

Judgment in Wholesale Grocers' Case

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV.

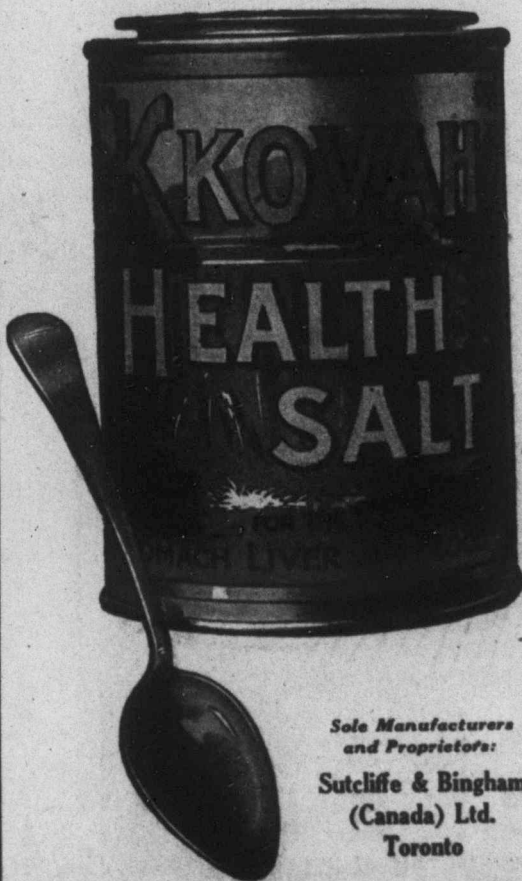
PUBLICATION OFFICE: TORONTO, APRIL 2, 1920

No. 14

Kkovah Health Salt

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

*Makes you fit—
Keeps you fit*



QUALITY ALWAYS!

THAT is the keynote of the success of Kkovah Health Salt. The high standard upon which its reputation has been built is fully maintained, always, and it is still the finest family aperient.

Strong publicity is increasing the demand daily. Focus that demand to **your** stores by window and counter display. It's a profitable line and worth pushing.

*Sole Manufacturers
and Proprietors:*

**Sutcliffe & Bingham
(Canada) Ltd.
Toronto**

Selling Agents:

**Maclure & Langley, Ltd.
Front St. East, Toronto**

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

Pride,—O-Cedar—and Prosperity

You can sell more
O-Cedar Polish and
more O-Cedar Polish Mops—if
only you will feature these pro-
ducts correctly.

The foundation for the big O-Cedar
demand is the pride the housewife takes in
her furniture and floors. Appeal to her pride,
in your local advertising—as we are doing in
our national O-Cedar advertising.

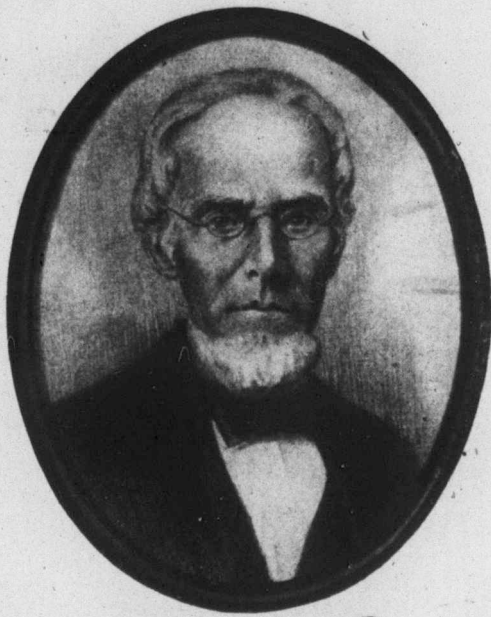
A woman's pride in her home is the main-
spring of all her buying for home-betterment.
Once your customers are made to realize the
possibilities of O-Cedar Products as
aids to home beauty, they will buy
enough O-Cedar Polish from you each
year to represent a marked increase in
your turnover and profit.

Feature the mop—in window displays and in
advertising—remember that every O-Cedar
Polish Mop you sell means a lot of O-Cedar
Polish to be sold to that same customer.

CHANNELL CHEMICAL COMPANY, LIMITED
TORONTO, ONTARIO



O-Cedar Polish



Gail Borden

The Secret of *Borden's* Supremacy

Sixty-three years ago Gail Borden, "the father of pure milk," first proved to the world the practicability of a nation-wide distribution of safe, pure milk of guaranteed quality and absolute dependability.



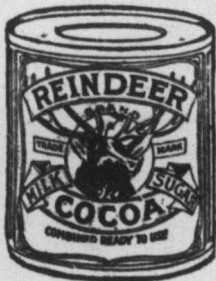
Borden's



Borden's



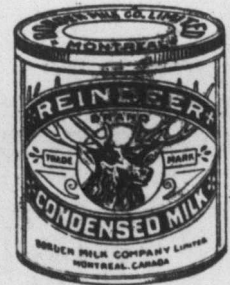
To-day, as in 1857, this quality and purity basis has ever been rigidly maintained. It is this *unequalled purity and quality*, combined with an intensive, continuous, national advertising campaign that is resulting in greater sales, greater dealer profits and has made the name Borden's supreme in the world of milk products.



SIX CANADIAN FACTORIES

The *Borden* CO., LIMITED

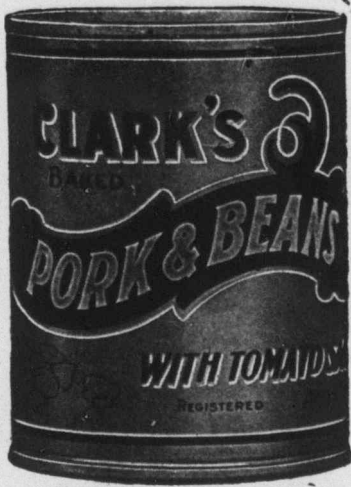
Leaders of Quality



MONTREAL

VANCOUVER

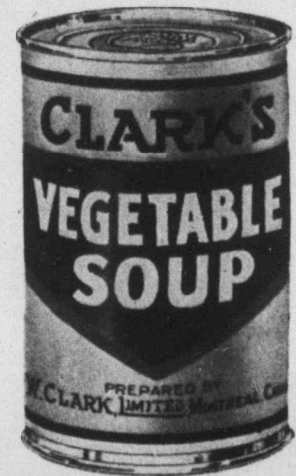
CLARK'S PREPARED FOODS



Need we remind you, Mr. Grocer, that now is the time to look over your stocks and make sure that you have sufficient

CLARK'S PORK AND BEANS AND OTHER GOOD THINGS

to start off your warm weather trade. It will benefit you to study our list. If you have not received one, send us a postcard and we will gladly mail one to you.



All our goods are
MADE IN CANADA BY CANADIANS

W. Clark, Ltd.

Montreal



Cocoanut and Chinese Egg Products

We are in a position to offer for prompt shipment direct from the Orient or from New York and San Francisco, PRIME CHINESE EGG PRODUCTS, as follows:—

**FLAKE ALBUMEN
SPRAY ALBUMEN**

**SPRAY YOLK
WHOLE EGG POWDER**

Packed in tin-lined cases of 200 lbs. net, and guaranteed free of zinc, and to pass the test of the United States Department of Agriculture.

We are willing to introduce the Chinese Egg Albumen by shipping, as a trial order, any quantity, from one case up, and give any orders entrusted us our careful attention.

We can also quote upon application:—

LIQUID YOLK No. 1 QUALITY

In casks of 430 lbs. net—2% Boracic Acid.

Also all kinds of Oriental and other imported edible nuts and desiccated cocoanut.

We are in a position to offer the Canadian Trade large quantities of all varieties of Heavy and Fine Chemicals, Agricultural Chemicals and Sundries, as well as all other products for Chemical, Soap, Paper, Dyeing Industries, Tanneries, etc.

The technical services of our chemical engineering experts are at your disposal for advice and information regarding production methods and use of proper materials.

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

A. T. CLEGHORN,
Vancouver, B. C.

ALEX. F. TYTLER,
London, Ont.

HUGHES TRADING CO. OF CANADA, LTD.,
Montreal, Que.

W. H. DINGLE,
Calgary, Alta.

J. T. PRICE & CO.,
Hamilton, Ont.

DASTOUS & CO., REG.,
Sherbrooke, Que.

NICHOLSON-RANKIN, LTD.,
Edmonton, Alta.

LIND BROKERAGE CO. LTD.,
Toronto, Ont.

SCHOFIELD & BEER,
St. John, N. B.

NICHOLSON-RANKIN LTD.,
Winnipeg, Man.

JAMES KYD,
Ottawa, Ont.

O. N. MANN,
Sydney, N. S.

J. ARON & COMPANY, Inc.
NEW YORK

We have offices and substantial representatives in all large business centers of the civilized world

HIP-O-LITE MARSHMALLOW CREME

(Ready-to-use)

*Now Made in Canada by
Bowron Bros.*



1 Gal.—160 oz.
Lacquered can, 4 tins
to case.
Wt. 27 lbs. per case
\$19.00 doz.



32 oz.
Screw Top Jar,
1 doz. to case.
Wt. 18 lbs. per case
\$5.50 doz.



16 oz.
Mason Jar Screw Top
1 doz. to case.
Wt. 19 lbs. per case
\$3.50 doz.



1 Pt.
Fibre Carton,
1 doz. to case.
Wt. 10 lbs. per case
\$2.60 doz.



Half Pint.
Fibre Carton,
4 doz. to case.
Wt. 20 lbs. per case
\$1.75 doz.

ALL SIZES QUOTED ARE IMPERIAL MEASURE

An exquisite Marshmallow of spreadable consistency, light, tender and short. It is used for desserts, cake fillings, frostings, sauces and a hundred and one delicious dishes. Always ready for use—no cooking and the contents of these handy containers will not spoil after opening.

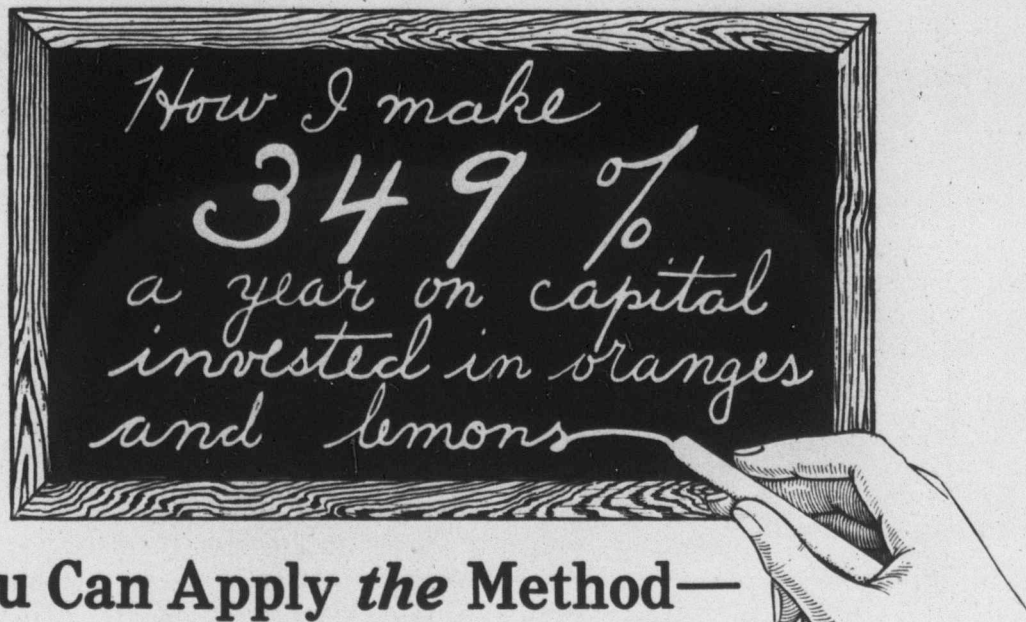
HIP-O-LITE offers an excellent profit. Take for instance the 16 oz. size jar (the big family size seller), this costs you 30c and sells for 40c.

A national advertising campaign in leading magazines is daily creating a demand for **HIP-O-LITE**—the delicious Marshmallow Cream that is "different."

On drop shipments of 100 lbs. or over we pay the freight. Send for our free booklets on simplified candy-making, dessert recipes, etc. A post card brings any quantity you wish. Order **HIP-O-LITE** from your wholesaler or send his name to us with your order and we will ship direct.

BOWRON BROS., Limited

Hamilton, Canada



You Can Apply *the* Method—

THIS is what scores of merchants—small and large—would say if you could ask them about their business in oranges and lemons:

"I make 349% per year on the capital I invest in oranges and lemons, and this is how I do it:

"I buy these fruits only in such quantities as I can *sell out clean* each week.

"I work on a margin of 25% on sales, or 33 1/3% on the invoice cost.

"I figure my operating expense at 16 2/3% on sales, and add 3 1/3% for shrinkage, even though shrinkage is reduced to practically nothing when the goods are turned 52 times a year.

"This allows me an absolute 5% net profit on sales each week.

"But 5% net on sales each week, on a weekly turnover basis, is nearly 349% on the invested capital per year.

"Sometimes I buy a little short each week,

making a more rapid turnover and, thus, more than 350%. But as a usual rule I plan on 52 turnovers, always figuring to get that weekly 5% net on sales.

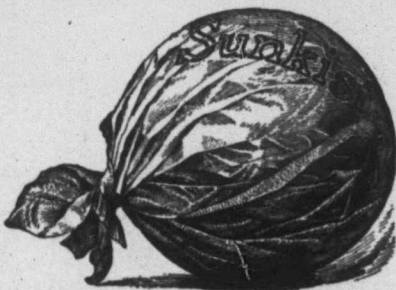
"Note that I do *all* my figuring on the *selling price* and never on the *cost*." Most retailers who fail—and we believe this is a conservative estimate—fail because they figure the other way.

You will succeed if you display oranges and lemons, place your margin at 25% on the selling price, and *sell out each week* or oftener. That margin permits reasonable retail prices which tend to increase the consumption of these fruits.

These are the simple rules that scores of retail merchants follow, and with marked success. They are not our own ideas merely, but are the figures of expert retailers who have given them to us. They are set down here for your benefit.

Write for Free Display Material

We send highly colored display material free to retailers who request it. We also answer any questions as to retailing methods that a dealer may care to ask.



Mail the coupon for an interesting new book about fruit displays—we include also our "Display Material Option List," which permits the selection of attractive cards for counters and windows and other selling helps. Send it now while you think of it.

California Fruit Growers Exchange
 A Non-profit, Co-operative
 Organization of 10,000
 Dealer Service Dept.,
 Los Angeles, California

**California
 Fruit Growers
 Exchange**
 Dealer Service Dept.

Los Angeles, California.

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

Name.....

Street.....

City..... Province.....

You can safely recommend

Chamberlain Family Medicines to your customers because they are absolutely free from harmful drugs. The well-known reputation of

Chamberlain Family Remedies



The name "Chamberlain" stands for reliable remedies and good, fair profits.

makes them active sellers. There are a number of peerless remedies on the Chamberlain list and each one is a dependable, steady profit-earner and a winner of satisfaction. Send for our price list to-day.

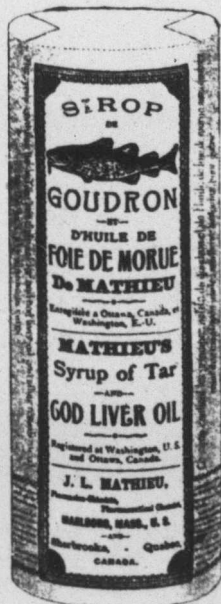
Chamberlain Medicine Co., Limited
TORONTO

Good Profits

will reward your efforts if you suggest to your customers that they use

Mathieu's Syrup of Tar and Cod Liver Oil

for cure and prevention of colds. Keep your stock of this excellent remedy well displayed. It will pay you well.



Mathieu's Syrup of Tar and Cod Liver Oil -- a splendid body builder.

J. L. Mathieu Co.
PROPRIETORS
SHERBROOKE - QUEBEC

Sani-Flush

(TRADE MARK REGISTERED)

Closet Bowl Cleaner

The chemical nature of *Sani-Flush* is entirely different from that of washing and scouring powders. It is a solvent of the stains and sediment which form in the closet bowl and trap.

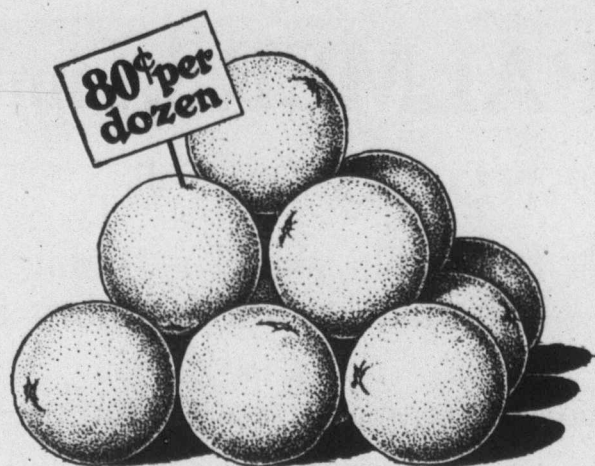
Women do not care to discuss the subject of cleaning water-closets, but they buy *Sani-Flush* readily when they know that it can be had for the asking.

Keep *Sani-Flush* in plain sight, so that people will see it for sale.

Harold F. Ritchie & Co.
LIMITED

10-12-14 McCaul St.
TORONTO, ONT.





Which Could You Sell Best?

RIGHT now you can retail big oranges at almost the same price as small ones. Warm rains in California, with a relatively light crop on the trees, have produced an excess of large-sized fruit.

You can now sell oranges of grapefruit size at practically the same price as the medium sizes and make the same profit. Between the price per dozen on 80's and 150's there need be only a nickel's difference.

Here is an unusual opportunity. Buy the large sizes and make a special display. Give your customers the benefit of low prices on big fruit and win new profits for your store. California Navels are at their best. Large sizes are cheap.

This chance will be gone in a few weeks. Concentrate on big California Navels while they are plentiful—and low in price.

Be the first to take advantage of this unusual condition. Ask your jobber for quotations on large sizes. Who today doesn't want more for their money?

California Fruit Growers Exchange
Los Angeles, California

THE BISCUITS OF HUNTLEY & PALMERS, Limited READING AND LONDON

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

Amongst their greatest favourites are the following:—

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

Representatives :

NOVA SCOTIA and PRINCE EDWARD ISLAND

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

NEW BRUNSWICK

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

QUEBEC

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

ONTARIO

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

MANITOBA, SASKATCHEWAN and ALBERTA

W. Lloyd Lock & Co.
104 Princess Street

BRITISH COLUMBIA—

MAINLAND

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

VANCOUVER ISLAND

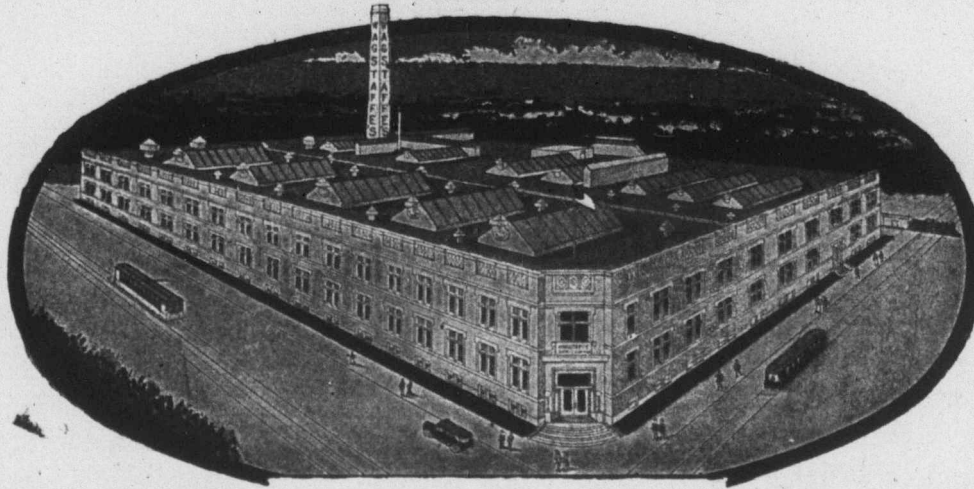
R. P. Rithet & Co., Ltd.
Victoria, B.C.

NEWFOUNDLAND and LABRADOR

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

HUNTLEY & PALMERS, LIMITED READING AND LONDON, ENGLAND

WAGSTAFFE'S



New
Season's
Seville
Oranges
just arrived

<p>WAGSTAFFE LIMITED HAMILTON - ONTARIO - CANADA</p>	<p>THE MOST MODERN EQUIPPED PLANT IN CANADA, FOR FRUIT PRESERVING, CANDIED PEEL AND CRYSTALLIZED FRUITS.</p>
---	--

We are now making delivery of our
New Season's
Celebrated

Seville Orange Marmalade

All Orange and Sugar, No Camouflage
Order from Your Wholesale Grocer

Wagstaffe Limited

Pure Fruit Preservers

Hamilton -- -- Canada

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

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

Canadian Industries Exhibition

London, - England

JUNE, 1920

CANNERS EXPORTERS PACKERS

MANUFACTURERS

Our offer to assist you by representation at the above Exhibition is again repeated and open for acceptance for the *last time*.

In order for us to reserve you space on our stand, write us without delay. We have enlarged our space so we can put before our friends your

Canned Goods	Dried Fruits	Bacon
Cheese	Lard	Butter
Cereals	Syrup	Glucose
Sugar	Honey	Chemicals
Grain	Confectionery	Oils

First-class houses are worthy of first-class representation and we want time to go into your credentials and welcome you to go into ours.

Full particulars of our offer was published in the 3rd and 4th week's issue of this Journal in February, also again last month. Look it up or write direct to

"Import Dept."

A. H. PARKER & SONS

Produce Brokers

Carlton Chambers, Baldwin Street, BRISTOL, England

Also at

9/10 Fenchurch Street and 2/3 Philpot Lane, LONDON, England

Produce Exchange Building, 8 Victoria Street, LIVERPOOL, England

GLASGOW

CARDIFF

NEWCASTLE

DUBLIN

**A Canadian Made
Product
that grows in favor
every day—everywhere**



*The Buttermilk
Does it*

It's in the flour

**TECO
PANCAKE FLOUR**

is proving itself so favorably, the output has had to be increased each week to meet the demand.

No just comparison can be made between TECO Pancake Flour and any other pancake flour on the market.

The nutritive value and delicious flavor imparted to the flour by the Malted Buttermilk has put TECO entirely in a class by itself. Your customers will appreciate your good judgment in bringing TECO to their attention.

PLEASED CUSTOMERS ARE BUSINESS-BUILDERS.
Ask for a few copies of Mrs. Bailey Allen's "Buttermilk Book" to give to your best customers. They will thank you.

TECO COMPANY LIMITED
BELLEVILLE, ONTARIO, CANADA

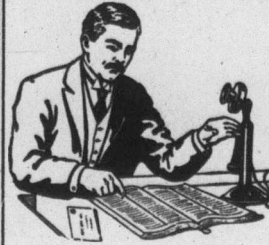
Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.

Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
Limited
 Fawley Mills, Tottenham Hale
 LONDON, N. 17.
 England



Consult Our Latest Directory

Do not trust to memory when calling subscribers.

Telephone numbers are changed frequently because of removals, changes of equipment, etc.

This means that if old numbers are called other subscribers are disturbed unnecessarily.

Help to improve the service by always referring to the directory.

The Bell Telephone Co. of Canada



The Sovereign

may have lost value abroad and be extinct at home, but British Goods and

Grimble's Vinegars

still retain their supremacy throughout the world.

Grimble's Vinegar Breweries are in LONDON, England

OCEAN BLUE

In Squares and Bags

EVERY woman takes a pride in having spotlessly white household linen. OCEAN BLUE gives the best results in the easiest way.

Give all your customers the opportunity of testing it, and you will soon need to

Order more from your Wholesaler

HARGREAVES (CANADA) Limited

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

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

"The Pink of Perfection"

CASCADE SALMON

EVERY TIN IS GUARANTEED



**Pounds and Half
Pounds**

**British
Columbia
Packers'
Association**

Vancouver, B.C.

EUREKA



If you need a refrigerator at all you need the best — a Eureka Refrigerator. In buying the Eureka Refrigerator you get the finest system of cold dry air circulation yet discovered by man. You get the finest materials available; and you get the finest workmanship possible — and that is only natural, since we have been building all designs of Refrigerators, Cold Storage and Freezer Counters, Cold Storage Doors, and general Eureka Refrigerator equipment for the past 33 years.

We have the materials, experience, and the necessary knowledge to build the best Refrigerator that's on the market. Write to-day for free illustrated catalogue.

Eureka Refrigerator Co., Ltd.

Head Office and Factories: Stratford, Ont.

The Secret of Our Success Laid Bare



**By any good
Can-opener**

**WALLACE FISHERIES LIMITED
VANCOUVER**

QUAKER BRAND GOODS WILL PAY

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



**We will need the Grocers'
co-operation**

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

We would like to communicate with firms desiring to have a reliable company act for them as agents for the Islands of Cape Breton and Newfoundland.

**The Farquhar Trading Company, Ltd.
NORTH SYDNEY, N. S.**

P. O. Box 249

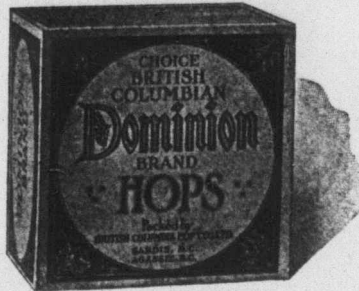


HOPS

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

Ranches located at
Sardis, Agassiz,
B. C.

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



Largest Hop Growers in Canada

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

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. Stur-
dee, 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

When Sorting up Your
CANNED FRUIT
AND
DRIED FRUIT
Stocks, Remember
"CASTLE"
brands

Are as Popular as Ever

DISTRIBUTED BY



Imperial Grain and Milling
Co., Limited
VANCOUVER, B.C.



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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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


BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

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

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


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



Said the Manager:
If you could see the care with which we prepare
"ALBATROSS" PILCHARDS
you would recommend them with right good will.


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

EVERY MORSEL EDIBLE AND DELICIOUS



**"Yes, 'Red Arrow',
I find them selling
splendidly and giving
good satisfaction."**

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





MACARONI
The pure food that builds Muscle and Bone at small expense
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

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

Richardson Green, Limited
MANUFACTURERS' AGENTS

Calling upon the Grocery, Hardware and
Drug Trade.

Winnipeg Regina
Edmonton
Calgary Saskatoon

We work The Retail Trade

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

C. H. GRANT CO.

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

Geo. W. Griffiths & Co., Ltd.

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

HERALD BROKERAGE CO.

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

WHEN ANSWERING ADVER-
TISEMENTS KINDLY MENTION
NAME OF THIS PAPER

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

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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.

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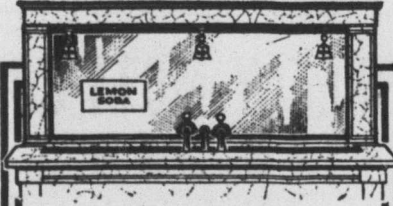
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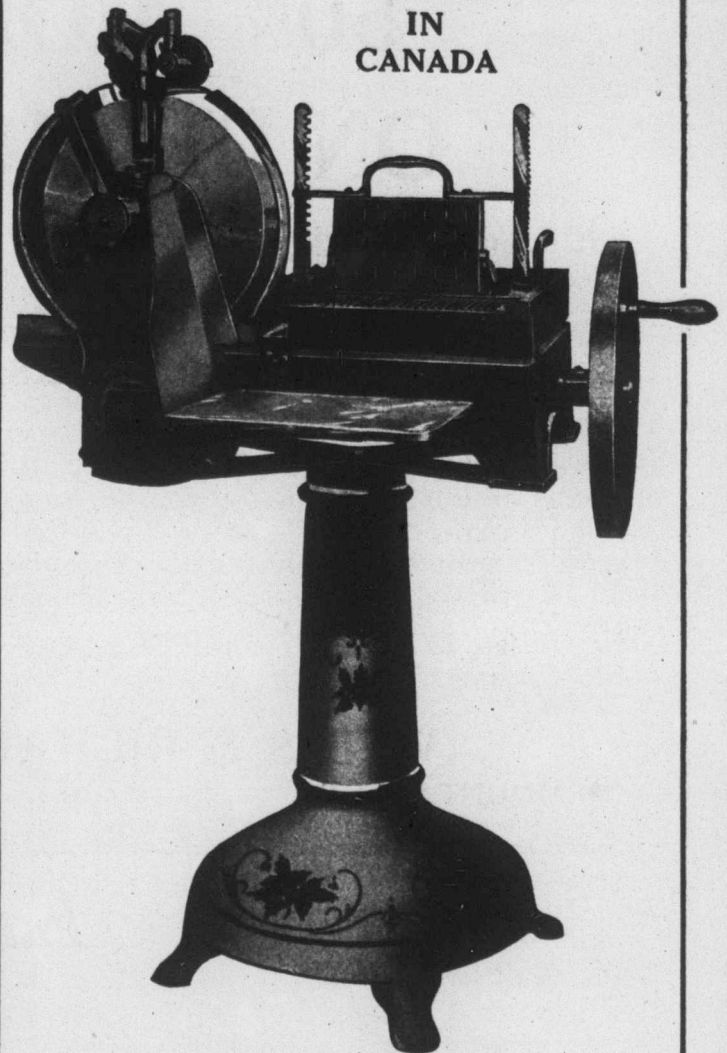
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Offices and showrooms in the larger centres

50% MORE PROFIT ON DIAMOND DYES

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

Have Clerks ask 15c a Package

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

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

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

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Gold Dust is "Made in Canada," backed by widespread advertising and is going stronger every day. Are you getting your share of its quick turnover?

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With "SALADA" Tea you know just what you are selling and how long it will take to sell it. Every tea purchaser is ensured plantation goodness and freshness.

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Salada Tea Company of Canada Ltd.

ARCTIC Refrigerators

USE LESS ICE

Write To-day for the Free Arctic Catalogue—

Start at once to select your new refrigerator. Start to-day to get the most out of Summer. Write now for the Free Arctic Catalogue.

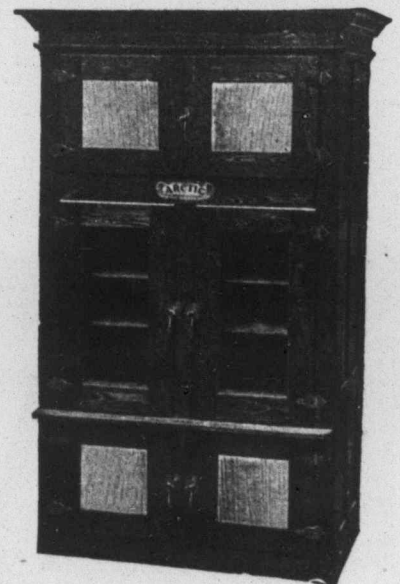
A good Refrigerator will save its cost in no time. Arctic Refrigerators are preferred by most grocers and provisioners for their absolute protection against spoilage, their saving on ice, the attractive appearance they give to a store, their convenient sizes, their strong, durable construction, and what is equally important—their moderate cost. You see Arctic Refrigerators everywhere.

THE ARCTIC model shown here is just the right capacity for the average grocer.

Stands 84 in. high, 46 in. wide and 28 in. deep. Case of ash, dark golden finish, lined with spruce. Ice box and connections of heavy galvanized iron, under surfaces white enamelled, shelves adjustable, and all parts easily separated.

All doors of overlapping type, display doors fitted with two thicknesses of double-thick glass.

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The Uncrowned King of Canada

IS Hon. James Calder the power behind the throne at the present time in Ottawa? The master politician who plans out all the moves in the political game?

Will Sir Thomas White shortly slip into the place of Sir Robert Borden and keep the Unionist Government in power until 1923?

These are predictions that J. K. Munro makes in the course of a witty, informative article on the political situation in the April 1st issue of MACLEAN'S MAGAZINE. J. K. Munro is writing the best political articles appearing in the whole of Canada.

Are we Playing into Germany's Hands?

"IF GREAT BRITAIN and the United States drift into subconscious antagonism now, Germany will have won in peace what she could not win in war," writes Agnes C. Laut in April 1st MACLEAN'S. She declares emphatically that for Canadians to create ill-will with the American people would be playing German's game in addition to losing—

1. Splendid trade opportunities.
2. Fully 100,000 families a year who will come over to Canada to escape agricultural difficulties in the States.

Miss Laut is saying things that will run contrary to the ideas of many people, but it is all the more worth while reading.

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The first of a series of articles telling the early story of M. J. Haney, who helped build the C. P. R. through the Canadian West.

A BIG NOVEL BY A YOUNG CANADIAN

In this issue will also be found the first instalment of a powerful and cleverly written new novel by a young Canadian author, Arthur Beverley Baxter. Do not miss "The Parts Men Play."

EIGHT MONTHS ADRIFT IN THE ARCTIC

The second and concluding instalment of Storker Storkersen's remarkable story of his long drift on a floating island of ice off the Northern coast of Canada.

"The Wistaria Arbor"—a short story. By Robert W. Chambers.

"Storm Along, John!"—a lacrosse story. By C. W. Stephens.

"Gentlemen of the Long Robe"—an article on the legal profession in Canada. By the Honourable W. R. Riddell.

"The Thread of Flame"—a powerful novel. By Basil King.

One Hundred Magazines in One

All magazines and periodicals published are read carefully and the best articles found are reprinted in part in the Review of Reviews section of MACLEAN'S. Here are a few in this issue:

The Strangest Tale of the War
The Red Hand Reaches Far East
The Triangle in the Pacific
The Rising Tide in Japan
Was Mrs. Wilson the Real President?
When the Giant Hand Falls
The Agitators in Washington
Civil War Possible in America
Romantic History of the "Chasers"
A German View of Canada
Commercializing the Coyotes
Praise and Criticism of Canadian Troops

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In three sizes, No. 1, No. 8 and No. 9, and in four colours, Black, Light Brown, Dark Brown, and Mahogany.

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In one size only. Specially prepared for canvas shoes, equipment, cricket boots, etc.

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S.A.P. Prepared Wax.
In one size only, No. 9. This Polish has been specially prepared for Automobile Bodywork, Upholstery, Carriages, Woodwork, Leatherwork.

S.A.P. Harness Polish.
In two sizes, No. 8 and No. 9. In two colours, Black and Brown. Specially prepared for polishing harness, accoutrements, etc.

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Finsbury Square

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The Recognized Quality Leader

It always pays to sell an established "quality" product like "Keen's Oxford Blue."

Canadian women have learned that the name Keen's on laundry "blue" is an absolute guarantee of satisfaction and reliability.

"British-made"

Yes, Keen's Oxford Blue is "All-British" and through merit has won outstanding popularity. Keep your stock replenished.



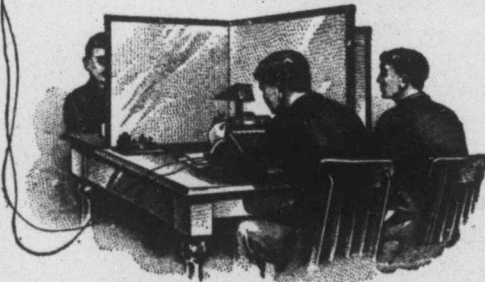
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May we REPRESENT YOU.**

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THE SERVICE BROKERS

CANADA

CANADIAN GROCER

VOL. XXXIV

TORONTO, APRIL 2, 1920

No. 14

Evidence Too Incomplete, Says Board

Synopsis of Board of Commerce Judgment in the Wholesale Grocers' Combine Investigation Case—Further Information Must be Secured Before Declarations on Business Ethics Will be Made—Retailers Are Cleared

THERE was no clear-cut decision by the Board of Commerce in the Wholesale Grocers' Combine investigation, which concluded in Toronto last week. The Hamilton Retail Grocers' organization was completely exonerated on the charge that they were a price-fixing organization, but "as you were" would describe, briefly, the case of the wholesalers and manufacturers who were alleged to be combining in restraint of trade to the detriment of the public.

Refers to Private Squabbles

In its judgment, the Board of Commerce declares that the evidence fell far short of what had been anticipated. The evidence submitted, so the commissioners affirmed, related mainly to private and sordid squabbles of various vendors of merchandise over ways and means of their own enrichment, in which matters the general public was not interested; nor was the Board, because in no event could the general public secure an advantage. As far as the actual evidence as submitted was concerned, the Board would acquit the wholesale grocers. The judgment in this connection reads:

"The proceedings have so entirely failed of their object, that if it were obligatory upon the Board to now render a decision upon the material and testimony put before it, that decision could only be the complete acquittal of all those accused; but, fortunately, the Board is not called to finally decide upon the fragmentary and insufficient material which has been set before it."

Nothing Definite on Resale Prices

Investigations which the Board of Commerce itself has instituted have been going on for some months, and these will be continued until finally it has sufficient evidence upon which to make declarations regarding manufacturers' selling agreements, ethics of the fixed resale price, and as to whether any organization is acting in restraint of trade.

From the standpoint of the resale or common price agreement the judgment reads:

"As to the charges against the manufacturers, the Board pointed out that it had already instituted of its own motion, was carrying on and proposed to conclude as speedily as possible, a Dominion-wide enquiry into the existence, scope, effect and fidelity of price-fixing agreements, including an enquiry into the costs, prices, and profits, of and upon commodities being sold under the fixed retail plan of merchandising, which latter mentioned matter, in the judgment of the Board, constituted a prime and necessary element in consideration of the interests of the public. In the Board's decision the proposed enquiry at the instance of the Ontario Attorney-General, as compared with the Board's proposed enquiry, could only be superficial and incomplete."

What of the Chain Store?

No declaration was made in the judgment regarding the ethics of the chain store and department store purchasing direct, or as to the legality of wholesalers, as an organization, combining to refuse to purchase goods from the manufacturer who sells to large retailers to the disadvantage of the smaller dealer. Nor was anything said regarding the ethics of wholesale houses being formed by consumers and retailers' organizations for the purpose of buying direct. The Board has already made a decision in regard to a wholesale organization formed by a number of retailers, and during the investigation this organization was, at different times, called a "sham" wholesale house, and therefore that system was not approved by the Board. One would not expect any different final decision as to wholesale firms formed by consumers' associations or organizations such as those of farmers, labor men, etc. During the course of the investigation, counsel for the Attorney-General's Department stated he intended to call someone who could describe the work of co-operative stores, but no one was called to give evidence in this connection. This the Board regretted.

RESALE PRICES NEED FURTHER INVESTIGATION

Discussing the judgment of the Board of Commerce on the wholesalers' combine investigation case, A. C. Pyke, secretary of the Wholesale Grocers of Ontario, stated that when the judgment was read by the board the wholesalers were somewhat disappointed that a more clear-cut decision was not given. On reflecting upon the matter, however, and after reading over the judgment carefully members of the association agree that the judgment as given was the proper one in view of the evidence submitted. They feel that the question of the ethics of the resale price on the part of manufacturers should be gone into more deeply by the board before any definite decision is given. They appreciated the fact that if a decision had to be given based on the actual evidence submitted, it would have been favorable to them.

Wide Investigation Under Way

As to the future proceedings by the Board, the following from the judgment is illuminative:

"As to the remainder of the charges respecting the wholesalers and manufacturers, the Board expresses its complete dissatisfaction with the case as presented, and it is resolved not to permit the charges to be dropped in the incomplete condition as to proof in which they have been left. Accordingly, in these proceedings, and at this stage, the Board neither acquits nor condemns any wholesaler, manufacturer or association. Instead, it will take these proceedings into its own hand, reinstate them, and after enquiring further and at length into such essential matters and considerations as have been left unproved, including—

Continued on page 35

Hamilton Retailers Are Exonerated; Wholesalers Also, on Evidence Given, But the Board is Enquiring Further

Board of Commerce Comment Somewhat Sharply on Lack of Evidence Given as to Existence of Combine and as to Effect on the Consumer of Manufacturers Fixing Their Resale Price—Full Text of the Board's Judgment—Investigations to Proceed

Editor's Note.—The following judgment was given by Commissioners W. F. O'Connor and James Murdock at 5.30 Friday evening last, in the City Hall, Toronto, an hour or so after the summing up of the Combine Investigation Case by A. W. Roebuck for the Ontario Attorney-General's Department and Robert McKay, K. C., for the wholesalers.

SOME weeks prior to the service of the complaint herein, Mr. Roebuck, of the Toronto bar, applied at Ottawa to this Board on behalf of the Attorney-General of Ontario, under instructions from that officer, asking that the Board proceed under Part II of the Combines and Fair Prices Act, 1919, against certain unnamed retail grocers of Hamilton, Ontario, certain in part unnamed wholesale grocers of the same place, certain in part unnamed manufacturers variously located in Canada, the Canadian Wholesale Grocers' Association, the Ontario Wholesale Grocers' Association, and the members of such Associations, as combinesters. The material exhibited to the Board as against the retail grocers was a newspaper report of alleged sayings and doings at a meeting of the retail grocers of Hamilton. The material exhibited as against the wholesale grocers of Hamilton and as against the wholesale grocers' associations were, in substance, part of the exhibits put in in this investigation plus the reports of one Wilkinson, an employee of the Attorney-General of Ontario, as to statements and admissions of others. It is proper to mention just here that although considerable of the material appearing in the reports of Wilkinson would have been relevant and admissible in evidence, this man, upon whose reports and as the result of whose investigations these proceedings were instituted, was not called as a witness. The materials exhibited as against the manufacturers consisted of letters and such forms of agreements, all or substantially all of which have been put in evidence in these proceedings.

Knew Report Was False

The application to the Board for the issue of a complaint under the Combines and Fair Prices Act was heard in private. The hearing consumed the greater part of an office day. In the result, Mr. Roebuck was informed that the Board would not of its own motion institute proceedings. It gave reasons:

1. As to the charge against the retailers the Board said that it had noted the newspaper report on which, the charge was based, had made enquiries and was convinced that the report was false.

2. As to the charges against the wholesalers the Board considered that the evidence submitted seemed mainly to relate to private sordid squabbles of various vendors of merchandise over ways and means of their own enrichment, in which matters the general public was not concerned nor was the Board, because in no event could the general public secure, nor was it intended to secure, an advantage. The Board was somewhat impressed by a report of the investigator Wilkinson as to the actions and sayings of a proposed witness who was in treaty with Wilkinson as an informer, while at the same time he was applying for membership in the Ontario Wholesale Grocers' Association. This person (per Wilkinson) was very desirous that none of his complaints against the wholesale grocers should be taken so seriously as to be acted upon until he should discover whether or not he would be admitted into the ranks of the body whose iniquities, if he were not permitted to share in them, he would virtuously condemn. Later, by the way, he was admitted into the ranks and in consequence so completely reversed his attitude that, on the request of Mr. Roebuck, his name was, during the course of the investigation, added to the complaint as an accused instead of an accuser. Those who, voluntarily or involuntarily, remained outside the ranks remained accusers.

Resale Agreements Already Under Board's Eye

3. As to the charges against the manufacturers (which involved wholesalers and possibly some retailers as well) the Board pointed out that it had already instituted of its own motion, was carrying on and proposed to conclude as speedily as possible, a Dominion wide enquiry into the existence, scope, effects and legality of price-fixing agreements, including an inquiry into the costs, prices and profits of and upon commodities being sold under the fixed resale price plan of merchandising, which latter mentioned matters, in the judgment of the Board, constituted prime and necessary elements in consideration of the interest of the public. In the Board's opinion, the proposed enquiry at the instance of the Ontario Attorney-General,

as compared with the Board's proposed enquiry, could only be superficial and incomplete. The Attorney-General's representative expressing his principal's wish to proceed in any event, the Board proposed to him two alternatives:

(1) It would grant its consent to the Attorney-General of Ontario to proceed by way of indictment under Section 498 of the Criminal Code, if that consent were desired; or,

(2) It would, upon the complaint of representatives of the Attorney-General undertake an investigation under Part II of The Combines and Fair Prices Act, 1919, upon the Attorney-General's responsibility, it being the Board's opinion that the evidence produced had merely disclosed an affecting of private as distinguished from public interest and that unless other additional evidence could be produced the proceedings must fail.

If the second alternative were adopted the application was to be considered for conformity, as having been made to Commissioner Murdock, as Commissioner O'Connor, being then acting Chief Commissioner, was ineligible under the Act to grant such an application. His jurisdiction was confined to confirmation of it. The Attorney-General was to supply the names and addresses of those to be accused, and the Board, as by law required, would frame the charge.

Acquittal on Evidence Submitted, But—

Mr. Roebuck, who asked and was given time to consider and discuss with his principal, returned to Toronto and some days later supplied the necessary names and applied for issue of a complaint under the second of the above mentioned alternatives. Commissioner Murdock granted the application and these proceedings, which have consumed eight days in the taking of testimony and one in the hearing of argument, have resulted. They have so entirely failed of their object that if it were obligatory upon the Board to now render a decision upon the materials and testimony put before it that decision could only be for the complete acquittal of all those accused; but, fortunately, the Board is not bound to finally decide upon the fragmentary and insufficient materials which have been set before it. Only such matters as have been properly concluded need be decided.

Hamilton Retailers Completely Exonerated

The charge of a sale price fixing combination against the Hamilton retail gro-

cers stands entirely disapproved and is dismissed. Even the originator of the statement upon which the charge was based has withdrawn that statement. The withdrawal is to his credit, but if upon his error appearing, that withdrawal had been more promptly made and with better grace it would have been much more to his credit. Subsequently to his being called and testifying he came again before the Board, voluntarily took the stand, and disowning malice, completely admitted his error. The Board has no difficulty in acquitting him of malice, but his erroneous reporting doubtless caused serious financial loss as well as loss of public esteem to the dealers to whom the article written and published by him referred.

These retail grocers, however, must not assume that because of the dismissal of the charge laid against them any species of concerted action on their part as to buying or selling prices is necessarily legal. The Board reserves certain intended declarations as to the law of combinations until the conclusion of certain intended additional investigations hereinafter mentioned.

