

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

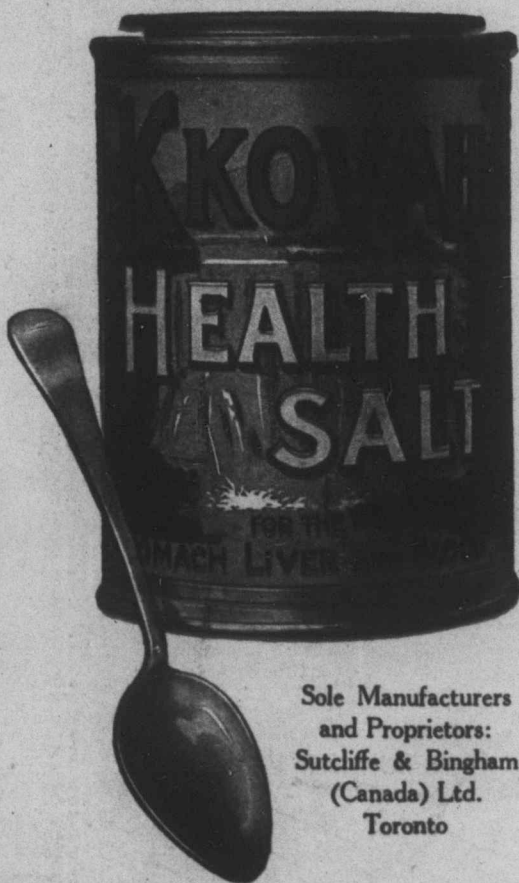
PUBLICATION OFFICE: TORONTO, APRIL 4, 1919

No. 14

Kkovah Health Salt

*A teaspoonful in the
morning makes life
worth living—*

*Makes you fit—
Keeps you fit—*



GOOD BUSINESS !

Kkovah Health Salt means good business for you, because it sells at sight—there's no risk of dead stock! It is a saline of the highest quality, possessing tonic properties of unusual merit.

Make a display—it will sell itself. Extensive advertising creates the demand—its superior quality brings repeats.

Made in Canada

Selling Agents:
Maclure & Langley, Ltd., Front St. East,
Toronto

Sole Manufacturers
and Proprietors:
Sutcliffe & Bingham
(Canada) Ltd.
Toronto

Now for SPRING, House-cleaning and **O-Cedar** Polish



ALWAYS saleable articles, always in steady demand, O-Cedar Polish and the O-Cedar Polish Mop attain the zenith of their sales in March, April and May.

So important are these products as an aid to Spring house-cleaning, that the up-to-date housewife would be as likely to attempt her annual clean-up without soap as she would be to start house-cleaning without a supply of O-Cedar Polish or without an O-Cedar Polish Mop.

Now's the time to put in a window display of these products. Now's the time to ask your customers if their old mops are worn out.

Get the benefit of this big demand that comes in the Spring—display O-Cedar products, together with O-Cedar signs and cards. Remind the women who have O-Cedar products—and this line—so splendidly advertised at this season and so fully appreciated by your customers—will practically sell itself.

CHANNELL CHEMICAL COMPANY, LIMITED
TORONTO



Borden's



A Leader
Since 1857

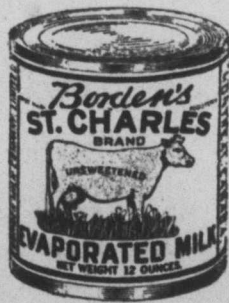
Purity and Quality
and Consumer Publicity
keep Borden's Brand of
Milk moving rapidly off
the Grocer's shelves

Every Can in every
Case is a Can of
Quality and will give
satisfaction

Whether a customer
specifies Borden's or not
she usually means Borden's
when she asks for
something in the Con-
densed Milk line

Here's a Borden Group

- Borden's Eagle Brand Condensed Milk
- Borden's (St. Charles) Evaporated Milk
- Borden's Reindeer Condensed Milk
- Borden's Reindeer Coffee, and
- Borden's Reindeer Cocoa.



Another Well Liked
Borden Line

"Leaders of Quality"

Borden Milk Co., Limited

MONTREAL and VANCOUVER



WE SOLICIT YOUR ENQUIRIES FOR

Cream of Tartar
 Cream of Tartar Substitute
 Bicarbonate of Soda
 Borax, Glycerine, Blue Vitriol
 Citric Acid, Tartaric Acid
 English Castor Oil

FULL PARTICULARS OF THE ABOVE GLADLY SUPPLIED ON REQUEST

B. & S. H. THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG VANCOUVER NEW GLASGOW, N.S.

Sell Your Customers *Good Brooms* —and Make Certain They'll Come Back.

The best Broom made is Simms' Broom. The finest selected Corn only is used in the Simms' Broom.

And the Simms' Broom is put together to *stay together*.

There is nothing that annoys a woman more than a broom that sheds its stock over the floor behind her.

Sell her a
Simms' Broom
 and help her
 to avoid this.



*Write for
 our Price Lists*

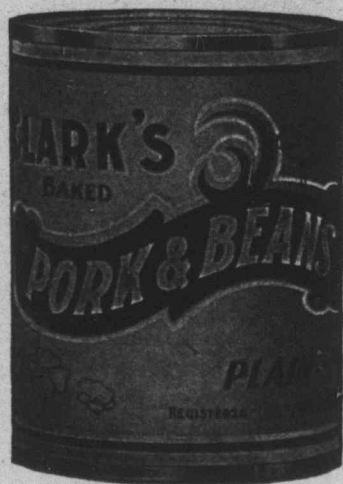
Get in a good supply of these
 Best of Better Brooms.

Substantial profits—and re-sales
 assured.

T. S. SIMMS & CO., Limited
 ST. JOHN, N.B.

Branches: Montreal Toronto London

CLARK'S PREPARED FOODS



The Popular
MADE IN
CANADA
FOOD
SPECIALTIES



- | | | |
|--|-------------------|---------------|
| Pork and Beans | Corned Beef | Ox Tongues |
| Beefsteak and Onions | Cambridge Sausage | |
| Boneless Pigs' Feet | Potted Meats | English Brawn |
| Concentrated Soups | Tomato Ketchup | |
| Sliced Smoked Beef | Stewed Kidney | Loaf Meats |
| Spaghetti with Tomato Sauce and Cheese, etc. | | |

Buy Canadian Goods—Keep Canadians Busy

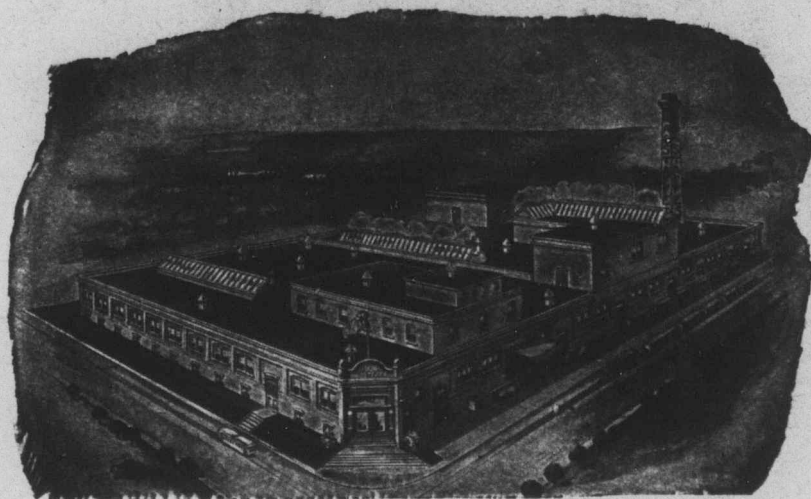
W. Clark, Limited



MONTREAL

Canada Food Board License No. 14-216

Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass

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

WAGSTAFFE'S

NEW SEASON'S 1919

CELEBRATED SEVILLE Orange Marmalade

Now Ready for Delivery

Containing all the essential oils that
give such a piquant zest to a Real
Orange Marmalade.

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

"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 April 4, 1919

Being No. 28 in the Series

MAKING THE "SULPHITE" FOR THE SULPHITE PULP PROCESS

CANADIAN limestone and the purest of spring water combine with Louisiana sulphur of the finest importation at the E. B. Eddy Plant to produce the bisulphite of lime required for use in the making of sulphite pulp. Looking across the Ottawa River from the heights on the Ottawa side you can see the yellow piles of sulphur in the grounds of the Eddy plant ready for use. As it takes some 250 to 300 pounds of sulphur to make a ton of air-dry pulp, and the Eddy Company turn out over a hundred tons of paper a day, you can realize that a good deal of sulphur is used. But the supply so far seems to be inexhaustible. It is brought up by steam pressure from deep wells in Louisiana, and the sulphur used by the Eddy Company is 99 per cent. pure.

In the process of making the bisulphite of lime the sulphur is burned in great ovens which develop terrific heat, and a very distinct sulphurous whiff when you come close to them. They are revolving ovens, and slowly turn while in operation, showing through the vent holes in their doors, the lambent blue flames of the burning sulphur within. By an ingenious contrivance invented, built and patented by Eddy Company employees, the oven doors remain still, though the cylindrical ovens keep turning, and thus there is no risk of accident to the men who open them to replenish the supply of sulphur.

From the ovens the sulphur goes in the form of gas mingled with air, through great lead pipes which are doubled and tripled with many turns in a water cooling tank, and this sulphurous gas then finds its way into the bottom of the tall, brick-lined, concrete tower in which the bisulphite of lime is made. A glimpse of this tower was given in the illustration in an earlier article, showing where the logs first arrive at the Eddy plant. What happens inside the tower will be told in the next article.



Scene on the Du Moines River, 225 miles from the Eddy plant. Note logs on their way to become pulp, paper, or matches, illustrating the Eddy Motto:

"From the Tree to the Trade"

Eddy's Silent 5 Matches

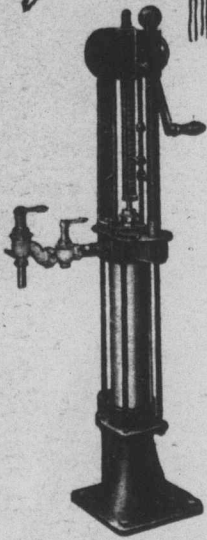
BOWSER

ESTABLISHED 1885

GIVE A LIFETIME
OF
SERVICE

SYSTEMS

THE STANDARD ALWAYS

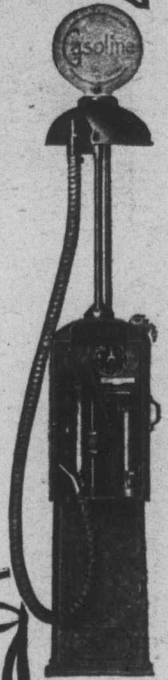


BOWSER outfits have been perfected through our thirty-four years' experience in designing and building Oil Storage Equipment of all kinds for grocery and general stores. Many BOWSER outfits have been in use over twenty-five years and are still giving accurate measure and complete satisfaction.

There is a **BOWSER** Outfit for You

Think what it would mean to you to install such equipment. Remember a BOWSER outfit will handle your oil business with absolute accuracy—safety from fire and explosion—give you a clean store—pleased customers, all of which means continued increased profits for you.

We will be glad to give you complete information upon request.



S. F. Bowser & Co., Inc., 66-68 Frazer Ave., TORONTO, ONT.
Sales Offices In All Centers Representatives Everywhere

Keep them moving off Your shelves

Never lose an opportunity to introduce Malcolm Milk Products to your customers.

When the housewife asks you for a tin of condensed milk or for a good ready-made coffee, fill her order from your stock of Malcolm's. She'll like them—that's certain—and her appreciation will mean more sales for you.

Get your Malcolm Stock in display.

The
Malcolm Condensing Co.
Limited

St. George

Ontario

An All-Canadian Condensed Milk Co.



Five-case lots distributed to any point in Ontario, Quebec, or the Maritime Provinces, and freight paid up to 50c per 100 lbs.

BEWARE CHECK CROOKS

If you were to refuse to be interested in the Dimunette Check Protector you would save yourself no more than ten dollars:

On the other hand, you might at the same time lose every cent you own.

For what safeguard, what evidence have you to show of your own care, if the bank cashes any check issued by you without "effectual protection."

A pen and ink—a bottle of acid—and someone of the many people who may handle your check before it gets to the bank—

—And poverty, absolute stark ruin, may stare you in the face.

Last year check crooks cleaned up over \$20,000,000 by raising and altering checks lacking proper protection.

Business men all over the continent are becoming wide awake to the situation. The jobbers in the grocery trade are uniting to help ward off the check crooks.

A shipment of "Dimunette" Check Protectors has been secured. This simple, sturdy approved device is made by the oldest concern of its kind in the world. Through the "Dimunette" it is now possible for every merchant to get standard protection at the lowest possible cost.

A ten dollar bill buys the "Dimunette." One operation and your check—personal or business — is protected. It defies the wiles and skill of any check crook. It is true this Check Protector may never save you a cent—it may save you every dollar you are worth.

DIMUNETTE

CHECK PROTECTOR
For Personal and Business Use

For the sake of ten dollars you simply can't afford to leave your bank account without the positive surety of this *legal* safeguard. Ask the next jobber's representative who calls. He can supply you with a Dimunette in a few hours.

By "Standard Check Protection" is meant that process which shreds the paper and impregnates the fibre with acid-proof ink. *Standard Protection* has never failed.

If your jobber can't supply you, write us at once.

W. G. PATRICK & CO., Limited

Canadian Distributors for Defiance Check Writer Corporation

MONTREAL WINNIPEG TORONTO



Illustration is one-half actual size of machine

Finished in brushed bronze effect with black and nickel trimming



Use an up-to-date N. C. R. System and match your neighbor's success!

The merchant who combines a cash register system with progressive merchandising is bound to grow.

The merchant who handles his money and accounts slowly by hand instead of quickly by machinery, cannot meet competition.

An up-to-date N. C. R. System protects hard-earned profits; increases trade;

cuts down expenses; makes clerks more efficient; stops errors, losses, and disputes; speeds up the business.

Every merchant needs the help of an up-to-date N. C. R. System in handling his money and accounts.

An N. C. R. System is within the reach of everybody. The payments are easy and the machine will more than pay for itself out of what it saves.

An N. C. R. System is a modern business necessity

The National Cash Register Company of Canada, Ltd.
Toronto, Ont.

Offices in all the principal cities of the world



Full page advertisements appearing in color in the Saturday Evening Post and Ladies' Home Journal

Display Oranges

Get more Profits from Sunkist Advertising

NO fresh fruit is so extensively advertised as are California oranges.

In summer, winter, spring and fall millions of advertising messages tell people to eat more oranges because of their luscious healthfulness.

For ten years this educational advertising has been making its impression.

Magazines, newspapers, posters, street cards and recipe books have told people about the good in oranges. They are no longer a seasonal luxury. People buy and eat them every day in the year.

Nearly twice as many oranges are retailed now in a normal year as were retailed ten years ago.

New groves are coming into bearing—and the advertising has been increased.

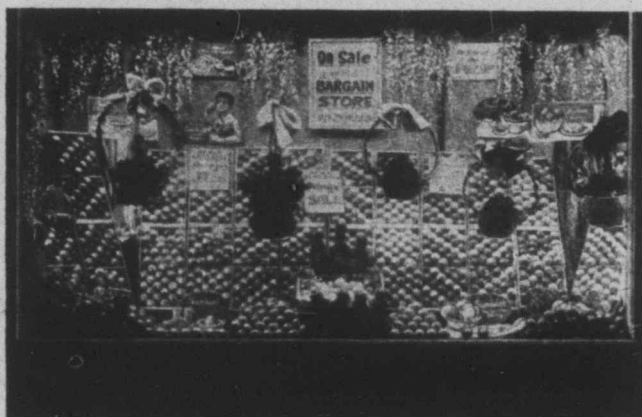
So oranges have now become the staple year-'round fresh fruit.

Every retail merchant who makes attractive displays of oranges helps himself to cash in on this widespread advertising of the California Fruit Growers Exchange—particularly if he displays

Sunkist

Uniformly Good Oranges

Put oranges in your window. Let people know you are headquarters for Sunkist. A fancy display is unnecessary. A big mass of bright colored California oranges is the most effective display you can make.



We will gladly give you attractive window cards and display material that will help you capitalize on this advertising.

Send for a set. Make your windows pay. Mark this coupon for your convenience.

California Fruit Growers Exchange

Dealer Service Dept., Los Angeles, Cal.:

Send me your Dealer's Choice Plan on which I can make my own selection of display material.

California Fruit Growers Exchange

Co-operative Organization of 8,500 Growers
Los Angeles, Cal.

Name.....

Street.....

City.....

Province.....



WHEN you say "ROYAL ACADIA" in response to your customer's sugar order, you are suggesting a sweetener that will meet with her every expectation. You can buy Royal Acadia in 2 and 5-lb. cartons, 10, 20 and 100-lb. bags, half-barrels and barrels.

*Every Grain
Pure Cane*

The Acadia Sugar Refining Co.

Limited

HALIFAX, CANADA

Safety



Sanitation

Simplicity

The Essence of Successful Preserving
Fruit Jars with those Essentials Guaranteed
PERFECT SEAL

CROWN



Screw Top

Easy to Operate

The Rubber Ring
Seals the Jar



Lightning Fastener

Reliable

Extra Quality Rubber Ring
in Each Jar

GEM



Screw Top

Lessen labor—Buy good jars—Ensure Success—Procure your supplies NOW through the jobbers.

Dominion Glass Company, Limited, Toronto, Hamilton, Montreal, Wallaceburg, Redcliff

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

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

**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.

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

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.

When answering
Advertisements please mention
Canadian Grocer

WHEN WRITING TO ADVERTISERS
KINDLY MENTION THIS PAPER

Watson & Truesdale, Winnipeg
Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
Wholesale Grocery Brokers and Manufacturers' Agents

**TRACKAGE
STORAGE
DISTRIBU-
TION**

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. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

MANITOBA
SASKATCHEWAN

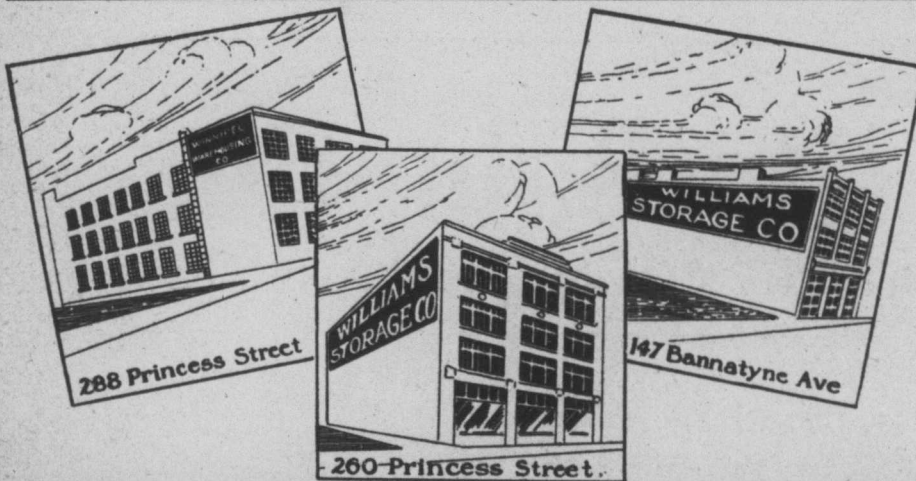
Wholesale Grocery Commission
Brokers

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

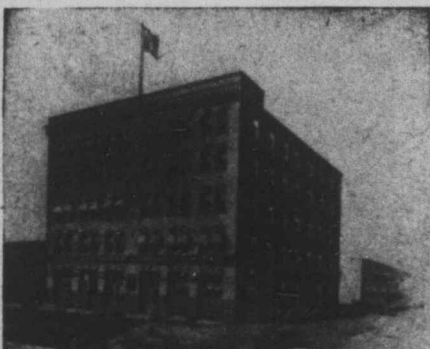
We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Trade facilities. The Western House for Service.

Williams Storage Co.

WINNIPEG

and

Winnipeg Warehousing Co.



Connect with the Western Market Through This House

Here is an organization fully equipped in every way to introduce your product and push it in a way that spells quick, profitable returns. Some of our salesmen do retail selling exclusively.

We are agents for **Christie's Biscuits** and **Robertson's Confectionery.**

SCOTT-BATHGATE CO., LTD.

149 Notre Dame Ave. E., WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

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.

Joseph E. Huxley & Co.
 Wholesale Grocery Commission Agents
WINNIPEG CANADA

MacDONALD BROKERAGE CO.
 ARE YOU SEEKING REPRESENTATION IN ANY PART OF CANADA?
 Through our complete organization we are in a position to represent some good grocery specialty lines. If interested, address Box 494, Canadian Grocer.

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. From Port Arthur to the Rockies we represent, among other lines, the products of Jireh Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

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: 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*

"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

DO YOU NEED ANYTHING ?
 If so, turn to page 64 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.

W. L. Mackenzie & Co., Ltd.
 Head Office: Winnipeg

Branches at
 Regina, Saskatoon, Calgary, Edmonton

We represent

W. C. Macdonald, Reg'd.	Marshall Milling Co.
W. Clark, Limited.	Rosenberg Bros. & Co.
Maple Tree Producers' Assn.	Pratt-Low Pres'g Co.
Lindners, Limited.	H. Bell-Irving Co., Ltd.
Aunt Jemima Mills Co.	Hargreaves Canada, Ltd.
Penick & Ford, Limited.	etc., etc.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON

GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY

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

H. D. MARSHALL

Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. A. LAMBE & CO.

TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.

Limited
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

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.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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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, Feed, Provisions
84 Peter Street, Quebec
I am buyer of Peas, Beans and all kinds of Feeds and Grains.

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

MARITIME PROVINCES

J. W. DION
17 St. James St., Quebec
**Wholesale Broker and
Commission Agent**
Fish, Fish Oils, Barrel Pork, Lard, Shortenings, Fresh Meat, Canned Goods, Eggs, etc.

Schofield & Beer, St. John, N.B.
Manufacturers Agents
Agents for: Acadia Sugar Refining Co. Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

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

**SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS**

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

The Colwell Brokerage Co., Ltd.
Mdsc. Brokers, Man'f's Agents
Liberal Advances Made on Consignments
18 Germain St., St. John, N.B.

**When Writing to Advertisers Kindly
Mention this Paper.**

MANUFACTURES 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**

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

255 Hübner-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.

The Robert Gillespie Co.

Importers and Exporters

323 Homer St., Vancouver

Live Salesmen covering Alberta and B.C.

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

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

W. H. HIND & Co.

WHOLESALE GROCERY BROKERS
MANUFACTURERS' AGENTS
28 Imperial Blk., Vancouver, B. C.

Let us discuss this territory with you

Mention This Paper When Writing Advertisers.

LITTLE BROS. LTD., VANCOUVER, B.C.

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.

We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.

ALBATROSS BRAND

FRESH BRITISH COLUMBIA

PILCHARD

CLAYOQUOT SOUND CANNING CO. LTD.
J. L. BECKWITH, AGENT
VICTORIA, B.C.

