rubbing plate.
- Improved Globe—Zinc rubbing plate.
- Original Globe—Extra heavy back, zinc rubbing plate.
- Western King—Enamel rubbing plate.

Jobbers also carry a full line of Cane's Woodenware which includes: Pails, Tubs, Clothes Pins, Bake Boards, Butter Moulds, etc.

The Wm. Cane & Sons Company, Ltd.
Manufacturers NEWMARKET, ONTARIO

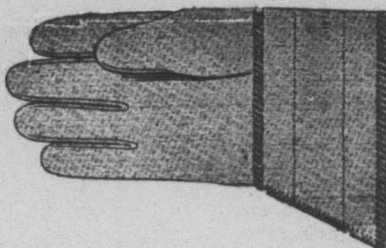
TAPATCO

REGISTERED BRAND TRADE MARK



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction. There's a TAP-ATCO style and weight for every purpose. Show an assortment in your windows.



The American Pad and Textile Company
Chatham, Ontario

Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, bars, 7s, 3½ lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal BABBITS

Soap Powder, case 100 pkgs..	\$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser (Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz.	5 95

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
Weight, 11 lbs. to case. Freight rate second class	

BLUE

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

COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	\$4 60
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box ...	1 80
Perfection Chocolate, 10c size, 2 doz. in box, per box.	1 80

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case.	0 31
Diamond Chocolate, ¼s, 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 CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	\$0 40
Milk Medallions, 5-lb. boxes in case, per lb.	0 40
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55

5c LINES

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
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	\$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95

Do you want help or have you something to sell, if so use the classified column in this paper.

TIMES HAVE CHANGED



A dozen years ago the lady in the picture 'phoned to three grocers before she got "Yes" for an answer to her question, "Have you got Jell-O?"

Styles in grocers' stocks as well as women's gowns and modes of hair dressing have changed since the picture was made when the lady 'phoned first.

Ask any grocer now, "Do you sell Jell-O?" and his answer will be, "You bet I do, as fast as I can get it."

Conditions affecting supplies of raw materials are rapidly growing better, and we believe there will be no more delays in delivering Jell-O to the trade.

**THE GENESEE PURE FOOD
COMPANY OF CANADA,
LIMITED**
BRIDGEBURG, ONTARIO
IN CANADA

The Quality of
HOLBROOKS
Imported
**WORCESTERSHIRE
SAUCE**
is beyond question



Made and Bottled
in England

YOU can get behind Holbrooks Imported Worcestershire Sauce with all the enthusiasm you are capable of. It's a winner from the word go.

People who buy it once will buy it again. There's a delicate piquancy — an exquisite "zest" — to every drop of Holbrooks that wins approval from hard-to-please-people.

And you'll ring up a profit on every Holbrooks Sale that makes a continued selling effort worth while.

Holbrooks, Ltd.
Toronto and Vancouver

There will be a big demand
this Summer for
**ARCTIC ICE
BLANKETS**

THEY REDUCE ICE BILLS BY SAVING ICE. Made of pure vegetable fibre parchment, will not dissolve when wet. One blanket is large enough for a good sized cake of ice and will last about three months.

RETAIL PRICE, 10c. Each
WHOLESALE PRICE, 96c. Doz., \$10 Gross
Put up by
PARKE & PARKE, LIMITED
MacNab St. and Market Sq. HAMILTON, Ont.

COLLECTIONS

Bad accounts are a drain on your efficiency. Perhaps you have not the time to look after these accounts. If not, and if you are desirous of cleaning these impediments off the slate—then drop us a line. Our service is a competent one and able to collect at any point.

Write now for particulars.

Nagle Mercantile Agency
Westmount, Montreal, Que

EVERYWHERE
NO
COLLECTION
NO
CHARGE
EFFICIENT
RELIABLE

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

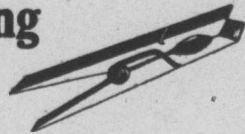
as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

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

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

Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

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



Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for cleaning and polishing cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street
North, Hamilton, Ontario.

Oranges California Lemons and Early Vegetables

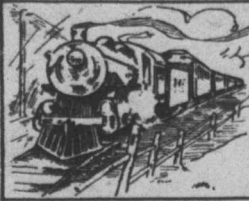
We Invite Correspondence

LEMON BROS.

Owen Sound, Ont.

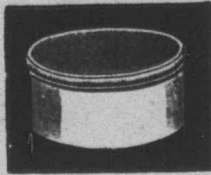
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Latest Editorial Market News



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These one-inch spaces only \$1.60 per insertion if used each issue in the year.