Evidence Too Incomplete

As to the remainder of the charges affecting the wholesalers and manufacturers, the Board expresses its complete dissatisfaction with the case as presented and its resolve not to permit the charges to be dropped in the incomplete condition as to proof in which they have been left. Accordingly in these proceedings and at this stage the Board neither acquits nor condemns any wholesaler, manufacturer or association. Instead it will take these proceedings into its own hands, re-institute them, and, after enquiring further and at length into such essential matters and considerations as have been left unproved, including costs, prices and profits, first enquiring by way of sworn questionnaire and examination of books, records and business premises, and afterwards, if necessary, by way of public hearing, it will be enabled to render a decision of a decidedly more conclusive character than it could now if it undertook to decide matters of such great public importance as are involved upon the mere reading of a dozen or so resale price agreements and upon the recitals of the woes and yearnings of disappointed or rejected applicants for membership in trade associations, or for special concessions as to profits, discounts or rebates, all of such applicants being moved by self-interest and having so far as disclosed, no concern as to the interest of the public. The Board is regretfully compelled to state that, notwithstanding the amount of time consumed, this investigation has been of an extremely superficial character, and that in its judgment apart from the acquittal of the Hamilton retail grocers, and the benefit of the argument of counsel, the time spent thereon has been practically wasted time. Essential facts have been left unproved. Essential witnesses have not been called. It will be the business of the Board to discover and, to the ex-

Suggests General Organization of Grocers

W. J. Hobson, Hamilton, Maintains Retailers Must Get Together if Farmers and Labor Men Can Buy Direct—Says No Other Decision Was Possible in Regard to Retailers

SPEAKING to CANADIAN GROCER on Monday, W. J. Hobson, of Peebles-Hobson, Ltd., retail grocers, Hamilton, stated that there could not have been any other decision so far as the retailers' organization was concerned in the combine investigation case. Mr. Hobson was chairman of the meeting of retailers in Hamilton which was the cause of the investigation.

"If the Government had looked into the situation before they decided to prosecute there would have been no prosecution at all," he said.

"I understand that some of the smaller retailers in Hamilton have been considerably injured by the report that we were meeting to fix prices. Naturally the people look most unfavorably on it, all due to the fact that a reporter got the sense of what we were talking about entirely twisted. It would have been an impossibility for us to fix prices to the consumer in Hamilton as prices in different districts are naturally different from those in other districts. My suggestion at the meeting was directly opposite

from what was reported. Some retailers were being offered goods at prices less than others, and my idea was to have a committee to secure each Monday morning the lowest possible prices being offered by any wholesale house to any retailer."

Mr. Hobson thought that the article in last week's CANADIAN GROCER regarding the U. F. O. being connected with the investigation was along the right line. He contends that if consumers' organizations such as the U. F. O. and labor unions, which are considering starting a chain of stores, are able to purchase direct from manufacturers, that it will be necessary for retailers to unite themselves as buying organizations to secure the same consideration.

"I would like to see," he said, "an agitation for the general organization of retail grocers in Ontario. There are a lot of us, and what we do and say must have an important bearing on any Government action, and the sooner we organize in this way the better."

tent necessary, disclose; also to summon other witnesses. The investigation indeed has added little, if anything, to the data and knowledge possessed by the Board before the investigation was begun. The Board being of opinion that further disclosures may justify the making of orders and declarations which the material as yet supplied will not justify, cannot permit the failure of these proceedings to hamper its originally and yet intended more extensive and legally sufficient proceedings.

No Cooperative Store Evidence

Apart from all this, the Board had requested that further evidence be supplied as to co-operative trading systems and their relations with manufacturers and wholesalers. Such evidence was not supplied. It is very desirable that the views of proprietors of departmental stores be had. And, of course, this investigation, so far, has merely touched the fringe of the common price and resale fixed price problem. Finally, the vital matters of costs and prices have been left absolutely untouched.

In the forefront of the Combines and Fair Prices Act is the principle that the species of agreement or arrangement termed a "combine" shall have annexed thereto the quality of guilt only in case the agreement or arrangement operates to the detriment of or against the interest of the public. This statutory declaration, it may be mentioned, is in line with judicial conception of right. Whereas in these proceedings reliance has been placed upon the mere

making or existence of the agreement or arrangement and no satisfactory proof has been submitted as to the fairness of it or as to detriment to or interest of the public, the Board is put into a situation where it must either dismiss the proceedings or undertake to properly conclude them. In a case between party and party dismissal would be the appropriate course but the public right being involved the Board, finding these proceedings left incomplete and essential matters undeveloped, will see that the proceedings are continued to a proper conclusion. There is much to be proved and much to be said before proper determinations can be made.

Regarding Future Hearings

When the Board resumes public hearings let it be considered that they are in charge of and under direction, in all respects of the Board, which will request the Attorney-General of Canada to supply counsel to assist it. Persons charged may appear by counsel without further formality than oral communication to the court when appearing.

It is the policy of the Board that whenever an Attorney-General desires leave to prosecute alleged combine under Section 498 of the Criminal Code, leave will be granted as of course. The reason for the requiring of leave is that applicants may be advised of facts and considerations known to the Board as the result of its continuous enquiry system and its continuous contact with business men and business conditions, to the end that

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Combine Exists, Says Roebuck; No Combine, Claims McKay in Argument

Summing Up in Now Famous Alleged Combine Investigation Brings Out Interesting Arguments Pro and Con—Charge Against Retailers Withdrawn as Unproved—Clear-Cut Decision Asked by Counsel for Attorney-General

By Staff Correspondent, CANADIAN GROCER

TORONTO, Mar. 31.—Argument of counsel in the Wholesalers' Combine Investigation Case occupied most of Friday last—the final day of the proceedings which lasted a week in Hamilton and practically a week here.

A. W. Roebuck, counsel for the Ontario Attorney-General's Department, contended vigorously that the Wholesale Grocers of Ontario were a close corporation acting in restraint of trade by endeavoring to eliminate freedom in business. He was absolutely opposed to the principle of the fixing of the resale piece by the manufacturer, and maintained that business should be wide open and free with no restrictions of any kind.

Robt. McKay, K.C., counsel for the wholesalers, upheld the right of members of any organization to endeavor to protect their own interests so long as the consumer was not affected, and he contended the wholesalers' organization was being operated in the interests of the general public because it had been clearly shown that it was a link in the cheapest method of distribution from the standpoint of the people as a whole. He maintained that the fixing of a common price by the manufacturer meant that necessarily it must be the lowest price at which the line could be sold, for if not, competition would drive it off the market.

Former Cases Cited

Dealing with the evidence in connection with the alleged combine, Mr. Roebuck referred to the investigation into the wholesalers' affairs in 1910 and before. The grocers were charged at that time with unduly restrictive trading in articles of foodstuffs. In a case in Brantford, 1905, coal dealers were found guilty as a combine in restraint of trade. It was shown that the coal dealers had restricted the sale of coal except to members of the association. Another case was cited in which the master plumbers had similarly endeavored to confine trade to their own members.

He maintained that the A. A. Adams Co., of Hamilton, had been restricted from buying starch in Canada and had to confine their purchases to United States goods.

The evidence of Archibald Jolley given in Hamilton was reviewed. He had found that his business was considerably restricted by his being prevented from selling firms there he believed he had perfect right to sell. Then followed the conversation with H. C. Beckett, in which the latter gave his views on busi-

ness ethics. That was why A. S. Porter, of Hamilton, telephoned Hon. Mr. Drury, Prime Minister of Ontario. The story told by Jolley to Porter showed, Mr. Roebuck maintained, that the former had discovered in 1918 that Lumsden Bros., of Hamilton, were not on the selling list of the W. K. Kellogg Cereal Co. He could not understand this until he had a conversation with Mr. Lloyd, of MacPherson Glassco Co., who had told him that as he had sold Lumsden Bros., who were outside the "charmed circle," he would not purchase his goods. But when Mr. Lloyd was informed that Lumsden Bros. were not on the direct list, he gave Mr. Jolley an order. This was what started Jolley to think and subsequent events led up to the investigation.

Mr. Lloyd, in his evidence, stated he did not recollect this conversation.

Later a similar case had come up as far as Fearman Bros. were concerned. The Toronto sales manager of the Cereal Company was absent on account of illness, but the man who took his place had written Fearman Bros., acknowledging their order, with no suggestion that there was any scarcity of goods.

Then Mr. Beckett had given Mr. Jolley to understand that if he sold Fearman Bros., he could not sell the other wholesale grocers in Hamilton.

Mr. Roebuck read the letter Mr. Beckett had written The Battle Creek Toasted Corn Flakes Co., of London, Ont., which he claimed was a "clear case of pernicious restriction" when he asked that firm if he were selling F. W. Morley, of Toronto.

Continuing, Mr. Roebuck said "that Frank Fearman had first complained to the Attorney-General's Department and then when he became a member he had a 'change of heart', and in his evidence stated that the association was justified in excluding him from the organization. Among his reasons were that he had been selling too cheaply, that he cut prices, that he had given quantity prices, and that he had accepted commissions from manufacturers for the exclusive handling of their goods. "The glasses he looked through when outside the 'ring' were entirely different from those he looked through as a member. The evidence shows that Fearman Bros. were prevented from purchasing goods before joining by members of the association and that they had to have the endorsement of the 'ring' to become members."

Difficult to Define a Wholesaler

Evidence had been given showing how

impossible it was to define a "wholesaler." W. P. Eby stated that while his firm stocked over 2,700 lines they might not always be in position to supply all the goods their customers required.

"Anyone applying for membership into the wholesalers' organization had to sign a sworn declaration that they were not members of any co-operative company, which excluded from membership such firms as the York Trading Co.," stated counsel.

In the minutes of the wholesalers' organization would be found resolutions that prove themselves the existence of a combination to restraint of trade, Mr. Roebuck contended. Mr. Beckett and Mr. Smye presented what was known of as the "Hamilton Proposition," which endorsed the action of manufacturers who fixed their resale price and who declined to sell any wholesalers who did not maintain those prices. There was also the resolution passed on Dec. 2 last in regard to manufacturers who were selling large retailers and those who were not legitimate wholesalers; that the wholesalers would refuse to buy from manufacturers who sold their goods in this way. It was further proposed to arrange a card system, whereby every broker must carry a card of endorsement signed by the local secretary, before members of the organization should purchase from them.

Mr. Roebuck termed this a most pernicious proposition. It was interesting to note, he added, that this card system was never put into effect.

He hoped that the Board of Commerce would issue a warning to the wholesalers, preventing them from following their present methods in the future.

Retailers' Charge Withdrawn

As far as the Hamilton retailers' organization was concerned, the charge against them was a mistake, due to the error of a reporter and he asked the Board to withdraw the charge.

As far as manufacturers were concerned, he called attention to what he termed a monopoly in the starch business, and that the manufacturers had joined together in price agreements. Several manufacturers were shown to be very closely involved with the wholesalers' association in regard to price agreements.

He maintained that men like Harris and Morley were performing a service in the best interests of the trade. "By what right or authority," he asked, "have these wholesalers within the ring consti-

tuted themselves a tribunal as to who or who should not carry on a wholesale grocery business in Ontario?"

The question or not as to whether manufacturers will be able to sell outside the legitimate "wholesale ring" will be decided by the fundamental laws, if left in the open, in spite of the Board of Commerce, or even by the Government of Canada. The York Trading Co., in spite of being called a "sham" wholesaler, would succeed, he claimed, if it were giving a service to the trade and the consumer. There should be no schemes or combinations. The wholesalers should attend to their own business and let every "tub stand on his own bottom."

If the man who swings the hammer on the anvil is asked what he thinks of these combinations, he will say that he prefers to see the man who can sell goods at 2 per cent. instead of 14 per cent. have that right without restriction on the part of any organization.

"There are difficulties in the way of suppressing price-fixing agreements. I am definitely opposed to it. My attitude is as adverse to them as strongly as I can make the statement. It has been said that if price is cut, the price must go up. That is same as saying that if you knock down these walls, they will go up in the air. I cannot see how anyone can argue such a self-evident axiom that if prices are cut they are sure to go down."

Mr. Roebuck cited a recent case before the Supreme Court in the U. S. against A. Schrader & Son who had a fixed re-sale price. The company had lost the case.

In conclusion, he asked the Board of Commerce to give a clear-cut ruling as to whether there is a combination existing to restrict trade and commerce. The Attorney-General's Department expected such a ruling.

No Evidence of a Combine

Robt. McKay, counsel for the wholesalers, regretted the attempt of the Attorney-General's Department during the course of the case to prejudice public opinion and asked the privilege of bringing the matter to the attention of the board. Mr. O'Connor was inclined to let that matter pass and it was not further pressed.

So far as the evidence submitted was concerned, he claimed there had not been shown any existence of a combine in restraint of trade to the detriment of the public, but that there had been shown an organization existing for the betterment of the general public.

In the interest of the economic affairs of the country, the present channel of distribution had been shown to be the proper method. "Are the wholesalers not to be allowed to join together to protect that channel of distribution?" asked Mr. McKay. "There were 13 wholesalers called, 16 manufacturers, 4 retailers and one broker, all of whom had affirmed the channel through wholesaler to retailer was the economically sound one, and was the basis formulated by the judgment of centuries.

"Must the wholesalers be put in the position of children." he asked, "that they cannot unite to protect their own interests?" Mr. McKay drew a distinction between the combine that acts to the advantage of the public and the one that acted adversely. Popular currency had accepted every combination as an illegal one, which was not at all the case. Those engaged in any line of business had the legal right to join together for the advancement of their interests. Interference with the regular channels of business, on the other hand, were illegal because it was usually shown that the consumer was not better off.

Mr. Roebuck had suggested that everybody should be left free to do as he chooses. Mr. Adams, of Hamilton, had described himself not as a wholesaler

FALSE REPORT CAUSES LOSS

One of the Hamilton retail grocers whose name was prominently connected with the charge of price-fixing states to CANADIAN GROCER that since the newspaper report appeared his business has dropped an average of \$450 per month as compared with last year. Other retailers whose names were also mentioned make similar statements as to loss in their revenue.

CANADIAN GROCER has frequently in the past called attention to the carelessness in reporting meetings of retailers on the part of daily papers, and to inaccuracies when statements are made regarding business matters. Perhaps this case will be an added lesson which will react to the benefit of all retailers.

Competition in the sale of the necessities of life is so keen in the grocery trade that it is absolutely impossible for the retail grocer to overcharge his customers and get away with it for any length of time.

but as a commission merchant. Mr. Morley seemed to be the same. He made clear, by his evidence, he was not a wholesaler in the true sense of the word, and that he did not intend to look after small accounts or did not want to. He had no warehouse, had no selling organization, no storage of his own, no travelers but himself. On top of that, he had said he didn't want to serve every retailer—only being interested in certain "pet" accounts. He was the "cream-separator" and had carried his business to the highest state of perfection. He wanted to buy as a wholesaler and to sell in large quantities on a brokerage basis.

No Room in the Tub

"No defendant," said Mr. McKay, "wants to stop Morley from doing business. What we say is that if the manufacturer wants to sell through men like him he can't sell through us at the same time. We don't go behind the door to

say this—we do it openly. We say to Mr. Morley: 'Stand on your own bottom if you wish but you can't stand on your own bottom and sit in our tub too and pick off the cream of the business.' Morley and others pick off the most profitable business in the big centres where expenses are low, whereas the wholesale grocers at large expense are giving real service in the country districts."

Mr. McKay declared that the wholesalers did not object to such concerns as the York Trading Co., Mr. Morley, the General Wholesalers, Limited (the U. F. O. organization), etc., doing business any way they could, but claimed the right to say to manufacturers that if they sold them direct at the jobbers' discount, they couldn't sell the wholesalers.

Lumsden Bros. did not become members of the association till September, 1919, yet Mr. Lumsden had said he had no trouble buying goods anywhere he pleased except in the case of the E. W. Gillett Co. and that had been because of a lawsuit some years ago over a trade mark. He claimed that the personal squabbles as to when a man became a wholesaler or did not had nothing to do with this question of a combine. He defended Fearman Bros., declaring that, according to the evidence, Mr. Fearman did not approach the Attorney-General's Department. Porter did and Fearman was sent for—all after he had made his application to become a member of the organization. The right of Fearman Bros. to get on lists did not depend on their membership, but on the fact that up to a certain time they were not wholesalers. When they were admitted into the association, manufacturers naturally knew they would then be wholesalers. Nobody had suggested that H. P. Eckardt & Co. should not be on the lists, yet they were not members. The same applied to Medland Bros.

"My learned friend says that a dozen men can't get together to conduct their business in an efficient and proper way, that any kind of a organization for business welfare is a combination and must be restrained. If that is the case he is going to rule out 75 per cent. of this machinery of modern business as well as the machinery of 500 years of civilization. Trade business has always been conducted by guilds and this means of protection has come down to the present generation only more perfected.

"Supposing bricklayers would allow any man to come in, whether a bricklayer or not, and lay bricks at same wages as they are getting, couldn't they protect their interests?"

Mr. McKay said the wholesalers did not want to prevent anyone going into Hamilton for instance who were desirous of selling the retail trade. If all were treated alike, all well and good. But they did claim that if the manufacturer wanted to pick out only 20 retail stores and sell them direct at the same price as the wholesaler paid, they asked the right, in fairness to themselves and the other retailers, to use their organization to decline to stock such goods.

Present Western Optimism Justified

Actual Business Conditions Excellent With Prospects Even Better, Says Former Westerner on Return

"THE West is, I know, the place for optimism, but I never saw a more optimistic people than they are now, an attitude which is fully justified," said Harold Seddon, Canadian representative of Lea and Perrins, to CANADIAN GROCER on his return from the West to Montreal after an absence of several weeks.

Mr. Seddon journeyed right through to the coast, and as he was formerly located there for some years with headquarters at Vancouver, thus knowing Western conditions and the Western spirit, he can speak with knowledge of a field which is naturally familiar to him.

"Vancouver is very prosperous," he continued. "This is due, largely, to the high prices which are being obtained for lumber, for which there is a great demand all through the West, particularly in the Western States. Much of this lumber is going to the States, and is bringing high prices. With the payment made in the United States funds, and with prices higher there for lumber than they are in Canada, the lumbermen are making plenty of money, for there is a keen demand for supplies, and this will continue. Besides, the Canadian West is needing and buying much lumber.

"Then, in addition to this great natural resource, there is much activity in ship-building; fishing returns are good, and considerable activity is manifest in mining.

Need Oriental Trade

"But the great development for British Columbia will come with the opening up of Oriental trade. That is what they most need now, and there is a big field in the Orient for products produced at the Coast. In time, of course, if rates are made favorable, much can be shipped to the Canadian Prairie Provinces. A population of around 450,000 in British Columbia, with a large percentage of this centered in the two cities of Vancouver and Victoria, means that there will require to be other outlets for the goods produced, and the Oriental market is the most likely one."

In speaking of Vancouver, Mr. Seddon stated that the speculative element was now absent; property is being valued on the basis of a good rental return, and the purely speculative element is not at all in evidence. The realty conditions are very sound.

Inland Centres Active

Calgary, Mr. Seddon stated, is in good shape, and there is evidence there of sound business conditions. Always possessed of much confidence, the business men are finding present conditions satisfactory.

Of Edmonton he spoke of the highest terms. Business there is thriving and the development of the Great North will bring increased activity. The outlook is particularly encouraging for a busy season, with the prospect of extensive oil developments affording a new source of wealth. With extensive investments made by wealthy oil companies, and with actual operations already undertaken by

them, Mr. Seddon believes that there will be a development, in due course of time, which will mean much to the far northern city. Business places have already filled up at Edmonton, and many new wholesale houses are projected, or already under course of construction.

Saskatoon, Prince Albert, Regina and other prairie cities have been finding business conditions much improved, while Winnipeg, as for many years past, is in excellent shape. The conditions there are particularly thriving. Generally-speaking, Winnipeg, in Mr. Seddon's opinion, could absorb even more goods than she can obtain.

Saskatchewan R.M.A. Meets in June

Probable Dates Are June 8, 9 and 10, at Moose Jaw—Trade Sections Will Meet First and General Meeting Will be Held Last Day—Resolutions Wanted Early

SASKATOON.—Plans are under way for the annual convention of the Saskatchewan branch of the association, which this year is to be held in Moose Jaw in the month of June instead of May as formerly, says "The Western Retailer." The merchants of the Southern city are now getting things into shape for this event, and F. E. Raymond, Provincial Secretary, has recently been in consultation with S. D. McMicken, the president of the Saskatchewan branch, and the Moose Jaw merchants, with a view to making the 1920 convention one of the most successful that has yet been held in the province. It goes without saying that the Moose Jaw merchants will spare no effort to make the convention successful in the highest degree, from the point of view of both business and pleasure. It has been tentatively arranged for the convention to be held Tuesday, Wednesday and Thursday, June 8, 9 and 10.

The convention this year will be run on altogether different lines than formerly as regards the business portion. It was found that by having a general meeting representative of every section of trade on each day of the convention that much time was lost in the discussion of questions that were of interest to only one particular branch of retail merchandising. In order, therefore, to save the time of delegates it has been decided this year to devote the first day or two, according to the necessities of the case, to trade sections, so that each branch of business may discuss its own particular problems. The last day of the convention will then be devoted to a general meeting, at which questions affecting the common interests of merchants can be discussed, in which all delegates to the convention will have equal interest. By this means it is possible that a more comprehensive programme can be adopted and every delegate at each trade sectional meeting will realize that the

branch of trade in which he is particularly interested is receiving adequate attention, and that he is equally interested with the other man in the discussion of any particular subject that may be brought forward.

Proposed Resolutions Wanted Early

In order that the programme may be made as comprehensive and useful as possible to every branch of business, the various "locals" and district branches of the association and individual members of the association should get busy and forward to the provincial office at Saskatoon as early as possible any resolutions bearing on any subject they wish brought before the trade sections or the convention generally.

With regard to the trade sectional meetings it is intended to make them as comprehensive in regard to the subjects they cover as though they were conventions in themselves called for the purpose of benefiting specially the merchants engaged in the particular lines of business covered by these trade sections. The secretary, therefore, invites correspondence and suggestions from members of the various trade sections of the association as to the form these meetings shall take, the subjects to be discussed, and whether they would like arrangements made for the engagement of speakers who can deal with any special aspect of the different trade sections.

Members of the Retail Merchants' Association throughout Saskatchewan are also requested to send in suggestions with regard to the arrangements for the convention and the various trade sectional meetings that are to be held, so as to make the proceedings both interesting and profitable to every individual delegate who will be in attendance. These suggestions should be sent in immediately as the provincial office is taking the preliminary steps towards the formulation of the programme.

The Benefit of Store Layout and Equipment

The Arrangement of the Store is a Real Factor in Making Sales—Up-to-Date Fixtures Reduce Labor Costs

Written by T. L. ARNETT

MODERN writers tell us that labor and capital produce all wealth. I think it was Bernard Shaw who wrote that both capital and labor were powerless unless the man of ability condescended to use them. Wealth comes not from without, but from within. The man of supreme ability is the one who has supernal ideals, who recognizes and uses those underlying principles without which human effort is futile, its results ephemeral.