DIRECTIONS.
SHOULD BE KEPT UPRIGHT AND NOT PLACED IN THE CAN BEFORE BEING OPENED INTO BOILING WATER FOR TEN MINUTES.

Your Customers Will Like

ALBATROSS BRAND

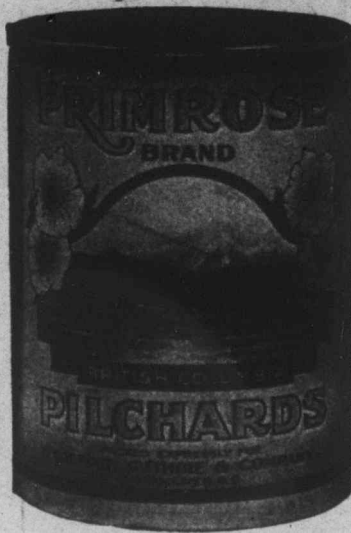
PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.

J. L. BECKWITH, Agent
VICTORIA - B.C.

**"PRIMROSE"
PILCHARDS**



*Strictly Prime
Quality*

Ocean Caught

Packed Only By Hand

*Rich in flavor and high
in food value*

Defiance Packing Co., Ltd.
Head Office: VANCOUVER B.C.

Canneries at West Vancouver and Port
Renfrew, B.C.

Sales Agents: Balfour, Guthrie & Co.
Vancouver, B.C.

**DESICCATED
COCOANUT**

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

Our agents are:

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

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

Have Her Try B. B. Brand Rye Flour

She'll have an entirely new idea of how good Rye Flour can be once she tries B. B. Brand. B. B. quality has placed Rye Flour in the staple foods class.

Rye Flour has a delicious flavor, and is more nutritious than the average wheat flour.

B. B. RYE FLOUR MILLS LTD., WINNIPEG

License Nos: 4-295, 4-075



Estd. 1905

R. G. Bedlington & Co., Ltd., Vancouver

Estd. 1905

are a firm of aggressive brokers that can give manufacturers satisfactory service. Drop a card for particulars.

IMPORTERS

EXPORTERS

"It's Jake!"

Jake is a popular expression, but it is also the name of a particularly delightful Sauce manufactured by us. In both cases the word signifies "Nothing better."

Vancouver Pickle Co., Limited, Vancouver, B.C.

Watson's

**FISH PASTE
in 4 oz.
GLASS JARS**

**BLOATER
ANCHOVY
SARDINE
SALMON**



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

Imperial Rice Milling
Co., Ltd.

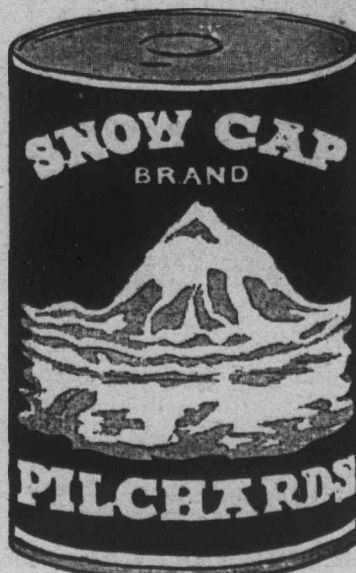
VANCOUVER, B.C.



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

Canada Food Board License No. 4-517.

SNOWCAP
PILCHARDS



Delectable
and
Dainty
Hand
Packed
BY

The Nootka
Packing Co., Ltd.
NOOTKA, B. C.

Packed in 1 lb. Talls
and 1-2 lb. Flats
Sold By Your Jobber

EXCLUSIVE DISTRIBUTORS

Dodwell & Co., Limited
-VANCOUVER, B.C.

Wantmore
PEANUT BUTTER

The Finest Spread
for Bread



A delicious line. Made
from selected hand-
picked, blanched pea-
nuts.
Healthful, nutritious
and palatable.
Physicians recommend
it for children.
When you sell a cus-
tomer one can of
WANTMORE Peanut
Butter you will sell
her many more.
Its goodness will keep
it repeating and you
make a good profit on
every sale.
Ask your jobber for
it, or write direct to
us

R. L. Fowler & Co., Ltd.

Manufacturers

CALGARY

SASKATOON

REGINA

License No. 15-241

A palatable
Tonic Wine



Made from extract of
beef and carefully
selected Port Wine.

Dr. Chiron's
Invalid Tonic

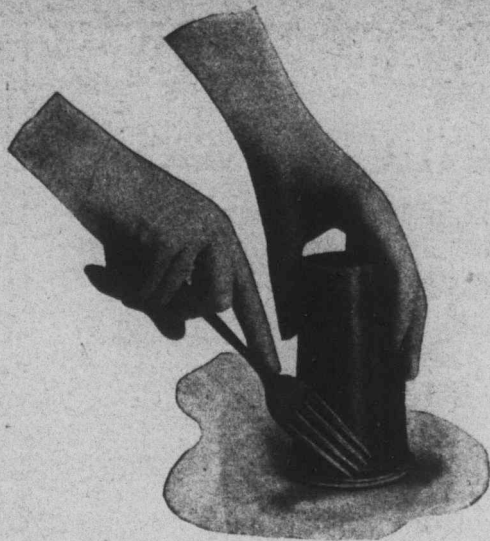
is as palatable and as
exhilarating as the
wines of former days.
The only difference is
the percentage of
alcohol.

A clean, wholesome,
blood-enriching home
beverage that you
can honestly recom-
mend.

The Wholesale Gro-
cery Trade handles
it.

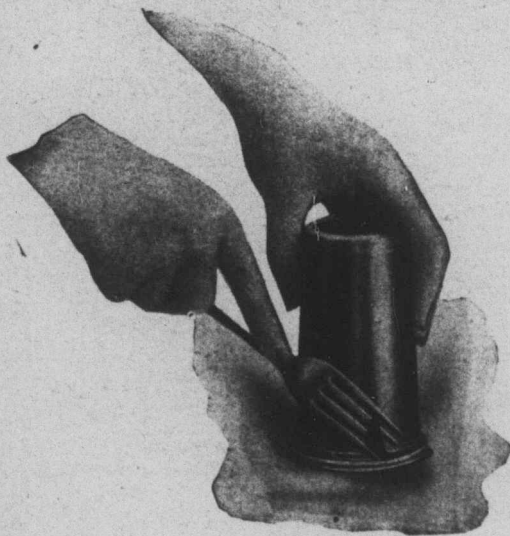
Brotman Bros.

Manufacturers
WINNIPEG



The finest sealing medium known to-day for the packing of all kinds of food products is the Anchor Cap.

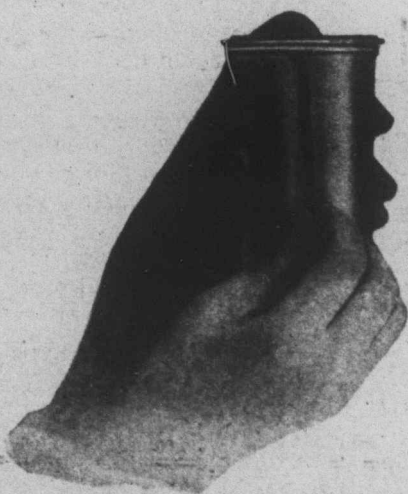
Vastly tighter than any other closure manufactured, it imparts an attractive sales-pulling appearance to a package and makes loss through leakage and spoiling practically impossible.



Illustrations at left show how quickly and easily the Anchor Cap may be removed by the consumer.

Send for descriptive booklets.

Invert the package, force a fork or other sharp-pointed instrument through the gasket—pry up an end—turn the package right side up again, grasp the loose end and pull out entire gasket.



Anchor Cap & Closure Corporation
of Canada, Limited

50 DOVERCOURT ROAD

--

--

TORONTO

"PRIDE OF CANADA" PURE MAPLE SYRUP AND SUGAR

New supply will be on the market soon—order your supply now. Our goods are backed by a written guarantee to be absolutely pure maple only. Order 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



Marsh's Grape Juice

—The safest and surest Grape Juice for you to sell. Its pure Concord flavor appeals to all.

The Marsh Grape Juice Company

NIAGARA FALLS - ONT.

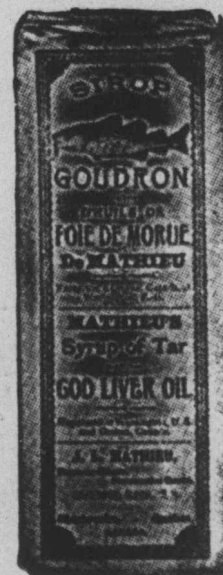
The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

Ontario Agents:
ROSE & LAFLAMME
Limited, Montreal, Que.

Tell Your Trade About This Mathieu Remedy

Among the people coming into your store every day are many to whom this little remedy would be a veritable blessing. It is up to you, Mr. Dealer, to bring the merits of this Mathieu line before them. Every sale will mean more to follow, because every user of this effective remedy will be a "booster" for your store.

Send for a small trial order to-day.



J. L. Mathieu Co.,

Proprietors

SHERBROOKE

QUEBEC

SEASON 1919

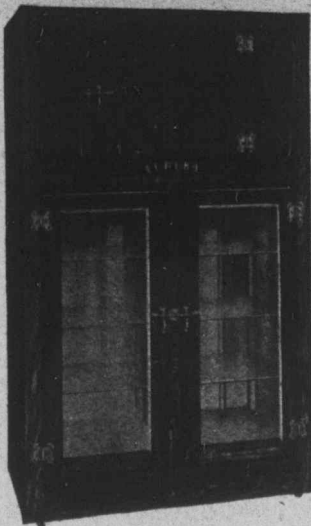
Many of the restrictions upon the exportation of our productions during the war have now been removed, and others are about to be rescinded.

We hope shortly to again be able to ship to our Canadian friends our

"Old English Xmas Pudding," packed in tins and basins.
Silver Medal. Cream Stilton Cheese.

Particulars and enquiries from Eton & Co., Winnipeg; Hamblin Brereton, 256 Lemoine St., Winnipeg; Chapman, Montreal.

TUXFORD & NEPHEWS, MELTON MOWBRAY, ENGLAND



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

Your Turnover Tells the Tale

Grocers need stock only one brand of raisins because there is only one nationally advertised brand—Sun-Maid. This condition assures a steady turnover. Grocers who display Sun-Maid Raisins make the most sales. Our continuous advertising helps.



SUN-MAID RAISINS

Sun-Maid Seeded (Seeds removed); Sun-Maid Seedless (grown without seeds); Sun-Maid Clusters (on the stem).

California Associated Raisin Co.

Membership 9,000 Growers
FRESNO, CALIFORNIA.

First of Season

California late Valencias
Fully matured good color and
flavor

Tomatoes (Peter's pack)

California Navels

Boxed Apples

Grapefruit

Celery

Head Lettuce

and other import specialties

Send in Your Order

McBRIDE BROS.

House of Quality

35 Church St. - Toronto

Canadian Food Control Licenses Nos. 3-027 and 3-028

Chocolate Decorated EASTER EGGS

Buy Them Now

We have all sizes to retail at 5c., 10c., 20c., 25c., 75c., \$1.25, \$2.00 and \$3.00.

Also some good novelties in feather and cotton chicks, etc. Do not wait. Order while we have a good selection.

Lauder's Fine Chocolates—
Cent Goods

Chas. Lauder Co.

95 and 97 Ontario Street, Toronto



*Write us if
you want
more particu-
lars about
"BETTY"
BRAND
Condensed
Milk.*

Be Ready for the Big Demand!!!

"BETTY" BRAND Condensed (Sweetened) Milk is gaining favor at a rapid rate. Once your customers use it they can be counted on to come back for more. "BETTY" Milk is different to all others—it is superior. There is no peculiar flavor in "BETTY" Milk because it is absolutely pure, being made from the richest quality of milk, condensed to the consistency of cream and sweetened with pure sugar. There is a daily demand for "BETTY" BRAND Condensed Milk. Simply grand for Summer Homes and every household use. Recommended highly as an infant diet.

The Laing Produce and Storage Co., Ltd., Brockville, Ont.

Buy GOLDEN SHEAF Brand

**MACARONI
VERMICELLI
SPAGHETTI**

It's Good

Made from the best of Semolina
Wheat and Pure Spring Water.

Nutritious, Appetizing, Nourishing

Order from your wholesaler.

Sole Sales Agents:

McLaren Imperial Cheese Co., Toronto, Montreal

Golden Sheaf Co., Limited
Montreal

MADE IN CANADA

Taylor & Pringle Co.

Limited

OWEN SOUND, ONT.

Manufacturers of

PICKLES, CATSUPS, SAUCES,
VINEGAR, CIDER, ETC.

QUEEN QUALITY PICKLES

UNIVERSAL FRUIT SAUCE

PARAGON PICKLES

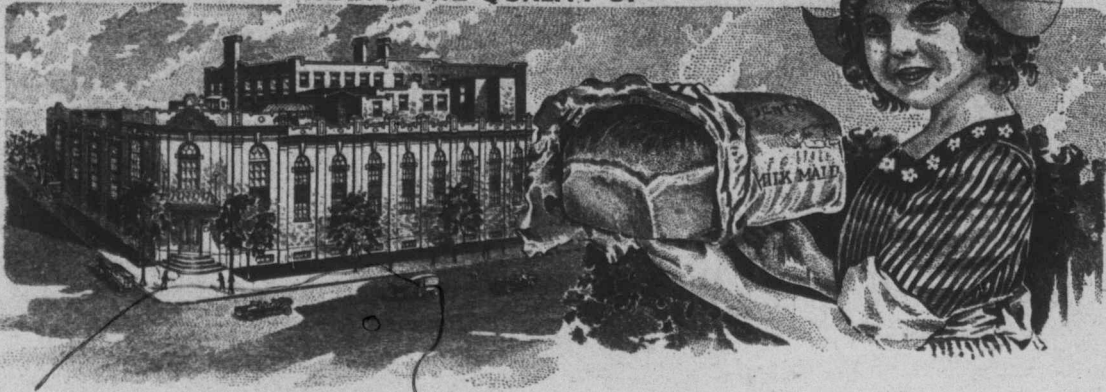
CATSUP RELISH

**TAYLOR & PRINGLE'S
PRODUCTS ARE GOOD
PRODUCTS**

THE MARVEL BAKERY WHERE

TELEPHONES.
WESTMOUNT 3566-3567-3568

Dent Harrison
KEEPS THE QUALITY UP



CORNER OF PRINCE ALBERT & SOMERVILLE AVES.

WESTMOUNT, P. Q.

A Peep Behind the Scene

The above cut shows how DENT HARRISON'S BREAD is baked.

The loaves to be baked enter the

Three Huge Travelling Ovens

at the end not shown and travel through the baking chamber very slowly, taking about thirty minutes to travel fifty feet. Then, being beautifully baked, they are automatically delivered on to a table in front of each oven. The bread is turned out of the pans on to a travelling conveyor and taken to the cooling room, ready to ship to

Our Country Customer

The bread is packed neatly in cartons of two, three and four dozen sizes, fruit cake in cartons of sixteen pounds, and mother's cakes in one dozen lots, shipped anywhere in the Province.

Send us a trial order. Write, 'phone or wire for quotations.

Dent Harrison, Westmount, P. Q.

The House of Quality Fruits

THE FIRM FOR SERVICE

Established 1861

Fresh arrivals every day of all seasonable green vegetables: Lettuce, Radishes, Cauliflower, Parsley, Green Onions, Cucumbers.

Extra Fancy Florida Tomatoes and Celery

We make a specialty of Tomatoes. We repack everything in our own warehouse. Every tomato sound and ready to use. Absolutely no waste to you.

Order a crate to-day.

Golden Orange Brand Sunkist Navels and RUBY BLOODS

Our Service Satisfies

HUGH WALKER & SON

GUELPH, ONTARIO

Another Step Forward

WE were among the first to put up tea in sealed packages.

We were the first to use automatic electric weighing machines, so as to insure accurate weights.

We were the first to make known the qualities of the now world-famous ASSAM teas.

And we are now the first to adopt a new package for the better protection of these fine quality teas.

The lead package has served its purpose well for generations, but it was easily broken or torn, allowing not only a loss of tea from the package, but exposing the tea to the air, odors and dust that it was so necessary to protect the tea against.

Our new package — the WAXED BOARD carton — is stronger, more secure, and more completely airtight; altogether the best container for tea that has yet been devised.

Ask one of our travellers to show you the Red Rose WAXED BOARD carton.

T. H. Estabrooks Co.
LIMITED

St. John Montreal Toronto Winnipeg Calgary





Satisfied customers are the rule where these two lines are concerned.

They are good repeaters and good profit makers.

How is your stock of Robinson's Barley and Groats?

*Always
Popular—*

**Robinson's
"Patent" Barley
and
Robinson's
"Patent" Groats**

Canadian Agents:

MAGOR, SON & CO., LIMITED, 191 St. Paul Street, MONTREAL
TORONTO BRANCH: 30 CHURCH STREET

If You're Looking for Better Western Representation

we will be very glad to give you all particulars about our efficient Wholesale Grocery Organization with an

**Annual Purchasing Power of
Twelve and a Half Million Dollars**

Our connection covers the field thoroughly from the Great Lakes to the Pacific Coast, and we represent nothing but first quality products.

May we send you all particulars?

The Consolidated Purchasing Co., Ltd.
313-319 Pacific Ave., Winnipeg, Man.

E. Nicholson, Genl. Mgr.

CANADIAN GROCER

Vol. XXXIII.

TORONTO, APRIL 4, 1919

No. 14

Few Buyers Ask for Ammonia by Brand

Would Not Be Shelf Room
For All the Brands—
Must Specialize

The main point brought out in this series of articles is that the dealer has first to be sold a given article; that once he gets behind it he can sell it to his customers. The reason a good dealer can do this is because he has the confidence of his customers. He has gained their confidence by giving value and selling satisfactory merchandise.

Investigations show that it is totally impossible for any merchant to stock every brand of every line offered him. He must choose from among a number one or two which, in his opinion, will bring him the most satisfactory returns, customer satisfaction included. He does not select a given brand for any one reason. Other things being equal he bases his selections on quality; or margin of profit; or how well he knows the manufacturer; or appearance of the package; or how much his customers already know about the goods; or how well he likes the traveling salesman, or on some other reason. The dealer requires a lot of information on a line before he can be induced to stock it.

The interviews further show that when a retailer does stock more than one brand of an article, he buys one in 5 to 10 case lots and more, whereas the others are bought in dozens or single cases. In most instances he is found to be SOLD himself on one and that is the line he gets behind. The following article on Ammonia Powder demonstrates actual conditions in retail stores bearing on the above points.—
Editor's Note.

BENSON, Brothers, Guelph, Ont., stock practically only one brand of Ammonia Powder. They do at times carry a small lot of another brand, but the one first mentioned is the only one that is of any consequence in their business.

"We stock only this line, because to stock more extensively on such goods means that we have too large an amount of capital tied up in one line. Comparatively few people, we find, ask for Ammonia by brand name. When they do, we do not attempt to push the line we handle in a way that would annoy them. We merely tell them that we are selling

This series of articles based on the attitude of retailers to certain manufacturers and their goods demonstrates the important point that the retailer must be considered by the manufacturer when he is laying his plans for developing distribution.

"As a retailer who is trying to serve the public to the best of my ability," said one merchant the other day to CANADIAN GROCER, "I am firmly convinced that the manufacturer who co-operates most closely with the retailer in regard to his margin of profit and the assistance he gives him in selling his goods—providing the quality of his product is what it should be—is the manufacturer who is going to get the most out of the retail trade.

"Sometimes we merchants do not stand behind the manufacturer who stands back of us in the way we should. When we get fair treatment it is our duty to endeavor to get behind his goods because we need the manufacturer in our business just as much as he needs us," he added.

—brand, that we believe it to be one of the best, that probably other lines, including the one for which the customer asks, may be just as good, but that it is impossible to carry a good stock of all these brands without tying up more capital than the business in this particular item justified. There is no effort to induce the customer to change from the line she may ask for to the one we carry. We offer always to get the line required for her, but find that in the majority of such cases the customer is quite ready to take the line we carry."

Not Shelf Room Enough

"If we carried everything that people may happen to ask for, all the brands of various commodities, we would not have shelf room to display them," stated Mr. Heuther, of Heuther and Todd, Guelph, Ont. "It is necessary to decide on certain lines. You can't buy many lines such as Ammonia Powder," he stated, "in 25 case lots. We buy one brand that way, and stock two other brands as well. Our big sale is naturally for the brand we stock extensively. There are few people who ask for Ammonia Powder by brand name, and where they do in our experience it has been to ask for the line we carry most of."

"I cannot say that we definitely push this line in preference to the others we

Customers Ready to Accept
Word of Merchant Regarding
Lines He Carries

carry, but I suppose we just naturally hand it out to a customer who asked merely for Ammonia Powder. Sometimes too we make window displays of Ammonia Powder, in which case it would always be this particular brand that was displayed, as we do not as a rule carry enough of any other brand to make a creditable display. In our opinion it is necessary to concentrate on some line in a case like this in order to get the most out of it."

Reasons for Discontinuing

Hood and Benallick, also of Guelph, Ont., handle at the present time three lines of Ammonia Powder. They have handled two others at different times, but have since discontinued stocking them. In the one case this was due to a matter of price, and in the other to the fact that the package was considered to be too similar to another they were carrying and tended to cause confusion. Of the three lines they handle they stock two in about equal quantities, but the sale is mainly in one brand.

Mr. Benallick stated that this was not the result of the demand of the customer, as only a negligible number of people asked for Ammonia Powder by brand name, the big majority merely asking for Ammonia Powder.

"In that case," Mr. Benallick was asked, "what do you send?"

"We mostly send——, though we have clerks at special times who put up orders that are taken by other members of the staff; they might put in another brand that happened to be more ready to hand at the time, if the brand name were not stated, for myself I would choose—— unless a definite preference were stated. For one thing we have never had the slightest difficulty when we send out this line. It always sticks, probably because the customer knows more about it through the publicity that has been given to it, while sometimes when we have sent out other brands we have been asked to exchange them."

J. C. Hadden, Quebec street, Guelph, handles two brands of Ammonia Powder. Used to stock another brand, but finding that customers did not ask for the goods by name, he decided to curtail the number

of the varieties carried. Another brand he would not stock, because he said it was a 5-cent line, and he could see no reason for selling a 5-cent package when it was as easy to sell a 10-cent line.

Of the lines he carried, he gives the customer whatever brand he has most of at the moment, as a method of keeping his stock even, and finds no difficulty.

Stocks Only One Line

A. J. Groom, Guelph, Ont., stated that he used to handle a certain brand Ammonia Powder, but that for the past five years he has handled another exclusively.

"I liked the traveller who was handling that line," stated Mr. Groom. "We were in the market one time when he happened in, and he offered me a price on a quantity lot that looked all right so I took it, and I have been selling it exclusively ever since. We buy 50 cases at a time, and that quantity price gives us a nice margin on the line.