SOCKEYE SALMON RESERVED FOR CANADIAN TRADE

A report has been persistently circulated throughout the country that all this year's pack of British Columbia sockeye salmon has been sold for export and that there will be none left for the Canadian trade.

CANADIAN GROCER discussed this with representatives of the British Columbia Packers' Association and they point out there is no truth whatever in it.

The British Columbia packers have reserved all talls and pound flats and a substantial percentage of sockeye half flats for the trade in Canada.

It is believed these reports have been circulated through the agency of some of the United States packers, the idea being to get in on the Canadian market themselves. The rumor has been widely circulated among the wholesale trade in Canada, many being quite disturbed on account of it.

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For immediate or future deliveries.
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30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS.
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TRENTON - - - ONTARIO

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contains chocolate, milk and sugar in powdered form.
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and overseas.
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FANCY DRESSED POULTRY,
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PACIFIC COAST MANTLE FACTORY

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BUTTER, EGGS, POULTRY
Etc.
We pay highest wholesale prices
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The Non-Poisonous Fly Destroyer
The U. S. Dept. of Agriculture says in the Bulletin: Special pains should be taken to prevent children from drinking poisoned baits and poisoned flies dropping into foods or drinks.

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We solicit a trial order so we may convince you that our freshly churned creamery butter is choice. Packed in 50 lb. Print Boxes or Solids. Quality guaranteed. Market prices. Prompt shipments made.
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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.

WANTED

WANTED—YOUNG MAN WITH GROCERY experience who can prepare literature and write advertisements and who has had some knowledge of salesmanship. Must be careful and energetic. Splendid opportunity afforded the right party for advancement. In writing, state complete experience, age, names of previous employers, references, etc. Apply Box 612, Canadian Grocer, 143-153 University Ave., Toronto.

WANTED—A MANAGER FOR A GOOD GENERAL merchandise business. One with dry goods experience preferred, but a real opportunity for any good business head. State experience, age, salary expected, references, etc. Box 628, Canadian Grocer, 143-153 University Avenue, Toronto, Ont.

WANTED — MAN THOROUGHLY EXPERIENCED in the manufacture of chewing gum. Apply stating fully experience and salary desired to Box No. 2225, Post Office, St. James St., Montreal.

SALESMAN—RETURNED SOLDIER—IS OPEN for position. Salary no object. Box 618, Canadian Grocer, 143-153 University Ave., Toronto, Ont.

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COLLECTION LETTERS — MONEY-GETTING letters that don't antagonize. Complete series with instructions. Yours for 25 cents. Toronto Stenographic Service, Webster Building, Toronto.

*If you want anything
or have anything to
sell this paper will get
you results.*

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SUGAR LINERS
E. PULLAN
TORONTO**

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

FOR SALE

FOR SALE—NO. 1 CHOICE YELLOW DUTCH Sets at 7 cents per lb. f.o.b. Hensall Station. Ton lots or over 6¼ cents. Sacks at 10 cents each. Sample on request. J. Gascho & Son, general merchants, Zurich, Ont.

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FOR SALE—LEADING GROCERY BUSINESS in live Western Ontario town of 5,000 population. Stock and fixtures, \$2,500, yearly turnover over \$24,000. Good reasons for selling. Box 622, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE OR RENT — GENERAL STORE with dwelling attached in live town on Ottawa-Prescott highway. Well established business. Good reasons for selling. Box 630, Canadian Grocer, 143 University Ave., Toronto.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

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A NICE assortment of Davies Quality Thick Bologna—Davies Quality Ham Bologna—Davies Quality “Lake-side” Bologna—and similar lines, displayed on the counter will attract many a customer. A word from you calling attention to these products and suggesting their seasonableness will lead to good business and keep your provision department busy these warmer days. Let us send you a trial assortment.