The man who enters business does so to make money, to create wealth. Let him not put his trust in money, men, land, building equipment methods and devices. These are but incidental. The real factor in business is the big idea behind the venture and the ability to control an organization based on and using principles which will attain and maintain the ideal.

Keeping these ideas in mind will give perspective in dealing with store layout and equipment. The big idea behind the whole venture must be kept in mind in planning the layout and selecting the equipment.

The Arrangement of the Store Is Profitable

If a customer comes into your store, it should not be necessary for him to have to ask you whether or not you stock the line of merchandise which he wishes to buy. If a customer leaves your store with money in his pockets, and walks into another store and completes his purchases, or sends to the mail order house for the balance of his requirements, it is not a very sporty proposition to blame the other fellow.

Your business should not be developed at the expense of merchants in neighboring towns or other efficient merchants in your own town. What is gained by you trying to take the other fellow's business, and the other fellow trying to take your business. It is but a case of "Might being Right," and differs very little from the early days of the race; when our forefathers were accustomed to gather their men servants together, cross over the hills at night, visit their neighbors and bring back as many cattle and wives as they wanted, or were able to. When we have formulated our code of business ethics of the future, all business will be transacted on a service basis, which will strive to render the greatest service to the community, not merely through churches and schools, but through the proper feeding, clothing and housing of our customers, by supplying them with the comforts, conveniences and luxuries best suited to them. In other words we should increase our business by intensive merchandising; this calls for mixing our

feelings, our imagination and even our brains with our merchandising.

The arrangement of the merchandise in the store is called the layout of the store. It determines the placing of your shelving, counters, showcases and other equipment. There are certain definite laws, certain underlying principles which must be observed in the layout of a store. Men and guns and munitions do not make a victorious army, neither does a building and equipment, and merchandise make a successful store. Philosophers speak of the "Inherent Rationality of the Subject." In the language of folks like ourselves this simply means that any subject you wish to study is governed by laws which are determined by the nature of the subject under consideration. In laying out a store we must discover the principles to be observed in order that the store layout may contribute its share to the attainment, and maintenance of the big idea behind the venture.

The Expense Need Not Be Great

The amount of money to be expended on fixtures has been determined after a mature examination of hundreds of stores, big and small. The conclusion has been reached that the fixtures should approximate in value 10 per cent. of the yearly turnover. By writing off 10 per cent. on their value each year—there will be a maximum charge against your turnover of 1 per cent. At the end of ten years your book value of fixtures will be about 1-3 of the original value, and your carrying charges proportionately reduced.

The purpose of store equipment is three-fold:

1. Care of stock. Under normal conditions no stock is worth 100c on the dollar, but a well-kept, well-assorted stock is worth from 10 to 25 per cent. more than a stock poorly kept, and poorly assorted. The first care in designing fixtures should be to have a place for every item of the stock. This assists in giving a definite knowledge of the stock, and tends to keep the stock well assorted. Fixtures should be constructed so as to be as nearly as possible dust proof, and vermin proof.

2. The second purpose of fixtures is to reduce labor costs, by a proper arrangement of stock and display, but the quantity of labor required per thousand dollars of turnover can be reduced.

3. The third purpose of store equipment is to increase sales. Proper store equipment will increase your sales by helping you render a bigger service to your community. If you can feed your community with the right kind of food, dress them in the right kind of clothes, furnish their homes in good taste, you

will soon forget your competition. You will have none.

Proper store equipment will help you to do these things. It will add to the prestige of your store, it will enable you to keep your goods in perfect condition; proper equipment will so display your stock that you will have satisfied customers, and your bank account will show that you have made \$2.00 gain where there was only \$1.00 before.

Let me again remind you that the source of all things is within us; that goods, equipment, buildings and land cannot take the place of the supernal ideal that lies behind, before and all about your business venture. Remember that these material things are but the tools of the trade, to be used in helping you to attain and maintain your ideal. You are the biggest problem which you have to contend with in your business. Make the man right and the business will take care of itself.

EVIDENCE TOO INCOMPLETE

Continued from page 29

ing costs, prices and profits, first enquiring by way of sworn questionnaires, and examination of books, records and business summaries, and afterwards, if necessary, by way of court hearings, it will be enabled to render a decision of a decidedly more conclusive character than it could now if it undertook to decide matters of such great public importance as are involved upon the mere reading of a dozen or so resale price agreements, and upon the recital of the woes, and yearnings of disappointed or rejected applicants for membership in trade associations, or for special concessions as to profits, discounts, or rebates, all of such applicants being moved by self-interest and having disclosed no concern as to the interest of the public."

Waiting With Patience

In a nutshell, the judgment means that the evidence was too incomplete to make any final decision or conclusive declarations; that further information is being collected by the Board, and until an exhaustive study of all phases of distribution and effect of price agreements has been made, the trade and public will have to be content to get along as before. In the meantime, the distributors affected wait patiently for the promised declarations.

GROCCERS ARE EXONERATED

Continued from page 31

merely factious prosecutions and prosecutions foredoomed to failure may be avoided. If, now, and notwithstanding this decision and the Board's former offer of such leave the Attorney-General of Ontario desires leave to prosecute all or any of these charged in these proceedings he may have that leave.

There will be no order as to costs.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

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PURE FOOD LAW TO BE AMENDED

THE Dominion Board of the Retail Merchants' Association will endeavor to have the Pure Food Law so amended as to throw the onus of proving the purity of certain commodities for which a Government standard is set on the manufacturer instead of placing the onus on the retailer, as at present.

It certainly is unfair that the retailer should be the goat and stand all the publicity and a fine when a sample of a commodity is taken from a merchant's shelves, and when analyzed, found to be misrepresented. It is all very well for the manufacturer to say he will pay the fine, but what about the loss of reputation and business that is incurred when the local newspaper comes out with a headline: "So-and-so, the grocer, fined for selling impure foods?" This is where the injustice of this section of the Adulteration Act comes in. There is no doubt that the Adulteration Act has been a benefit to the grocer, it has enabled him to do a certain amount of uplift work, to make a better business, to be able to frankly state to his customers that such an article is pure or that it is adulterated or artificial, as the case may be. Many merchants, when purchasing goods, make a special effort to find out all about the article, whether it is pure or otherwise. This, the merchant is able to do in the case of bulk goods, but when

foodstuff is put up in packages and bottles, with a fictitious label pasted on it, which is misleading to the public, then the manufacturer, or whoever puts up the package, should be held liable.

This is the principal point brought out in the paper, which the R.M.A. has prepared to take before the Government now sitting at Ottawa, to compel manufacturers to state correctly on the label the real contents of the packages, and if the article is adulterated, to say so in type sufficiently large that it can be easily read at first glance.

PRICE FIXING NOT POPULAR

IT IS stated on good authority that the Board of Commerce has never been in accord with fixing the prices of various commodities, such as sugar, wheat, bacon, etc. What they have done has been done, according to report, through pressure on the part of the Government, which, for political purposes especially, was very anxious to do something that would appear to be in the interests of the consumer. It is well known that Henry B. Thomson, formerly chairman of the Food Board, was opposed to the principle of fixing prices. His contention was, that once price fixing was begun there was no end to it, and it involved too many difficulties in the carrying out of it to be of any value to the people as a whole.

There is, undoubtedly, important work for the Board of Commerce to do, just as there is for the Railway Commission. It is doubtful if the fixing of prices in one or two lines is going to be of any real value to the consumer. Where the products are Canadian grown or raised, it is inclined to affect adversely production, which is the all-important thing if prices eventually are to decline.

THE DAYLIGHT SAVING

TORONTO may soon decide that for this coming summer, daylight saving time will again be adopted. Whether this will be cause for controversy among the trades and professions remains to be seen. However, there is one aggregation of merchants—the grocers—who will surely feel elated over the passing of the Daylight Saving By-law. At the first meeting, in February, of the Retail Grocers' Association the members were unanimously in favor of it; in fact, a resolution was passed to request the City Council to prolong the period from the first of March to the first of December.

CANNED tomatoes, given in one-ounce quantities, are ideal food for month-old babies, says Dr. Hess, of New York City. Another selling point for the retail grocer to push the sale of canned tomatoes.

\$75.00 to \$1,100 in One Year

Fine Record: Good Management: Now Go Slow!

By HENRY JOHNSON, JR.

HERE is the story of another triumph over the no-capital handicap. It is the kind of tale in which I delight. The line is fresh and salt meats, vegetables and fruit.

January 23, 1920.

Dear Sir,—I am sending some figures for you to work on as I notice every week the like of what I send. I want to know what per cent. I made. Expenses for the store include all expenses—paper, twine, labor, telephone, stamps, writing paper, deliveries, etc. I started this business last April 19, with \$75. Publish it if you like, but send me a copy of what you write by mail so I can see it.

Yours very truly,

Statement of Business	
From April 19 to December 31, 1919.	
Meats and provisions handled, at cost.	\$12,950.72
Cash Sales	16,074.01
Accounts Outstanding	\$ 831.14
Stock on Hand	618.50
Fixtures, paid up	609.15
Two cows, valued at	80.00
Hides on Hand	69.44
Four sheep, paid up	43.00
	\$ 2,251.23
Invoices payable	341.51
Due Bank	419.71
Due private party	313.25
	1,074.47
Net Assets	\$ 1,176.76
Expenses for store	\$1,662.55

Statement Incomplete

This statement is not complete. It shows no cash on hand, yet he must have some I should think. It also shows only cash sales, yet there are outstanding accounts amounting to \$831.14. So there are two or three holes for discrepancies. For example, the cash sales were \$16,074.01 against purchases stated at \$12,950.72. The difference is \$3,123.29. Yet the expenses, \$1,662.55 plus present net assets, \$1,176.76, total only \$2,839.31. There is an apparent deficit of \$283.98.

Again, there is no indication that this man has paid himself a salary. Probably he has not. But undoubtedly he has lived out of the store. If no allowance were made for his own salary, then the earnings of \$1,101.76 would not equal fair wages for himself as a workman. If he has lived out of the business, then only a moderate sum must still, theoretically, be charged up for his wages account. I put it that way because, in such circumstances, it is only theory.

This because a business in such an early stage of its development is not subject to rules and restrictions such as it will properly be subject to later on. When a man starts with \$75 capital, the one thing he aims for is success. Certainly, to get through on any plan and have upwards of \$1,100 to show at the end of only eight and a half months must be called success to date, and we do not adversely criticize success. It is its own justification so long as it is honest, however it may be achieved. A man is justifi-

fied thereby for cutting corners, disregarding nice business practices, taking or leaving a salary, and all the rest of it.

An Investment in the Future

The building up of a business from the ground in this way is an investment in the future. A man is right who lives on the smallest income, scratches through by the barest living margin, leaving all surplus, whatever it may be called and however acquired, in the business for future growth and development.

But now that we have got so far it is correct that we inquire, what of the future? and lay our lines to see that we be not disappointed therein. Loose practices must not be indulged in so freely the second as the first year. From now on this man must plan definitely just how much salary he will draw; draw it regularly; live within it, paying for his household supplies just like any other customer. Then when another year-end has come he will have some facts and figures which will properly be subject to close scrutiny, and should withstand any examination.

Actual Percentage of Earnings Doubtful

Because of the incompleteness of the figures it is difficult to determine the net earnings. Roughly they seem to stack up this way: Net possessions now seem to be at least \$1,176.76. Deduct the \$75 with which the start was made, and the remainder is \$1,101.76. Taking \$16,074.01 as total sales, such earnings would show about 6.85 per cent. on sales. If, then, we consider the expenses of \$1,662.55 as just about equalling 10 per cent., we shall find that gross earnings have been nearly 17 per cent. on sales. If there have been credit sales which are not stated, those will reduce the percentage of expense and net earnings; because, while I am doubtful whether the sales given are total, I have the outstanding \$831.44 at face value as a tangible asset.

Cautions for the Future

Besides taking thought of salary allowance for the future, other things must now have attention. Hence my suggestions.

It seems doubtful that any business like this can be run on a 17 per cent. gross spread. I do not say it cannot be done. I say it is doubtful. So great care should be used in fixing prices. Be sure they are wide enough. As business increases you will have to hire help—skilled meat cutters—and when you come to that you may find that your present margins are much too narrow. Better prepare for this in advance. Nothing will tend to growth so much as the giving of extra values, and this may be well so long as you can do all the work yourself, saving waste and making up by overtime for narrow margins. Once

sales become bigger than you can handle the problem will be complicated by increased expense, limited hours put in by hired help, waste due to the careless indifference of the hireling.

That is why I caution you now to take careful thought for the future and go slow! You have made a splendid record, but you are nearing certain rocks which hitherto you have not had to sail around. Keep a keen look-out and be exceedingly careful.

Example of Close Figuring

I have another statement which fits in here so aptly that I wish I were at liberty to print it in full, but I am not. I can tell of some striking features in it that may be of value. They seem to me very remarkable, especially as indicating how carefully the management of large organizations figure. They also show how closely those folks must figure to get by. Anybody who thinks the chain store boys have a snap or that there is any luck or special conditions which make their way smooth, have another think coming.

This is a chain of 58 grocery stores. Last year the sales were \$1,200,000 in round numbers, an average of just over \$20,000 to a store. The inventory takes into account every asset, such as advertising supplies, garage supplies, prepaid insurance, rent, improvements, taxes, as well as fixtures and equipment. The fixtures are depreciated just about 11 per cent.—why 11 per cent. I do not know—and the trucks, etc., 20 per cent.

The final showdown gives net profits on sales of 11-10 per cent. That does not look like much, does it? Yet this gives earnings of over 16 per cent. on the capital employed! Moreover, these figures are such as any banker might examine without finding flaws in them. He might go over the stores and stocks and find no weakness. In fact, bankers have done this very thing, and are satisfied! So you can see the enterprise is well managed.

Units Small Individually

It is mighty interesting to note that the stores average \$20,000 annual sales. That means that some of them are large and do a big volume of business and that others are little affairs with trifling turnovers. In other words, these are just the average run of stores so far as size is concerned.

The advantage of buying power is not great. Any well-rated dealer, working single-handed, can buy within a trifling percentage of as low on most things and fully as low on the rest. Yet the average well-managed individual store would mostly go broke on any such basis of margin as is earned in this chain.

What is the reason behind this success—built, by the way, within the last few

years from a nucleus of five or six combined stores in the hands of a receiver? The answer is skilful management. That is all there is to it.

It is another example of the well-known truth that a good man cannot be kept down. He cannot keep himself down. He is just bound to overcome

obstacles and win success despite anything.

The suggestions I hand my correspondent this week are predicated on the thought that he can do as well if he will be carefully conservative from now onward. I shall be glad to hear from him again.

California Canned Goods to be Higher

Higher Cost of Material and Labor the Reason, State the California Canneries Company

INDICATIONS are that California canned fruits will be on a higher range of values in 1920 than they were in 1919. The reason for this, state the California Canneries Company of San Francisco, is the increase in the cost of materials and labor. Sugar alone is costing fully 70 per cent. more than in 1919.

Canada imports large quantities of California fruits each year, and the following extract from a circular issued by the California Canneries Company will be interesting to the importers and distributors of this line of merchandise:

"Box shooks for cases during 1920 will be fully 60 per cent higher.

"Labor—Minimum as provided by the California Welfare Board will be fully 30 per cent. above the rate figured when 1919 prices were named.

"There is now keen competition in California for fruit crops. Besides the fact that the fruit growers in the different lines are now so thoroughly organized that they can command the situation, and in view of the scarcity of fruit products throughout the world, particularly dried fruit, there can be no doubt that fruit crops for 1920 will not be on any lower basis than in 1919, but with the possibility of some averaging higher. This would be the case if normal conditions prevailed, but with the drought that we are now having and the indication that this will be an exceptionally and abnormally dry winter certain crops may prove short, and, if so, there is no telling what may happen so far as prices are concerned.

No Relief From Advance.

"Markets—Europe is at present overstocked with apricots, the pack of 1919 having been nearly 100 per cent. heavier than ever known before in the history of California, most of which supply went to Great Britain, and with the low rate of exchange existing, it is possible at present to purchase in Great Britain canned apricots on a lower range of value than they can possibly be delivered during 1920.

"Peaches are not in any over supply in Europe, and pears are in short supply, and with the certainty that all fruits will be higher in 1920 this will enable European buyers to closely clean up carryover stocks at profit. So far as the United States is concerned, the stocks in packers' as well as in dealers' hands

are the lightest known in many years; therefore, a very heavy trade can be looked for during 1920 to replenish stocks. This trade will run, of course, most largely to peaches, which is the fruit most desired in the United States, while in Europe, apricots and pears seem to have the preference.

"The one element that will probably figure in the reduction of costs that amounts to anything is the question of ocean freights, and we feel confident that ocean freights will be reduced from 30 per cent. to 40 per cent. below 1919

The Situation in Rices for the Future

The Crops in Europe a Failure—The United States Exporting Large Quantities to Europe—Canada Will Pay Higher Prices

THERE has been no let-up in the strong condition of the rice market and from all sources of information CANADIAN GROCER has learned that the future does not indicate any lower prices for 1920.

The situation in all primary markets show indications of even higher prices prevailing as supplies are becoming more difficult to obtain.

The Eastern situation is very uncertain, with very little stocks coming

through, and the outlook for any volume of business from that quarter is very dubious.

Japan has had an embargo on the exports for some time and will permit only small shipments to leave the country to partially meet the demands of her own people in foreign lands. Statistics from India show a decrease of three per cent. in her total productions for the season of 1919-20. The condition in Siam is no better, the embargo is still in force, so that only rice sold under contract before the control came into force is permitted to leave the country. The crop in China is some 100,000,000 pounds short.

The United States has the largest crop of rice ever produced in that country, but a great deal of this crop was damaged by rain; fully 75 per cent. of the samples submitted to importers in Toronto are of poor quality, showing the yellow spots caused by excessive rains.

In previous years the United States imported large quantities of rice from Europe, but in 1919 the situation was reversed and she exported to Europe more than 150,000,000 pounds while her imports were practically nil.

The consumption of rice in Canada is almost at an even amount the year round, and as Canada does not produce rice but has to depend upon foreign countries for her supplies, it is clearly manifested that the outlook does not appear any too promising.

GROCCERS RESENT ORDER OF BOARD OF COMMERCE

The grocers of Toronto are resenting the recent order from the Board of Commerce compelling them to send a detailed statement of all purchases, sales, and profits made on each sale, to the department each month. Retail grocers stated to CANADIAN GROCER that it would be impossible to supply such a statement without the engaging of an accountant and a bookkeeper, as in computing the profit of each article the cost of the upkeep of the business would have to be taken into consideration.

The list of commodities is a very lengthy one, comprising practically every article sold in a grocery store.

Once Cut Off Cannot Be Reinstated

The United States Supreme Court Hands Down Another Decision on the Question of Price Maintenance—Dealer, if Once Cut Off, is Now Prevented Forever From Getting Supplies

ANOTHER side of the question of price maintenance on the part of the manufacturers in the United States has come to light in the decision by the United States Supreme Court, in the Schrader case just decided, also in the Beech Nut Packing Co. case (account of which appeared in a previous issue of CANADIAN GROCER and which is of special interest to Canadian readers in view of the investigation now concluded by the Board of Commerce with the manufacturers, wholesale and retail grocers).

While none of these decisions are in conflict in any sense of the word, it is nevertheless apparent that there are hair-line questions involved.

In all of these cases the point involved has been whether a manufacturer can maintain his re-sale prices and refuse to sell a dealer who disregards such terms laid down by the manufacturer. The courts have held that when a manufacturer of his own free will decides upon certain reasonable price terms he can compel the trade to respect his prices or decline to sell even the wholesaler who sells such retailer. In this way the price at which a brand is sold can be legally maintained so long as there is no monopoly.

But, under the Schrader case, there can be no "express or implied" contract on the part of the manufacturer. This brings up the rather interesting phase of a wholesaler or retailer who has been cut off for violating the terms of sale, and who subsequently repents his action and seeks reinstatement in the good graces of the manufacturer. In that instance it would be assumed that the retailer or wholesaler would, in effect, agree to meet the demands of the manufacturer.

Once Cut Off Cannot be Reinstated

In an instance of that kind, it is pointed out, there would be an agreement "express or implied," and consequently would mean a violation of the Sherman anti-trust law. In other words, a literal construction of the law as interpreted in the various decisions of the courts on the question of maintaining prices, the manufacturer would be laying himself amenable to the law if he cut off a dealer and subsequently renewed business relations with him because of an implied agreement between the two that the dealer would thereafter maintain the manufacturers' prices, provided the latter would again sell him.

From another angle this situation would enable the manufacturer to more effectively impress upon the wholesale and retail grocers of the country the necessity of respecting his terms. Realiz-

ing that if once cut off the manufacturer would be laying himself liable to a violation of the law, and that the latter would therefore refuse to again open negotiations with such dealer who has refused to meet the price terms for fear of being charged with conspiracy to fix prices which would be in contravention of the law, dealers who make it a policy to disregard standard prices would be in a position of being permanently denied a supply of such merchandise.

Explanation of Difference

In the Schrader case the court held there was a distinction without a difference, insofar as giving the manufacturer the right to maintain prices, even on resale, and yet denying the right to enter an agreement to maintain prices.

A prominent New York attorney, who has figured largely in price maintenance litigation in the past, states his opinion as follows:

"The Supreme Court stands pat on the Schrader case and on the Beech Nut case, and says that neither is inconsistent with the other. But the Supreme Court, in very explicit and ominous

language, calls attention to the very narrow line which, if crossed by the manufacturer, will subject him to all the penalties of the Sherman act. That line is the expression of an agreement which the Supreme Court states may be either 'expressed or implied from a course of dealings or other circumstances.'

"To illustrate the extreme narrowness of this line here is a case where a manufacturer, acting in accordance with the Beech Nut decision, cuts off a customer who has failed to maintain prices. Later on the customer asks to be restored to good standing. Obviously his request will not be complied with unless he promises to stop price cutting. This he does and trade relations are resumed. But such action as this necessarily constitutes an agreement. Wherefore it immediately becomes, according to the Schrader case, illegal."

Therefore, the latest dictum of the court on price maintenance is being regarded as a ruling which legalizes the cutting off of a customer, but makes illegal his restoration to good standing by mutual assent.

Which is Most Profitable—Selling Cabbage by the Pound or by the Cabbage?

Merchants Express Their Opinions Upon This Subject

"DO YOU sell cabbages by the pound or by the piece?" queried CANADIAN GROCER of J. M. Stanley, Church Street, Toronto.

Mr. Stanley replied: "We always sell it by the pound because some cabbages are soft and others are hard; also some are large and some are small, and by selling by the pound the customer gets just the amount of cabbage that is paid for; then again, the majority of customers want a hard cabbage, and if sold by the piece all the hard ones would be picked out and the soft ones left, and in all probability would eventually find the way to the garbage can. In selling by the pound we invariably work in all the cabbage; a soft cabbage weighs about half that of a hard one of the same size, and the price therefore is also about half; another advantage of selling by the pound is because there are some people who only see the bulk and not the weight."