"There are times when customers ask for other lines, though such instances are infrequent in the case of Ammonia Powders. When they do we simply tell them that we carry only——, that we have chosen it because it is impossible to handle all brands, and handle them successfully, and that we have therefore decided upon the one that we believe to be the best. In adopting this course, as far as my memory serves me, we have never lost a sale."

J. A. Dwyer, Parry Sound, Ont., carries three lines of Ammonia Powder, but the bulk of his sales are in one of them, and have been for the past fifteen years. A good many customers, states Mr. Dwyer, now ask for Ammonia by brand name, though he does not know how this demand developed. Where they did not specify the brand he would give them——. He would do this, he states, because he buys this line in 5 case lots and gets a special price on it that makes it more profitable to handle.

Could Sell Any Quality Brand

H. C. Mohr, Milverton, Ont., sells only Ammonia Powder. He finds that practically no one asks for Ammonia by brand name, and he is confident that he could sell any other brand equally well. He has however been selling this line exclusively for several years, and has developed quite a sale for it.

Clause Walker, manager of the grocery department of Hope Bros., Preston, Ont., states that the store handles only two lines of Ammonia Powder. One of these brands sells much more readily and consequently in larger quantities than the other. Mr. Walker finds that some of his customers now ask for Ammonia by brand name, but invariably the line he has got behind for so many years. There are a good many people who do not do so. In these cases the store would sell them his favorite. Mr. Walker is confident that he could build up a demand for any line that he had confidence in. As an illustration, the store formerly handled another line of Ammonia Powder. They later had greater confidence in the line

now selling best and consequently sold it. In this they were aided by the customers' demand, but the real incentive to change the brand came entirely from the store.

W. R. Smith, Seaforth, Ont., handles only one brand. It has been the best seller for twelve or fifteen years. During that time they have tried other brands but have found that this brand sold most readily, and satisfied the customer best, so they have settled on this line and handle it exclusively.

Quality First, Then Profit

A. A. Cuthill, Seaforth, Ont., stocks two lines of Ammonia Powder but finds the bulk of his sales in——. This has been the case for fifteen years. He finds that few customers in his experience ask for Ammonia by brand name, and when they do he has confidence enough in this line to suggest it, as he is familiar with its quality and uses it in his own home.

"From our own viewpoint," Mr. Cuthill states, "we consider quality first, then profit. If we may use the term the most 'profitable profit' is the discount from large purchases and the saving in freight by purchase from as few wholesalers as possible. From the customers' side we endeavor to please, to satisfy them with every purchase. We never endeavor to change the customer to other brands unless we are convinced that these are superior to those we have in stock. Then we recommend them to our customers for trial and await results. In rural districts such as this one a great deal of dependence is placed upon the word of the merchant and therefore he has to be guarded in his recommendations to pronouncements upon the merits of any article he offers for sale."

Lewis and Kreig, Preston, Ont., stock four different brands of Ammonia Powder, but for two years past have been selling mostly——, and have been putting their efforts behind the sale in this line. "We believe in its quality," they state, "and we buy it in larger quantities and get a better price on it."

Confidence in Clerk a Factor

"There are very few people who ask for Ammonia by brand name, and when they do they can generally be persuaded to take some other line if they know the clerk and have confidence in him. As an instance, some time ago we used to handle practically all——. Then we stocked the brand we are featuring at present, and have practically no sale for the line that we formerly sold largely."

It is interesting to note that the line that has been discontinued by this firm is the same that represents the bulk of the sales in the store of Hope Brothers in the same town, where it might be presumed if the consumer demand was strong enough to influence the sales in one store, it would be strong enough to maintain the sales in the other.

C. A. Farmer, Perth, Ont., states, "Ammonia appears to be one line that is practically never asked for by brand name."

BRITISH GOVERNMENT WILL NOT REQUISITION SALMON PACK

The British Food Controller in a recent announcement stated definitely that it was not the intention of the Government to requisition the Canadian pack of canned salmon, as was done last season, nor yet to purchase the pack. The order announcing this decision is as follows:

"In order that canned goods importers and distributors may take the necessary steps for purchasing their supplies of the 1919 pack of American and Canadian canned salmon the food controller states it is not his present intention to purchase this pack or requisition the supplies on arrival in England. If, however, circumstances render it necessary, maximum prices may be imposed for the sale of this salmon."

THREE RIVERS HEARS T. EATON CO. WILL LOCATE BRANCH THERE

There is a report current at Three Rivers that the T. Eaton Company of Toronto is negotiating for the purchase of a large storehouse and salesrooms in that town.

Some weeks ago it was known and admitted that the company had been negotiating with the Quebec Railway, Light and Power Company for the purchase of, or, at least, the lease of their large seven-storey building in St. Roch, but nothing further had been heard.

It appears now that the Toronto firm is looking for a place at Three Rivers.

FOOD OFFICES CLOSED

The offices of the British Ministry of Food for Canada, Montreal, have been closed. These were operated under Lieut. F. H. Woodward, R.A.S.C. and the chief function of the Montreal office was to facilitate the handling of meats and provisions. The office also served a useful purpose in disseminating various information required by these in the trade, and others.

During the period of operation, this office is said to have assisted in the shipment of some 46,000 tons of food-stuffs to England and France. From this time forward, the business will be handled from New York, the office there being at Room 401, 165 Broadway.

GOVERNMENT WILL APPOINT COMMISSION TO INVESTIGATE

Ottawa, April 2.—The Government will appoint a commission composed of representatives of capital and labor to investigate conditions and devise measures to bring those two forces to an amicable understanding. Among those likely to be asked to act on this commission will be Tom Moore, President Beatty of the C.P.R., and a representative of the Great War Veterans. The big industrial interests, including steel, lumber and different manufactories, have been in consultation with the Department of Labor for some time on the proposition, and it is understood that the personnel of the commission will be announced shortly.

Simple Book-keeping for Merchants

Closing the Ledger and Bringing Forward the Balances—How the Man Already in Business Can Adopt the System—Methods of Expansion to Suit Large Business

By C. J. MORRIS

(Concluding Article)

WITH regard to closing up our Ledger, all accounts up to and including page 302 will appear in their complete form exactly as shown in the second article of this series appearing in Feb. 7 issue.

To complete the Goods Account, page 304, we must enter as Balance on the Cr. side the value of goods on hand as per inventory taken at time of stock-taking, viz., \$1,928.95. The balance shown of \$1,825.14 was only for purposes of getting out a trial balance, will have been entered in pencil only and can now be erased. The difference between \$1,928.95 and \$1,825.14 is \$103.81 and this amount we enter on the Dr. side of the Goods Account To Profit and Loss. The totals on each side will then amount to \$2,317.16. This amount of \$103.81 we now enter as By Goods in the Profit and Loss Account. The Account on page 305 which we have now changed to Fixed Charges Account will consist of one entry on the Dr. side—To fixed charges \$25.00, and one on the Cr. side—By Profit and Loss \$25.00, and this same amount of \$25.00 we shall enter on the Dr. side of the Profit and Loss account To fixed charges \$25. The Sundry Trade Expenses Account, page 307, is closed in the same way, entering By Profit and Loss \$20.55, instead of By Balance, and a corresponding entry will appear on the Dr. side of the Profit and Loss Account to Sundry Trade Expenses, \$20.55. We complete our Profit and Loss Account by entering on the Dr. side To Profit \$59.85 as shown in the statement in our last article and as this money is still in the business in some form or other, we enter an equivalent amount on the Credit side of the Capital Account By Profit \$59.85 and our entry on the Dr. side then becomes To Balance \$2,859.85, instead of \$2,800.

Our Profit and Loss Account now balances itself and in its final form appears as follows:

Dr. Side	
To Cash Short35
To Discount15
To Fixed Charges	25.00
To Sundry Trade Expenses	20.55
To Capital	59.85
	\$105.90
Cr. Side	
By Discounts taken	1.74
By Cash over35
By Goods	103.81
	\$105.90

The item to balance \$1.59 was only used for the purpose of a trial balance and is now erased.

A double line should next be ruled across each account and the balances must all be brought down to the opposite side. Thus Mrs. Black's account, page 1, will start afresh on the Dr. side with Jan. 5. To Balance \$3.85.

Anderson's account on page 201, will start afresh on the Cr. side with Jan. 5, By Balance, \$37.10.

The Bank Cash and Goods Accounts will all start with Dr. balances. The Fixed Charges, Profit and Loss and Sundry Trade Expenses Accounts all balance and will start afresh with both sides blank. Capital Account will start with By Balance \$2,859.85 on the Cr. side.

It will now be seen what any one already in business must do to adopt this system. He must open accounts for all his debtors and creditors as shown on pages 1 to 204 of our model Ledger, entering all balances due to him on the Dr. side and all balances owing by him on the Cr. side of the various accounts. The amount of cash at Bank and cash in hand and the value of goods on hand he will enter on the Dr. side of his Cash, Bank and Goods Accounts. The value of all fixtures, furniture, and everything of every description used in connection with the business he will enter on the Dr. side of the Furniture and Fixtures Account. He will open a Fixed Charges, a Profit and Loss and a Sundry Trade Expense Account, but these will have no balance brought forward. Finally on the Cr. side of his Capital Account he will enter amount to correspond with those on the Dr. side of the Fixtures, Cash, Bank and Goods Accounts and in addition the excess of accounts receivable over accounts payable. If, however, the latter exceed the former the excess must be entered on the Dr. side. His method of procedure will then follow exactly that we have illustrated throughout.

It has been here shown how the accounts can be kept by the use of two books only but in many cases some extension of the system will be found desirable. The Journal as here described might be used as a rough entry book only and the entries transferred each day into two other books, one of which, the Cash Book, would contain all entries relating to cash and the other all those relating to goods. Or it may be found desirable to use a Journal or a Cash Book instead of a Journal only, without any rough book.

Then again with regard to Ledgers, if the business is one of any magnitude, it might be worth while to use three Ledgers instead of one. One a Bought Ledger for all goods bought, the second a Sold Ledger for all goods

sold and the third for the other accounts. Where there are assistants and the proprietor does not wish all his business arrangements to become known to them he will keep a Bought and Sold Ledger and will include the Cash and Goods Account in the latter, with a private Ledger for the remaining accounts to which the clerks would not have access.

Points are sure to arise in every business which will require special treatment but the use of a little common sense will usually overcome any difficulty that presents itself.

Many Ledger accounts not mentioned herein may be found necessary in different businesses. Where there are many entries of the same kind to be made it is always better to open a separate account, such as for Empties, Freight, Goods Returned, Goods Damaged. Where there is only an occasional empty, of course, it can be entered in the Sundry Trade Expense, Goods or Profit and Loss Account. If the business is large enough separate Ledger accounts may also be opened for advertising, salaries, rent, light and heat, etc., but this will not alter the system in any way.

A few words must be said on the subject of salary and rent especially, as this concerns especially the small man who is likely to use this system. Every merchant should pay himself a salary and should also pay a salary to any of his own family who assist him in the business. He should also pay himself rent, if he owns the premises. The writer was explaining this to a merchant a few days ago. "Oh yes," was the reply. "of course, I understand all that, but I should be simply taking it out of one pocket and putting it into the other so I may just as well save myself the trouble of doing that. I get it all the same."

This man, of course, missed the whole point, which is that unless he makes these payments out of the business he is certain to come to the conclusion that the business is making more profit than it really is. Unless the business brings in sufficient to pay him a salary such as he could earn were he working for some one else, to pay any of his family for work they do and to pay him the rent he could get for the premises were he to let them to someone else—unless it brings in sufficient to pay these expenses and give him a profit in addition, the business is mismanaged and he would be better off working for someone else, receiving rent for his building, and allowing his family to work for standard wages. If the business re-

Continued on page 32

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. T. HUNTER - - - - - Vice-President
H. V. TYRRELL - - - - - General Manager

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

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DAYLIGHT SAVING

THE farmer got his way in the matter of daylight saving in the Legislature. According to law, he goes right along his accustomed way, and that will be plain sailing as long as he has nothing to do with the railways or the cities. But when he wants to ship his milk or his hogs or go to town, it looks as though he would have to set his alarm clock according to the unofficial rather than the official time of Canada.

A CHANCE TO DISPOSE OF \$500

CERTAIN newspapers are featuring an interesting scheme emanating from Windsor, Ont., whereby anyone who has \$500 to invest can become branch manager for a large grocery corporation, and earn \$50 or upwards weekly. Absolutely no knowledge of business is required, according to the advertisement, to achieve this satisfactory result. L. R. Brown is the name attached to the advertisement, who apparently is the representative of the "large grocery corporation, selling groceries at factory-to-consumer prices." Now this may be an entirely new scheme, but a casual glance at the glittering offer suggests to our mind other equally glittering propositions that have Windsor, Ont., as a home, and it might almost appear that the same philanthropic soul is behind both activities.

A WORD ABOUT PRICE

CHAIRMAN PECK, of the Department of Commerce Industrial Board, of the United States, is out with a prediction of an early drop in prices, and an explanation of Herbert Hoover's statement that if there were free wheat we might see wheat selling at \$3.50 a bushel. It is clear, as Mr. Peck points out, that there can be no free market at the

present, and that therefore Mr. Hoover's suggestion was only a cheery word thrown out to the American Government, who are going to have to pay the sum that represents the difference between what they promised the farmer for his wheat, and what they may expect to get for it.

If the world's markets were free, prices might go anywhere, for starving Europe would be in at the bidding, but markets are not free. Starving Europe is going to be doled out its food, and will have nothing to do in setting a price.

As matters, then, stand, lower prices are a practical certainty, but we cannot see with Mr. Peck that there can be any immediate material declines. The evidence of the past few months appear to be against any such conclusion. Declines will be sure and gradual. In that way they will harm no one.

CONSUMERS' ASSOCIATION AT A NEW ADDRESS

SOME advertising under the name of Mrs. A. Byers, Niagara Falls, urges the public to take advantage of the opportunity to join the Money Saving Club. While the address is Niagara Falls, the organization is merely the Consumers' Association, of Windsor, Ont. The list of bargain prices is the time-honored list that has been used as a bait for that organization for several years. The prices quoted are, of course, preposterous. We have explained how this organization operates many times, and there is no purpose in repeating it here. Every merchant knows the rough idea of this system, and he should do his best to safeguard his customers against any connection with this scheme.

A BETTER DAY COMING

THE opinion was expressed to a representative of CANADIAN GROCER the other day by a successful retailer in Eastern Ontario, that there was a great deal better day in store for the grocer in the future. His reasons were that people were beginning to realize there was not such easy money in the retail grocery business as it has been generally thought. Wages of mechanics and laborers have been rapidly increasing during the past few years and few of them would care to give up a good thing to go into the grocery business where net profits were small and where such great care has to be exercised in buying, selling and handling credits.

For these reasons, he maintained that the grocery business in the future will be confined to the better class stores, those that are aggressive and develop business—that have capital behind them and are able to secure the variety of goods necessary to a good turnover. When that time comes he felt that the retailer could demand and would secure a margin of profit from all manufacturers that would properly compensate him for the important work done in passing the goods on to the ultimate consumer.

Three-Cent Postage Likely to Remain

War Tax on Letters Means About Six Million Dollars a Year and Looks Good to the Minister of Finance—Two Cent Postage to Become Effective Again in United States July 1

By T. M. FRASER, Ottawa Representative of the MacLean Publications.

OTTAWA.—In the House the other day a member asked the Government if it was aware that the two cent letter postage rate and the one cent drop letter postage rate are to be restored in the United States on July 1? If so, was it the intention of Government to adopt similar letter rates for Canada this year? Hon. Mr. Rowell replied that the knowledge had come to the Government's ears; and what they proposed to do would be made known when the budget speech was made. That is about all the satisfaction one ever gets when making inquiries as to what is to be done in the future on any matter of Government policy, particularly if involving revenue; so you have to turn to and dig up reasons which would make it probable that the Government might take a certain course.

Works Out Well

The fact that the United States is about to return to the pre-war rate of postage need not necessarily affect us much, except as an example. They put the low rate in effect on November 2nd, 1917, and it seems to have been a good thing for them; because the U. S. post-office had a surplus of nineteen million dollars last year, about double the largest previous surplus on record; and surpluses over there are not the rule.

The additional cent postage imposed in Canada was not imposed by the post-office department; it was a war tax, for which the Minister of Finance was responsible. It produces an extra revenue of about six million dollars a year; and six million dollars looks good to a Finance Minister who has over one hundred millions of a visible deficit between revenues and proposed expenditure. It seems extremely doubtful if that particular war tax will be dropped this year. No one has made very much complaint about it, and it does not bear very hard on anyone.

Helped Materially

While the Post Office Department showed a surplus of nearly three million dollars last year, when we recall that about six million dollars of its revenue comes from this war tax, it can be seen that it would have had a deficit of about three millions if the tax had not been on. The conditions during the war were very unfavorable for the department. Not only were there a large number of stamp consumers out of the country, at the war, but the immense business carried on with them through the postoffice was all done free; and in addition there was the fact that there was a double burden of expenditure on the department from the fact

that employees overseas were on full pay, and their places had to be provided for here as well.

Has Been Resumed

Another vital factor in reducing the revenues of the department was the fact that the parcel post revenue was cut off. It was suspended during the war for various reasons; as, for example, the fact that it was found that Russia, Japan, and some other countries were using it largely as a cheaper form of freight service than they could get on steamships. It has now been resumed to practically every place except Russia and some unsettled parts of the Balkans.

The expenses of the department have

advanced very heavily, in the face of the decrease in revenue. Out of the total increase in expenditure of about a million and three-quarters for the year ending March, 1918, over two-thirds was for salary increases.

Great Britain did not put on a postal war tax, as we did; she increased the rate to three cents straight. The rate in France was five cents, and by the rules of the International Postal arrangement, could not be increased for foreign postage. Great Britain has shown no indication of returning to the old rate at present.

While nothing definite will be known until the budget appears, it is not considered probable that the war tax will be removed on stamps.

No British Jams For Export Until Fall

British Firms Finding Difficulty in Satisfying Home Consumption—Marmalade Plentiful—Glass Container Shortage a Factor in Situation

From Special Representative in London, Eng.

LONDON, England, March 20.—Jam supplies in the United Kingdom are still very short, and firms are experiencing difficulty in satisfying all demands for home consumption. The Ministry of Food is restricting the sales in the proportion of 25 per cent. of jam to 75 per cent. of marmalade. The latter is now plentiful, due to a good season's orange crops having arrived. Fruit is greatly lacking in variety, but the release by the Government of Australian jam coming into Liverpool has helped to ease the situation.

The army is still consuming a large quantity of jam, which in normal times would be available for export. There is also the lack of tonnage, and the embargo placed upon this class of foodstuff is to be taken into account. Firms do not contemplate being in a position to resume their export trade for some months to come.

One leading firm says that they will be unable to ship any jams until after the new season's fruit is to hand from August to October.

Shortage of Glass Containers a Factor

The destruction during the war of the glass industries of Belgium and the north of France, from whence a large quantity of glass jars and containers used to be supplied to the United Kingdom has created something like a famine in these articles. English glass makers are endeavoring to increase their production to meet the demands, but they find difficulty in obtaining coal in sufficient

quantities to fire new furnaces and the requisite amount of labor necessary for the extension of their plant.

The shortage of glass containers has been responsible for the universal introduction of the "carton" containers as a substitute for the jam jar and china pot. Cardboard as an efficient container has proved itself indispensable in this war and has undoubtedly come to stay.

ENGLISH GROCERS PROVIDE FOR FUTURE

London, England, March 20 (Special).—The English Institute of Grocers have not been allowing the grass to grow under their feet during the war. With their attention always riveted on the trade education of the rising generation of grocers they have been maintaining a regular correspondence with all their members on military service overseas. At the present time arrangements are under way with the Military Educational authorities for providing classes and courses for those on foreign service who cannot at the present be demobilized. It is hoped in this manner to keep the men in touch with all the best and most valuable knowledge with regard to the progress of their trade. When they eventually arrive home they will find classes in full swing in a great number of provincial centres which have been organized in conjunction with the local educational authorities and polytechnic institutes.

OTTAWA RETAIL MERCHANTS PROTEST ACTION OF INLAND REVENUE INSPECTOR F. W. FORDE

The prosecutions that have taken place in Ottawa of late, appear more like persecution to many members of the local Retail Merchants' Association. Many of the smaller grocers have been brought to court for failing to affix stamps to those articles which come under the War Revenue Stamp Act. That in all cases it is the small dealer who seems singled out for notice and that the methods used to secure convictions leave much to be desired is the feeling of the association. The heavy fines inflicted during the last week have been discussed with much spirit and at the meeting held on March 27, the members deemed it time to be up and doing. The following resolution was submitted and will be forwarded to A. E. Fripp, K.C., M. P.:

"It is resolved by the Retail Grocers' Association in regular session that the association support the appeal which will be taken in the Kennedy case, and that the public and the inland revenue department be notified that the association intends to fight every prosecution taken by Inspector Forde under present conditions, and if necessary will carry their fight to courts higher than the police court, believing that many convictions which have been registered have been based upon evidence which is doubtful to say the least."

F. Burgess, in moving the resolution, said that he was of the opinion that the evidence of the defendant in all cases should be taken with as much weight as that of the inspector and his wife, while in several instances it would appear that the reverse was the case.

Personal evidence was given by some of those who had been fined and the belief is expressed by quite a number of those members present, that appeals properly fought out will be rewarded with some convictions being annulled.

ST. JOHN, N.B., CLERKS FORM ASSOCIATION

A large number of clerks employed by wholesale and retail establishments in St. John met this week to consider plans for the formation of an association for mutual benefit and improvement, and to deal with matters relating to better working conditions. Several committees were appointed to confer with those engaged in various lines of business and ascertain the amount of support which such an organization would receive. Another meeting will be held soon.

After outlining the purpose of the meeting, the chairman, A. C. Wilson, called upon A. H. Wetmore of Puddington, Wetmore, Morrison, Ltd., wholesale grocers, past president of the Board of Trade, to address the gathering. Mr. Wetmore advised that there would be much to gain by forming such an association. He thought that differences between employers and employees as to hours of work, overtime, wages, etc.,

could be settled more satisfactorily to all concerned if they were dealt with through united organizations. He believed that it would prove beneficial to both employers and employees.

W. Frank Hatheway, of W. F. Hatheway & Co. Ltd., wholesale grocers, also addressed the meeting. He said that the merchants had organizations of their own and they could not object to the clerks following their example. Personally, he favored shorter hours and a rate of pay at least sufficient to enable the employees to live comfortably.

NO FURTHER PREFERENCE FOR MARITIME FISHERIES

The assistance given to the Maritime fishing industry is, it appears, to be a thing of the past. The matter was raised at a sitting of the Commons Committee on Marine and Fisheries.

W. S. Loggie thought the committee should take some action in regard to the proposed discontinuance by the Government of the payment of one-third of the express charges of fish from the Maritime Provinces to points in Quebec and Ontario.