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Today

THE **DAVIES** COMPANY
WILLIAM LIMITED
TORONTO

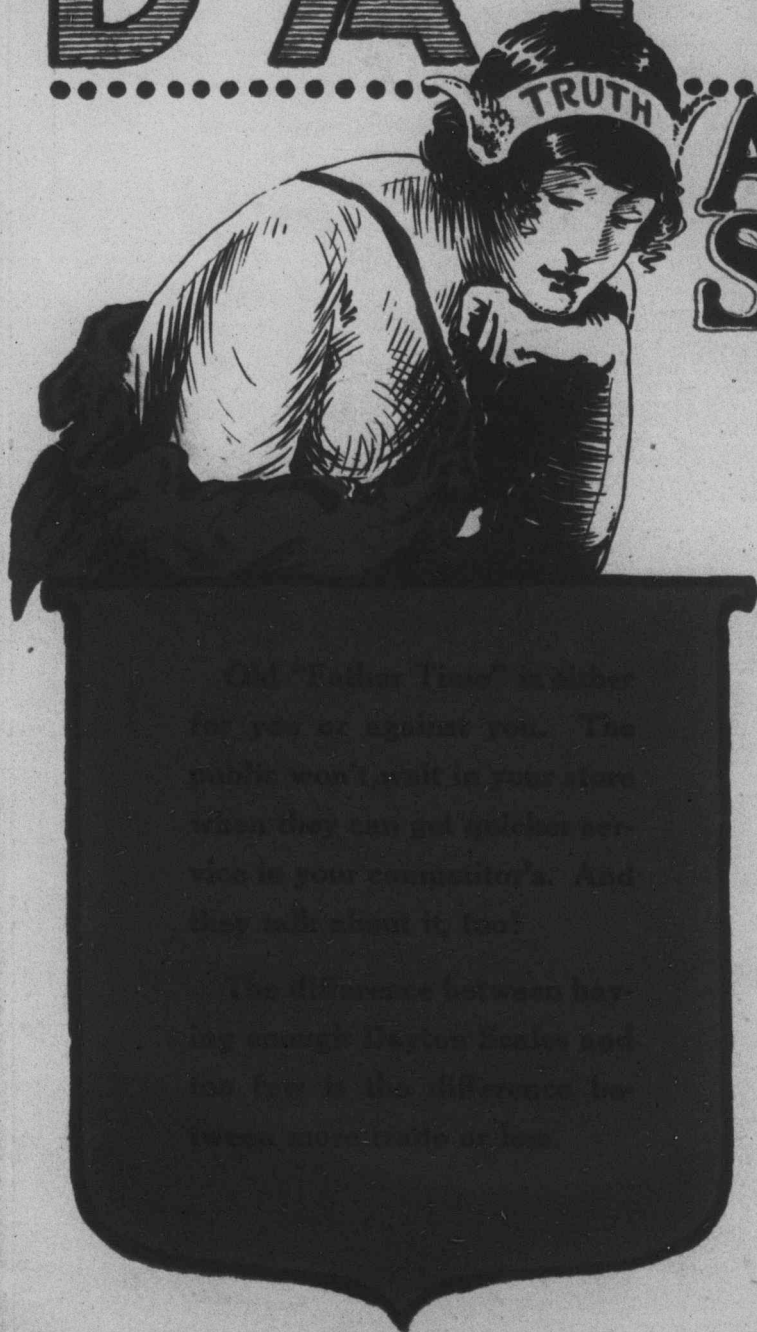
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Canada Food Board, Packers' License No. 13-50

Hamilton

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If your salesman have to walk the length of the counter, and push and hurry each other every time they want to use the ONE Dayton Scale you have installed, your business will suffer.

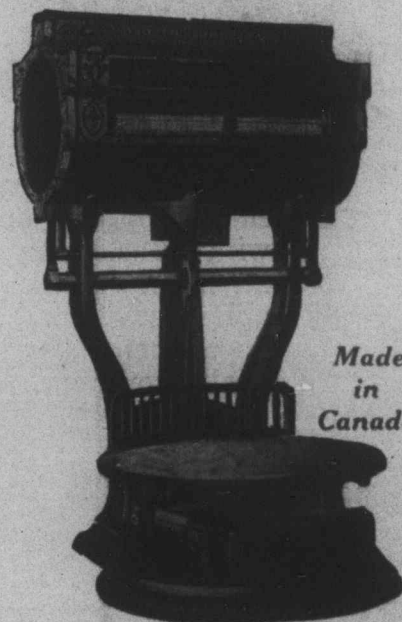
Too many grocers overlook the value of Time—the clerks' time, the customers' time. If your trade calls for two Dayton Scales, get them! You'll be agreeably surprised at the bigger, more satisfied trade they will attract.

Let us send you our latest Dayton Scale Catalog.

Dayton Computing Scales

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The International Business Machines Company, Limited, Toronto. Frank E. Mutton, Vice-President and General Manager. Manufacturers Dayton Scales, International Time Recorders and Hollerith Electric Tabulating Machines.



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