In answer to the same question put to Arnold Bros., grocers and butchers, who operate three stores in Toronto, J. Seymour, manager of the Bloor Street West store said: "We sell imported cabbage by the pound because usually these are very high in price, and also there is

usually a great deal of loose leaves and sometimes a decayed cabbage, which of course all add to the cost, so by weighing we know the exact cost and the price we must sell at to make a profit; local cabbage is usually cheap and very often bought by the dozen; these are then sold at so much each."

CANADIAN GROCER has had inquiries from growers of cabbage on how grocers prefer to sell cabbage, by the pound or by the cabbage. The opinion expressed upon interviewing several Toronto merchants was that the majority of grocers and butchers sold imported cabbage by the pound, and home-grown by the "each."

She.—Did your two college mates marry well?

He.—I'm afraid not. One got a girl who can cook and insists on playing the piano; the other got one who knows how to play the piano and insists on cooking.

Mamie.—Things aint like they used to be. 'Member when we used to buy five cents' worth of mixed candy?

Madge.—Uhuh! If you asked for that now they'd give you two pieces and tell you to mix it for yourself.

Disclaims All Intention of Operating Canning Factories

The Rumor That the U.F.O. Co-operative Co. Were Opening Canning Factories is Denied—
The Policy of the Company—Operating on a 5 Per Cent. Cost Basis

"WE have no intention, whatever, of starting a canning factory," stated T. B. Loblaw, General Manager of the U. F. O. Co-operative Company, in an interview with CANADIAN GROCER, in answer to a question put to him when the report appeared in the local papers to the effect that the U. F. O. intended to operate a canning factory. "We have been approached on the subject," continued Mr. Loblaw, "but at the present time the project does not look feasible to us and we do not intend to go into the manufacturing business; our policy is to buy all the goods we can at as low a figure as possible, and for that reason we have organized a wholesale warehouse to supply our stores and to incidentally sell other stores who may deem it profitable to buy from us."

The U. F. O. style their wholesale as the General Wholesalers Limited, located in Toronto, with the majority of stock held by the shareholders of the U.F.O. Co-Operative Company.

Mr. Loblaw, in explaining the operation of these stores, stated: "The money is raised by stock subscriptions to the U. F. O. Co-Operative Co. An advisory board, consisting of members in the locality in which the store is operated, is appointed to sell the stock and also to

advise in the local management. All the local expenses such as rent, salaries, etc., as well as a portion of the wholesale and head office expenses, are charged against the store. At the end of the term, if it is found that too large a percentage of expenses is charged against the store, this difference is then returned to the members in the form of a rebate, providing that the members can produce their receipts for the amount of goods purchased during the term: if receipts are not produced then no rebate is allowed."

Asked what effect U. F. O. stores will have upon the business of the country merchants, Mr. Loblaw remarked: "We are not out to injure any retail business, but we do intend to sell to the consumer at the lowest possible figure, and furthermore, instead of harming the country merchant we will help to increase the town's business, by assisting the people to get out of the habit of buying from mail order houses."

Mr. Loblaw further stated that the turnover of the U. F. O. Co-Operative Co. in February amounted to \$126,000, at a cost of doing business of 5 per cent., and the cost for the month of March would not exceed three and one-half per cent.

THE NEW DEHYDRATING PROCESS

Eggs, meat, vegetables and fruit can be preserved in their original condition without loss of freshness or nutritive values, Dr. K. George Falk, Harriman Research Laboratory, New York, told the American Chemical Society in describing a new process of dehydrating food.

Dr. Falk brought samples of potatoes, cabbage, meat, eggs, fish and other foods and exhibited them to the society. He said they had been dehydrated under the new process four years ago. Once soaked in water and cooked, he asserted, it would be "impossible to tell them from fresh food."

The Falk process is based on vacuum drying. Experiments were made for a number of years under the supervision of Prof. Ralph H. McKee at the industrial chemistry laboratory of Columbia University. The old process of dehydrating in use in this country since 1910 is a sun-drying process that Germany and other European countries have been employing.

One consignment of meat dried under the new process, he declared, has been shipped to Armenia to the Near East Relief Committee. After 1,600 pounds of fresh beef had been dehydrated the remaining weight was but 450 pounds.

When prepared for eating, Dr. Falk said, this beef tasted like fresh meat.—"Chicago Retailer."

WHOLESALE GROCER HEADS MONTREAL CHARTER COMMISSION

Sir Hormisdas Laporte, head of the wholesale grocery firm of Laporte, Martin, Limited, Montreal, has been chosen chairman of the new Charter Commission, recently authorized by the Quebec Legislature.

Sir Hormisdas comes to this new and responsible task with a long and varied experience, having served during the war as a member first and later as chairman of the War Purchasing Commission. His long association with the wholesale business and with the work of the National Railways, has also imparted rich experience, all of which will now enable him to undertake the leadership of the commission with confidence as well as success. Sir Hormisdas was also one of the framers of the existing commission.

It will be the task of this commission to frame a charter for the City of Montreal, under direction and by authority of the Quebec Legislature. The personnel of the commission is as follows:

For the Administrative Commission, Major E. G. M. Cape and Victor Morin; the Board of Trade, Brig.-General Sir John W. Carson and Fred W. Evans; the Chambre de Commerce, Sir Hormisdas Laporte and Alfred Lambert; City Council, Ald. T. O'Connell and Ald. Brodeur; Trades and Labor Council, J. T. Foster and Gustav Franco; Catholic Labor Unions, A. Senecal and Prof. E. Roberge; Proprietors' League, Col. I. P. Rexford and F. B. Mathys; Tenants' League, Antcine Kelly and J. R. L. Ayotte.

R. L. Morgan is building a store at Pleasant Point directly opposite the Government wharf.

The Future for Sugar!

Conditions at Primary Markets—Supplies of Refined Sugar Have Improved

"WHAT is the condition of the sugar market in regards to future prices?" is a question that is put to CANADIAN GROCER almost every day by merchants in all parts of the Dominion.

"There is little that can be said with definiteness relative to future prices," stated a sugar refiner's representative who has recently returned from Cuba in an interview with CANADIAN GROCER. "If we have to pay more for raw sugar, then naturally we will be compelled to advance the price of the refined." Asked about the conditions in Cuba, he remarked: "The labor trouble, although somewhat in better condition, is still unsettled, with the result that there is a great congestion of raw material awaiting movement, both at the sugar factories and at the seaports. At the beginning of the harvesting of the sugar crop it was estimated that the yield would be far in excess of that of other years, but now we have found that this was an error and the crop is not going to be as great as expected. Raw sugar at New York three weeks ago was selling as low as 9 cents per pound, cost

and freight, and this week sales have been made as high as 12 cents cost and freight, so you see in so far as the raw sugar market is concerned, conditions are not very promising for lower prices."

"In regards to refined sugar," he continued, "the Dominion is fairly well supplied at the present time, but there are still large export contracts to be filled; contracts that were accepted previous to the Government putting on the control, and I cannot very well see how the Government is going to prevent these contracts from being fulfilled."

CANADIAN GROCER has received reports by wire from several cities throughout the West, and also the East, and all state that although the sugar situation has improved, a decided shortage is still serious.

DOMINION BOARD R. M. A. CONVENTION

The annual convention of the Dominion Board R. M. A. will meet this year in Vancouver on July 22 and 23. Geo. S. Houghan is the secretary of the B. C. board, which is making plans already for the reception of the delegates.

New Brunswick's Sardine Industry

The Only Sardine Plant in Canada is Situated in New Brunswick—The Value of Sardines Packed in 1918 Was \$1,456,275

IN THE Bay of Fundy, the province of New Brunswick has the only sardine field in Canada, but it is one of great wealth and greater possibilities. The sardine industry has never been properly or systematically exploited, and there is awaiting here a source of great revenue when the business is taken properly in hand and developed along modern commercial lines. Countless schools of sardines filled the Bay of Fundy last summer and fall without advantage being taken of this bounty. Fishermen were not in a position to cope with the great opportunity, market facilities were undeveloped, nor would the canneries have been able to adequately handle the remarkable catch that would have been possible.

The Value of the Sardine Industry

The total value of New Brunswick's sardine fishery in 1917 was \$1,910,705; in 1918, \$1,456,275; for the first six months of 1919, \$36,210, and from January to September, 1919, \$199,019. In 1918 the canners in Maine and New Brunswick put up a big pack, paying the fishermen as high as \$20 per hoghead. On the signing of the armistice, however, various Governments cancelled large orders of the canned product for supply to the troops, and the packers were left with a great amount on their hands. It was largely on this account that operations were somewhat apathetic in the 1919 season.

There are three sardine canneries in the Province of New Brunswick, though most of the big factories of Maine obtain the sardines they pack from Canadian waters. The late Sir William Van Horne financed the erecting of a big modern cannery at Chamcook some years ago, since taken over by an American concern. There is another cannery at Black's Harbor which has been operating for years with considerable success and sell their product in England, France, and other European countries, South Africa, New Zealand and Australia. Another factory was added during the war at St. John.

Possibilities for Future Business

Little enterprise has been shown in developing the sardine fishing or packing industry in the province, and great possibilities are awaiting a systematic handling of this resource. A few fishermen have been in the habit of salting a few dozen barrels of sardines and shipping them to New York. But the fish so handled cannot possibly reach the market in an attractive condition, and their purchase and consumption has been limited to the poorer classes and foreign-born population. The sardine is a very delicate fish, and after being packed in a barrel and roughly handled is necessarily bruised and contused. In

France, where the sardine industry has assumed important proportions, the best packers will not take sardines caught in seines because of the reduction in value from rough handling. Practically all the sardines for the high grade markets put up by the French are caught in small drift nets. In Germany, Norway and Finland sardines are put up in a mixture of salt, sugar and spice. A small tin box is used which holds, with the spiced mixture, about a score of the little fish,

so that there is no chance of their being bruised. The Germans put them up in a spiced pickle.

These methods of utilizing the immense supplies of sardines in the Bay of Fundy have never received attention, though they suggest themselves so readily. The sardine resource, which might be one of enormous revenue, is lost to other markets by out-of-date systems of fishing and packing. Intelligent development of the industry by the introduction of an extension of market facilities and education in fishing and packing, would put the New Brunswick industry, of which it has a monopoly, on a par with other fishing activities, and add greatly to the importance of this maritime province.

Thirty Years After 'Twas Paid

The Story of a Merchant Who Receives Payment for Goods Sold Thirty Years Ago

THERE is an old saying that "Everything comes to him who waits," but this adage does not often apply to the grocer while awaiting some delinquent customer to settle a long overdue account. In fact most grocers state that they are still waiting and will probably wait a long time yet, and possibly a long time into the hereafter, before some people will pay up.

There is one merchant who is firmly convinced that this old epigram has a certain amount of merit as witnessed by CANADIAN GROCER upon paying a friendly visit to the store of T. W. Squire, corner of Church and Dundas Streets, Toronto.

A gentleman wearing the garb of a clergyman came into the store and enquired of Mr. Squire if he was in business thirty years ago and being informed in the affirmative, the clergyman then

asked if Mr. Squire had an account against Mrs. —, that was incurred thirty years ago.

In reply Mr. Squire stated that "possibly there is such an account, but if so it is up in the attic along with many others, amounting to several hundred dollars, all nicely sealed up with cobwebs."

The clergyman then said "Mrs. — is getting to be a very old lady, and she requested me to pay you nine dollars that she owed you for groceries purchased some thirty years ago, and she has felt for sometime that she would not like to leave this world owing you this money."

The clergyman then handed over the money and bowed himself out, leaving behind an atmosphere of good cheer and pleasant thoughts for the old lady who did not forget.

Molasses a Scarce Commodity

Fancy Barbadoes Molasses May Reach \$1.50 Per Gallon Wholesale—Montreal Bare of Supplies

MONTREAL (Special).—The present supply of fancy molasses is a limited one, according to large factors in the trade. There is every likelihood that very stiff prices will prevail, and some are looking for a price of not less than \$1.50 per gallon, wholesale, in the near future.

CANADIAN GROCER has, for some time, pointed out how prices would firm, and that they would very probably increase. In one of these special articles it was stated that the market might go as high as \$1.50.

A large Montreal jobber observed that the market at Barbadoes was ruling at \$1 per gallon. He tried to buy. Nothing

doing. He offered an advance of 5 cents per gallon, but still no acceptance. A third offer of \$1.10 was made, but no molasses was forthcoming.

Widely Distributed

There has been, as already outlined in CANADIAN GROCER, a wide distribution of molasses to the Canadian trade. Some have bought freely, and many thousands of puncheons went into regular trade channels. Those who bought ample to cover their requirements will doubtless be protected on supplies enough to last for some months; others have little encouragement, it is said, in getting stocks just now. The tendencies are very strong.

CURRENT NEWS OF THE WEEK

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

MARITIME

Robert Richey Rankine, St. John, N.B., was in Toronto and Montreal this week on his way home from California. Mr. Rankine will resume his former business as a manufacturers' agent on his return to St. John.

QUEBEC

H. H. Delorme, secretary of Laporte, Martin, Limitee, Montreal, is spending a few weeks at Atlantic City.

F. C. Robbins, manufacturers' agent and commission agent of Yarmouth, N. S., is on a business visit to Montreal.

Joseph Ethier, vice-president and general manager of Laporte, Martin, Limitee, Montreal, is at present in California, where he is spending a three months' vacation.

A. E. Cawthorne, representative of the D. Hatton Company, Montreal, is back from his Spring trip in Northern Ontario, and the Ottawa Valley, and reports that trade is exceptionally good all round.

J. A. LaPoint's grocery store, at 68a La Salle Road, Verdun, was considerably damaged by smoke and water as the result of a fire that broke out at the store the other night.

C. Fairall Fisher, managing director of J. W. Windsor, Limited, Montreal, returned on the Mauretania last week from a business trip to England and the continent which included France, Belgium, Germany and the Scandinavian countries. He reports that while business is very good in England, it is still very unsettled on the continent and likely to remain so owing to the very serious exchange situation, especially in France. As far as Holland and the Scandinavian countries are concerned, there is no doubt but what the present rate of exchange on Germany is having a serious effect on these countries.

ONTARIO

Frank O'Brien, of Stratford, has opened a general store at Staffa, Ont.

C. E. White, grocer, Welland, Ont., has sold his business to the U. F. O.

The U. F. O. Co-operative Co. have purchased the store of Dan Cappa, St. Marys, Ont.

H. Bierling, Exeter, has sold his general store business to J. C. McKinley, of Varna.

John G. Barr, McDonald's Corners, Ont., has sold his business to Robert and John A. Ferguson.

M. J. Cauthers, Stayner, Ont., has removed to his new store in the Stewart block.

Mrs. Mary Spencer, 88 Ottawa Street, Hamilton, has sold her business and premises to Vewman and Chick.

W. R. Macdonald, of Roncesvalles Ave., has bought out the business of Wm. Forster on the same street and moves to his new premises April 1.

Reid and Pickering, general merchants, Horning's Mills, Ont., have dissolved partnership, the business being taken over by Mr. Pickering.

R. H. Jamieson has purchased the grocery business of Hamilton Bros., Port Credit, Ont. This is one of Port Credit's oldest grocery business, Hamilton Bros. being in this same location for over 40 years.

JOE LAPORTE RECEIVES PROMOTION

Joe Laporte, director of Laporte, Martin Ltee., has been appointed general sales manager for his company.

Mr. Laporte has been associated with the firm of Laporte, Martine, Ltee., for the past twelve years. He entered the employ of the firm when a young man and has seen service in all departments of the business, both in the warehouse and in the business office. In addition to this he has travelled in the City of Montreal as well as in outside country points, and thus brings to his new duties a varied experience which should be of great value to him in his new work.

Mr. Laporte will have supervision of all sales, both mail and otherwise.

CHOCOLATE MANUFACTURE CHANGES NAME

The capital stock of the Walter M. Lowney Co., Ltd., Montreal, is increased from \$1,000,000 to \$2,000,000, and the name of the company is changed to The Canadian Cocoa and Chocolate Company, Limited.

The Walter M. Lowney Company, of Canada, Limited, Montreal, is also incorporated as a private company with a capital stock of \$2,000,000.

MAJOR JAMES P. LE GALLAIS APPOINTED TORONTO MANAGER OF ATLANTIC SUGAR

Major James P. Le Gallais has been appointed manager of the Toronto office of the Atlantic Sugar Refineries, Limited.

Major Le Gallais has been with the Atlantic Sugar Refineries since 1914. He went overseas with the 185th Battalion, receiving his discharge one year ago. Since then he has been in Cuba looking after the interests of the Atlantic Sugar Refineries. Major Le Gallais is taking up his new duties this week.

RANDALL AND ROOS TAKEN OVER BY JOHN SLOAN & CO.

Important Wholesale Grocery Business Transaction in Ontario

John Sloan & Co., wholesale grocers, Church Street, Toronto, with several Ontario branches, have taken over the Randall & Roos wholesale business in Kitchener, Ont. The Randall & Roos business was established about forty years ago, and in addition to groceries has developed along the lines of tobaccos and cigars, and has had an extensive wholesale confectionery trade. The business is being taken over by John Sloan & Co., chiefly on account of the ill-health of Mr. Roos, who is 78 years of age.

CANADIAN GROCER understands that the business will be operated as a separate concern, retaining the same staff.

It was just a few weeks ago that John Sloan & Co. opened a branch warehouse in Sarnia, Ont. They have now a total of six branches in the province.

SARNIA TO HAVE EARLY CLOSING

Sarnia.—(Special)—Effective Saturday, April 3rd, the grocers and butchers of this city will be required to close their stores daily at not later than 7 o'clock and on Saturdays not later than 9 o'clock or contribute a fine to the police court coffers not to exceed \$50, according to the provisions of the early closing by-law finally passed by the city council.

LONDON GROCERS CLOSE WEDNESDAY AFTERNOONS

Excepting for the month of December all grocery stores in London will close every Wednesday afternoon the year round at 1 o'clock. This was unanimously decided upon at the annual meeting of the retail grocers held in the Tecumseh House last night.

Prior to the new regulation, grocers closed on Wednesday afternoon during the months of June, July and August, but it was felt that a half holiday for only three months of the year was not sufficient.

P. H. Ranahan was elected president for the ensuing year; Charles Farr, first vice-president; Ald. Gordon Drake, second vice-president; H. P. Rosser, treasurer, and F. C. Pierce, secretary. Executive—Messrs. Thomas Shaw, E. Noel, N. A. Young and J. McKenzie.

At the close of the business session, John T. May, the retiring president, was presented with a gold-headed umbrella, and H. P. Rosser, retiring secretary, was given a pair of cuff links.

RED ROSE TEA MOVES ACROSS STREET

T. H. Estabrooks Co., Ltd., (Red Rose tea), moved their Toronto office and warehouse this week to 18 Front Street East, which is across the street from where they have been for several years.

NEW CANDY FACTORY FOR LONDON

London, Ont.—A new candy and ice cream cone factory will shortly be opened in London by John E. Stevenson, Lorne Avenue, and other Londoners associated with him.

Mr. Stevenson, who is interested in the manufacture of cones for ice cream has purchased a large brick stable on Dufferin Avenue, near Adelaide Street, and it is proposed to remodel it for factory purposes. Other parties, it is understood, are interested in the operation in the same premises of a candy factory.

MAPLE PRODUCTS COMMANDING HIGHER PRICES—BUYERS ARE ACTIVE

"Buyers are already paying 25 cents for maple sugar. They are arranging buying stations in the Eastern Townships now, and are guaranteeing this price for the season's crop."

This observation of George R. Small, of Small's, Ltd., Montreal, was made to CANADIAN GROCER in an interview regarding the prospect for maple sugar. It is on sugar that the price is based, the price of syrup being governed by what is obtained for sugar.

"Last year," continued Mr. Small, "the season opened at around 18 to 20 cents, so that a big increase has been made this year. It will mean that syrup will be worth \$3 per gallon, or more."

Asked as to the probability of a good run, Mr. Small stated that this was entirely impossible to forecast. It is a matter of weather conditions, requiring frosty nights and bright, thawing days immediately following. There has been some sap weather, but reports indicate that but limited amounts have been gathered.

OPPOSED EARLY CLOSING BY-LAW HAS WINDOWS SHATTERED

Sarnia (Special).—A mild sensation was caused here to-day when A. Lambert, a leader in the opposition to the early closing by-law, reported to the authorities to-day that during the night some person had shattered the plate-glass windows of his grocery store by throwing rocks.

Mr. Lambert, during the discussion of the early-closing by-law in the council chamber, appeared before the city fathers on three occasions and openly announced in a speech to the members that he was against the passing of such a by-law. On Monday night last Lambert appeared during the council session and once more he asked that the by-law be shelved. After considerable discussion the by-law was passed, and Lambert with other grocers who were in attendance left the council chamber.

WESTERN NEWS ITEMS

John Pritty recently opened as a manufacturers' agent and broker in Regina, Sask. Mr. Pritty has been in business in that city for the past eleven years. He also deals in butter, eggs and other produce.

Vivian and Windle, Ltd., wholesale grocers, of Regina, Sask., have purchased a warehouse in Brandon, Man., which they expect to occupy on or about April 15th in order to handle their business in that Province.

A. C. Tennyson, of Alton, Man., has purchased the Stone Block, for many years owned by Wm. White, a general merchant of Alton.

THE BIG R. M. A. CONVENTION AT VANCOUVER, JULY 22 and 23

VANCOUVER (Special).—The Vancouver branch of the Retail Merchants' Association is busy already with the plans for the Dominion convention which is to be held in Vancouver on July 22 and 23. There are such vital matters concerning retail business generally which require concerted action and education that this convention is expected to be big both as regards importance and attendance. The activities of the Board of Commerce and what some retailers consider their lack of understanding of many retail problems have certainly brought before the retailers, as never before, the need for organization and enlightenment. In Vancouver since October, 1919, the membership of the R. M. A. has more than doubled. New branches have been organized and are flourishing at Nelson, Cranbrook, Merritt, Kelowna and Vernon. Speaking of the convention, Secretary Houghan of the provincial office said: "Applications are already coming in for reservations, and, as usual, Saskatoon is the first to get action."

The B. C. provincial convention is being held for convenience on the same week, being scheduled for the 19th and 20th of July.

WINNIPEG GROCERS OBJECT TO RECENT ORDER

Winnipeg.—Concerted action by the grocers of the Dominion is sought by the grocers' section of the Retail Merchants' Association of Manitoba. Complaints are being made that recent orders of the Board of Commerce will involve extra expenses on the part of a vast majority of the men in the grocery business. The orders referred to require statements to be furnished to the board showing the cost and selling price of all articles handled. On this subject a wire is to be sent to the Dominion secretary at Ottawa, asking him to secure from the various provincial associations expressions of opinion on the order. Locally the opinion is that it will tend to increase the cost of operation and add to the already heavy burdens of the cost of living of which every consumer is complaining.

In addition to the Board of Commerce order, the meeting, which was presided over by A. E. White, of the W. H. Stone

Company, chairman of the section, received reports from a special committee on several important matters. The results of the conference on collective bargaining were shown to be indefinite. Opposition to a clause in the Workman's Compensation Act, calling for compulsory deliveries, resulted in the removal of the clause.