Subsequent to the discussion, G. J. Desbarats, Deputy Minister of the Naval Service, stated that Mr. Loggie's impression that the Government intends to stop payment of one-third of express charges on fish is correct. All dealers have been notified that these payments will cease after April 1. This policy was embarked upon ten years ago with the purpose of encouraging the development of the Atlantic fisheries. It was now being discontinued because an efficient freight refrigerator service has been established. Mr. Desbarats also referred to the high prices now being received for fish as another reason why payment of a portion of express charges is now unnecessary.

BUTCHER'S CASE DISALLOWED

Mr. Justice MacLennan, in the Superior Court on Saturday last gave judgment quashing three writs of prohibition that had been issued at the instance of James Tweedie, master butcher, of St. Henri, who sought to restrain the city of Montreal and the Recorder's Court from proceeding with the hearing of information that had been laid charging him with having conducted an abattoir contrary to the civic by-laws.

Forty tons of hay were destroyed recently by fire of unknown origin in the ice house of the P. Baillageon Ice Co., 674 Ontario street, Maisonneuve, Montreal, before the firemen could extinguish the flames.

Damage estimated at \$100,000 was done by fire of unknown origin last Saturday night at the premises of Stanislas Robitaille & Co., wholesale importers of fireworks, toys and twine, 100 St. Paul street east, and also at the premises of Arthur Favreau, manufacturers' agent, at the same number. Damage estimated at several hundred dollars was also done on the premises of Pateraud & Carignan, next door, through water.

BOOKKEEPING FOR MERCHANTS

Continued from page 29

quires more capital he can put the money back into the business as capital, only he should let the books show it.

A simple set of books such as has been described will enable him at any time to find out exactly what he is worth, whether he is making a profit or not, what his assets are and where they are, and what his liabilities amount to. If any point has not been made quite clear or if any point arises which has not here been dealt with, the writer will be pleased to answer any queries addressed to CANADIAN GROCER.

EGGS WORTH MILLIONS

The value of the eggs and poultry marketed during the fiscal year ended March 31, 1918, in the Dominion was between seventy and seventy-five million dollars, of which the eggs represented from fifty-eight to sixty millions, according to an estimate in the report of the Minister of Agriculture for that period.

FRANCE IMPOSES HEAVY PENAL- TIES FOR PROFITEERING

Drastic measures to prevent increased prices of foodstuffs and speculation to corner foods have been taken by the French Government. Prison sentences ranging from one month to a year and fines from 500 francs to 50,000 francs are provided for any attempt to interfere with free commercial competition. Much heavier penalties are provided in a case of a person operating illegally in a commodity in which he does not deal habitually.

Publicity is to be given to persons convicted, not only in the newspapers, but by affixing documents to their homes, shops or other places of business. A provision of the bill is that a second offender, on conviction, may be forbidden to exercise any trade for five years and is also forbidden to accept employment in any capacity in an establishment in which he has previously worked.

COBOURG, ONT., GETS PULP INDUSTRY

New York State Company Open Negotiations for Plant Used by Imperial Munitions Board

The Douglas Packing Co., of Fairport, New York, has completed negotiations with the Imperial Munitions Board, and with the Cobourg Industrial Commission and Town Council with a view to establishing a Canadian branch of the industry.

They have purchased the old steel plant from the Imperial Munitions Board and will erect new buildings and instal machinery. \$150,000 has already been voted by the company for this purpose.

The industry will consist of extracting the pulp from apples, which is to be sent to the jam factories. The making of cider and vinegar are by-products. It is understood that machinery has already been ordered.

CURRENT NEWS OF THE WEEK

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

Maritime

G. C. Fearn & Son, general merchants and lobster packers, have sold to T. P. Kemp & Co.

Benjamin Moir, proprietor of Ben's, Ltd., bakers and confectioners, Halifax, has returned from a trip to the United States, where he purchased considerable new equipment.

W. G. Estabrook, of J. F. Estabrook & Son, accompanied by his wife, has returned from an extensive trip through Western Canada and California.

Another St. John grocer who has been spending the late winter weeks in the West is G. M. Barker, of the two Barkers' chain of stores.

A loss of about \$6,000, only partly covered by insurance, was sustained by S. T. Payson, of Westport, N.S., when his general store, building and premises, were practically destroyed by fire.

J. W. Vanwart, of Vanwart Brothers, retail groceries and provisions, has returned from a tour of Western Canada, the Pacific coast and return through the States. Mrs. Vanwart accompanied him.

E. A. Goodwin, St. John, wholesale fruits, etc., accompanied by Mrs. Goodwin and Miss Estabrooks, daughter of T. H. Estabrooks, has returned from a trip of eight weeks' duration through Western Canada and California.

Walter Gilbert, of Gilbert's grocery, and J. E. Angevine, of Angevine & McLaughlin, grocery manufacturers' agents, St. John, have returned from England where they spent six weeks renewing business connection interrupted by the war.

W. G. Scovil and Howard Ryan have opened a grocery and general store in Hampton, N.B., in the premises formerly occupied by T. G. Barnes & Sons for many years. The store has been completely renovated to meet modern demands and the equipment also is in keeping with modern ideas.

Two leading grocery stores of Windsor, N.S., were destroyed when the buildings in which they were located, and their stocks were consumed recently in a fire which wiped out the block in which they were located. Murphy & Demont lost the building which they owned and occupied in part, valued at \$15,000, with stock worth \$5,000, insured for \$8,200. Shand Brothers lost stock valued at \$3,000, and A. P. Shand was the owner of the building valued at \$15,000 in which they were located.

Quebec

Jos. Chartrand, grocer, Montreal, is dead.

G. W. Stepan, of Robin Hood Mills, Eastern Canada Office, Montreal, is away

at Minnesota points on a three weeks' vacation.

W. J. Sheely, manufacturers' agent, has moved his office to Room 215, St. Nicholas Building, Montreal.

Wallace J. Baker, representing the Canadian Feed Manufacturing Company, Fort William, was in Montreal this week.

Leopold Limoges, of Z. Limoges, Enreg'd, Montreal, spent a week or ten days in New York, returning on Tuesday.

Ontario

Mrs. A. Faneau, grocer, Ottawa, has sold to L. McKay.

John W. Kelly, Toronto, has sold to Wm. Kemmis.

P. C. Gillaume, grocer, has been succeeded by H. Begras.

W. F. Will, grocer and meats, Hamilton, has sold to F. Fraser.

The estate of J. Bullman, Ottawa, has been succeeded by G. T. Herbert.

Horton Manson, general merchant, Stedden, has sold out to Hallam Keillor.

Harry Rose, general merchant, Copleston, has sold his business to Holmes & Cameron.

J. W. Jamieson, general merchant, Thorndale, has been succeeded by Walter Pitt & Son.

Frank Stafford & Co. have been succeeded in their Barry's Bay store by C. and D. Murray.

The Baldwin Evans Co., general merchants, West Lorne, have been succeeded by R. E. Evans.

J. E. Paddison, Alliston, has sold out his grocery and provision business to T. E. Reynolds.

H. J. Kettle and Henry Sargent, Midland, suffered loss in the serious fire that recently visited that town.

E. N. Des Rosier, general merchant, suffered fire damage in the serious fire that visited Sudbury, recently.

C. Hicks, who has been in the grocery business in Guelph for well on to twenty-five years, is retiring and has sold his business to Nichols & Son.

D. C. McGregor has purchased the stock and goodwill of J. H. Pfaff & Son, Paisley, and will considerably enlarge the grocery department of the store.

W. Hanna & Co., Port Carling, have dissolved partnership by mutual consent. The business will be continued under the same name by three of the former parties, William Hanna, W. Fred Hanna, and Wiman A. Hanna.

Fire broke out mysteriously recently in the basement of the grocery of W. M. Dempsey, corner of Raglan and Munroe streets, Renfrew. Mr. Dempsey managed to keep the flames in check until the arrival of the fire department, who used chemical extinguishers.

Mr. Hiscocks, a merchant of Teeswater, narrowly escaped injury recently. He was coming into Lucknow from a business trip to Lochalsh when his car started to slide down hill. It went to the bottom and turned over, but Mr. Hiscocks was not injured.

Roy McTaggart, who was well known in J. Carter and Son's general store, Fort Frances, before going overseas, has decided to open up business for himself. He has secured premises in the store known as the Bishop store on corner of Scott and Mowat streets, Fort Frances, and expects to be open for business about the first week in April.

Puckett & Scilley, retail dealers, Oshawa, Ont., have adopted the collapsible delivery boxes for delivering goods to their customers. Mr. Puckett states they like them fine because they take up so little room around the store. They collapse as soon as the contents are taken out. The collapsible delivery box appears to be an idea that will be used by more and more merchants in the future.

Western

P. K. Robertson, general merchant, Kenaston, Sask., has sold to Percy Hooper.

Samuel Coplan, general merchant, Walden, Sask., has been succeeded by T. Turmen.

R. Gordon arrived in Prince Albert, Sask., recently, from Weyburn to take up duties as manager of the Prince Albert Fruit Company. He had been previously employed by the Weyburn Grocery Company.

CHATHAM, ONT., R.M.A. ELECT NEW PRESIDENT

At a meeting of the Retail Merchants' Association of Chatham, Ont., held recently ex-Mayor Ed. Wanless was elected president, in place of ex-Mayor M. Foreman, resigned. An interesting address was given by W. L. Edmonds of Toronto on cash and credit systems.

FERNIE, B.C., STORES ADOPT UNIFORM CLOSING HOURS.

The stores of Fernie, B.C., are united in a decision to close at the same time. The hours are Monday, Tuesday, Thursday and Friday 8.30 a.m. to 5.30 p.m., Wednesday, 8.30 a.m. to 1 p.m., Saturday, 8.30 a.m. to 2.30 p.m.

START MERCANTILE DELIVERY

A mercantile delivery has been inaugurated at Gananoque, Ont., by several merchants of the town, among them being The Fair, Kelly & Bulloch and G. L. Johnson.

QUEBEC CITY R.M.A. HOLDS ANNUAL MEETING

The annual general meeting of the Retail Merchants' Association, of Quebec City, was held in their rooms last week, and was presided over by O. N. Shink.

After routine matters and general business had been disposed of, the annual report of the year's work was read, which showed that a great deal had been accomplished.

Several important questions were then brought up for discussion, among them being the intention of the merchants to take a keen interest in municipal affairs. The matter of eliminating credit sales in the retail business will be decided at the next meeting. Several merchants were of the opinion that the public would benefit by this motion.

The election of officers was proceeded with and which resulted as follows:

Hon. president, T. Beland.

Hon. vice-president, L. F. Falardeau.

Acting president, N. E. Papillon.

Acting vice-president, Ephrem L'Heureux.

Secretary, Joseph Savard.

Treasurer, T. Simard.

Auditor, L. E. Martel.

Directors, P. J. Cote, Jules Gauvin, A. Grehier, F. X. O. Pouliot, J. D. O. Picard, G. S. Marceau, O. N. Shink, Frs. Bouret, Eug. Julien, G. Lajeunesse, A. Charland, H. C. Faguy, Elz. Turcotte, Chas. Beauharnois, A. A. Lacasse.

MANITOBA R.M.A. WILL MEET NEXT YEAR AT BRANDON

At the Retail Merchants' Association meeting held recently in Brandon, Man., the announcement was made that the association accepted the invitation to hold their annual convention in that city. J. H. Curle, of the Provincial executive, in comprehensive address, spoke of the conventions of past years and offered some valuable suggestions for the carrying out of the same this year. A committee was appointed to formulate plans for the same and to ask the assistance of the Kiwanis Club, Board of Trade, and the wholesalers and manufacturers in the matter, so that the same will be a success.

WHOLESALE FRUIT FIRMS AMALGAMATE

The two fruit firms of Herbert Peters, Front Street, Toronto, and Duncan's Ltd., North Bay, have recently amalgamated under the name Peters, Duncan, Limited. The amalgamation will give the firm its two head offices at Toronto and North Bay and branches at Sudbury, Cobalt and Timmins, Ontario.

BRANDON GROCERS PROTEST TAXATION

The grocers of Brandon, Man., have a grievance. They are being waited on by the police and ordered to take out licenses for confectionery at a cost of \$2 and for tobacco at a cost of another \$2. Already they have to pay \$25 for a cigarette license. This latest demand

has aroused a great deal of resentment and a meeting has been called to consider the matter. The grocers are speculating on the possibility of payment of the confectionery and tobacco license fees giving them the right to keep their stores open till late at night as the tobacconists and confectionery stores do.

SUN SPOTS

"A Vancouver daily newspaper, the *Sun*, has recently taken a notion to boost cash-and-carry stores. We cannot tell what the object is in doing so. Newspapers are not usually in the habit of endangering their support by boosting any particular fad or scheme.

"We have no quarrel with the cash-and-carry stores. So long as the public desire them, they have a perfect right to exist. But what we cannot understand is, why a daily newspaper which derives a great deal of its support from credit stores should go out of its way to boost any particular system. The public should have both sides of the story."—From the *British Columbia Retailer*.

ENLARGE JAM FACTORY

It is understood that contracts will be let in the near future for the building of a \$25,000 addition to the J. A. McDonald jam and candy factory, Nelson, B.C. Mr. McDonald has formed a \$100,000 company with the A. Macdonald company behind the proposition. Mr. McDonald will be president and general manager.

TALLOW MIXED WITH COTTON-SEED SOLD AS DRIPPING

It is stated that before the British Ministry of Food was formed to protect the consumer and control the standards of war products, tallow, only suitable for greasing axles, was being mixed with inferior cottonseed oil and extensively sold as dripping at three shillings and sixpence a pound.

Of Interest to Clerks

CANADIAN GROCER is offering another window dressing contest that is addressed especially to clerks. The details are as follows:

The windows will be judged on the following basis:

1. The novelty of the window display and its unusual appeal in featuring certain lines of seasonable goods.

2. The selling value of the window as demonstrated in actual sales.

The only restrictions are that the goods displayed shall be seasonable, with the contestant left free to demonstrate the seasonableness of apparently unseasonable lines if he sees fit, and that in the case of brahded lines, the window shall not contain the goods of one manufacturer only.

The contest will close April 5.

The Prizes: 1st - \$10.00
2nd - 5.00
3rd - 3.00

All displays not winning a prize, but suitable for reproduction, will be purchased at \$1.00 each.

BEAUHARNOIS, QUE., FIRM CELEBRATES GOLDEN JUBILEE

Have Been in Business Together For Fifty Years Without a Change

On Tuesday, April 1, Ferdinand Leduc and Cyprien Fortin, general merchants of Beauharnois, will celebrate the golden jubilee of their entering into partnership. The firm of Leduc & Fortin still lives in Beauharnois; it has never changed partners and the two originals are still doing business at the old stand.

Ferdinand Leduc was born in St. Louis de Gonzague on April 27, 1846. His partner, Cyprien Fortin, was born at Chateauguay on April 2, 1845.

On April 1, 1869, the firm of Leduc & Fortin was registered at the tutelle office of Beauharnois county, and since that time, and without interruption, they have been conducting their trade as country merchants.

GROCERY STORES ROBBED

The grocery store of Jas. Hopkinson, on Division Street, near Colborne, and Gilbert's grocery store, on Barrie Street, Kingston, were entered by thieves recently and a quantity of tobacco and cigarettes and a small amount of money stolen in each case.

The store of Hope McGinnis, Station St. and Compton Road, Belleville, was entered recently and cigarettes, candy and some other articles were stolen.

CATALOGUES and BOOKLETS

A very interesting little booklet has been published by the Florida Citrus Exchange featuring the various uses for "Sealdsweet" oranges and grapefruit. The booklet is attractively illustrated, and certainly suggests a multitude of ways of serving these citrus fruits that have not been in general use. The same company has issued a calendar giving a daily suggestion for the use of oranges or grapefruit.

New Goods Department

Escoffier Ltd., London, Eng., are placing on the Canadian market some new brands of soups, pickles, chutneys, sauces, etc. Mr. A. Escoffier, who is now chef at the Carlton Hotel, London, was in his younger days chef to Napoleon III. and the Empress Eugenie. Among the brands of goods he is placing on the market here are Sauce "Diable" for fish, "Derby" Sauce for fish, Sauce "Robert" for all viands and "Escoffier" pickles, chutney and tomato chutney.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE grocery markets generally are settling down into a much better position. Business is generally reported as exceptionally good, a return indeed to the general conditions that prevailed before the coming of peace introduced some uncertainty into trading conditions. The buying movement is steady, retailers evidently having pretty well cleaned up their accumulations, and coming on the market again to replace their stocks as required. This condition of affairs is producing a business situation brighter than it has been for some months past.

MONTREAL—In summarizing the markets this week changes have come on many lines. Declines are registered here on lye, soap, canned beans in plain and tomato sauce varieties, Vichy water, cloves, nutmegs, oats and potatoes. The drop on beans is in accord with the very decided lowering tendencies on the various grades of beans in the market.

Among the advances made are those for barley, which is up two cents. Shorts and bran are moved higher, and hay is up \$1.50 per ton all around, due, in large measure, to light delivery by the farmers. Box apples are selling at \$5, and coarse vegetables are considerably firmer, a number of prices being moved up.

Dried fruits are firm and selling fairly well. Corn syrups are very firm under the influence of high corn prices. Coffee and tea markets are steadily high, and rolled oats may be advanced again. New crop maple syrup is quoted at \$2 per Imperial gallon. Trade would be better were weather conditions more seasonable.

TORONTO—The changes in the Toronto market this week are more noticeable in the produce section than in the general grocery markets; butter still remains very high, and shows no indication of any declines. Stocks are light, and export buying heavy. There has been a surprising decline in the export in eggs during the week, but despite that fact the prices have advanced, local de-

mand and the movement into storage being sufficient to account for all supplies available.

There is an improved feeling in the bean market. Beans that have been a drug on the market for some time past are coming into demand, and Canadian beans are quoted somewhat higher, with imported stock holding firm. Lima beans are slightly easier.

There is a good demand for spices, it being evidently the general impression that the market is getting pretty well down to rock-bottom. Tea and coffees are both in strong demand, and are holding very firm, though no changes in price are recorded this week. Rolled oats, too, are in a better position, and while prices are held down by present heavy stocks, there is little doubt that once these stocks have been depleted, there will be a sharp advance to bring the prices on a line with the grain market. It is therefore probable that advances will be noted both in oat and corn products in the near future.

WINNIPEG—The heavy demand for prunes and raisins may result in a shortage, according to the opinion of well-informed handlers on this market. The damaging of the muscatel crop by rains has placed a heavy demand on other varieties of raisins that has resulted in a very firm market. It is expected that the coming season will see record prices for both raisins and prunes.

Canned goods are in heavy demand, and are cleaning up well, though there have been no noticeable changes in prices.

Coffee will advance as the handlers have to go into the market to replenish their stocks, a condition that cannot be long delayed.

The practical failure of the Spanish olive crop is expected to result in very high olive prices.

There is a fear that the Cuban strike may yet result in a shortage of raw sugar that might again bring about the difficult conditions of some months ago.

QUEBEC MARKETS

MONTREAL, April 2.—The changes this week are important and include higher prices for bran and shorts, hay, apples and coarse vegetables. Declines have been effected in lye, soap, canned beans, mineral water, olives, nutmegs, oats and potatoes. There is a fair movement.

Lye is Lower;

Soap Also Down

Montreal

LYE, SOAP.—Reductions have been effected for Gem lye, the new prices being 10c lower than the old basis. In

one case lots the quotation is \$4.90; 3 cases, \$4.65, and 5 cases, \$4.50.

Lilac toilet soap is quoted down 40c per case at \$5.10 for 50 cases.

White Knight soap is being quoted at the following prices: One case, \$6.30; 5 cases, \$6.25, and 10 cases, \$6.20 per case.

Sugar is Held; Limited Buying

Montreal
SUGAR.—The refined sugar trade is not what can be termed heavy. Refiners report a continued demand, but this is of a hand-to-mouth nature and will probably so continue for some weeks. The number of orders received by the jobbing trade is satisfactory and all that is lacking is the volume, totals being somewhat small. There is not a single indication of markets lowering, freights being fully maintained on coastal shipments, and raw sugars costing as much to lay down at the refinery as heretofore. Supplies are ample.

Beans Lower; Canned Goods Selling

Montreal
CANNED GOODS.—While the market is not particularly active, there is a good movement for the various lines, seasonably considered. In the matter of vegetables there is a steady and unchanged market, and supplies are considered ample, taking the line through and through.

In reviewing the canned fruit question it is safe to say that values are fully maintained. It would seem that declines are out of the question on the regular standard goods and the distribution, if maintained, will not be long in reducing holdings. There are no changes of price. Some California spinach in 2½ size tins has arrived on the market and will be sold at \$3.15 per doz.

Canned bean prices have been revised downward on some brands.

Prices Induce Bean Selling

Montreal
BEANS, PEAS.—Prices have now dropped to the point where sales begin to be made and there has been a fair movement. As far as the market is concerned, this is not easy to define. There are those who wish to sell, and for a while past the policy seems to have been that of getting what one could and making the best of it. With supplies heavy and new stock arriving from Ontario and Quebec points from week to week, it is expected that the buying will continue to be favorable. Even lower prices may be available, before the market is higher.

Canadian, hand-picked, bush.	4 20	4 50
British Columbia	4 50	5 00
Brown Beans	3 50	4 00
Japanese	4 50	
Yellow Eyes	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 25	
Peas (blue)	0 08	0 09
Barley (pot), per bag 98 lbs.	4 00	
Barley, pearl, per bag 98 lbs.	5 00	5 50

Tapioca is Sold; But Rice Slow

Montreal
TAPIOCA, RICE.—There has been more sale for tapioca under the influence of the lower price basis reached lately, and the movement improved for this line more than that for rice. The latter commodity is steady and unchanged this week, and the market movement here, and that in the States is limited. There is plenty of supply on most lines.

Ice Drips—Japan (per 100 lbs.)	11 25	
Carolina	13 00	13 50
Siam, No. 2	8 50	9 00
Siam (fancy)	10 50	11 00
Rangoon "B"	8 50	
Rangoon CC	8 10	
Mandarin	10 00	
Pakling	8 60	8 70
Tapioca, per lb. (seed)	0 11½	
Tapioca (pearl)	0 11½	
Tapioca (flake)	0 11	

Nuts Are Steady; Fair Sales Made

Montreal
NUTS.—That there should be but a fair demand for nuts is attributable to the season. Notwithstanding, the sales made are very fair and prices are maintained on a fair basis without change. Stocks are occasionally replenished by the jobber and in a general way the variety available is reasonably large. Peanuts are among the best sellers.

Dried Peaches; Apricots Firm

Montreal
DRIED FRUITS.—Prices are firmly maintained on various dried fruits and there is a steady demand for prunes, raisins, peaches and apricots. It is doubtful if prices will be reduced under the present condition of stocks, several reporting that there was an active enquiry in a general way. It is expected, too, that export demand will improve, once the required shipping is available.

Cloves Weakening; Nutmegs Down

Montreal
SPICES.—Under the influences reported in CANADIAN GROCER last week, prices on various lines are moving downward and this week there is a new low basis for ground nutmegs. There is also a lower tendency on whole nutmegs. Cloves are weaker and the prices are likely to be revised to lower levels. Altogether there is a decided absence of heavy buying, the retailer, and also the jobber, steering shy of heavy sorting.

Allspice	0 20	0 22
Cassia (pure)	0 35	0 40
Cinnamon—		
Rolls	0 35	0 35
Pure ground	0 35	0 40
Cloves	0 65	0 65
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	0 30	0 40

Ginger (Cochin or Jamaica)	0 30	0 30
Mace	0 30	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 50	0 65
Do., ground	0 60	0 65
Pepper, black	0 40	0 45
Pepper, white	0 45	0 50
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, Dutch, nominal	0 30	0 30
Cinnamon, China, lb.	0 30	
Cinnamon, per lb.	0 35	
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 55	0 60
Shredded cocconut, in palls	0 21	0 23
Pimento, whole	0 20	0 22

Corn Syrup Firm; Molasses Price Out

Montreal
SYRUPS, MOLASSES.—With corn prices soaring as they have been for some days, and with the market so strong, the syrup price undertone is very firm and it is expected that buying will be stimulated so long as the present situation is in effect. It is not improbable that quotations will be revised upward.

Molasses is said to be arriving now and the basis of 85c, quoted at point of shipment, figures out at about ten cents above the opening quotations of 1918, it is understood. The future of price will depend materially upon the availability of shipping and the cost of freights. The molasses price is based on the fixed price of raw sugars, it is declared. Local quotations are unchanged.

New Maple Syrup On a \$2 Basis

Montreal
MAPLE PRODUCTS, HONEY.—The basis for new crop maple syrup is ruling at around \$2 for imperial gallons to the trade. At this price some movement is reported, and there is said to have been nearly a week of excellent sap-running weather. With the wintry conditions again prevailing, hope is expressed that there will be more ideal sap weather still than that which has already prevailed. There may be a good crop this year.

Honey is unchanged and the movement for this line continues.

Maple Syrup—		
13½-lb. tins (each)	15 10	\$ 2 00
10-lb. cans, 6 in case, per case	17 10	15 10
5-lb. cans, 12 in case, per case	18 50	17 10
2½-lb. cans, 24 in case, per case	0 25	18 50
Maple Sugar (nominal), small lots	0 25	0 28
Honey, Clover—		
Comb (fancy)	0 30	0 30
Comb (No. 1)	0 25	0 25
In tins, 50 lbs.	0 26	0 26
20-lb palls	0 27	0 27
10-lb. palls	0 28	0 28
5-lb. palls	0 28	0 28
Honey—Buckwheat, tins or bbls.	0 22	0 22

Coffee Firm At Last Advance

Montreal
COFFEE, COCOA.—At the advances made for coffee last week, there is a

continued firmness of undertone and prices are expected to rule high. The volume of business reported is not heavy, although there has been a satisfactory total to the frequent orders sent forward by mail and by the travellers. Future markets are very firm and the tendencies are generally of an upward nature.

Cocoa is steady and in fairly good demand, though not so active as it was.

Coffee, Roasted—		
Bogotas, lb.	0 39	0 42
Jamaica, lb.	0 33	0 36
Maracaibo, lb.	0 35	0 37 1/2
Mocha (types)	0 38	0 42
Mexican, lb.	0 38	0 40
Rio, lb.	0 31	0 33
Santos, Bourbon, lb.	0 36	0 38
Santos, lb.	0 35	0 37
Cocoa—		
Bulk cocoa, 200-lb. bbls. (lb.) ..	0 24	
Do., 100-lb. bbls. (lb.) ..	0 25	
Do., 50-lb. cans (lb.) ..	0 26	

Tea Trade Fair; Prices Are Held

Montreal
TEAS.—The market is not materially changed. The best grades are selling at full prices and while there is some easing of prices for the lower grades, not considered standard, the market is pretty steady. Better business is expected as the season advances.

Pekoe, Souclongs, 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 50	0 53
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.		

Cereals Selling; Market Holding

Montreal
CEREALS.—The market is fairly active for package goods, some report, and while there is no heavy purchasing, the state of trade is better than it was. With good milling oats scarcer and the price basis high, particularly in the West, it will not come as a surprise at all to see rolled oats higher. Corn markets, too, are very firm and higher prices are not improbable for cornmeal.

Self-raising Flour—		
3-lb. pkgs., doz.	2 85	
5-lb. pkgs., doz.	5 60	
Cornmeal, Gold Dust	4 50	4 75
Cornmeal	3 20	4 15
Barley, pearl	5 25	6 00
Barley, pot, 98 lbs.		4 00
Barley (roasted)		7 50
Buckwheat flour, 98 lbs.	6 75	7 00
(As to grade)		
Cornflour, white	4 50	4 60
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 50
Hominy, pearl, 98 lbs.	4 75	5 00
Graham flour	5 50	5 60
Oatmeal (standard-granulated and fine)	4 75	4 90
Oatmeal (packages) fine cut ..	5 70	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 00	4 25
Rolled oats (family pack.), case ..		5 60
Rolled oats (small size), case ..		2 00
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

Feed Prices Score Various Advances

Montreal
FEEDS.—Shorts and bran have advanced. The price now on shorts in mixed cars is \$44.25 per ton, and in straight cars \$46.50. Bran is quoted at \$42.25 for mixed cars and \$44 to \$45 for straight cars. Barley chop is up, the range being from \$50 to \$58, according to the pure grain content in the feed. There is a very fair demand the past few days, since the weather changed to wintry temperatures again. Supplies are none too plentiful.

FEEDS		
Shorts—		
Mixed cars	44 25	
Straight cars	46 50	
Bran—		
Mixed cars	42 25	
Straight cars	44 00	45 00
Crushed oats	54 00	60 00
Barley chop	50 00	58 00
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	52 00	
F.O.B. Fort William	48 00	

Wheat Flours Still Inactive

Montreal
WHEAT FLOURS.—The market is steadily firm on Government standard flours and the demand is still light. It is believed that actual hoarding has been responsible for demand being so limited, and just when supplies will be used up and normal conditions resumed is difficult to forecast.

There is a firm feeling in the winter wheat flour market and prices are steadily held, and in one case these are reported higher.

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 is Higher; Oats Are Down

Montreal
HAY, FEEDS.—Due to the bad roads, delivery of hay from the country has been held up and prices have advanced \$1.50 per ton. There is no change for straw. Demand is fairly active and little surplus accumulates.

Oat prices have been fluctuating and the situation from day to day is not easy to define. A reduction of three cents per bushel has been made during the week, but barley is up two cents to \$1.14 per-bushel.

Hay, Straw, Grain (wholesale prices in car lots)—		
Good No. 1, per 2,000-lb. ton ..	\$27 50	
Do., No. 2	26 50	
Do., G. M.	24 50	
Do., No. 3	24 50	
Straw	10 00	

Oats—		
No. 2 C.W. (34 lbs.)	0 85	
No. 3 C.W.	0 80	
Extra feed	0 80	
No. 1 feed	0 78	
No. 2 feed	0 75	

Barley—		
No. 3 Extra	1 14	

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

Box Apples \$5.00; Oranges May Lower

Montreal
FRUIT.—Apples are steadily firm and choice box grades are now offered at \$5.00, an increase of 25c to 75c per box. In a general way, changes are limited. Oranges and lemons are without change, and it looks as though there would be lower prices on these if transportation continues favorable. Grapes are practically off the market, and cranberries are getting about finished.

Apples—		Per Barrel
Ben Davis		5 00
Baldwins		9 50
Baldwins, No. 1	9 00	10 00
Greenings	9 00	10 00
Spys	10 00	12 00
Russets	9 00	10 00
Kings, No. 1	9 00	10 00
Wagners	9 00	10 00
Apples (in boxes)		5 00
Winesaps (box)		5 00
Bananas (fancy large), bunch ..	5 50	6 00
Cranberries, bbl.	20 00	25 00
Do., gal.	1 00	1 25
Grapefruit (fancy Porto Rico) ..	4 75	5 00
Lemons (fancy new Malagas) ..		6 00
Lemons (California)	5 25	5 50
Pears, Cal., eating, small box ..		4 00
Pears, California (110 size)		5 50
Oranges, Porto Rico	4 50	5 00
Oranges, Florida		5 00
Oranges, Calif. (200 size)		7 50

Vegetables Higher; Potatoes Down

Montreal
VEGETABLES.—As a general rule prices are very high for vegetables of the various kinds, and American beans are up to \$9-\$10 per basket. Brussels sprouts are up, and cabbage, lettuce, spinach, and tomatoes in crates, are revised to higher levels.

Potatoes are down 10c per bag and Washington celery is down slightly. There is some improvement in trading, although this is not very great.

Rings new string (American)		
basket	9 00	10 00
Beets, bag		1 00
Brussels Sprouts (Amer.)		0 40
Cucumbers, Boston (doz.)		3 00
Cauliflower (imported), doz.		3 50
Cabbage, bbl.	2 50	3 00
Cabbage, new, crate	4 00	5 00
Carrots, bag		2 00
Celery (Wash.), doz.		2 25
Celery, crates		8 00
Egg plant	3 00	4 00
Horseradish, lb.		0 20
Lettuce (curly), box (3 doz.)		3 25
Do., 1/4 doz.		4 25
Lettuce, Boston, box		4 25
Leeks		3 50
Mint		0 60
Mushrooms, lb.		1 25
Basket (about 3 lbs.)		3 00
Onions, Can., bag (75 lbs.)		3 00
No. 1 Yellow (75 lbs.)		3 00
No. 1 Red (75 lbs.), crate		3 00
Onions, Spring (Imported), doz. ..	0 40	0 50
Oyster Plant		1 00
Parsnips, bag		2 50
Parsley (Canadian)		0 75
Parsley (American)		2 00
Potatoes, Montreal (90-lb. bag) ..		1 40
Potatoes (New Brunswick), bag ..	1 50	1 75
Potatoes (sweet), han-per	3 50	
Spinach, box		2 00
Spinach, bbls.		4 00
Turnips, per bag, Montreal		1 50
Turnips, Quebec		1 75
Tomatoes (hothouse), lb.		0 40
Tomatoes, crates (fancy)		8 00
Do. (choice)	6 00	7 00
Watercress (Can.)		0 60

ONTARIO MARKETS

TORONTO, April 2.—The market during the week has shown nothing of a very startling nature. There are comparatively few changes and these of a more or less minor nature. The demand generally is reported good.

Sugar Market Dull; No Price Changes

Toronto.
SUGAR.—The sugar market is rather dull at the moment, with no indication of any change in prices at the present time. Raws are arriving fairly satisfactorily, though the strikes in Cuba have complicated the situation somewhat.

Atlantic, extra granulated \$10 16
St. Lawrence, 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.

Syrups in Good Demand; Corn Syrup Firm

Toronto.
MOLASSES AND SYRUP.—There has been a firmer tendency in corn syrups of late, and a fairly active market. Molasses, too, has been in moderate demand. There are no price changes to record.

Corn Syrups—
Barrels, about 700 lbs., yellow, per lb. \$0 06½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.
Cases, 2-lb. tins, white, 2 doz. in case 5 05
Cases, 5-lb. tins, white, 1 doz. in case 5 65
Cases, 10-lb. tins, white, ½ doz. in case 5 35
Cases, 2-lb. tins, yellow, 2 doz. in case 4 55
Cases, 5-lb. tins, yellow, 1 doz. in case 5 15
Cases, 10-lb. tins, yellow, ½ dz. in case 4 85

Cane Syrups—
Barrels and half barrels, lb. 0 08
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.
Cases, 2-lb. tins, 2 doz. in case 7 00

Molasses—
Fancy, Barbadoes, barrels 1 05 1 10
Choice Barbadoes, barrels 0 95 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 30
Tins, 10-lb., ½ doz. to case, Barbadoes 5 20
Tins, No. 2, baking grade, case 2 doz. 3 50
Tins, No. 3, baking grade, case of 2 doz. 4 70
Tins, No. 5, baking grade, case of 1 doz. 3 75
Tins, No. 10, baking grade, case of ½ doz. 3 60
West Indies, 1½s. 48s 6 95

Canned Goods Market Shows Fair Demand

Toronto.
CANNED GOODS.—There is a very satisfactory movement in canned goods at the present time with some varieties

growing increasingly scarce. There have been substantial export shipments of late that have cleared the market up considerably, though it is believed that there are fair stocks yet remaining in wholesalers' hands.

Dried Fruits Light; Raisins Are Higher

Toronto.
DRIED FRUITS.—The market is poorly supplied with dried fruits, but there is only a limited demand at the moment, so that the shortage is not particularly noticeable except in the case of raisins which show a higher tendency. Thompson's seedless are selling mostly at 16 cents.

Apples, evaporated, Ontario 0 16½ 0 17
Apricots, unpitted 0 16½
Do., fancy, 25s 0 30
Do., choice, 25s 0 23 0 27
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 26 0 28
Australians, re-cleaned, lb. 0 30
Cherries, 2s 2 75 2 90

Dates—
Excelsior, kgs., 3 doz. in case 7 00
Dromedary dates, 3 doz. in case 8 00

Figs—
Taps, lb.
Malagas, lb.
Comadre figs, mats, lb. 0 13 0 14
Cal., 4 oz. pkgs., 70s, case 6 00
Cal., 8 oz., 20s, case 3 25
Cal., 10 oz., 12s, case 2 25

Prunes—
30-40s, per lb. 0 18
40-50s, per lb. 0 19
50-60s, per lb. 0 16½ 0 18
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 09½ 0 10½

Peaches—
Standard, 25-lb. box, peeled 0 24
Choice, 25-lb. box, peeled 0 25
Fancy, 25-lb. boxes 0 22
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 14½ 0 14½
Seeded, fancy, 1-lb. packets... 0 15½ 0 16
Seeded, 15 oz. packets 0 13 0 15
Seedless, Thompson's, 25s 0 15 0 16
Seedless, 16-oz. packets 0 14½ 0 15
Do., Bakers, Thompsons 0 16 0 17½
Do., Bakers, Thompsons, 50s 0 15 0 16
1 Crown Muscatels, 25s 0 18

Rice Shows Fair Demand; Prices Unchanged

Toronto.
RICE.—There is a very fair demand continuing for rice, and a fairly firm market is the result. There has been no tendency toward changes in price, however.

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. 10 50 11 00
Siam, second, per 100 lbs. 10 00 11 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

Tapioca, per lb. 0 11½ 0 12
White Sago 0 11½ 0 12

Firmer Feeling Noted in Beans

Toronto.
BEANS.—There is a somewhat firmer feeling noticeable in bean sales. Demand is picking up somewhat, and Canadians are stronger, being quoted around \$4. Lima beans on the other hand are slightly easier.

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

Teas in Good Demand; Advances May Come

Toronto.
TEA.—There is a very good demand for teas at the present time, and stocks are being readily absorbed. The market is very firm, indeed, and with conditions at primary points becoming firmer almost daily increases are within the realms of possibility.

Pekoe Souchongs 0 46 0 48
Pekoes 0 48 0 56
Broken Pekoes 0 56 0 58
Orange Pekoes 0 58 0 60
Broken Orange Pekoes 0 60 0 62
Javas—
Broken Pekoes 0 45 0 48
Japans and Chinas—
Early pickings, Japans 0 50
Second pickings 0 40 0 48
Hysan Thirds, lb. 0 40 0 48
Do., Seconds 0 50 0 55
Do., sifted 0 50 0 62

Coffee Prices Strong; Business Good

Toronto.
COFFEE.—The sharp advances of last week have not had a tendency to curtail buying. Coffee men report business at a high level, with no indication of any tendency to hold back. Even at present prices coffee is in a very firm position, and there is no likelihood of any recession to former figures in the near future.

Coffee—
Java, Private Estate \$.... \$0 48
Java, Old Government, lb. 0 45 0 48
Bogotas, lb. 0 42 0 45
Guatemala, lb. 0 42 0 44
Mexican 0 42 0 44
Ma'raibo, lb. 0 39 0 41
Jamaica, lb. 0 36 0 38
Blue Mountain Jamaica 0 48
Mocha, lb. 0 44 0 46
Mocha, Arabian, lb. 0 46 0 48
Rio, lb. 0 30 0 32
Santos, lb. 0 37 0 38
Santos, Bourbon, lb. 0 48
Ceylon, Plantation, lb. 0 44 0 45
Chicory, lb. 0 30
Cocoa—
Pure, lb. 0 24 0 28
Sweet, lb. 0 24 0 28

Good Business in Spices; No Price Changes

Toronto.
SPICES.—The market on spices is still unsettled, but indications are that the bottom of the market has been pretty well reached, and business in these lines is beginning to pick up. Quotations from primary markets are if anything in advance of present spot quotations, so that users are feeling safe in filling their requirements.

Allspice 0 18 0 25
Cassia 0 33 0 45
Cinnamon 0 45 0 60
Cayenne 0 30 0 35
Cloves 0 65 0 90

Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 25	0 40
Pickling spice	0 22	0 30
Mace	0 30	1 10
Peppers, black	0 42	0 44
Peppers, white	0 40	0 53
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 50s	0 35	0 35
Do., 64s	0 50	0 55
Mustard seed, whole	0 40	0 45
Celery seed, whole	0 75	0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 70	0 75
Tumeric	0 30	0 30
Cream of Tartar—		
French, pure	0 80	0 85
American high test		
2-oz. packages, doz.	2 00	
4-oz. packages, doz.	3 50	
8 oz. tins, doz.	6 75	

Rolled Oats Strong; Corn Products Also

Toronto.
CEREALS.—There have been no changes recorded during the week though all oat and corn products are in a very strong position, and are only held at present prices by the satisfactory stocks on hand. When these stocks are exhausted there must needs be an advance in accord with the present grain market prices.

	Single Bag Lots	F.o.b. Toronto
Barley, pearl, 98s	\$5 00	\$6 25
Barley, pot, 98s	4 50	4 75
Barley Flour, 98s		4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	4 75	5 00
Do., fancy yellow, 98s	4 25	4 50
Corn flour, white, 98s	4 60	4 85
Do., Government standard, 98s		4 25
Hominy grits, 98s		4 85
Hominy, pearl, 98s		4 60
Oatmeal, 98s		4 56
Oat Flour		4 50
Rolled Oats, 90s	4 25	4 50
Rolled wheat, 100-lb. bbl.	6 50	7 00
Rice Flour, per 100 lbs.		8 00
Linseed Meal, 98s		6 75
Rye Flour, 98s	6 50	7 25
Peas, split, 98s		5 50
Blue peas, lb.		0 10

Above prices give range of quotations to the retail trade.

No Export Orders for Flour Received as Yet

Toronto.
FLOUR.—The situation in regard to flour is very unsatisfactory for the Canadian mills. Business appears to be going to American interests to the prejudice of the Canadian trade. At present practically all the Canadian mills are closed, and there are stocks on hand for domestic consumption for some time to come.

FLOUR

Government Standard, 74% Extraction.	
Manitoba Wheat Flour, in carload shipments, on track, bbl.	\$11 25

Bran and Shorts Advance \$2 a Ton

Toronto.
MILL FEEDS.—Mill feeds are in good demand at the present time, and new prices have been recorded during the week past which show a \$2 advance.

Bran, per ton	In carlots, track	\$42 45
Shorts, per ton		44 25

Fresh Vegetables Arriving Plentifully

Toronto.
VEGETABLES.—There is a plentiful

supply of vegetables arriving on the market at the present time, with a somewhat easier tendency noticeable in many lines.

Asparagus	1 00
Beets, bag	1 15
Cabbage, Can., bbl.	3 25
Do., California	4 00
Do., Florida, crate	6 50
Do., hampers	3 00
Cauliflower, Cal., case	5 50
Do., Do., pony crate	3 00
Celery, Florida, 3s to 6s.	6 50
Do., California	12 50
Carrots, bag	1 00
Do., Cal., 6 to 10 doz.	13 50
Cucumbers, 2 doz.	6 50
Endives, doz.	0 85
Lettuce, head, Texas, 30 heads.	4 50
Do., Do., Florida, large hampers	7 00
Do., leaf, doz.	0 30
Onions, Can., Yellow, 75-lb. bag	3 00
Do., Do., 100-lb. bag	4 00
Do., Red, 75-lb. bag	2 50
Do., green Shallots, doz.	1 00
Parsley, jumbo bunches, doz.	0 65
Parsnips, bag	1 00
Peppers, green, doz.	1 00
Potatoes, sweet kiln dried, hamper	3 50
Potatoes, Ontario, bag	1 50
Do., N.B., Delawares, bag	1 75
Spinach, Louisiana, bus. hamp's	2 00
Tomatoes, Florida, 6 baskets to case, case	6 50
Turnips, bag	7 50

Fruits Show Tendency Toward Firmness

Toronto.
FRUIT.—There have only been minor changes recorded in fruits during the past week, with these changes tending toward firmer prices.

Apples—			
Do., Winesaps, box		5 00	
Do., Spys, box		4 00	
Do., in barrels.	No. 1	No. 2	No. 3
Spys	12 00	11 00
Bananas, per lb.	0 07	0 07 1/2	
Grapefruit—			
Florida, 46s	4 75	5 00	
Do., 54s	5 00	5 75	
Do., 64s	6 00	6 25	
Do., 70s	6 50	7 00	
Do., 80s, 96s	6 50	7 00	
Do., 126s	6 00	6 00	
Cuban, 54s	4 75	4 75	
Do., 64s	5 50	5 75	
Do., 70s, 80s	6 00	6 00	
Oranges—			
California navels, 100s	5 50	6 25	
Do., 126s	6 00	6 25	
Do., 150s	6 00	6 25	
Do., 176s	6 50	7 00	
Do., 200s, 216s, 250s	7 00	7 00	
Do., 288s	7 00	7 00	
Lemons, Cal., 300s, case	4 25	4 75	
Strawberries, box	0 90	0 90	
Cocoanuts—			
Per sack, 100s	10 50	10 50	

WINNIPEG MARKETS

WINNIPEG, March 31.—Business remains fairly brisk in this market. There is a good demand for most lines of goods, and conditions generally are good. There have been comparatively few price changes during the week, but there is a generally stronger feeling noticeable.

Cuban Strikes Causing Worry

Winnipeg.
SUGAR.—Cuban strikes are causing refiners some worry, and it is feared a shortage may result unless these difficulties are soon settled. Prices remain steady.