The report to the law amendments committee that the police commission is co-operating with the association in enforcing the observance of the Lord's Day Act was satisfactory. The appeal on early closing will be heard at the end of the present trial of the labor leaders charged with sedition. The association undertaking to co-operate with the Temperance Act enforcement officials, certain amendments opposed by the association were dropped by the law amendments committee of the Legislature. The association's views on the bill creating a tax commission were favorably received by the Legislature.

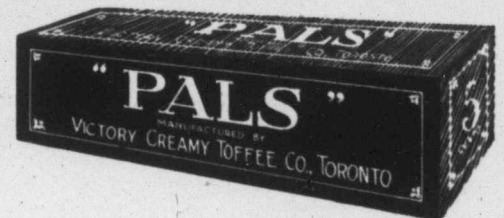
MASON & HICKEY INAUGURATE NOVEL PLAN

Winnipeg.—Mason & Hickey, for many years wholesale grocery brokers of Winnipeg, have inaugurated a new plan of sharing the earnings of the business with their employees. The idea adopted by this firm is novel in that the principals, L. P. Mason and H. J. Hickey, have limited themselves to a fixed amount of the net earnings. Over this amount, no matter how large, the earnings will be divided amongst the entire staff in the ratio of salary received. The earnings of the firm thus become a matter of personal interest to every one on the payroll, from the highest paid right through to the caretaker.

This is a far-seeing and liberal policy and there can be little doubt that the generosity of the principals will be reflected in increased efficiency and ability throughout the entire organization. There can be few employees who would not respond to a movement which will so directly benefit them.

Modern business is tending rapidly to the point that the good-will of the employee is an important factor in the success of an institution, which will mean undoubtedly better working conditions and better results for all interested.

New Goods



A candy confection put up by the Victory Creamy Toffee Co., Toronto, to retail at 5 cents per package. Maclure & Langley, Toronto, are the selling agents for Canada.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

MANY grocery commodities have advanced to higher levels while others have manifested a decidedly strong undertone. The produce and provision markets for the most part have developed an easier feeling and declines have been registered on some lines.

MONTREAL—In summarizing the markets this week a somewhat easier undertone is manifest on many lines, although no definite changes have been effected. Current quotations show but little change over those ruling last week. Sugar is in considerably better supply, but the future condition of the market is a matter of conjecture. While in some quarters the opinion is expressed that higher levels will shortly be reached, others are more apt to think that lower quotations may be looked for. For the time being, however, sugar is very firm. Beans are easier as a result of speculation that did not pan out as was intended, and although prevailing prices show no change over those of last week, the tendency is towards lower quotations in the future. Cereals are steady and prices are unchanged. Teas continue very strong and the trade reports a great scarcity of high grade varieties. Shelled nuts are comparatively quiet and no new developments have appeared in the local markets. Spices are firm. Molasses has again advanced in a very strong market. As it is understood that supplies are pretty well used up in this market, no lower prices are looked for in trade circles. The local rice market is a very firm one and decreased prices are not anticipated. Package goods show no material change, although jobbers report an early advance for cornflakes. Dried fruits stand firm in most lines, but small prunes, such as 90's and 100's, are inclined to ease somewhat. Canned goods are very strong and quite active and advanced prices appear probable in the near future. The hay and grain market is very quiet with a somewhat easier undertone. Flour is steady and no appreciable improvement has been shown in the matter of feeds. Fruits stand steady under a fairly active demand. Potatoes have again advanced, owing to the bad condition of the roads considerably hampering transportation. Cabbage has advanced to \$5.00 per barrel and Florida lettuce is selling at the high price of \$8.00 per 4 dozen crate. Coffee and cocoa are very firm, but no local changes have been effected. Clam chowder, clam bouillon, "Craft" wrapping paper, camphor, onion sauce and Worcester sauce have all reached higher levels.

TORONTO—There is a generally firm undertone to all grocery lines, with advances registered on several commodities. The situation for sugar does not look any too promising. Raw sugar has advanced about three cents per pound in the last week. Supplies of granulated have greatly improved, due to the Government control on exports. Refiners state that in regard to future prices it all depends on the cost of raw. If this costs more, then refined will also be higher. Molasses is standing firm under recent advances. Fancy Barbadoes is scarce even at the high figure of \$1.50 per gallon. McKay's cream of barley has advanced to \$6.25 per case. The special deal on Waxtite cornflakes is now off and prices go back to the regular. The condition of the tea market shows no improvement. Java teas, which were selling at a low figure, are now quoted in the primary market on an equal basis with Indias and Ceylons. Spot stocks of lower grades are cleaned up and the quotations on finer grades are considerably higher. Coffee remains strong under an active demand. All indications point to very high prices for new maple syrup. None has as yet appeared, but quotations are out in some quarters. Spices remain unchanged. There is every indication that rices will remain at high levels for this year. Supplies are more difficult to obtain, due to the short crops in the East. Shelled walnuts and almonds are firm and higher prices expected. Shelled filberts continue weak and prices are 3 to 5 cents per pound lower. Lemons are quoted lower. The potato market is firm and supplies are light. Advances have been made on biscuits, canned pineapple, jams, marmalade, chocolate, cocoa, prepared icings, Epsom salts, glass washboards, pickles, Castile soap and quick puddings.

The produce and provision market for the most part shows an easier tendency. Live hogs are quoted lower, also eggs. Butter is firm. Lard, shortening and margarine are ruling steady.

WINNIPEG—All Winnipeg markets are firm. Sugar is strong and advances are expected. Cereals are firm under an active demand. Teas are showing strong tendencies for higher prices. Canned fruits are practically cleaned up and what stock remains is being quoted at higher prices.

The produce and provision markets hold steady. Hogs are firm, also butter, while eggs are easier.

QUEBEC MARKETS

MONTREAL, April 1—The markets this week are steady and firm, but a somewhat easier undertone is manifest in some quarters, although whether or not this will have any effect on future prices is a matter of supplies and increased production. Sugar is firm for the time being and supplies are now stated to be very good. Fruits show comparatively no change in a market that is growing more active in the way of local demands. Potatoes have jumped again, but dealers express the opinion that it is not a permanent advance as there are plenty of potatoes in the country.

Plenty of Sugar; Some Say Will Advance

Montreal.

SUGAR.—A great improvement has been manifest in the sugar supply. The jobbing trade is able to make delivery promptly to customers and the consumer demand is well maintained. While prices are firm there has been no change since last report and some do not anticipate any early readjustment of the basis. On the other hand some are looking for considerably higher prices than those obtaining to-day, one report stating that 25 cents per pound might be asked for sugar before a great length of time. Refiners are able to supply the trade with scant quantities of sugar, and these are considered ample for the present demand on the trade.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	16 50
Acadia Sugar Refinery, extra granulated.	16 50
Canada Sugar Refinery	16 50
Dominion Sugar Co., Ltd., crystal granu.	16 50
St. Lawrence Sugar Refineries	16 50
Leing, barrels	16 70
Do., 25-lb. boxes	17 10
Do., 50-lb. boxes	16 90
Do., 50 1-lb boxes	18 20
Yellow, No. 1	16 10
Do., No. 2 (Golden)	16 00
Do., No. 3	15 90
Do., No. 4	15 70
Powdered, barrels	16 60
Do., 50s	16 80
Do., 25s	17 00
Cubes and Dice (asst. tea), 100-lb. boxes	17 10
Do., 50-lb. boxes	17 20
Do., 25-lb. boxes	17 40
Do., 2-lb. package	18 50
Paris lumps, barrels	17 10
Do., 100 lbs.	17 30
Do., 50-lb. boxes	17 60
Do., 25-lb. boxes	18 50
Do., cartons, 2 lbs.	19 00
Do., cartons, 5 lbs.	17 20
Crystal diamonds, barrels	17 20
Do., 100-lb. boxes	17 30
Do., 50-lb. boxes	17 50
Do., 25-lb. boxes	18 25

Molasses Advances 5c. Very Strong Market

Montreal.

MOLASSES.—The molasses situation is a firm one, and jobbers have in some cases advanced prices five cents. The arrival of new Barbadoes molasses is not looked for for several weeks. The present price of \$1.40 to \$1.45 per gallon is a firm one, although it has been stated to CANADIAN GROCER that the price on import molasses at present is \$1.30. It is understood that supplies are pretty well used up in this market, and no low prices are looked for in trade circles.

Corn Syrup—	
Barrels, about 700 lbs., per lb.	0 09

Half barrels	0 09 1/4
Kegs	0 09 1/4
2-lb. tins, 2 doz. in case, case	5 90
5-lb. tins, 1 doz. in case, case	6 85
10-lb. tins, 1/2 doz. in case, case	6 55
2-gal. 25-lb. pails, each	2 85
3-gal. 38 1/2-lb. pails, each	4 25
5-gal. 65-lb. pails, each	6 85
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	6 50
5-lb. tins, 1 doz. in case, case	7 45
10-lb. tins, 1/2 doz. in case, case	7 15
Cane Syrup (Crystal) Diamond—	
case (2-lb. cans)	8 50
Barrels, per 100 lbs.	12 25
Half barrels, per 100 lbs.	12 50
Glucose, 5-lb. cans (case)	4 80

Prices for	
Barbadoes Molasses—	Island of Montreal
Punchoons	1 40 1 45
Barrels	1 45 1 48
Half barrels	1 47 1 50
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case	6 00
3-lb. tins, 2 doz. in case, case	8 25
5-lb. tins, 1 doz. in case, case	6 80
10-lb. tins, 1/2 doz. in case, case	6 65

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

Teas Very Firm With Active Selling

Montreal.

TEAS.—Jobbing trade reports a continued scarcity of high grade teas. As a matter of fact CANADIAN GROCER is informed that only inferior grades are held in anything like round quantities. The absorption of better grade teas has brought about what might be styled a bare market, and while arrivals are more or less frequent, the supplies go into almost immediate consumption.

JAPAN TEAS—	
Choice (to medium)	0 65 0 75
Early picking	0 75 0 85
Finest grades	0 80 1 00
Javas—	
Pekoes	0 42 0 45
Orange Pekoes	0 46 0 45
Broken Orange Pekoes	0 43 0 46

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

Coffee and Cocoa Remain Very Firm

Montreal.

COFFEE AND COCOA.—The position of both coffee and cocoa is a very firm one, with an undertone suggestive of the reaching of higher levels in spite of the fact that in some quarters the opinion is half-heartedly expressed that peaked prices have been reached. It is largely a matter of supply and demand and the exchange situation. As matters stand to-day, the demands for both coffee and cocoa are exceptionally heavy, and although no definite changes have been effected, or even suggested, lower quotations do not appear probable for some months to come.

COFFEE—	
Rio, lb.	0 33 1/2 0 35 1/2

Mexican, lb.	0 47	0 48
Jamaica, lb.	0 44	0 46
Bogotas, lb.	0 47	0 49 1/2
Mocha (types)	0 47	0 49
Santos, Bourbon, lb.	0 46	0 48
Santos, lb.	0 45	0 47
COCOA—		
In 1-lbs., per doz.	6 25	
In 1/2-lbs., per doz.	3 25	
In 1/4-lbs., per doz.	1 70	
In small size, per doz.	1 25	

Cereals Are Steady and Without Change

Montreal.

CEREALS.—Rolled oats are selling at the unchanged price of \$5.50 to \$5.85 for 90s. The movement is reasonable but there is little of new interest. Cornmeal is a fairly active seller. For the week there have been no price revisions.

CEREALS—	
Cornmeal, golden granulated	5 50
Barley, pearl (bag of 98 lbs.)	8 00 8 25
Barley, pot (98 lbs.)	7 25
Barley (roasted)	
Buckwheat flour, 98 lbs. (new)	6 00
Hominy grits, 98 lbs.	6 50
Hominy, pearl (98 lbs.)	6 25
Graham flour	6 00
Do., barrel	13 25
Oatmeal (standard granulated)	6 00 6 75
Rolled Oats (bulk), 90s.	5 50 5 85

Shelled Nuts Quiet; Fair Sales Peanuts

Montreal.

NUTS.—The shelled nut market is a very quiet one at the present time. Steady prices prevail on most lines, and the one line which is quite active are peanuts in the shell. There is a good demand for these at all times, and the present supply is ample to meet trade requirements. There have been no changes of price.

Almonds, Tarragona, per lb.	0 32	0 33
Do., shelled		0 60
Do., Jordan		0 75
Brazil nuts (new)		0 28
Chestnuts (Canadian)		0 37
Filberts (Sticky), per lb.	0 25	0 25
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo		0 35
Peanuts, Jumbo		0 24
Do., "G"	0 19	0 20
Do., Coons		0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 10 1/2	0 18
Do., No. 1 Virginia		0 14
Peanuts (Salted)—		
Fancy wholes, per lb.		0 33
Fancy splits, per lb.		0 33
Pecans, new Jumbo, per lb.	0 32	0 25
Do., large, No. 2, polished	0 33	0 25
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo		0 20
Pecans, shelled	1 60	1 70
Walnuts	0 29	0 35
Do., new Naples		0 34
Do., shelled	0 70	0 75
Do., Chilean, bags, per lb.		0 33

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

All Spices Firm But No Advances

Montreal.

SPICES.—The general spice list is a firm one and this position has held for many weeks. There is a fair sale on a reasonable basis, but beyond this there is little of outstanding interest to report.

Allspice	0 33	0 33
Cassia (pure)	0 33	0 33
Cocoanut, pails, 20 lbs., unsweetened, lb.		0 44
Do., sweetened, lb.		0 36
Chicory (Canadian), lb.		0 20
Cinnamon—		
Rolls		0 35
Pure, ground	0 35	0 40
Cloves	0 85	0 90

Cream of tartar (French pure) ..	0 75	0 80
American high test ..	0 80	0 85
Ginger ..	0 40	0 40
Ginger (Cochin or Jamaica) ..	0 81	0 81
Mace, pure, 1-lb. tins ..	1 00	1 00
Mixed spice ..	0 30	0 32
Do., 2 1/2 shaker tins, doz.	1 15	1 15
Nutmegs, whole ..	0 60	0 70
64, lb.	0 45	0 45
80 lb.	0 45	0 45
100, lb.	0 40	0 40
Ground, 1-lb. tins ..	0 55	0 55
Pepper, black ..	0 38	0 40
Do., special ..	0 23	0 23
Do., white ..	0 50	0 50
Pepper (Cayenne) ..	0 35	0 37
Piacking spice ..	0 28	0 30
Paprika ..	0 65	0 70
Tumeric ..	0 28	0 30
Tartaric acid, per lb. (crystals or powdered) ..	1 00	1 10
Cardamom seed, per lb., bulk ..	2 00	2 00
Caraway (nominal) ..	0 30	0 35
Cinnamon, China, lb.	0 30	0 30
Do., per lb.	0 35	0 35
Mustard seed, bulk ..	0 35	0 40
Celery seed, bulk (nominal) ..	0 75	0 80
Pimento, whole ..	0 18	0 20

For spices packed in cartons add 4 1/2 cents a lb., and for spices packed in tin containers add 10 cents per lb.

Much Rice Exported; Held on Firm Basis

Montreal.
RICE.—The export of rice from North America to various countries has been very extensive during the past calendar year, and shows a very marked advance over the comparative period of 1918. This is due to the short supplies in various European countries, and even in countries of production to which immense supplies were reshipped. The local market is a steadily firm one and a decrease in price is not anticipated in jobbing quarters.

RICE—		
Carolina, ex. fancy ..	19 00	21 00
Do. (fancy) ..	18 00	18 00
Rangoon "B" ..	14 50	14 50
Rangoon "CC" ..	14 25	14 25
Broken rice, fine ..	14 00	14 00
Tapioca, per lb. (seed) ..	0 12 1/2	0 13 1/2
Do. (pearl) ..	0 12 1/2	0 13 1/2
Do. (flake) ..	0 11	0 12 1/2

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

Corn Flakes Are Likely to Advance

Montreal.
PACKAGE GOODS.—Jobbing circles report an early advance for corn flakes. The market on these is very firm at the moment, and it may be that higher prices will become effective within a few days. In a general way there is a very good demand for package cereals, flours, and other commodities. The basis for most lines is quite firm.

PACKAGE GOODS		
Breakfast food, case 18 ..	2 85	2 85
Cocoa, 2 oz. pkgs., doz.	0 75 1/2	0 84
Do., 20-lb. cartons, lb.	0 84	0 84
Corn Flakes, 3 doz. case ..	5 60	5 60
Oat Flakes, 20s ..	5 40	5 40
Rollad oats, 20s ..	6 50	6 50
Do., 18s ..	2 42 1/2	2 42 1/2
Do., large, doz.	3 00	3 00
Oatmeal, fine cut, pkgs., case ..	6 75	6 75
Puffed rice ..	5 70	5 70
Puffed wheat ..	4 25	4 25
Farina, case ..	2 35	2 35
Hominy, pearl or granu., 2 doz.	3 65	3 65
Health bran (20 pkgs.), case ..	2 60	2 60
Scotch Pearl Barley, case ..	2 60	2 60
Pancake Flour, case ..	3 60	3 60
Pancake Flour, self-raising, doz.	1 50	1 50
Wheat food, 18-1 1/2s ..	3 25	3 25
Buckwheat Flour, case ..	8 60	8 60
Wheat flakes, case of 2 doz.	2 95	2 95
Oatmeal, fine cut, 20 pkgs.	6 75	6 75
Porridge wheat, 36s, case ..	7 80	7 80
Do., 20s, case ..	7 50	7 50
Self-raising Flour (8-lb. pack.) doz.	3 05	3 05
Do. (6-lb. pack.), doz.	6 00	6 00
Corn starch (prepared) ..	0 12 1/2	0 12 1/2
Potato flour ..	0 16	0 16

Starch (laundry) ..	0 10 1/2	0 10 1/2
Flour, Tapioca ..	0 15	0 16

Small Size Prunes Are Somewhat Easier

Montreal.
DRIED FRUIT.—The market is steadily maintained with Muscatel raisins a scarce commodity. Greek currants are available in ample quantities and the undertone on these is somewhat easier. Larger sizes of prunes are holding firm at full prices, while smaller grades such as 90s, 100s and 120s are inclined to ease somewhat. Recent arrivals of dates from London are stated to be of very good quality.

Apricots, fancy ..	0 38	0 38
Do., choice ..	0 34	0 34
Do., siabs ..	0 30	0 30
Apples (evaporated) ..	0 23 1/2	0 24
Peaches, (fancy) ..	0 28	0 34
Do., choice, lb.	0 28	0 28
Pears, choice ..	0 30	0 36
Drained Peels—		
Choice ..	0 84	0 84
Ex. fancy ..	0 84	0 84
Lemon ..	0 44	0 44
Orange ..	0 46	0 46
Citron ..	0 64	0 64
Choice, bulk, 25-lb. boxes, lb.	0 22	0 22
Peels (cut mixed), doz.	3 24	3 24
Raisins (seeded)—		
Muscatsels, 2 Crown ..	0 28	0 28
Do., 1 Crown ..	0 24	0 24
Do., 3 Crown ..	0 24	0 26
Do., 4 Crown ..	0 13 1/2	0 24
Fancy seeded (bulk) ..	0 28	0 28
Do., 16 oz.	0 24	0 24
Cal. seedless, cartons, 12 ounces ..	0 21	0 23
Do., 16 ounces ..	0 26	0 26
Currants, loose ..	0 19	0 21
Do., Greek (16 oz.) ..	0 24	0 24
Dates, Excelsior (36-10s), pkg.	0 18 1/2	0 18 1/2
Fard, 12-lb. boxes ..	3 24	3 24
Packages only ..	0 19	0 20
Do., Dromedary (36-10 oz.) ..	0 19	0 19
Packages only, Excelsior ..	0 20	0 20
Loose ..	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	0 40	0 40
Do., 2 1/2s, lb.	0 48	0 48
Do., 2 1/2s, lb.	0 48	0 48
Do., 2 1/2s, lb.	0 50	0 50
Figs, white (70 4-oz. boxes) ..	5 40	5 40
Figs, Spanish (cooking), 22 lb. boxes, each ..	0 12	0 12
Figs, Turkish, 3 crown, lb.	0 44	0 44
Do., 5 Crown, lb.	0 46	0 46
Do., 7 Crown, lb.	0 52	0 52
Figs, mats ..	4 74	4 74
Do. (25-lb. boxes) ..	2 75	2 75
Do. (12 10-oz. boxes) ..	2 30	2 30
Prunes (25-lb. boxes)—		
20-30s ..	0 33	0 33
30-40s ..	0 30	0 30
40-50s ..	0 27	0 27
50-60s ..	0 23	0 23
60-70s ..	0 21	0 21
70-80s (25-lb. box) ..	0 30	0 30
80-90s ..	0 19	0 19
90-100s ..	0 17 1/2	0 17 1/2
100-120s ..	0 16	0 17

Canned Peas Scarce General Trend Upward

Montreal.
CANNED GOODS.—The market is quite strong and active. Standard peas are firmer in jobbing quarters and full prices are maintained. The tendencies are to higher levels on some varieties as the supply dwindles, even higher prices than those obtaining being looked for on various vegetables as well as on fruits.

CANNED VEGETABLES		
Asparagus (Amer.), mammoth green tips ..	4 50	4 80
Asparagus, imported (2 1/2s) ..	5 50	5 50
Beans, Golden wax ..	2 00	2 00
Beans, Refugee ..	2 00	2 00
Beets, new, sliced, 2-lb.	1 35	1 35
Corn (2s) ..	1 70	1 75
Carrots (sliced), 2s ..	1 45	1 75
Corn (on cob), gallons ..	7 00	7 50
Spinach, 3s ..	2 85	2 90
Squash, 2 1/2-lb. doz.	1 50	1 50
Succotash, 2 lb., doz.	1 80	1 80
Do., Can. (2s) ..	1 80	1 80
Do., California, 2s ..	3 15	3 50

Do. (wine gals.) ..	8 00	10 00
Sauerkraut, 2 1/2 lb. tins ..	1 60	1 60
Tomatoes, 1s ..	1 45	1 50
Do., 2s ..	1 50	1 50
Do., 2 1/2s ..	1 80	1 95
Do., 3s ..	1 90	2 10
Do., gallons ..	6 50	7 00
Pumpkins, 2 1/2s (doz.) ..	1 50	1 55
Do., gallons (doz.) ..	4 00	4 00
Peas, standards ..	1 85	1 90
Do., Early June ..	1 95 1/2	2 05
Do., extra fine, 2s ..	2 00	2 00
Do., Sweet Wrinkle ..	2 00	2 00
Do., fancy, 20 oz.	1 87 1/2	1 87 1/2
Do., 2-lb. tins ..	2 75	2 75
Peas, imported—		
Fine, case of 100, case ..	27 50	27 50
Ex. Fine ..	30 00	30 00
No. 1 ..	23 00	23 00

CANNED FRUITS		
Apricots, 2 1/2-lb. tins ..	6 25	6 50
Apples, 2 1/2s, doz.	1 40	1 65
Do., new pack, doz.	2 20	2 20
Do., 3s, doz.	1 90	1 90
Do., new pack ..	6 75	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, 1/2s, doz.	0 95	1 00
Do., 2s ..	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.	16 00	16 00
Cherries, red, pitted, heavy syrup, No. 2 1/2 ..	4 80	5 10
No. 2 ..	4 75	4 80
Do., white, pitted ..	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	2 75	2 75
Peaches, heavy syrup—		
No. 2 ..	3 65	4 00
Do., gallon, "Pie," doz.	9 50	9 50
Do., gallon, table ..	10 00	10 00
Pears, 2s ..	4 25	4 50
Do., 2s (light syrup) ..	1 90	1 90
Do., 2 1/2s ..	5 25	5 25
Pineapples (grated and sliced),		
1-lb. flat, doz.	1 90	1 90
Do., 2-lb. talls, doz.	4 00	4 50
Do., 2 1/2s ..	2 00	2 20
Plums, Lombard ..	2 40	2 45
Do., in heavy syrup ..	2 40	2 45
Do., in light syrup ..	2 45	2 45
Raspberries, 2s, black or red, heavy syrup ..	4 50	4 60
Strawberry, 2s, heavy syrup ..	4 50	4 60
Rhubarb, 2-lb. tins ..	2 25	2 25

CANNED FISH, MEATS, ETC.		
Salmon—		
Soekeye, 48, 1s, doz.	4 75	4 75
Do., 96, 1/2s, doz.	2 50	2 50
Red Springs, 1-lb. tall ..	4 10	4 30
Do., 1/2 lb.	2 00	2 00
Cohoos, 1-lb. tall ..	3 65	3 65
Do., 1/2-lb. flat ..	1 90	1 90
Pinks, 1 lb.	2 00	2 00
Do., 1/2 lb.	1 80	1 80
White Springs, 1s ..	2 00	2 00
Chums, 1 lb., talls ..	2 00	2 00
Do., 1/2s, flat ..	1 20	1 20
Do., 1/2s, flat ..	1 10	1 10
Gaspe, Niobe Brand (case of 4 doz.), per doz.		
Alaska, red, 1-lb. tall ..	4 25	4 60
Herrings, imported, tomato sauce ..	3 25	3 25
Do., kippered ..	2 85	2 90
Do., tomato sauce, 1/2s ..	1 85	1 85
Do., kipp., Canadian, 48, 1s ..	1 00	1 00
Do., plain, case of 4 doz.	6 75	6 75
Do., 1/2s ..	1 65	1 65
Haddies (lunch), 1/2-lb.	1 00	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 30
Canadian sardines, case ..	6 25	6 75
Whale Steak, 1-lb. flat ..	2 00	2 00
Pilchards, 1-lb. talls ..	1 90	2 00
Norwegian sardines, per case of		
Oysters (canned), 5 oz., doz.	2 60	2 60
100 (1/4s) ..	24 00	25 00
Do., 10 oz., doz.	4 30	4 30
Lobsters, 1/2-lb., doz.	3 40	3 40
Do., 1/2-lb. tins, doz.	5 50	6 00
Do., 1-lb. talls ..	12 00	12 00
Do., 1/2-lb., doz.	6 00	6 00
Do., 1-lb. flats ..	12 00	12 00
Lobster pas' 1/2-lb. tins ..	2 40	2 40
Sardines (Amer. Norweg'n style)		
Do., Canadian brands (as to quality), case ..	6 25	17 50
Do., French ..	32 00	34 00
Do., (gen. Norwegian) ..	21 00	22 25
Do., Portuguese, case ..	24 00	24 00
Scallops, 1-lb., doz.	8 25	8 25
Do., Eastern trade ..	2 65	2 65
Do., Winnipeg and Western ..	2 35	2 35
Scotch Snack, No. 2, doz.	4 50	4 50
Shrimps, No. 1 ..	2 40	2 80
Do., 1 1/2s ..	4 50	4 50
Crabs, No. 1 (case 4 doz.) ..	6 75	6 75
Crab meat (Japanese), doz.	6 50	6 50
Clams (river), 1 lb., doz.	1 90	1 90
Scotch Snack, No. 1, doz., Montreal ..	2 85	2 85
Meats, English potted, doz.	2 00	2 00

More Beans Moving Some Quoting \$5.00

Montreal.

BEANS AND PEAS.—A manifest improvement is reported on the part of jobbers for beans. These have held firmly in price for some weeks past, but the demand was not heavy owing to the high prices which were held out for by Ontario producers. The finest Canadian hand picked white beans are to be had for \$5 per bushel, and Kotonashi at \$4.75 per bushel. Lima beans at 18 cents per pound.

BEANS—		
Canadian, hand-picked, bush..	5 75	6 00
Japanese	5 50	5 75
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California		0 20
PEAS—		
White soup, per bush.	4 80	5 00
Split, new crop (98 lbs.)	8 25	9 00
Boiling, bushel	4 80	5 00
Japanese, green, lb.	0 10½	0 11

Steady Demand For Holiday Fruits

Montreal.

FRUITS. — There is practically no change to the market this week in regard to prices, although an advance has been effected on coconuts. New quotations are given at \$2 per dozen. Trade in all fruits is considerably picking up. The approach of Easter is inciting buyers to prepare themselves for the extra trade that is expected during and after the holiday season. Prices are steady.

Apples—		
Baldwins	7 50	8 00
Ben Davis, No. 1	6 00	7 00
Greenings	7 50	8 00
Gravenstein		
Spies		10 00
Winter Reds	6 50	7 00
Apples in boxes	5 00	5 50
Bananas (as to grade), bunch..	6 00	7 00
Cranberries, bbl.		11 00
Do., gal.		0 60
Grape, Emperor, kegs		13 00
Grapefruit, Jamaican, 64, 80, 96..		5 00
Do., Florida, 54, 64, 80, 96....		6 00
Lemons, Messina		8 00
Pears, Cal.		5 00
Pomegranates (boxes of about \$0), box		
Oranges, Cal., Valencias	9 00	9 50
Cal. Navels		9 00
Florida, case		6 00
Coconuts		2 00

Potatoes Take Another Jump

Montreal.

VEGETABLES.—As a result of the continued bad condition of the roads which hampers transportation very considerably, stocks of potatoes in the local markets are getting low again. The result is higher prices. Quotations are now given at from \$4.25 to \$4.50 per 90 lb. bag. Cabbage has advanced to \$5 per barrel and Florida lettuce is now offering at the advanced price of \$8 per 4 doz. crate. American radishes are selling at the very high figure of \$1.50 per dozen.

Beans, new string (imported)	
hamper	7 00
Beets, new bag (Montreal)	3 00
Cucumbers (hothouse), doz.	3 00
Chicory, doz.	0 50
Cauliflower, Am., doz. dble crate	7 00
Do., single crate	3 75
Cabbage (Montreal), barrels	5 00
Carrots, bag	1 75
Garlic, lb.	0 50
Horseradish, lb.	0 20

Lettuce (Boston), head crate ...	3 00
Leeks, doz.	4 00
Mint	0 60
Mushrooms, lb.	1 00
Onions, Yellow, 75-lb. sack	8 50
Do., red, 75 lbs.	8 50
Do., crate	3 00
Do., Spanish, case	8 50
Oyster plant, doz.	0 50
Parsley (Canadian)	0 75
Peppers, green, doz.	0 50
Paranips, bag	1 75
Potatoes, Montreal (90-lb. bag) ..	4 25
Do., New Brunswick	4 00
Do., sweet hamper	3 50
Radishes, American, doz	1 50
Spinach, barrel	6 00
Turnips, Quebec, bag	2 00
Do., Montreal	1 50
Tomatoes, hothouse, lb.	0 40
Florida lettuce (hamper)	6 00
American parsley, doz.	2 00
Florida celery (4-doz. crate)	8 00
Watercress (per doz.)	0 75
Lettuce (curly), 3 doz. in box ..	3 50
Parsley (American)	1 50

Advanced Prices For Clam Chowder

Montreal.

CLAM CHOWDER, ETC.—Advances have been effected during the week on Burnham's clam chowder. New quotations are given as follows: 1-lb. tins have advanced 25 cents and are selling at \$2.10 per dozen, and the 3-lb. size is quoted at \$4.90 per doz. Burnham's clam bouillon has also advanced and is selling at \$4.40 per doz. for the 7-oz. size, and \$7.50 for the 14-oz.

Hay and Grain Market Quiet

Montreal.

HAY AND GRAIN.—The market for hay and grain is a very quiet one, and though no definite price changes have been effected during the past week the undertone is somewhat easier in the face of the recent decline in the American markets. Trade is not very brisk at the present time and no great activity is expected before the roads are materially improved.

Hay—	
Good, No. 1, per 2,000 lb. ton.	28 00
Do., No. 2	27 00
Do., No. 3	24 00
Straw	15 00
Oats (bulk)—	
No. 2 C.W. (34 lbs.)	1 18½
No. 3 C.W.	1 14½
Extra feed	1 14½
No. 1 feed	1 13½
No. 2 feed	1 11½
Tough 3 C.W.	1 12½

Barley—	
No. 3 C. W.	1 60
No. 3	
No. 4 C.W.	
Feed barley	1 60
Prices are at elevator.	

Several Advances On General Lines

Montreal.

MISCELLANEOUS. — Several advances are noted on general grocery lines this week. Kraft wrapping paper in rolls has advanced ¼ cent per pound and is selling at 12½ cents per pound. Sharp advances are noticed in camphor. The 1-oz. tablets are advanced 75 cents to \$6.75 per pound. Nusco onion sauce is quoted at the advanced price of \$2.35 per dozen, and "Perfection" Worcestershire sauce is now selling at \$1.50 per dozen ½ pint bottles.

Flour Prices Stand Steady

Montreal.

FLOUR.—No material changes have been effected in this market. Prices are maintained under fairly active demands and the position of the market is firm and steady.

Standard Wheat Flours—	
Straight or mixed ears, 50,000 lbs. on track, per bbl., in (2)	13 25
Jute bags, 98 lbs.	18 45
Per bbl., in (2) cotton bags, 98 lbs.	18 45
Small lots, per bbl. (3) jute bags, 98 lbs.	18 55
Winter wheat flour (bbl.) Jute bags	

No Material Change To Feed Situation

Montreal.

FEEDS.—Supplies of available feeds are unimproved and the result is that local trade is considerably hampered. The demand is far in excess of available supplies, and as no indication of improvement has appeared the situation grows more and more serious.

FEEDS—	
Bran, mixed cars	45 00
Shorts, mixed cars	52 00
Crushed oats	68 00
Barley chop	80 00
Special Middlings	
Feed Flour, 98 lbs.	3 80
Gluten Feed—	
F.o.b. Cardinal	66 00
F.o.b. Fort William	64 00

ONTARIO MARKETS

TORONTO, April 1—The sugar market is very firm. Supplies have greatly improved. Molasses is standing firm under recent advances. The condition of the tea markets shows no improvement. The market remains very unsettled. Coffees are strong under an active demand. Biscuits, jams, Epsom salts, chocolate and Castile soap have advanced. Rices continue scarce, owing to the shortage of crops in the East. Millfeeds are scarce. The potato market is firm with supplies light.

Sugar Market is Very Strong

Toronto.

SUGAR.—The raw sugar market is very strong, advances having taken place in the last week. On some shipments this advance amounted to 3 cents per

pound. At the present time refined sugar is very plentiful but refiners state that if the Government permits export orders to be filled, then sugar will be very scarce as some refineries have sufficient export contracts to take up practically all their available supply for the next four months. The market for re-

finest sugar is very firm and prices can be expected to advance in view of the higher cost of raws.

St. Lawrence, extra granulated, cwt.	16 71
Atlantic, extra granulated	16 71
Acadia Sugar Refinery, extra granulated	16 71
Dom. Sugar Refinery, extra granulated	16 71
Dom. Sugar Refinery, extra granulated	15 50
Canada Sugar Refinery, granulated	16 46

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, cartons, 50/2s, 70c. Yellows same as above.

Corn Syrups Steady; Molasses Firm

Toronto.

CORN SYRUPS. — The market for corn syrup stands steady at unchanged prices. Business is reported brisk for this line.

MOLASSES.—New prices are named for fancy Barbadoes molasses this week. No. 2 tins are quoted at \$7.75 per case of 2 dozen and No. 3 tins at \$10.75 per case of 2 dozen. In barrels quoted at \$1.50 per gallon. Baking grade molasses is quoted at \$4.20 per case of 2 dozen for the No. 2 tins and \$5.50 per case for No. 3 tins.

Corn Syrups—		
Barrels, about 700 lbs., yellow	0 09	
Half barrels, 1/4c over bbls.: 1/4		
bbls., 1/2c over bbls.		
Cases, 2-lb. tins, white, 2 doz.		6 50
in case		
Cases, 5-lb. tins, white, 1 doz.		7 45
in case		
Cases, 10-lb. tins, white, 1/2 doz.		7 15
in case		
Cases, 2-lb. tins, yellow, 2 doz.		5 90
in case		
Cases, 5-lb. tins, yellow, 1 doz.		6 85
in case		
Cases, 10-lb. tins, yellow, 1/2 doz.		6 55
in case		

Cane Syrups—		
Barrels and half barrels, lb.	0 08	
Half barrels, 1/4c over bbls.: 1/4		
bbls., 1/2c over.		
Cases, 2-lb. tins, 2 doz. in case		7 00

Molasses—		
Fancy, Barbadoes, barrels, gal.	1 45	1 50
Choice Barbadoes, barrels		0 56
West India, bbls., gal.		6 50
West India, No. 10, kegs		3 00
West India, No. 5, kegs		
Tins, 2-lb., table grade, case 2		7 75
doz., Barbadoes		
Tins, 3-lb. table grade, case 2		10 75
doz., Barbadoes		
Tins, 5-lb., 1 doz. to case, Bar-		8 95
badoes		
Tins, 10-lb., 1/2 doz. to case, Bar-		8 60
badoes		
Tins, No. 2, baking grade, case		4 20
of 2 doz.		
Tins, No. 3, baking grade, case		5 50
of 2 doz.		
Tins, No. 5, baking grade, case		4 60
of 1 doz.		
Tins, No. 10, baking grade, case		4 25
of 1 1/2 doz.		
West Indies, 1 1/2s, 48s	4 60	6 95

Cream of Barley is \$6.25 Per Case

Toronto.

PACKAGE GOODS.—Package cereals are standing firm and prices on some lines, rolled oats and wheat especially have a tendency for higher prices. McKay Cream of Barley has advanced, now quoted at \$6.25 per case. The special deal on Waxtite Corn Flakes is now off. The price now quoted is \$4.15 per case.

PACKAGE GOODS		
Roller Oats, 20s, round, case	6 50	
Do., 20s, square, case	6 50	
Do., 36s, case	4 85	
Do., 18s, case	2 42 1/2	
Corn Flakes, 36s, case	3 90	4 25
Porridge Wheat, 36s, regular, case	6 00	
Do., 20s, family, case	6 80	
Cooker Package Peas, 36s, case	4 20	
Cornstarch, No. 1, lb. cartons	0 12 1/2	
Do., No. 2, lb. cartons	0 11	
Laundry starch	0 10 1/2	
Laundry starch, in 1-lb. cartons	0 12 1/2	
Do., in 6-lb. tin canisters	0 14 1/2	
Do., in 6-lb. wood boxes	0 14 1/2	
Potato Flour, in 1-lb. pkgs.	0 16	
Fine oatmeal, 20s	6 75	
Cornmeal, 24s	3 65	
Farina, 24s	2 90	
Barley, 24s	2 60	
Wheat flakes, 24s	5 60	6 00
Wheat kernels, 24s	4 50	
Self-rising pancake flour, 24s	3 70	
Buckwheat flour, 24s	3 70	
Two-minute Oat Food, 24s	3 75	
Puffed wheat, case	4 60	
Puffed Rice, case	5 70	
Health Bran, case	2 60	
F.S. Hominy, gran., case	3 65	
Do., pearl, case	3 65	
Scotch Pearl Barley, case	2 60	

Spot Stocks of Tea Becoming Depleted

Toronto.

TEA.—The condition of the tea markets shows no improvement. Java teas, which were previously selling at a low figure, are now being quoted at an equal basis with Indias and Ceylons. Spot stocks of lower grade teas are practically cleared up and higher prices will be paid for new shipments to arrive. Tea merchants have advanced their special blends one to three cents per pound.

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

Above prices give range of quotations to the retail trade.

Coffee Firm; Active Demand

Toronto.

COFFEE.—No recent developments are manifested in the coffee market. The market is strong under an active demand. No actual price changes have been effected but importers state that higher levels will likely be reached in view of the strong condition of the primary markets.

Java, Private Estate	0 51	0 52
Java, Old Government, lb.		0 50
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica		0 52
Mocha, lb.		0 55
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47 1/2

All Biscuits Have Advanced

Toronto.

BISCUITS. — All lines of fancy and soda biscuits have advanced 2 to 3 cents per pound. The reason for this, manufacturers state, is the higher cost of sugar and all raw materials that go into

the making of biscuits, also labor, cartons and containers are costing more.

Cereals Ruling Firm Under Active Demand

Toronto.

CEREALS.—There is an active demand for cereals and prices are ruling firm. Rolled wheat is quoted at \$8 per barrel and corn meal at \$6 per bag. Other cereals are selling at quotations listed below:

	Single Bag Lot	F.o.b. Toronto
Barley, pearl, 98s	8 50	
Barley, pot, 98s	7 25	
Barley Flour, 98s	4 50	
Buckwheat Flour, 98s	6 25	
Cornmeal, Golden, 98s	5 50	6 00
Do., fancy yellow, 98s		6 50
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 25	5 75
Oat Flour		5 50
Corn Flour, 98s		5 00
Rye Flour, 98s		5 00
Rolled Oats, 90s	5 60	6 00
Rolled Wheat, 100-lb. bbl.		8 00
Cracked wheat, bag		6 50
Breakfast food, No. 1		7 75
Do., No. 2		7 75
Rice flour, 100 lbs.		10 00
Linseed meal, 98s		6 75
Peas, split, 98s		0 08 1/2
Blue peas, lb.	0 09	9 10
Marrowfat green peas		0 11 1/2
Graham Flour, 98s		7 00
Farina, 98s		6 20

Maple Syrup Quoted High

Toronto.

MAPLE SYRUP. — All indications point to very high prices for new maple syrup. None has yet appeared. Quotations are out in some quarters and are booking orders at the following prices:

MAPLE SYRUP—		
2 1/2-lb. tins, 24 to case		17 85
5-lb. tins, 12 to case		17 85
8-lb. tins, 10 to case		19 95
10-lb. tins, 8 to case		15 75
5 gal. Imp. tin, 1 to case	14 70	19 00
15 gal. keg, per gal.		2 90
16 oz. bottles, 24 to case		8 85
Pure Maple Sugar, 1-lb. blocks,		
50s		0 85

Shortage of Rice in Eastern Countries

Toronto.

RICE.—There is every indication that rice will remain at high levels for this year. Crops in the Eastern countries are barely enough to meet home consumption.

Exporting of rice in India and Japan is still under Government control and practically no rice is allowed to leave the country. The situation in the United States is reversed, the States now exporting large quantities to Europe while her imports are practically nil.

Honduras, fancy, per 100 lbs.		
Blue Rose, lb.	0 20	0 20 1/2
Siam, fancy, per 100 lbs.		15 00
Siam, second, per 100 lbs.		17 00
Japans, fancy, per 100 lbs.		15 00
Do., seconds, per 100 lbs.		17 00
Fancy Patna		0 13 1/2
White Sago		14 00
Do., Pakling		
Chinese, XX., per 100 lbs.		
Do., Simiu		
Do., Mujin, No. 1		
Tapioca, pearl, per lb.	0 12	0 12 1/2

Spices Are in a Strong Market

Toronto.

SPICES.—No improvement is shown in the spice market, which remains

strong under active buying in primary markets. Spot stocks are not large and some lines are quite scarce. No changes in quotations have taken place.

Allspice	0 25	0 25
Cassia	0 35	0 40
Cinnamon	0 55	0 55
Cloves	0 85	0 90
Cayenne	0 35	0 37
Ginger	0 32	0 40
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	0 22	0 30
Mace	0 30	0 90
Peppers, black	0 29	0 41
Peppers, white	0 50	0 52
Paprika, lb.	0 80	0 85
Nutmegs, selects, whole 100s.	0 55	0 55
Do., 80s	0 63	0 63
Do., 64s	0 75	0 75
Do., ground	0 40	0 50
Nutmegs, ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	0 75	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 35	0 45
Fumerie	0 28	0 28
Curry	0 40	0 45
Curry Powder	0 40	0 45
Cream of Tartar— French, pure	0 80	0 85
American high-test, bulk	0 80	0 85
1-oz. packages, doz.	1 75	1 75
1-oz. packages, doz.	2 75	3 00
3-oz. tins, doz.	5 75	5 75

Sliced Pineapple
is \$6.95 Per Dozen

Toronto.
CANNED GOODS.—There is a steady movement for canned goods. The only important price change is in sliced pineapple. Libby's sliced pineapple is quoted at \$6.95 per dozen for the 2½ size.

JAMS. — Wagstaff's brambleberry jelly in 4 pound tins has advanced to \$1.30 per tin and the 15 ounce jars to \$4.85 per dozen. Wagstaff's marmalade in 4 pound tins is quoted at \$1 per tin and 16 ounce jars at \$3.95 per dozen.

Salmon— Sockeye, 1s, doz.	4 75	4 75
Sockeye, ½s, doz.	2 75	2 75
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	2 50	2 50
Lobsters, ½ lb. doz.	6 50	6 50
Do., ¼-lb. tins	3 90	3 90
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchard, 1-lb. tails, doz.	1 75	2 10
Canned Vegetables— Tomatoes, 2½s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.	2 40	2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, dozen	1 45	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	2 00	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz.	2 50	2 50
Canadian corn	1 75	2 10
Pumpkins, 2½s, doz.	1 35	1 35
Spinach, 2s, doz.	2 15	2 15
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.	10 00	10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard 10s doz.	5 00	5 00
Apples, gal., doz.	6 25	6 25
Peaches, 2s, doz.	3 55	3 90
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	6 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	4 90	5 25
Blueberries, 2s	2 35	2 45
Jams— Apricots, 4s, each	1 08	1 08
Black Currants, 16 oz., doz.	5 00	5 00
Do., 4s, each	1 30	1 30
Gooseberry, 4s, each	1 08	1 08
Do., 16 oz., doz.	4 25	4 25
Peach, 4s, each	1 02	1 02
Do., 16 oz., doz.	4 15	4 15
Red Currants, 16 oz., doz.	4 30	4 30
Raspberries, 16 oz., doz.	5 05	5 05
Do., 4s, each	1 35	1 35
Strawberries, 16 oz., doz.	5 25	5 25
Do., 4s, each	1 35	1 35

**Chocolate and
Cocoa Advance**

Toronto.
CHOCOLATE AND COCOA. — Cowan's cocoa has advanced as follows: One pound tins, \$6.25 per dozen; ½ lb. tin, \$3.25 per dozen; ¼ lb. tin, \$1.70 per dozen; small, \$1.25 per dozen. Chocolate also as follows: Diamond, ½'s and ¼'s, to 38 cents per pound; Perfection, to \$1 per dozen; Supreme, ½'s, 47 cents per pound, Maple Buds and Medallions, to 49 cents per pound.