SUGAR		Per 100 lbs.
Granulated—		
Best, in barrels		\$11 00
Best, in 100-lb. bags		10 95
Best, in 50-lb. bags		11 05
Best, in bales of 5x20-lb. bags		11 20
Best, in bales, 10x10-lb. bags		11 35
Best, 5-lb. packages, 20 in case		11 40
Best, 2-lb. packages, 50 in case		11 50
Light Yellow—		
In barrels		10 50
In 100-lb. bags		10 45
In 50-lb. bags		10 55
Lump Sugar—		
Hard, 100-lb. cases		11 90
Hard, 25-lb. boxes		12 15
Tea Cubes, 25-lb. boxes		11 90
Tea Cubes, 100-lb. boxes		11 60

High Prices For Olives Forecast

Winnipeg.
OLIVES.—Reports from Spain state that the new crop of Manzanillas and Queens is a failure and not more than one-third of the usual quantity will be exported and the bulk of these will be in the smaller or non-bottling sizes. Higher prices may be expected to follow this condition. Present quotations are:—

MANZANILLAS	
5-oz. bottles, 4-doz. case, per doz.	\$1 20
8-oz. bottles, 3-doz. case, per doz.	2 00
16-oz. bottles, 2-doz. case, per doz.	3 05

QUEEN OLIVES

Lunch, 8-oz. bottles, 2-doz. case, per doz.	2 00
Lunch, 16-oz. bottles, 2-doz. case, per doz.	3 20
Glass jars, 180 to 200s, 6 in case, per jar	1 25
Glass jars, 150 to 160s, 6 in case, per jar	1 30

STUFFED OLIVES

5-oz. bottles, Pimento, 4-doz. case, per dz.	1 35
8-oz. bottles, Pimento, 2-doz. case, per dz.	2 90
16-oz. bottles, Pimento, 2-doz. case, per dz.	4 50

Woodenware Will Advance in Price

Winnipeg.
WOODENWARE.—Higher prices are expected on all lines of woodenware, according to reports from Eastern manufacturers. Costs of timber are higher and there has been no reduction on any other materials to offset this. One manufacturer states definitely that higher prices will go into effect shortly.

Candies Active; Sugar a Factor

Winnipeg.
CONFECTIONERY.—Unless sugar becomes cheaper no declines in prices of candy are expected. There is no prospect of a reduction in cost of food or paper containers and wages represent a big factor. The market is steady. Manufacturers have plentiful supplies of sugar.

Coffee Unsettled; Advance Expected

Winnipeg.
COFFEE.—Higher prices are looked

for on coffee. One factor is that roasters will have to replenish their present stocks and they will have to do so at a higher figure.

Since September last coffees of the standard Rio and Santos grades, which form the bulk of the low and medium priced coffees sold on this market, have advanced on primary markets until now they are three times the price ruling one year ago. No decline from present high prices is expected though freight and insurance rates will likely be decreased. In many cases present prices are based on coffees in stock before these advances took place and will be advanced when jobbers are compelled to again go into the market.

**Tea Market Firm;
Demand Good**

Winnipeg.
TEA.—The tea market remains very firm with a good demand. Javas are in good demand at present and prices are unchanged.

**Heavy Shipment of
Beans From Orient**

Winnipeg.
BEANS.—The Oriental market in beans is said to be showing some activity after having been dull for some time. Freight rates from Japan to London and Marseilles have dropped twelve hundred shillings per long ton, thus putting the price of beans within reach of buyers in these countries and numerous enquiries are now reaching the Japanese market from Europe. As shipping space is easy to secure large consignments will be shipped to Europe by the Allied Governments, who are raising a fund to feed Central Europe. A tendency to firm up the bean market is expected to follow this action.

**Rice Demand Fair;
No Price Change**

Winnipeg.
RICE.—There has been no change in the quotation of rice recently. The demand remains fair.

Rice—

Extra fancy, Japan, 100-lb. bags	0 13 1/4
Fancy Japan, 100-lb. bags	0 12 1/4
Siam, 100-lb. bags	0 08 1/4
Tapioca, lb.	0 12 1/4
Sago, lb., in sacks	0 10 1/4
Less quantities	0 10 1/4

**Raisins in Demand;
Shortage Likely**

Winnipeg.
DRIED FRUITS.—Recent arrivals of new crop raisins are being rapidly bought up, as there is expectation of a shortage soon. Present demand is heavy for bulk, seeder and Valencia, ts these varieties are being sold in place of the Three Crown Muscatel, which were severely damaged by rain. There is a strong demand for prunes for both domestic and export trade. In view of this situation it is felt there may be some truth in the statement of the manager of the U.S.

Prune and Apricot Association to the effect that there will be a dried fruit famine shortly. There is little question that the new season will start off with record prices, with a possibility of stocks being exhausted before new crop fruits are available. Under the circumstances an accurate list of price quotations is difficult to make as supplies of fruits as quoted are exceedingly small.

Prunes—

40-50s, 25-lb. boxes, per lb.	0 18 1/4
50-60s, 25-lb. boxes, per lb.	0 16 1/4
60-70s, 25-lb. boxes, per lb.	0 15 1/4
70-80s, 10-lb. boxes, per lb.	0 16
80-90s, 25-lb. boxes, per lb.	0 14 1/4
70-80s, 25-lb. boxes, per lb.	0 15 1/4

Pears, choice, 10-lb. boxes, faced, lb. 0 20

Evaporated Apples, Ontario, 50s. 0 17

Peaches, choice, 25-lb. boxes 0 21

Apricots, choice, 25-lb. boxes 0 25

Do., standard, 25-lb. boxes 0 22

Raisins—

Muscateles—

1 Crown, 25-lb. boxes	0 12 1/4
Seeded—Bulk, 25-lb. boxes	0 12 1/4

**Canned Goods in
Heavier Demand**

Winnipeg.
CANNED GOODS.—There is still some divergence in opinion re available supplies of canned goods. One good authority states that despite demands for export trade there are still plentiful stocks to be drawn from. This opinion seems to be borne out by the low quotations being made on some private brands. The usual spring demand for canned goods is in evidence, and even larger sales are looked for as carry-over stocks were small. Corn, peas and tomatoes are the principal lines moving rapidly now.

From another authority we learn that the export demand has been disappointing and has resulted in a weakness in the market. This is said to be responsible for the situation in which canned fruits, though showing strength, are being offered at low levels:

Corn—	
2s	\$4 45
Peas—	
Standard, 24 x 2's	3 25
Tomatoes—	
2 1/2s, Can.	3 80 3 95
Peaches—	
Heavy Syrup, 24 x 2s	5 50 5 65
Pears	
Light syrup, 24 x 2s	3 90 4 15
Piums—	
Lombard, light syrup, 24 x 2s	3 70 4 55
Lombard, heavy syrup, 24 x 2's	3 80
Strawberries—	
2s	8 15
Salmon—	
Chums, 48 x 1-lb. talls	8 40
Pinks, 48 x 1-lb. talls	10 25
Cohoos, 48 x 1-lb. talls	13 75
Sockeye, 48 x 1-lb. talls	16 25
Pinks, 48 x 1-lb.	10 40
Sardines—	
100 x 1/4s	7 05

**Syrups Strong;
No Price Changes**

Winnipeg.
SYRUP.—The strengthening of the corn market is reflected in a firmer market for syrup, though this has not resulted in any price changes as yet. Corn syrup in half barrels—about 350 lbs.—is selling at \$7.65. Golden cane svrup in 2-lb. tins, 24s, is selling at \$6 per case.

GOLDEN CANE SYRUP

2-lb. tins, 2-doz. case, per case.....	\$6 00
5-lb. tins, 1-doz. case, per case.....	1 00

10-lb. tins, 1/2-doz. case, per case.....	6 60
20-lb. tins, 1/4-doz. case, per case.....	6 50
Quart sealers, 1-doz. case, per case.....	5 10

**Flour Demand Light;
No Export Business**

Winnipeg.
FLOUR AND FEEDS.—There is a fair local demand for flour, but export shipments are light, and mills are booking only in limited capacity and have been compelled to close altogether pending further orders. Mill feeds remain firm.

Government Standard Flour—

Cash carload price	\$10 40
To bakers and flour and feed dealers	10 40
To storekeepers paying cash or 30 days, ton lots	10 60
Do., less than ton lots	10 70

Credit Prices—

Manitoba points	10 50
Saskatchewan points	10 40

Cereals—

Rolled oats, 80s	3 50
Rolled oats, pkgs., family size	5 65
Cornmeal, 98's	4 85
Oatmeal, 98's	4 75

Feeds—

Bran, per ton	39 00
Shorts, per ton	43 00
Bran, B.C. and Vancouver Isld.	45 00
Shorts, B.C. and Vancouver Isld.	49 00

Barley—

Pearl, Ontario, 98-lb. bags, per bag	6 30
Pot, 98-lb. bag, per bag	4 35

**Grape Fruit Firmer;
Strawberries Scarce**

Winnipeg.
FRUITS.—The receipt of larger shipments of oranges and lemons on the local market this week has not affected prices to any extent. Bearing out the prediction made in these columns two weeks ago grapefruit is firmer, with prices up to \$8 per case. Marmalade oranges are being offered at lower quotations. Strawberries are scarce, the Florida crop having ben nearly exhausted. Fresh shipments are looked for from Louisiana shortly.

Fruits—

Oranges	\$7 00	\$8 00
Lemons, Cal.	7 00	7 00
Bananas, lb.	0 00	0 00
Grapefruit, case	6 50	8 00
Oranges (marmalade)	5 25	5 25
Strawberries, Florida, quart.	5 50	5 50
Japanese bitter oranges	5 50	5 50

Apples—

No. 1, bbl.	9 00
No. 3, bbl.	7 50
Boxes	4 00 4 50

**Tomatoes Firm;
Vegetables Plentiful**

Winnipeg.
VEGETABLES.—Florida tomatoes are firm in price, and a great scarcity is apparent, owing to the recent damage to the crop in the south. California lettuce, celery and cauliflower are plentiful. Head lettuce is being quoted at \$6 a case; cauliflower at \$3 to \$3.25 per case and celery at \$15-\$16 per case.

Cucumbers, doz.	4 00	5 00
Cabbage, G., new	0 06	0 06
Cabbage, lb., local	0 08	0 08
Beets, with heads on, hampers.	4 00	4 00
Carrots, with heads, hampers.	4 00	4 00
Head Lettuce, Cal., case.....	6 00	6 00
Turnips, cwt.	2 00	2 00
Onions, silver and yellows, lb.	0 04	0 05
Radishes, doz.	0 30	0 30
Parsley, imported, doz.	0 90	0 90
Tomatoes, Cal., case	8 00	8 00
Cauliflower, Cal., case.....	3 00	3 25
Celery, Cal., case	15 00	16 00
Potatoes, 10-20 bush. lots, bush.	0 90	0 90

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., April 1.—There are practically no large prunes or dried peaches on this market. Fine weather is bringing all greenhouse stock forward. Tomatoes will be on the market here early in May. A little fresh rhubarb from Mission, B.C., is arriving daily.

BRITISH COLUMBIA:

Sugar, granulated	10 05
Do., yellow	9 40
Do., icing	10 45
Rolled oats, 80s, each	4 40
Flour, Govt. standard, 24s	11 20
49s	11 00
98s	10 80
Cornflour, 98s, per bbl.	13 50
Cornmeal, 98s	11 50
Barley, pot, 98s	0 65 1/2
Do., pearl	0 06
Beans, lima, Manchurian, 100s	0 13 1/2
Do., lima, California	0 14 1/2
Do., white, 100s	0 08 1/2
Do., Kotenashi, 100s	0 08
Rice, Siam, No. 1, per ton	160 00
Do., No. 2, per ton	160 00
Do., China, No. 1, per 40 mats	140 00
Do., No. 2, per 40 mats	226 00
Do., California	0 10 3/4
Tapioca, 140s	0 10 1/2
Sago, 140r	2 00
Canned tomatoes, 2 1/2s, doz.	1 75
Do., peas, stand., 2s, doz.	1 90
Do., corn, 2s, doz.	2 35
Do., beans, green, doz.	2 25
Do., Do., yellow	2 25
Do., raspberries, 2s, doz.	4 10
Do., strawberries, 2s, doz.	4 25
Do., peaches, 2 1/2s, doz.	3 75
Do., plums, 2s, doz.	2 10
Do., pineapple, 2s, doz.	3 25
Do., pumpkin, 2 1/2s, doz.	1 40
Do., salmon, sockeye, 1s, tall, per case	17 50
Do., cohoes	14 00
Do., pinks	9 50
Do., chums	9 50
Do., pilchards	7 50
Dried Fruits—	
Choice peaches, 25s	0 26
Do., apricots	0 22
Do., apples	0 19
Do., prunes, 70-80, 56s	0 17 1/2
Oranges, run, per case	7 00
Lemons, per case	5 50
Grapefruit, per case	4 00
California	3 75
Bananas, lb.	0 09 1/2
Apples—Yellow Newtons, per box	4 25
Do., Winesaps, per box	4 25
PRODUCE	
Dressed hogs	0 25 0 28 1/2
Breakfast bacon, medium	0 48
Hams, medium	0 39
Pure lard, tierce basis	0 32
Do., compound	0 25
Butter, New Zealand prints	0 54
Do., Alberta Cr., prints	0 54
Margarine, prints	0 34 1/2
Eggs, fresh	0 31 1/2
Do., storage	0 31 1/2
Cheese, large	0 31 1/2
Do., twins	0 31 1/2
Potatoes, Lillooet, per ton	36 00
Fish—	
Frozen Halibut, per lb.	0 15 0 17
Salmon, Qualla, per lb.	0 10
Salmon, Cohoe, per lb.	0 16

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., April 1.—New laid eggs are now \$15. No. 1 creamery butter is selling at 54c to 56c. Sago and tapioca at 12c and 12 1/2c. All cooked meats are up 1c, while some cuts of smoked meats have advanced 1 1/2c. Wagstaffe's strawberry jam 4's are now quoted at \$13.50. A small lot of 60-70 prunes is quoted at 21c. Lard 3's are selling now at \$18.60. Clark's pork and beans 1's have declined \$1 a case. Krinkle corn flakes are offering at \$3.35. Sockeye salmon halves are selling at \$18 to \$18.50. Lemons are quoted \$6 to \$6.50. Japanese roasted peanuts are offering at 17c.

Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.	10 50	10 50
Rolled oats, 80s	3 65	3 75
Rice, Siam, cwt.	8 30	9 50
Rice, China mat, No. 1	4 80	4 10
Do., No. 2	4 10	4 10
Tapioca, lb.	0 12	0 12 1/2
Sago, lb.	0 12	0 12 1/2
Sugar, pure cane, granulated, cwt.	11 02	11 02
Cheese, No. 1, Ontario, large	0 31	0 32
Butter, creamery, lb.	0 54	0 56
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	18 60	18 60
Eggs, new-laid, local	15 00	15 00
Tomatoes, 2 1/2s, 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 50	3 00
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted	6 40	6 40
Apples, evaporated, 50s, lb.	0 18	0 18
25s, lb.	0 18	0 18 1/2
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 20	0 22
Prunes, 90-100s	0 16 1/2	0 16 1/2
Do., 60-70s	0 21	0 21
Do., 40-50s	0 21	0 21
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	16 50	16 75
Do., halves	18 00	18 50
Potatoes, per ton	30 00	32 00
Oranges, navels	6 00	7 75
Lemons, case	6 00	6 50
Grapefruit	7 50	8 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., April 1.—The butter market still remains firm, and staples show few changes. A carload of tomatoes expected from Florida will wholesale about \$9 per case and retail about 50c per pound. Celery, rhubarb and onions all from California are expected shortly. Grapefruit is about cleaned up. Cucumbers are retailing at 30c each.

Beans, small white Japans, bu.	5 40
Beans, Lima, per lb.	0 12 1/2

Flour, standard, 98s	5 45
Rolled oats, boils	3 65
Rice, Siam, cwt.	8 40
Sago, lb.	0 12
Tapioca, lb.	0 13
Sugar, pure cane, gran., cwt.	10 99
Cheese, No. 1 Ontario, large	0 30
Butter, creamery	0 58
Lard, pure, 3s, per case	19 35
Bacon, lb.	0 47
Eggs, new-laid	0 52
Eggs, storage	0 65
Tomatoes, 3s, standard case	4 25
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18 1/2
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	10 25
Salmon, pink, tall, case	41 00
Pork, American clear, per bbl.	59 00
Onions, ton	1 15
Potatoes, bushel	2 90
Apples, Washington, box	3 00
Grapefruit	7 50
California oranges	6 50
Pineapples	5 75
Lemons	8 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., April 1.—Granulated sugar has declined to \$10.05, while yellow is quoted at \$9.55. Butter is now selling at 54c to 56c. Potatoes are quoted at \$3 to \$3.25. Lemons \$6 to \$6.50. Oranges \$6 to 7.50.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	412 50
Cornmeal, gran., bags	5 75 6 00
Cornmeal, ordinary, bags	3 25 3 30
Rice, Siam, per 100	8 75 9 00
Molasses	0 90 0 92
Sugar—	
Standard, granulated	10 05
No. 1, yellow	9 55
Cheese, Ont., twins	0 31 0 31 1/2
Eggs, fresh, doz.	0 43
Eggs, case	0 40
Breakfast bacon	0 30 0 38
Butter, creamery, per lb.	0 54 0 56
Butter, dairy, per lb.	0 47 0 50
Butter, tub	0 42 0 46
Margarine	0 33 0 35
Lard, pure, lb.	0 30 0 30 1/2
Lard, compound	0 27 0 27 1/2
American clear pork	56 00 65 00
Beef, corned, 1s	4 90
Tomatoes, 3s, standard, case	4 00
Raspberries, 2s, Ont., case	8 80
Peaches, 2s, standard case	6 00
Corn, 2s, standard case	4 30
Peas, standard case	2 90
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case	8 20
Salmon, Red, spring, cases	11 00 11 50
Pinks	14 50 15 00
Cohoos	8 50
Chums	0 18 0 18 1/2
Evaporated apples, per lb.	0 22 0 23
Peaches, per lb.	0 22 0 23
Apricots, per lb.	3 00 3 25
Potatoes—	2 50 3 50
Natives, per bbl.	6 00 6 50
Onions, Can., 75-lb. bags	7 00 8 00
Lemons, Cal.	6 00 7 50
Oranges, Cal., case	0 99 0 10
Grapefruit, case	5 50
Bananas, per lb.	
Apples, box	



PRODUCE AND PROVISIONS

Export Demand Increases Produce Prices

American Buying is Responsible For Shortage of Beef and Pork, and Consequent High Prices—Export Selling of Butter, Eggs and Poultry Also Affects Market

AMERICAN buyers are proving a big factor in the produce market of late, and have been the cause of sharp advances in many lines. The sudden realization that butter stocks in the United States were light, and that fifty per cent. of these stocks were in the hands of the Government, and that therefore the domestic trade was face to face with a serious situation led American buyers to enter the Canadian market, and heavy purchases have been made on all the large markets, with the result that Canadian stocks, already light, have been further depleted, and wholesale prices have shot up six and seven cents a pound during the week, with the probability that there will be still further advances.

Heavy Buying of Hogs and Beef

The same conditions obtain in the hog and beef markets. Heavy buying for export has been a large factor in maintaining prices, as the domestic demand is not sufficient to maintain present standards of price. In the case of beef American buyers are picking up all the best quality stock. A week ago there were 2,500 head offered on the Toronto market; of this quantity 1,100 went to American buyers, and were shipped across the line. As stocks at this time of year are always light, this unexpected drain is a factor to be reckoned with. It has already resulted in forcing prices to almost prohibitive levels, with no relief in sight till grass cattle begin to come on the market in the early summer.

Much Poultry Exported

The export demand for poultry too has been an effective argument in keeping poultry prices at their present high levels. There has only been a fair holding in storage for some time past, and there has been a practical cessation of arrivals of desirable stock. Yet there have gone from the Toronto district alone within a comparatively brief period 18 carloads of poultry for export. This means that storage stocks are running down to a fairly low level, and as a result prices are inordinately high.

The English export demand for both

lard and shortening has been another important influence in the trade. European countries are almost bare of fats, and there is a keen demand for everything of that nature, which has resulted in a consequent lowering of stocks in this country and, again, advancing prices.

SWIFT CANADIAN CO. OPEN LOCAL DEPOT IN ST. JOHN, N. B.

The Swift Canadian Company of Canada has purchased a large lot in City Road, St. John, with railway connection in the rear and containing buildings formerly used as warehouses and a flour mill. The company will spend about \$40,000 in improving the property which will be used as a local depot and also storage station for the Maritime Provinces. C. G. Harper will be in charge of the new station, with O. B. Akerly continuing as representative of the produce department.

ARMOUR & CO. TO HAVE BRANCH OFFICE AT ST. JOHN, N.B.

Armour & Company also are planning to extend their business facilities in St. John. A branch office was opened in December and business has proved so satisfactory and the outlook so promising in this territory that it has been decided to put the business on a permanent basis. They have purchased a property also in City Road with the same rail connections, and during the next year or so expect to erect a large building which will be used as the headquarters for their Maritime trade. Meanwhile the buildings standing on the site will be remodelled for temporary use. M. Dever, formerly of Hamilton, Ont., for many years connected with the company, is in charge.

PRINCE RUPERT TO BE CHIEF FISHING PORT

John P. Babcock, assistant to the Commissioner of Fisheries of British Columbia, on a recent visit to Prince Rupert was quoted in a published interview as expressing the belief that the time was

near when the cod fisheries of the Aleutian Islands, whose products were formerly handled through Seattle and San Francisco, would be centred at Prince Rupert. This idea was based on the fact that Prince Rupert is about 1,500 miles nearer to the fishing banks than San Francisco, and has other natural advantages which, Mr. Babcock believes, should result in its becoming headquarters for the codfish industry.

MONTREAL RETAILERS OUT FOR FISH TRADE

With a view to increasing their sales of fish, many of the Montreal fish dealers are inaugurating a campaign to secure an increasing amount of business. This will be accomplished, largely, through an increased publicity through the daily papers. In a general sense, the cost of advertising for a small retailer in a large metropolitan daily is excessively high when related to the probable turnover. Where the various retailers can unite in a common effort to increase their sales, the cost can be distributed, and it is understood that this is one of the features of the present campaign.

A meeting to open the discussion was held about ten days ago. Many retailers from various sections of the city of Montreal and its suburbs were in attendance and it was then decided to hold a meeting later, plans to be definitely considered at this meeting. It is stated that tentative plans presented to the first meeting were well received and that the ideas outlined will enable small dealers to place their fish selling upon a more satisfactory basis. A further report will be forthcoming dealing with definite plans.

FISH MARKET FOR WINNIPEG

A. H. Sherman, of Vancouver, may establish a fish market in Winnipeg to be operated in connection with his chain of markets in American and British Columbia cities.

Mayor R. H. Gale, of Vancouver, wired Mayor Gray Saturday asking if suitable premises, well located and with reasonable rent, would be available in Winnipeg in the event of Mr. Sherman deciding to locate.

The Sherman organization is branching out to prairie cities, including Edmonton. According to Mayor Gray every inducement should be offered the proposed enterprise.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, April 2.—Beef prices are marked up this week, following the firming tendencies of the past ten days. Supplies of various grades are ample, and selling is fairly active. The hog market is somewhat unsettled, and there is a little better range than that obtaining last week. Barrel pork is firmer, and the prices have advanced \$1 to \$2 per barrel. Lard has moved up one-half cent per pound, but there is no change for shortening. Butter, cheese and margarine are all steadily firm, without change. Eggs are up four cents for best quality stock, and grading has been again adopted by the produce men, that is, they are now offering number ones and selects. Poultry export continues, and fish markets are unchanged.

Beef is Higher; Hogs Unsettled

FRESH MEATS.—That the hog market should have been somewhat unsettled during the past week is not altogether surprising. Prices ruled high and then dropped, and there has been quite an unsettled feeling. The range now is from \$19.50 to \$20 for abattoir grade, whereas last week the position was firm at one quotation—\$20. It is stated that country dressed supplies are not so large and it is thought that the immediate future will record a firm market.

Beef is high and the spreads for some cuts are narrowed. Calves, as to grade, are selling freely at 16c to 24c as to the grade, and this price is with the hide. The markets are fairly active at maintained advances.

Hogs, Dressed—			
Abattoir killed, small	\$	28	00
Sows	25	00	27 00
Hogs (country dressed)	25	00	26 00
Hogs, live	19	50	20 00
Fresh Pork—			
Leg of pork			0 36
Loins			0 38 0 40
Tenderloin, lb.			0 46 0 48 1/2
Spare ribs			0 24
Trimmed shoulders			0 27 0 28
Fresh Beef—			
(Steers and Heifers)		(Cows)	
\$0 28	\$0 32	Hind quarters	\$0 24 \$0 27
0 18	0 21	Front quarters	0 14 0 17
0 40	0 40	Loins	0 32 0 35
0 30	0 30	Ribs	0 27 0 28
0 15	0 16	Chucks	0 14
0 23	0 24	Hips	0 22
Calves (as to grade)			0 16 0 24
Lambs—fresh killed			0 32 0 35
Do., frozen			0 33
Sheep			0 20 0 24

Pork in Barrels Has Advanced

CURED MEATS.—Following the higher hog markets, barrel pork is firmer in price and advances were made of \$1 to \$2 per barrel in some grades. There has been a fair demand and stocks are ample.

For cured meats, and for smoked meats and bacon in particular, the sale has been seasonably good. Orders could still be larger, for it is not customary for the trade to order heavily.

Most merchants are buying for immediate needs only.

Cured Meats—			
Hams—			
Medium, smoked, per lb.—			
(Weights) 10-16 lbs.	0	37	
16-20 lbs.	0	36	
20-35 lbs.	0	34	
Bacon—			
Plain	0	43	0 44
Boneless, per lb.	0	46	0 47
Dry Salt Meats—			
Canadian short cut (bbl.)	55	00	
Clear fat backs (bbl.) (40-50 pieces)	60	00	
Do. (30-40 pieces)	62	00	
Short cut clear pork (bbl.)	55	00	56 00
Heavy mess pork (bbl.)	43	00	44 00
Bean pork (bbl.)	43	00	44 00

Light Movement Cooked Meats

COOKED MEATS.—While most of the meats have advanced in a wholesale way, the market for cooked meats is steadily held with little or no change. Supplies are ample and the demand will doubtless not improve materially before the warmer months come.

Montreal			
Head cheese			0 15
Meat loaf with macaroni and cheese, lb.			0 29
Choice jellied ox tongue			0 44
Ham and tongue, lb.			0 32
Veal and tongue			0 25
Hams, roast	0	50	
Hams, cooked	0	50	0 51
Shoulders, roast	0	44	0 48
Shoulders, boiled			0 44

Half a Cent Added To Lard

LARD.—Another half-cent has been added to the price of lard, all round. The demand is continuing large, and while supplies are ample, consumptive buying and firm pork contribute in making a strong undertone manifest in this market.

Lard, pure—			
Tierces, 400 lbs., per lb.	0	30 1/2	
Tubs, 50 lbs., per lb.	0	30 3/4	
Pails, 20 lbs., per lb.	0	31	
Bricks, 1 lb., per lb.	0	32	0 32 1/2

Fair Sales of Shortening

SHORTENING.—There is a fairly free movement of shortening, with lard again so high in price. There has been no change in the quotable basis but an advance would not come as a surprise. The supplies are fairly ample.

Tierces, 400 lbs., per lb.	0	26	0 26 1/4
Tubs, 50 lbs.	0	26 1/4	0 26 3/4
Pails, 20 lbs., per lb.	0	26 1/2	0 27
Bricks, 1 lb., per lb.	0	27 1/2	0 28 1/2

Margarine Steady at Last Advance

MARGARINE.—With butter on its high basis, there continues to be a fairly active market. Supplies are going forward at the advances recorded last week and there has been little indication of the basis lowering while butter holds at over 60c.

Margarine—			
Prints, according to quality, lb.	0	34	0 35
Tubs, according to quality, lb.			0 32

Butter is Held; New Expected

BUTTER.—The market is held without change this week but there is a decided tendency to firmness. The trade states that a number of factories will be operating this week. Just what influence this will have in the matter of supply is not clear but it is not expected to influence price at this time, for the influence will not be great for some weeks, it is expected.

Butter—			
Creamery prints (storage)			0 61
Creamery solids (storage)			0 60
Dairy prints, choice			0 48
Dairy, in tubs, choice			0 47

Cheese Goes Well; is Unchanged

CHEESE.—The movement is maintained on a fairly active basis for cheese, and while there is not any quotable change, the market is steadily held with no weakness showing. Supplies are not considered heavy and the trade is working along on really smaller supplies than in normal times.

Cheese—			
Large, per lb.	\$0	28 1/2	\$0 29
Twins, per lb.			0 30
Triplets, per lb.			0 30
Stilton, per lb.	0	30	0 32
Fancy, old cheese, per lb.			0 30

Select Eggs Up Four Cents

EGGS.—Select new-laid eggs at 48c per dozen makes the advance for these over the week four cents per dozen. This was scarcely expected. It appears that Western Canada eggs are coming through Montreal but that shipments

are billed right through on export account. This means that the local trade is dependent upon local supplies and with an excessively large demand there is no over supply to speak of. The market is firm and both number ones and selects are now being offered.

Eggs—	
No. 1	\$0 45
Selects	0 48

Heavy Poultry Export Demand

Montreal
POULTRY.—The receipt of live poultry is very limited and there continues to be a great deal of export of storage supplies. In fact it is stated that enquiries call for large amounts and some of this demand, it is stated, is being satisfied. The price basis has continued unchanged and domestic selling is steady.

Chickens, roast (3-5 lbs.)	\$0 38
Chickens, roast (milk fed)	0 43
Broilers (3-4 lb. pr.)	0 45
DUCKS—	
Brome Lake	0 47
Young Domestic	0 49
Turkeys (old toms), lb.	0 46
Turkeys (young)	0 46
Geese	0 30
Old fowls	
Large	0 34
Small	0 30

Fish Available From the Coast

Montreal
FISH.—Supplies are available in fairly large volume of fresh fish. The transportation from coastal points, particularly from the Atlantic, enables the trade here to maintain stocks in good shape and a larger consumptive demand could be taken care of. Prices are practically unchanged this week and trade is just fair.

FRESH FISH	
Haddock	0 09 0 10
Steak Cod	0 10 0 11
Market Cod	0 08 0 09

Flounders	0 09	0 10
Prawns	0 40	0 40
Live lobsters	0 50	0 50

FROZEN FISH		
Halibut, large and chicken	0 20	0 21
Halibut, medium	0 22	0 23
Haddock	0 07	0 07 1/2
Mackerel	0 15	0 16
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 13	0 15
Smelts, No. 2, per lb.	0 10	0 11
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 06 1/2	0 07 1/2
Whitefish, small	0 11	0 12
Sea Herrings	0 07 1/2	0 08
Steak Cod	0 08 1/2	0 09
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	0 22
Lake Trout	0 19	0 20
Tom Cods, per bbl.	3 50	4 00
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	
Follock, No. 1, 200 lb. barrel.	15 00	
Codfish, strip boneless (80-lb. boxes), lb.	0 20	0 25
Codfish (boneless) (24 1-lb. cartons)	0 20	
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18	
Boneless cod (2-lb.)	0 23	
Shredded codfish (12-lb. box)	2 60	
Dried codfish (100-lb. bbl.)	20 00	

PICKLED FISH		
Herrings (Scotch cured), barrel	12 00	
Scotia, barrel	12 00	
Do., half barrel	6 50	7 25
Mackerel, barrel	34 00	
Salmon, Labrador (200 lbs.)	26 00	
Salmon, B.C. (200 lbs.)	25 00	
Sea Trout (200-lb. bbis.)	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	\$15 00	
Batouche, per barrel	15 00	
Scallops, gallon	4 00	
Can No. 1 (Solids)	2 25	
Can No. 3 (Solids)	6 50	7 25
Can No. 5 (Solids)	11 00	
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	8 40	

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	

Loins, whole, lb.	0 28	0 33
Do., short, lb.	0 35	0 40
Hips, lb.	0 23	0 26
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 23	0 26
Lambs, whole, lb.	0 25	0 32
Sheep, whole, lb.	0 20	0 22
Above prices subject to daily fluctuations of the market.		

Cured Meats Show Stronger Tendency

Toronto.
PROVISIONS.—While no marked changes are noticeable in cured meats this week there is a tendency toward a firmer feeling in these lines that may result in advances.

HAMS—		
Medium	\$0 36	\$0 39
Large, per lb.	0 28	0 35
BACON—		
Skinned, rib in	0 45	0 47 1/2
Boneless, per lb.	0 49	0 52
Bacon—		
Breakfast, ordinary, per lb.	0 39	0 41 1/2
Breakfast, fancy, per lb.	0 44	0 47
Roll, per lb.	0 29	0 31
Wiltshire (smoked sides), lb.	0 34	0 38
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 27	0 29
Do., aver. 70-100 lbs.	0 25	0 26 1/2
Fat backs, 16-20, lb.		0 30
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	42 00	45 00
Short cut backs, bbl., 100 lbs.	53 00	55 00
Pickled rolls, bbl., 200 lbs., heavy	48 00	52 00
Do., Do., Do., lightweight	52 00	53 00
Above prices subject to daily fluctuations of the market.		

Cooked Meats To Advance

Toronto.
COOKED MEATS.—There will be advances in many cooked meat lines, following the sharp advance in hogs. These advances have not yet been named, so prices remain for the present as follows:

COOKED MEATS		
Boiled hams, lb.	\$0 48	\$0 49
Hams, roast, without dressing, lb.	0 47	0 48
Shoulders, roast, without dressing, per lb.	0 46	0 47
Head Cheese, 6s, lb.		0 14
Meat Loaf with Macaroni and Cheese, lb.		0 24
Choice Jellied Ox Tongue, lb.	0 60	0 52
Ham and Tongue, lb.		0 32
Veal and Tongue, lb.		0 25
Above prices subject to daily fluctuations of the market.		

Good Lard Demand; Stocks Are Light

Toronto.
LARD.—The lard market is very firm owing to strong demand, and to light stocks, prices however remain unchanged for the week.

Lard, tierces, 400 lbs., lb.	\$.....	\$0 30
In 60-lb. tubs, 1/2c higher than tierces, pails 3/4c higher than tierces, and 1-lb. prints, 2c higher than tierces.		

Demand for Shortening Good; No Price Changes

Toronto.
SHORTENING.—In company with lard, shortening is in a very strong position, with stocks comparatively light. There have been no changes during the week.

Shortening, tierces, 400 lbs., lb.	\$0 25 1/2	\$0 24
In 60-lb. tubs, 1/4-1/2c per lb. higher than tierces; pails, 1/2-3/4c higher than tierces, and 1-lb. prints, 1 1/2-1 3/4c higher than tierces.		

ONTARIO MARKETS

TORONTO, April 2.—There continues to be a very firm market for practically all lines of produce and provisions. Butter is very uncertain in price, and has been subject to some fluctuations, but the general tendency has been unquestionably toward higher prices. Beef and pork also show a considerable advance, and cooked meats are expected to advance in sympathy, though there are no changes recorded as yet. Eggs are slightly higher, though the export demand has eased off in rather a surprising manner.

Beef Prices Continue High Fresh Pork Also

Toronto.
FRESH MEATS.—Prices continue to rule high for all fresh meats, owing to the extensive buying of American interests that is keeping this market comparatively bare. The best cattle are selling at about 25 cents a pound, with somewhat inferior grades ranging from 21 to 22 cents. There is a tendency toward stronger prices in fresh pork also, with no relief in sight.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	\$25 00	\$27 00
Live, off cars, per cwt.	19 75	20 25
Live, fed and watered, per cwt.	19 50	20 00
Live, f.o.b., per cwt.	18 50	19 00
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 30	0 32
Loins of pork, lb.	0 36	0 38
Tenderloins, lb.	0 42	0 47
Spare ribs, lb.	0 18	0 20
Pienies, lb.		0 24
New York shoulders, lb.		0 27
Montreal shoulders, lb.		0 28
Boston butts, lb.		0 32
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 24	0 30
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 22	0 30
Chucks, lb.	0 13	0 18

Comparatively Small Demand For Margarine

Toronto.

MARGARINE.—The demand for margarine continues to be light, considerably lighter in fact than it was a year ago when the product was somewhat of a novelty. Prices are unchanged.

Butter Still Advances; No Declines in Sight

Toronto.

BUTTER.—The butter market has been very unsettled during the week, but the general tendency has been higher. During the week the Chicago market showed a clear decline of 10 cents with an immediate advance of 7 cents, which indicates the unsettled feeling of the market. In Canada, however, the demand is so constant that there has been no tendency to declines, and the general feeling seems rather to favor the possibility of further advances.

Butter—

Creamery prints (storage)	\$0 57	\$0 58
Creamery solids (storage)	0 56	0 57
Creamery prints (fresh made)	0 59	0 60
Creamery solids (fresh made)	0 58	0 59
Dairy pr'ts, fresh separator, lb.	0 48	0 50
Dairy prints, No. 1, lb.	0 47	0 48

Egg Prices Advance; Export Falls Off

Toronto.

EGGS.—There has been a sudden and surprising decline in the export demand for eggs, but this has not had any effect on the market, which as a matter of fact shows advances for the week, the movement into storage along with the local demand is enough to assure prices at the present time remaining firm.

New-laid, in cartons, doz.	\$0 45	\$0 46
New-laid, doz.	0 43	0 44

Prices shown are subject to daily fluctuations of the market.

Fair Movement in Cheese; No Price Changes

Toronto.

CHEESE.—There is a fair business offering in cheese, but a somewhat easier feeling is noticeable. No price changes have occurred during the week.

Export Demand for Poultry Depletes Storage Stocks

Toronto.

POULTRY.—There are practically no arrivals of poultry on the market at present, about the only arrivals being staggy chickens and old hens, otherwise demand is being met by cold storage stocks. These too are light owing to the strong export demand, eighteen carloads of poultry having been exported of recent date. It is expected that there will be a large demand for poultry during the coming week owing to buying for the Jewish Passover.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	\$0 35	\$0 40
Geese, lb.	0 50	0 50
Turkeys, old, lb.	0 40-0 42	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 33	0 35
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	0 38

Prices quoted to retail trade:

	Dressed	Dressed
Hens, light	\$0 35	\$0 37
Do., heavy	0 34	0 36
Chickens, spring	0 38	0 40
Ducks	0 40	0 42
Turkeys	0 47	0 50
Geese	0 52	0 52

Fresh Fish Arrivals Delayed by Storms

Toronto.

FISH.—The arrivals of fresh fish are very light up to the present owing to the prevailing storms which make it impossible for the fishermen to operate. On other lines supplies are fairly plentiful, and there is a very satisfactory demand. There have been practically no price changes during the week.

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

FRESH FROZEN SEA FISH

Cod Steak, lb.	0 08½	0 09
Do., market, lb.	0 05	0 07½
Flat Fish, B.C., lb.	0 08	0 10
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 05½	0 07
Haddock, headless, lb.	0 10	0 10
Do., heads on, lb.	0 09	0 10
Do., small, case, 200 lbs., lb.	0 05	0 05
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 12	0 18
Salmon, Cohoe, lb.	0 21	0 22
Do., Qualla, lb.	0 12½	0 15
Do., Red Spring, lb.	0 23	0 24
Do., Gaspe, lb.	0 24	0 23
Smelts, No. 2, lb.	0 12	0 15
Do., No. 1, lb.	0 12	0 15
Do., Extra, lb.	0 24	0 24
Tomcods, lb.	0 07	0 07

FROZEN LAKE FISH

Herrings, Lake Superior	0 03½	0 04
Do., Lake Erie, lb.	0 06	0 06½
Mullet, lb.	0 07	0 08
Pickrel, lb.	0 14	0 15
Pike, round, lb.	0 09	0 10
Trout, lb.	0 17	0 18
Tulibeas, lb.	0 09	0 10
Whitefish, lb.	0 09½	0 10

SMOKED FISH

Bloaters, 40 Count, box	1 30	1 30
Cod, smoked, lb.	0 06	0 11
Ciscoes, lb.	0 12	0 12
Digby Chicks, bdl.	1 85	1 90
Boneless Digbys, box	2 00	2 00
Haddies, chicken	0 08	0 08½
Do., fillets, lb.	0 16	0 18
Do., Finnan, lb.	0 11	0 14
Herring, Kippered, box	1 30	1 65

DRY AND PICKLED FISH

Herring, Labrador, bbl.	10 00	10 00
Do., Do., keg	6 00	6 00
Do., Lake Superior, keg	5 00	5 25
Imperial, 25 lbs., loose, case	2 75	2 75
Quail on Toast, 24 1-lb. tablets, cs	3 60	3 60
Sea Trout, keg	12 00	12 00

OYSTERS, No. 3 size package

Do., No. 5 size package (4 1-6 (2½ gallons))	9 50	9 50
Do., No. 1 size package (gallons)	15 50	15 50
Do., No. 1 size package	3 30	3 30
Shell Oysters, 800 count, bbl.	14 50	14 50
Do., Do., 1,000 count	13 00	13 00

WINNIPEG MARKETS

Provisions Firm; Price Still High

Winnipeg.

PROVISIONS.—The hog market is holding firm at the high level of \$19.25 reached last week, and there is nothing to warrant an early decline.

Growing Scarcity in Creamery Butter

Winnipeg.

BUTTER.—Creamery butter is very firm. Receipts are light and supplies none too plentiful. Prices range from 56c to 57c per lb.

Butter—

Fresh made creamery, No. 1 cartons	0 56	0 57
Fresh made creamery, No. 2	0 54	0 54
Margarine	0 31	0 32

Approach of Spring Weakens Egg Price

Winnipeg.

EGGS.—The egg market is weak with a downward tendency apparent. Receipts are light and with the approach of warm weather a further weakening is expected. Prices this week are 45c per doz.

Eggs—

New-laid, doz.	0 45
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Export of Poultry Keeps Prices Firm

Winnipeg.

POULTRY.—Poultry prices are firm due to an export demand for storage stocks. A number of cars of poultry have recently been shipped from Western Canada for export.

Sea Fish Show Substantial Drop

Winnipeg.

FISH.—Substantial declines are made this week on prices of many lines of sea-fish, lake fish and smoked fish. Plentiful supplies have caused the decline in prices, combined with a better demand than in recent weeks. Soles and plaice are coming forward in good quantity, also irregular shipments of fresh halibut and salmon. Inland lakes fish have not started to move yet. Declines are here-with noted on whitefish, trout, halibut, salmon, soles, finnan haddie. A slight advance has been made on fancy Western kippers. Smelts are temporarily off the market, also fresh halibut.

LAKE FISH

Whitefish (cleaned), lb.	0 12
Whitefish (frozen), lb.	0 12
Pickrel, lb.	0 13
Pickrel Fillet, lb.	0 35
Frozen Trout, lb.	0 16
Round Jackfish, lb.	0 09
Dressed Jackfish, lb.	0 09½
Frozen Goldeye, lb.	0 07½
Speckled Trout, lb.	0 35

SEAFISH

Frozen Halibut, lb.	0 20
Frozen Salmon, lb.	0 20
Frozen Mackerel, lb.	0 18
Red Carp, lb.	0 09½
Sable Fish, lb.	0 12
Haddock, lb.	0 10
Soles, lb. (50-100)	0 08
Soles (less)	0 08½
Plaice, lb.	0 08
Skate, lb.	0 08
White Salmon, lb.	0 15

SMOKED FISH

Finnan Haddie (30-lb. boxes), lb.	0 15
Finnan Haddie (15-lb. boxes), lb.	0 15
Smoked Goldeye, lb.	0 17
Smoked Codfish, lb.	0 20
Smoked Fillet (15-lb. boxes), lb.	0 22
Bloaters (25-lb. boxes), case	2 85
Kippers, Western, fancy	2 50

Announcing
the amalgamation of the business of

HERBERT PETERS

88 Front Street East and 22-24 West Market Street
TORONTO

with the firm of

DUNCAN'S LIMITED
NORTH BAY, ONT.

With Branches at Sudbury, Cobalt and Timmins.

The new firm will be known as

Peters Duncan Limited

Wholesale Dealers in

Fruits, Vegetables and Produce

Our increased buying and distributing facilities will enable us to give our customers better service.

Our aim will be to give you the finest quality products at the most reasonable prices.

Get In Touch With Our Nearest Branch

ROSE BRAND BACON



Easter Breakfast

THE unchangeable order of Easter Breakfast is bacon and eggs—but the degrees of goodness and flavour in bacon are various. Therefore, in order to avoid disappointment and to procure first quality—buy

ROSE BRAND BACON

You could wish for nothing better. Served piping hot, crinkly, flavory, appetizing slices of Rose Brand Bacon make a breakfast that the whole family will relish.

Sold Almost Everywhere.

MATTHEWS · BLACKWELL LIMITED
Established 1852

Canada Food Board License 12-25

This Advertisement Will Help You

The advertisement as shown above will appear in the large Daily papers and also Magazines in April and will create a demand for "Rose" Brand Bacon. Be prepared to meet the demand by having a supply on hand.

MATTHEWS-BLACKWELL, LIMITED

Plants at

Toronto Montreal Hull
Peterboro Brantford

Established 1852

Canada Food Board License 13-85

Branch Houses

Winnipeg Fort William Ottawa
Sydney Halifax

FREEMAN Dry Air Refrigerator

Canada's First Centre Air Flue Refrigerator—patented 1918.
Canada's First Dry Air Refrigerator.
A superior Refrigerator for Butcher, Grocer and Delicatessen—
perfect for dryness of air and Economy of Ice.
Order early to avoid the hot-weather rush orders.
Catalogue on request.

THE W. A. FREEMAN CO., Limited
HAMILTON CANADA

Branches at

Toronto

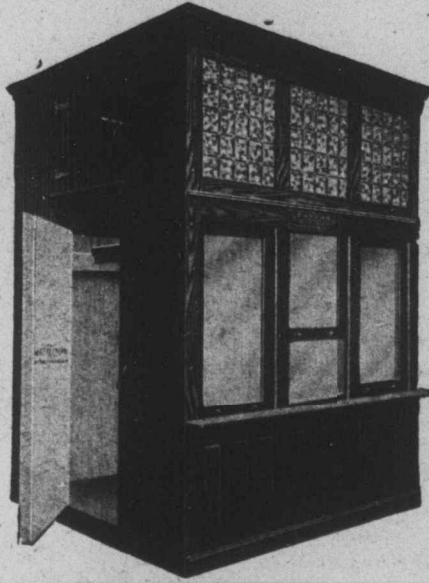
114 York St.

Montreal

Winnipeg

209 McDermot Ave.

Write for Catalogue



LARD

We think lard is a good purchase at present prices. Ask our salesmen for prices or come to us direct. We put it up in tierces, tubs, pails, 20-lb., 10-lb., 5-lb. and 3-lb. tins, also in one-pound cartons.

F. W. Fearman Co.
LIMITED
Hamilton, Canada



Backed
by a reputation

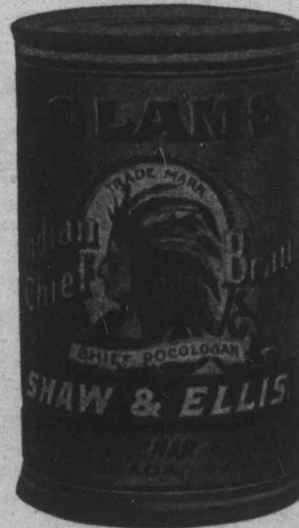
—a reputation won by giving the housewives of Canada an absolutely pure table salt, with fine, even grain full of savour. This is why

Windsor
Table
Salt
Made in Canada

is always in demand—and why Grocers like to handle it. It pleases every customer.

THE CANADIAN SALT CO., LIMITED 256

*For the Restaurant Trade
and the Housewife*



**Indian
Chief**
Brand
Clams

Extra delicious and very wholesome. Economical too, because there are no waste particles whatever.

Being ready cooked this sea food is very popular during the summer weeks. The housewife is always appreciative of the "ready-for-the-table" feature of Indian Chief Brand Clams.

SHAW & ELLIS
POCOLOGAN, N.B.

The Real Merit which pushed H.P. to the front,
is keeping it there NOW

It pays to put H.P. in your window—let the public see you
sell H.P. SAUCE; your customers are buying it
SOMEWHERE.

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

H.P. SAUCE



For your provision counter

**SCHNEIDER'S
PURE MEAT SAUSAGE**

A line that's different from all others
in appearance, quality and taste.

Never hesitate to recommend
Schneider's. Your customers will like
them and will come back for more
regularly.

And your profit margin is good.

J. M. Schneider & Son, Ltd.

KITCHENER - ONTARIO

*Drop us a card for Sausage and Smoked Meat quotations.
Satisfaction guaranteed on all mail orders.*



TRADE MARK

Man Left You, Did He ?

And for the life of you you don't know where to
find another to replace him. Well, our advice to
you—and it's good advice—is: Find him by adver-
tising—a small condensed advertisement in CAN-
ADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend
CANADIAN GROCER, but when it comes to finding
a man for the grocery business, honestly we don't
know of a better or cheaper way of finding him
than the use of CANADIAN GROCER.

The way to find the man you want is to look for
him where he is likely to be found—in the grocery
business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion.
Five cents additional per insertion when replies are to be sent to Box Number in our
care.

Send your advertisement and remittance to

Canadian Grocer Want Ads.

143-153 University Avenue
TORONTO



Build Up Your Fish Department

Build it up with a line of profit-pulling, customer-pleasing sea foods—

Brunswick Brand

Nothing but the choicest pick of the season's catches is offered under the seal of Brunswick Brand. That brand is a rock-fast guarantee of unstinted quality and certain "repeat" sales.

Select your requirements from the list below and prove what splendid sellers Brunswick Brand Sea Foods are:

- ¼ Oil Sardines
- ¼ Mustard Sardines
- Finnan Haddies
(Oval and Round Tins)
- Kipperd Herring
- Herring in Tomato Sauce
- Clams, Scallops
(Oval and Round Tins)

CONNORS BROS., LIMITED
BLACK'S HARBOR, N.B.

KLIM
IN POWDER FORM

ONE taste of Klim will convince any woman of its genuineness. You'll notice that where Klim is used once it is used again and again.

Accumulative sales are the big profit-makers. Get Klim started, its goodness will keep sales moving.



CANADIAN MILK PRODUCTS LIMITED
TORONTO

Montreal Winnipeg St. John

Stocked by
ALL WHOLESALE GROCERS

Canada Food Board
License No. 14-242

Ask us for

Egg Carriers
and
Butter Tubs

Walter Woods & Co.
Hamilton and Winnipeg

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.


We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

Make room on
your counter
for a few
bottles of

ROSE'S LIME JUICE

 *The Original and Genuine
Brand*



Rose's is a good Lime Juice—none better

Non-intoxicant, healthful, nourishing this delicious summer drink will be welcomed in every home in your community.

And every bottle you sell will win you a good, big profit. It's easy to sell Rose's. It looks good and it tastes better.

Order your supplies now in good time for the hot weather weeks.

Holbrooks, Ltd.
Toronto and Vancouver

WHERE IS CAPITAL TO COME FROM?

IN reality, it is not more money that is wanted but more of the things which money can buy. The real question, therefore, is: What is necessary to increase the quantity of goods in proportion to the amount demanded by unanimous popular resolution? Incidentally to this is the further question: Where is the capital to come from to provide the factories, machinery, raw materials, etc., and who will furnish the extra labor required for the increased production?

To try and solve this important problem by a general investigation of ideas as they come along involves an attempt to discuss a perfect babel of voices, from that of the Bolshevik who cheerfully distributes blank forms undertaking to deliver the millennium according to details to be filled in by each applicant who will sign up under his leadership to that of the "good old time" pessimist who detects the seeds of ruin in every proposed change.

(That method of solving business problems belongs to minds content to "muddle along" on hearsay and sensational newspaper items.)

The method of an analysis of the essential features of actual economic conditions is likely to be much more effective and more within the bounds of time and space.

(This is the clear-headed business method with business problems of the regular reader of THE FINANCIAL POST.)

The main question affecting Canada and indeed the whole business world to-day and the sentences in plain type above are taken from a leading article by Prof. Adam Shortt in

The Financial Post

dated March 29th, an issue which contains, amongst other important business news, these articles on "Essential Features of Actual Economic Conditions" in Canada to-day.

The Menace of Confiscatory Legislation
Shareholders of G.T.R. Entitled to a Better Deal

General State of Business is Favorable
Tariff Amendment a Poor Political Move
Lord Shaughnessy on the Labor Problem
C.P.R. Will Put Confidence in Public Opinion

The Increase in Current Loans Still Continues

West's Problems Considered by Loan Cos.
New Steel Price List Evidently a Compromise

Construction Plans of C.P.R. Announced
General Electric Coming Back to Peace Basis

Suggests That Farmers Deal With Own "Kicks"

Engineer Murphy Attacks Hydro Policy
The Farmer, the Bank, and the Manufacturer (Edit.)

Need for Closer Supervision of Municipal Loans

Apartments Are Only Solution of House Problem

More American Capital for Canada

TO the keen, well-ordered business mind the idea of "muddling along" on haphazard and sensational information which loses the essential business-building points while creating the excitement is totally unsatisfactory. When you "get down to business" you want the plain facts—all of them—without frills—and quickly. You get them like that in THE POST. Send for a sample copy or order subscription on this form:

The MacLean Publishing Co.,
143-153 University Ave., Toronto.

Send me THE FINANCIAL POST every week till further ordered. I will pay subscription price, \$3.00 per year, on receipt of bill, or you may draw on me for this.

Name

Address

C.G.

RICE

Wholesale houses are respectfully requested to enquire for prices on carloads of Siam and Japan Rice. Telegraphic messages sent "collect" will be accepted.

S. LOWRIE

825 Powell St. Vancouver, B.C.

A Snap in Fish

Before buying, write for our prices on Lake Superior Herring, both pickled and frozen.

We Invite Correspondence

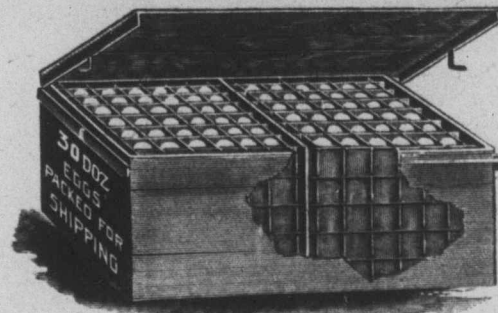
LEMON BROS.

OWEN SOUND, ONT.

ORDER YOUR CANNING BOX SHOOKS REQUIREMENTS FOR 1919 NOW AND ENSURE GOOD DELIVERIES.

W. C. EDWARDS & COMPANY, LTD.
OTTAWA - ONTARIO

THE MILLER BROS. CO., LIMITED



Manufacturers of White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, MONTREAL, CANADA



OAKLEY'S "WELLINGTON" KNIFE POLISH

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

John Oakley & 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.



Make Your Show Windows Pay Your Rent

Many Sales are made on the Sidewalk
Window Display Fixtures

A Wonderful set of Patented Interchangeable Window Display Fixtures for displaying Books, Stationery, Office Supplies and Sundries. Set will give 10 Years Good Service in effective trade pulling window trims.

The Fixtures you see above are only a very few of the designs that can be set up with the full set, besides hundreds of standard fixtures can be set up.

Made of Oak, either Golden, Antique or Weathered Finish. Set is put up in a Hardwood Hinged Lid Storage Chest, a good place to keep the extra Younits not in use. There are thousands of sets in daily use.

No. 20 Set has 89 Interchangeable Younits For Large Store Windows, **\$38.50**
No. 20½ Set has 50 Interchangeable Younits For Small Store Windows, **\$23.10**

Stock carried in Hamilton, Ont. Order direct or thru your jobber. Send for catalog. Patented and made in Canada.
The Oscar Onken Co. 4850 Fourth Street Cincinnati, Ohio, U. S. A.



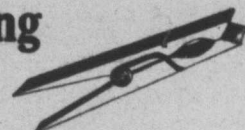
RID-OF-RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about \$500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, \$1.80 per doz., \$1.00 per lb. in bulk

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

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.
244½ St. Paul St. West, Montreal

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.

JAMS MARMALADES PEELS

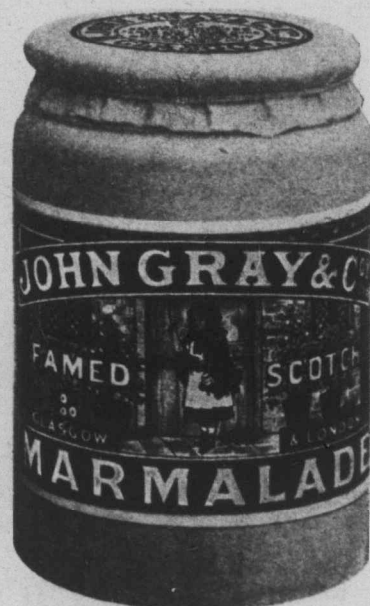
John Gray & Co., Ltd., Glasgow

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

It Captivates the Housewife

She has found that it does not pay to make her own marmalade. After all her drudgery she cannot get the appetizing appearance, the uniform quality and the delicious, characteristic flavor of

Shirriff's

(Pure Seville)

Orange Marmalade

It is made from Seville oranges and pure cane sugar—that's all. But it is made by experts with years of experience, and in our up-to-the-minute-equipped-factory.



This is a good, honest line for the dealer who wants quick turn-overs. He will have no trouble in selling a good stock of this product for it is constantly growing in popularity with the modern housewife. One trial is likely to result in Shirriff's be-

coming a regular item in the weekly grocery order.

Imperial Extract Co.

Toronto

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 Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 35
Currant, Black	3 90
Pear	3 25
Peach	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	Per doz.
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,	Per doz.
Plain, 75c, or with Sauce,	
4 doz. to case	\$0 85
1's Pork and Beans, Flat,	
Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat,	
Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall,	
Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall,	
Tomato or Chili Sauce, 4	
doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain,	
2 doz. to the case	1 50
2's Pork and Beans, Tomato	
or Chili Sauce, Tall, 2	
doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family,	
Tomato Sauce, \$1.95 doz.; Family,	
Chili Sauce, \$1.95 doz. The above	
2 doz. to the case.	

SUMORE

The Perfect Peanut

Notice to Dealers:

The Prices are Down

ASK YOUR JOBBER

OR

Montreal Nut and Brokerage Co.

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



SALE OF SURPLUS MILITARY AND NAVAL STORES

**DRY GOODS, CAMP SUPPLIES, FOOD,
HARDWARE, SCRAP METAL, JUNK**

Cloth; new and second-hand clothing, equipment, hardware, tents, blankets, camp supplies, etc. :: Flour, jam, canned evaporated milk, tea, coffee, etc. :: Condemned clothing, junk, old brass, metals, leather, rubber, etc.

Sales will be Made by Sealed Tender

Persons desiring to tender are requested to communicate with **THE SECRETARY OF THE WAR PURCHASING COMMISSION, BOOTH BUILDING, OTTAWA**, stating the items in which they are interested, whether new or second-hand or both.

Arrangements will be made to have samples on exhibition at places throughout Canada; specifications, full details, and tender forms will be mailed when ready to those who have registered as suggested above.

IF INTERESTED PLEASE APPLY NOW

Institutions May Make Direct Purchase Without Tender

Dominion, Provincial, and Municipal departments, hospitals, charitable, philanthropic, and similar institutions which are conducted for the benefit of the public and not for profit may purchase goods without tender at prices established by the War Purchasing Commission.

All communications should be addressed to the Secretary, War Purchasing Commission, Booth Building, Ottawa, who will be glad to supply lists and further details to those interested.

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in **CANADIAN GROCER**.

If you wanted a blacksmith, we wouldn't recommend **CANADIAN GROCER**, but when it comes to finding

a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of **CANADIAN GROCER**.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue
TORONTO

VOL-PEEK 15¢



MENDS HOLES IN
POTS & PANS IN
TWO MINUTES
WITHOUT TOOLS

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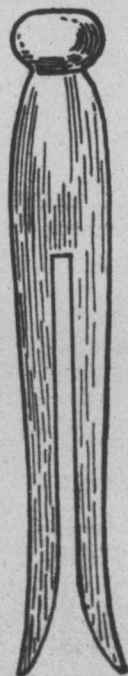
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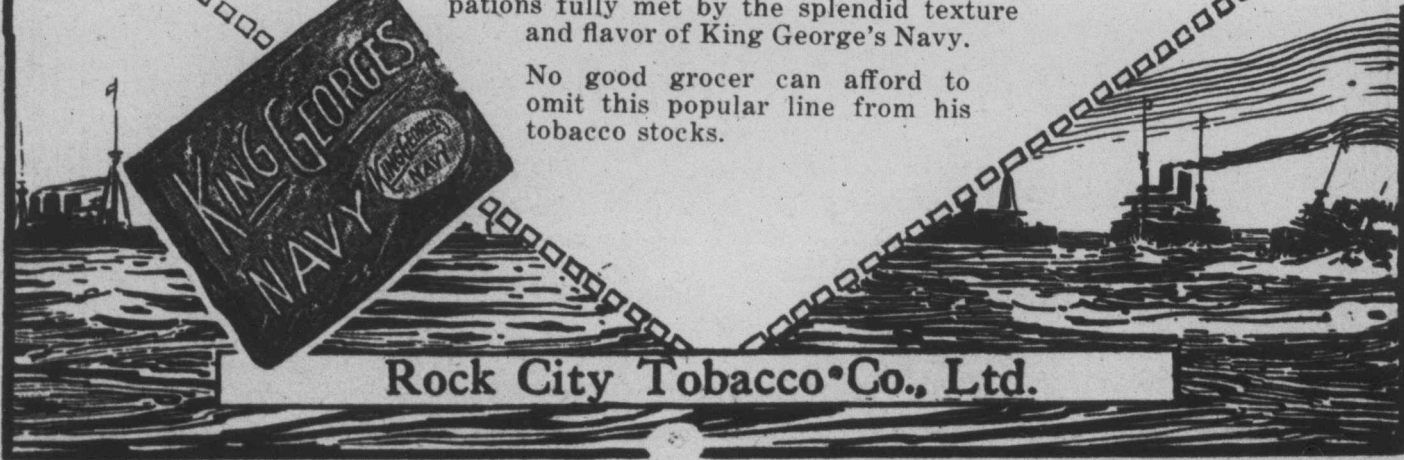
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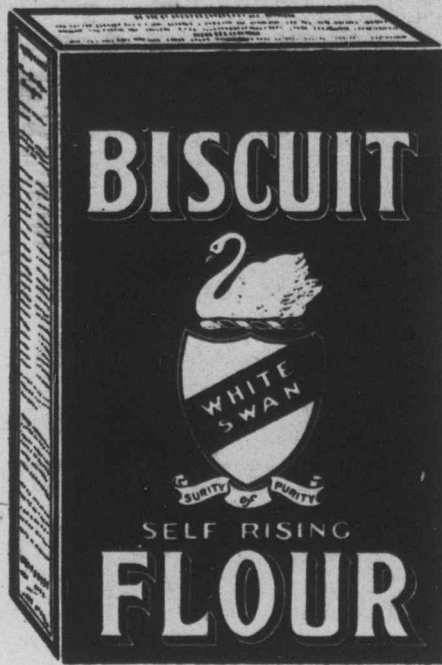
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Oregon Prunes, 50x60, 25s	-	-	-	-	.18
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California Prunes, 70x80, 50s	-	-	-	-	.15 $\frac{1}{2}$
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Do you want help or have you something to sell, if so use the classified column in this paper.



BUYERS' MARKET GUIDE

Latest Editorial Market News



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Overseas
CAKE

Put up in one pound packages.
Order from your jobber to-day.
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Buy Now—Butter Cocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

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Write for Price Lists and Measurement Charts. Address

OTTAWA, CANADA

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

SALT

All Grades—Carloads

THE DOMINION SALT CO., LTD.

Manufacturers and Shippers

SARNIA 11 11 11 ONTARIO

WILL PROTECT SALMON

The United States Department has to-day made public the draft of a proposed treaty and regulations to govern the sockeye salmon fishing industry of the Fraser River system, which includes the waters of the Fraser River in Canada and the lower portion of the Gulf of Georgia and Juan de Fuca Strait in the State of Washington.

The proposed treaty and regulations have been submitted to their respective Governments by the Canadian-American Fisheries Conference Commission, which was appointed last year to consider the settlement of outstanding fishery questions between Canada and the United States. One of the subjects referred to the conference was the rehabilitation and protection of the sockeye salmon in the Fraser River system and the recommendations of the Commission are reported to have been unanimous.

The proposed treaty provides that an International Commission, consisting of four persons, two from each country, shall be appointed to conduct investigations into the life history of sockeye salmon, hatchery methods, spawning grounds and other related conditions, which Commission could also recommend, for the consideration of the two Governments, modifications in the regulations that experience may indicate as desirable; and that the treaty shall remain in force for fifteen years, and thereafter, until either Government wishes to discontinue it.

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For immediate or future deliveries.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
3/4-INCH CUSHION FILLERS
CORRUGATED FLATS.

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TRENTON - - ONTARIO

CHOCOLATTA

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.

NUTRIENT FOOD CO., TORONTO



Now is the time to see us regarding Salted Lake Herring in pails, tubs or half barrels. Write us at once. Herring any quantity our specialty.

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Toronto

GROCERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER

C. A. MANN & CO.

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Ship us your

BUTTER, EGGS, POULTRY Etc.

We pay highest wholesale prices
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Bleury Street, Montreal

Phones:

Uptown 4620, Uptown 4621, After 7 p.m. Uptown 1950

These one-inch spaces only \$1.60 per insertion if used each issue in the year.

Wanted

CLASSIFIED ADVERTISING

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

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

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

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

WANTED

WANTED — SIX-FOOT OVAL FRONT SHOW case in good condition. Israel Brubacher, Elmira, Ont.

WANTED — GROCERY BUSINESS, ANNUAL turnover not less than \$25,000. Full particulars. Apply Box 508, Canadian Grocer, 143 University Ave., Toronto, Ont.

SUPPLIES, LIMITED, KENTVILLE, N.S. Manufacturers Agents. We have four live salesmen covering the Maritime Provinces, both the retail and wholesale trade. We are open for good lines on a commission basis.

WANTED—YOUNG MARRIED MAN, WITH good connection in the West. Would like to get in touch with some Eastern manufacturers with the idea of representing them in Manitoba and Saskatchewan. Thoroughly experienced in retail and wholesale groceries. Have no objection to working on a commission basis. Can furnish first-class credentials and proofs of ability. Only gilt-edged proposition considered. Apply to Box Number 602, Canadian Grocer, 143-153 University Avenue, Toronto, Ont.

FOR SALE

FOR SALE — GENERAL STORE IN SIMCOE County. Stock about \$6,000; close to railway station; nice village. Box 600, Canadian Grocer, 143 University Ave., Toronto, Ont.

**WHITE COTTON
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.

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.

AGENCIES WANTED

PARIS AGENTS DESIRE TO ENTER INTO relationship with manufacturers of food products in order to place these products on sale in France. Send particulars of prices, and if possible, small samples to L. Saint-Aubin, 22, Rue de Dunkerque, Paris. Excellent references.

AGENT IN FRANCE IS OPEN TO TAKE exclusive agency for canned goods, milk, jam, salmon, from manufacturers only. Address: A. Lemasson, 14 Boulevard Beaumarchais, Paris.

EMPTY BAGS FOR SALE

EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax, N.S.

FIXTURES FOR SALE

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

SAY YOU SAW IT IN
CANADIAN GROCER

**ORDER HOT HOUSE
TOMATOES---
CUCUMBERS**

TO ARRIVE DAILY
BY FAST EXPRESS

The season is short, but a profitable one to retailer;
write or wire for date of shipment naming your daily requirement.

B. C. FARMERS EXCHANGE
131 WATER ST. VANCOUVER

Bold Advertising is creating a demand



for this product
among your own
customers!

*NOW
is the time
to stock up.*

Striking advertisements for Davies Pork and Beans are now appearing in all the leading daily and weekly newspapers throughout Ontario and Quebec Provinces—advertisements appealing directly to the housewife and building up a consumer demand right in your own locality and among your own customers for—

Davies Pork and Beans

Here is an unusual opportunity for you to cash in on this advertising and handle a real live "seller."

We are offering Davies Pork and Beans at a price you can't afford to miss and one which will enable you to sell at a bargain price to your

customers and still realize a good profit for your store.

All choice, hand-picked white beans—whole, sound and perfect—put up in 11 oz., 16 oz. and 20 oz. tins (two dozen to the case), Plain or with Tomato Sauce.

This is a **quality** line!

Give your order to our Traveller--or Mail it direct to

THE DAVIES COMPANY
WILLIAM DAVIES LIMITED

TORONTO

MONTREAL

HAMILTON

Canada Food Board Packer's License No. 13-50

CANADIAN GROCER

TRADE MARK

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The Maple Products
with
Ye Old Time Taste



Small's Limited

Montreal, Canada

ESTABLISHED 1825



Capacity 3 cars daily