**Castile Soap Up;
Other Lines Also**

Toronto.
MISCELLANEOUS. — La Parfait Castile soap has advanced, being quoted at cases of 20 bars, \$5.45; cases of 100 cakes, \$4.70. Pure Gold custard and puddings have advanced to \$1.45 per dozen. Icings, all flavors, to \$1.75 per dozen. Epsom salts has advanced to 6 cents per pound in keg lots. Diamond King glass washboards are up to \$7.50 per dozen.

**Shelled Filberts
Have Declined**

Toronto.
NUTS.—Shelled walnuts and almonds are still in a strong market and indications are that the market will continue to be strong and probably higher prices will prevail in the near future. Shelled almonds are quoted as high as 70 cents per pound and walnuts at 80 cents per pound. Shelled filberts continue to weaken, being quoted at 43 to 45 cents per pound.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	0 09	0 09
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 28	0 30
Walnuts, Grenobles, lb.	0 33	0 33
Do., Marbot	0 30	0 30
Filberts, lb.	0 25	0 25
Pecans, lb.	0 30	0 37
Cocoanuts, Jamaica, sack	10 50	10 50
Cocoanut, unsweetened, lb.	0 40	0 43
Do., sweetened, lb.	0 45	0 45
Peanuts, Spanish, lb.	0 26½	0 26½
Brazil nuts, large, lb.	0 32	0 37
Mixed Nuts, bags 50 lbs.	0 32	0 32
Shelled— Almonds, lb.	0 65	0 70
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	0 78	0 80
Do., Manchurian	0 65	0 65
Peanuts, Spanish, lb.	0 25	0 25
Do., Chinese, 30-32 to oz.	0 20	0 20
Brazil nuts, lb.	2 80	2 80
Pecans, lb.	1 10	1 10
Do., Java	0 19½	0 19½

**Dried Fruits
Selling Steadily**

Toronto.
DRIED FRUITS. — Business on all dried fruits is very steady and prices are maintained. The demand for cooking figs has picked up, but table figs are in small demand and in some quarters are offered at about half price. Prunes on the American market are quoted lower and some sizes which arrived here last week are also lower.

Evaporated apples	0 24	0 24
Apricots, cartons, 11 oz., 48s.	4 58	4 58
Candied Peels, American— Lemon	0 44	0 46
Orange	0 44	0 46

Currants— Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 18	0 23
Dates— Excelsior, pkgs., 3 doz. in case	6 00	6 00
Dromedary, 9 doz. in case	7 75	7 75
Fard, per box, 12 to 13 lbs.	3 50	3 50
New Hallowee dates, per lb.	0 21	0 23
Figs— Taps-Comarde, lb.	0 17	0 17
Layer, lb.	0 35	0 40
Comarde figs, mats, lb.	0 17	0 17
Smyrna figs, in bags	0 16	0 18
Cal., 6 oz., 50s, case	4 50	4 50
Cal., 8 oz., 20s, case	2 50	2 50
Col., 10 oz., 12s, case	2 00	2 00
Prunes— 30-40s, 25s	0 21	0 21
40-50s, 25s	0 28	0 31
50-60s, 25s	0 24	0 24
60-70s, 25s	0 19	0 22
70-80s, 25s	0 18	0 21½
80-90s, 25s	0 20	0 20
90-100s, 25s	0 20	0 20
Sunset prunes in 5-lb. cartons, each	1 15	1 15
Peaches— Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins— California bleached, lb.	0 28½	0 28½
Extra fancy, sulphur bich., 25s	0 26½	0 26½
Seedless, 15-oz. packets	0 24	0 25½
Seedless, 15-oz. packets	0 24	0 25½
Seedless, Thompson's, bulk	0 25	0 26
Crown Muscatels, No. 1s, 25s.	0 25	0 25
Turkish Sultanas	0 25½	0 28½

**Sweet Pickles
Are Quoted Higher**

Toronto.
PICKLES.—Pickles, especially sweet pickles, have reached higher prices. Manufacturers state the reason for this is U. S. exchange on raw material that is purchased over the border, also the higher cost of sugar, labor, glass and other containers are costing more. Bishop and Pringle pickles are now quoted as follows: 10 gal. kegs, sour mixed, \$14; sweet mixed and sweet mustard, \$20; chow, \$16. Sweet mustard and mixed, 10 ounce bottles, \$3.75 per dozen. Sour mixed and chow, 10 ounce bottle, \$3.25 per dozen; 20 ounce bottles, sweet, \$5.60 per dozen; 20 ounce bottles, sour, \$4.60 per dozen.

**No. 1 Ontario Beans
in Scant Supply**

Toronto
BEANS.—High grade Ontario beans are not very plentiful, but dealers state that the producers are holding them for high prices which dealers refuse to pay. Good samples of the No. 2 grade, however, are being offered, and also Japanese. The demand is steady.

Ontario, 1-lb. to 2-lb. pickers, bus.	5 50	5 50
Do., hand-picked, bus.	6 00	6 00
Marrowfats, bus.	6 00	6 50
Japanese Kotosashi, per bus.	4 50	5 00
Rangoons, per bus.	3 00	3 50
Limas, per lb.	0 16	0 17
Madagascars, per lb.	0 14	0 15

**California Lemons
Are \$5.00 Per Case**

Toronto
FRUIT. — California navel oranges that are now arriving are running mostly to large sizes and prices are lower. California lemons have declined another 50 cents per case, being quoted at \$5 per case. A car of late Howe cranberries have arrived and selling at \$6 per ½ barrel case.

Starks	6 00	7 50
Fallowatus	6 00	7 50
Russetts	7 50	8 50

Apples, Ontario—		
Spys, No. 1, bbl.	11 00	
Do., Nos. 2 and 3	6 50	9 00
Baldwins	6 00	8 00
Winesaps, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s	4 00	4 50
Florida Tangarines, 144s, 168s, 196s, 216s, 224s		
Grapes, Spanish Malagas, keg ...	15 00	17 00
Cranberry, Cape Cod, ½ bbl., cs.		6 00

*Southern Vegetables
Arriving Freely*

Coronto.
VEGETABLES.—Supplies of potatoes are still light and prices are firm at \$4.75 per bag. Dealers state that there are plenty of potatoes throughout the country, but the condition of the roads are so bad that loading of cars is almost impossible. Southern vegetables are in active demand. Green peas in the pod quoted at \$1.25 for a 6 quart basket. New carrots are \$3 per hamper contain-

ing about 3 dozen. Boston hot house cucumbers are quoted at \$4.50 per dozen. Ontario onions are scarce at 8½ cents per pound.

Carrots, per bag	1 75	2 00
Parsnips, per bag	2 75	
Radishes, Cal., doz.	0 75	
Onions, Yellow Danvers, per lb.	0 08	0 08½
Spanish Onions, large, half cases	4 00	
Onions, white, large sacks	8 50	
Celery, Florida, 3 to 4 doz. crates	6 50	
Cauliflower, Cal., standard case..	5 50	6 00
Potatoes—		
Ont., 90-lb. bags	4 75	
Quebec, 90-lb. bags	4 75	
Jersey Sweet, hamper	3 50	3 75
Turnips, bag	1 25	
Mushrooms, 4-lb. basket	4 00	
Lettuce, Cal., head, 4 to 5 doz. cr.	4 50	5 00
Do., leaf, doz.	0 35	0 50
Cabbage, Florida, large hamper..	4 00	
Do., Florida, bbl.	6 50	
Green Onions, doz. bunches	0 40	0 50
Hothouse Tomatoes, lb.	0 45	
Green Peppers, doz.	1 00	
Rhubarb, doz. bunches	1 35	1 50
Parsley, per dozen	1 00	1 25
Florida Tomatoes, case	7 50	8 00

prices over the opening prices. Packers are talking higher prices for 1920 than were paid for 1919 because they say farmers want increased prices for their products, also labor will be at least no less, while cases and cans are very much higher than last year.

CANNED VEGETABLES.— Holders are asking stiffer prices than they were asking a few months ago.

CANNED GOODS		
Salmon—		
Sockeye, 1s, 48 in case		17 00
Pink, 1s, 48 in case		10 65
Pink, ½s, 96 in case		12 15
Red, 1s, 48 in case		14 15
Red, ½s, 96 in case		16 65
Pilchards, 1s, 48 in case		7 55
Lobsters, ¼s, flat, 8 doz. case, per doz.		4 00
Tomatoes, 2½s, 2 doz. case, per cs.		4 50
per doz.		7 50
Tomatoes, 2½s, 2 doz. case, per cs.		4 50
Peas, standard, 2 doz. case, case.		4 30
Peas, Early June, 2 doz. case, case		4 60
Peas, Sweet Wrinkle, 2s, 2 doz. case, per case		3 20
Beans, Golden Wax, 2 doz. case, per case		4 35
Asparagus tips, doz.		2 75
Canadian Corn, 2s, 2 doz. case..	3 90	5 00
Pumpkins, 2½s, 2 doz. in case..		3 00
Spinach, 2s, doz.		2 25
Do., 2½s, doz.		2 65
Pineapple, sliced, 2s, 2 doz. case	7 50	9 50

WINNIPEG MARKETS

WINNIPEG, April 1—The grocery market is very firm. Not many lines have shown any increase since our last report. Raw sugar market has advanced and the demand seems to be very keen. Cheese market is easier and slightly lower. Canned fruits are practically cleaned up, while canned vegetables are very firm. Tea market is very firm with tendencies to advance. Spices are higher on account of high rate of exchange.

*Sugar Market Has
Tendency to Advance*

Winnipeg.
SUGAR.—The raw sugar market has advanced in New York. Raw sugar is quoted higher than the highest prices reached in January of this year, and is an advance of \$3 per hundredweight over the lowest price. The demand for raw material seems to be keen, and on this level Canadian refined will no doubt advance.

Redpath Granulated	17 55
Atlantic Granulated	17 55
St. Lawrence Granulated	17 55
Acadia Granulated	17 70
Yellow Sugar	17 20

*Syrup Strong;
Molasses Firm*

Winnipeg.
SYRUPS AND MOLASSES.—There are no changes in syrups this week but indications point very strongly for an advance.

CORN SPRUP—	
Half barrels, about 350 lbs., per 100 lbs.	9 90
Cases, 2 lb. tins, white, 2 doz. in case	6 80
Cases, 10 lb. tins, white, 1 doz. in case	7 80
Cases, 10 lb. tins, white, ½ doz. in case	7 55
Cases, 2 lb. tins, yellow, 2 doz. in case	6 20
Cases, 5 lb. tins, yellow, 1 doz. in case	7 20
Cases, 10 lb. tins, yellow, ½ doz. in case	6 95
CANE SYRUP—	
Cases, 2 lb. tins, 2 doz. in case, per case	7 30
MOLASSES—	
2-lb. tins, 2 doz. case	6 45
3-lb. tins, 2 doz. case	9 00
5-lb. tins, 1 doz. case	7 30
10-lb. tins, ½ doz. case	7 25

*Package Goods
Are Very Firm*

Winnipeg.
PACKAGE GOODS.—There is a steady demand for package goods, and prices are very steady.

PACKAGE GOODS		
Rolled Oats, 20s, round cartons.	5 35	6 50
Do., 36s, case		4 85
Do., 18s, case		2 42½
Corn Flakes, 36s, case	3 60	4 25
Cooker Package Peas, 48s, case..		6 00
Do., 36s, case		3 75
Cornstarch No. 1, lb pkts., per lb.		0 11
Laundry Starch in 1-lb. cartons, lb.		0 11½
Do., in 6-lb. tin canister		
Do., in 6-lb. wood boxes		
Gloss Starch, 1-lb. pkt., 40 in case, per lb.	0 11½	0 13¼
Do., 6-lb. tins, 8 to case, per lb.		0 14¾
Celluloid Cold Starch, 1s, 45 in cs.		4 95
Potato Flour, 12 oz., 2 doz. case, per case		3 00
Cornmeal, 2 doz. case, per case..		4 00
Wheat Flakes, 3 doz. case, per case		5 00
Puffed Wheat Case, 3 doz. case..		4 25

*Higher Prices on
Tea Likely*

Winnipeg.
TEAS.—The market for teas is very firm, and an advance is looked forward to owing to the increased rate of exchange.

Pekoe Souchongs	0 50	0 54
Pekoes	0 58	0 58
Broken Pekoe	0 59	0 63
Broken Orange Pekoe	0 62	0 66
Japans, bulk tea	0 50	0 57

*Canned Fruits
Are Scarce*

Winnipeg.
CANNED FRUIT.—The market is practically cleaned up on canned fruit. Any holders of stock are asking advance

CANNED FRUITS		
Apples, 2½s, 24 in case, per case		4 85
Peaches, 2s, 24 in case, per case		7 40
Pears, 2s, 24 in case, per case		8 15
Plums, Lombard, 2s, 24 in case..		6 05
Cherries, pitted, 2s, 24 in case..		9 05
Raspberries, 2s, 24 in case	9 50	9 60
Strawberries, 2s, 24 in case		9 60
Jams—		
Apricots, 4s, each		1 15
Black currants, 4s, each		1 20
Gooseberry, 4s, each		1 05
Peach, 4s, each		1 00
Raspberry, 4s, each		1 20
Strawberry, 4s, each		1 25
Plum, 4s, each		1 00
Cherry, 4s, each		1 15

*Rices Very Scarce;
Tapioca Firm*

Winnipeg.
RICE.—As reported, new crop rice will be much higher, while tapioca remains unchanged.

RICE—		
No. 1 Japan, 50-lb. sack, lb.		0 17½
No. 1 Japan, 100-lb. sack, lb.		0 17¼
Siam Elephant in 50-lb. bags, lb.		0 15½
Do., in 100-lb. bags, lb.		0 15¼
Ground, medium, per doz.		1 55
Do., No. 1, per doz.		2 15
Do., 100s, per lb.		0 11
Do., 50s, per lb.		0 18½
Do., 10 x 8 lb. bags, per bag..		1 00
Sago, sack lots, 130 lb. 150 lb., per lb.		0 13½
Do., in less quantities		0 14
Tapioca, pearl, per lb.	0 13	0 13½

*Scarcity Is
Noted For Beans*

Winnipeg.
BEANS.—There is a scarcity of beans and a few lines are still being offered to the trade.

White Beans, hand picked, 100-lb. bag, per bag	8 50
Do., fancy picked, 100-lb. bags, per bag	7 75
Lima beans, 80-lb. sacks, per lb.	0 13

*Rolled Oats
Very Firm*

Winnipeg.
CEREALS.—No advance has been reported on cereals except an active demand, and prices are unchanged

	Bag	Lots.
Barley, pearl, 98s	8	00
Barley, pot, 98s	6	75
Barley Flour, 98s	6	95
Cornmeal, fancy yellow, 98s	4	80
Oatmeal, 98s	6	00
Rye Flour, 98s	5	25
Rolled Oats, 80s	4	25
Rolled Wheat, 98-lb. sack	7	50
Linseed Meal, 100-lb. sacks, per lb.	0	12
Peas, Split, 98s, per sack	8	00

Coffee Market
Is Unchanged

Winnipeg.
COFFEE.—There is very little change in the coffee market; quotations are a little lower owing to the drop in exchange. Good roasting coffee is very scarce and very hard to procure. The past week has seen considerable coffee contracted for by the European countries, while here it is keeping very much the same level, due to the people holding off from buying large quantities.

Spices Are
Quoted Higher

Winnipeg.
SPICES.—All grades of spices are higher on account of high rate of exchange.

Allspice, 1 to 5-lb. tins	0 20	0 25
Cassia, 1-lb. tins	0 40	0 40
Cloves, 1-lb. tins	0 90	0 90
Ginger, 1-lb. tins	0 42	0 42
Pastry Spice, 5-lb. tins, lb.	0 33½	0 33½
Peppers, black, 1-lb. tins, lb.	0 53	0 53
Do., white, 1-lb. tins, lb.	0 60	0 60

Potatoes
Have Advanced

Winnipeg.
VEGETABLES.—Potatoes took a jump of 35 cents a bushel higher this week. All other lines are steady.

Potatoes, bushel	2 75	3 00
Turnips, cwt.	3 00	3 00
Beets, cwt.	4 00	4 00
Carrot, cwt.	4 00	4 00
Cabbage, cwt.	8 00	8 00
B.C. Onions, cwt.	8 00	8 00

VANCOUVER MARKETS

VANCOUVER, April 1—Grocery markets are generally firm with indications for higher prices. Good quality teas are selling to the trade between 51 and 68 cents per pound and higher prices are expected in the near future. Canadian canned fruit is about cleaned up and higher prices are quoted on the United States brands. Dried fruits are quoted at lower figures. Jams are becoming scarce. Higher prices are expected on brooms. Chocolate and cocoa are higher. Potatoes are firm.

Higher Prices
on Tea Likely

Vancouver.
TEA.—The Vancouver trade are expecting higher prices on teas by the first of the month. A three cent advance is predicted. As one merchant said: "If the Russian buyers get into shape to buy, they will clean up some of the primary markets. If that happens, look out for dollar tea." Good quality teas are wholesaling between 51 and 68 cents.

Olive Oil Again
on the Market

Vancouver.
OLIVE OIL.—One popular brand of imported Italian olive oil is on the market again. The price is \$6.75 per gallon tin.

Canned Fruit
Cleaned Up

Vancouver.
CANNED FRUIT.—The Canadian pack of gallon fruit has been pretty well cleaned up, and buyers are being forced to buy the United States fruit which costs a dollar a dozen more than the Canadian pack. It is expected that long before the new Canadian pack is on the market a distinct shortage of canned fruit will be felt.

Marmalade is selling freely; the price stands pretty generally at \$11.75, which is just \$1.50 higher than the opening

price. The quality of the various offerings is said to be good.

Dried Fruits
Have Declined

Vancouver.
DRIED FRUIT.—If there had been no exchange situation one might have figured that California dried fruit would have been cheaper by about 12 per cent., but a curious turn of affairs has made it act otherwise. It would appear that immense stocks of evaporated apples, figs, etc., which were destined for the European market have been thrown back on the packers' hands owing to the adverse exchange rate, and these accumulated stocks have broken the California markets by several points.

On evaporated apples the wholesale price, based on opening prices, would be 33 cents. The price of goods bought now from California is 25 cents. White cooking figs are selling at 16 cents that would be selling, for equal quality, 23 cents on the basis of opening prices.

While large sized prunes are scarce and high, some small sizes are being sold more reasonably. 90-100's, 17 cents; 60-70's, 20 cents.

Scarcity is
Noted For Jams

Vancouver.
JAMS.—Many retailers are buying jams very freely, as they have figured out to their own satisfaction that prices are going to be much higher in the

Spring. There are no big stocks of jam; many state that there is not an adequate supply to see the demand through till Fall. Those retailers who can spare the capital are protecting themselves in good time.

Sardines Are
Now Arriving

Vancouver.
SARDINES.—Norwegian sardines are now in plentiful supply, the price ranging between 17 and 22 dollars.

Fruits Firm
Active Demand

Vancouver.
FRUIT.—Good business is noted on all lines of fruit. Lemons are quoted at \$8 per case; grapefruit at \$4.25, and navel oranges at \$9 per case.

Apples—

Cooking, box	1 75
Baldwin, box	2 75
Delicious, box	4 50
Spitzenberg, box	3 50
Winesaps, box	3 25
Winter Bananas, box	3 00
Newtons, box	3 50
King David, box	2 75
Jonathans, box	2 75
Grapefruit, Florida	4 25
Oranges, Navels	9 00
Lemons	8 00

Onions Are
\$9.00 per Sack

Vancouver.
VEGETABLES.—The potato market remains firm and quoted at \$115 per ton for Ashcroft and \$100 per ton for locals. Onions are scarce at \$9 per sack. Business is active for all lines of vegetables.

Potatoes, Ashcroft	115 00
Do., Mainland, ton	100 00
Do., local	100 00
Carrots, per lb.	0 03½
Beets, per lb.	0 08
Turnips, per lb.	0 02½
Cabbage, per lb.	0 05
Onions, B.C., sacks	9 50
Do., Man., sack	9 00
Valencia Onions, sack	9 00
Head lettuce, Cal., case	7 25
Do., leaf, per doz.	0 70
Tomatoes, Mexican	8 50
Celery, per dozen	3 00
Cauliflower	4 25

Chocolate Up;
Cocoa Also

Vancouver.
CHOCOLATE.—All chocolate products have been advanced about three cents per pound. Eating and cooking chocolate and cocoa were all affected.

American Flour
is on the Market

Vancouver.
FLOUR.—There have been considerable quantities of American manufactured pastry flour sold in the Vancouver district.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, April 1.—Business is reported keeping up to standard. Some difficulties are being experienced in transportation, many cars of freight from Upper Canadian points being held along the line delaying shipments. Deliveries of seeds are especially serious. Molasses is quoted at \$1.40. Pure lard is easier, being quoted at 30 to 31 cents per pound. Eggs have declined, selling at 60 to 62 cents for new laid. Bananas are also lower by 3 cents per pound.

Flour, No. 1 patents, bbls., Man.	14 90
Cornmeal, gran., bags	6 25
Cornmeal, ordinary	4 35
Rolled oats	12 50
Rice, Siam, per 100 lbs.	15 00
Tapioca, 100 lbs.	18 60
Molasses	1 40
Standard, granulated	16 60
Sugar—	
No. 1, yellow	16 10
Cheese, New Brunswick	0 30½
Cheese, Ont., twins	0 31
Eggs, fresh, doz.	0 60
Lard, pure, lb.	0 30
Lard, compound	0 30
American, clear pork	54 00
Tomatoes, 2½s, standard case	4 25
Beef, corned, 1s	4 20
Eggs, storage	0 55
Breakfast bacon	0 42
Butter, creamery, per lb.	0 68
Butter, dairy, per lb.	0 63
Butter, tub	0 58
Raspberries, 2s, Ont., case	4 00
Peaches, 2s, standard, case	7 30
Corn, 2s, standard, case	3 80
Peas, standard, case	4 15
Apples, gal., N.B., doz.	4 75
Strawberries, 2s, Ont., case	5 00
Salmon, Red Spring, flats, cases	19 50
Pinks	11 00
Cohoos	15 00
Ohums	9 00
Evaporated Apples, per lb.	0 22½
Peaches, per lb.	0 27½
Potatoes, Natives, per bbl.	7 25
Onions, Can., 100-lb. bag	7 50
Lemons, Cal., case	6 00
Grapefruit, Cal., box	7 00
Apples, Western, box	5 00
Bananas, per lb.	0 09

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., April 1.—B. C. sugar has advanced, now being quoted at \$16.92. Eastern sugar arriving more freely and quoted at \$18.45 to \$18.77. Creamery butter is in scant supply. Dairy butter quoted at 52 to 57 cents per pound. Margarine is quoted one cent higher. Prunes are easier on most sizes. Molasses has advanced. Sliced Hawaiian pineapple quoted at \$10.60 per case for 2s, and \$13.50 for ½s.

Flour, 96s, per bbl.	12 95
Beans, B.C.	8 00
Rolled oats, 80s	12 75
Rice, Siam	15 50
Japan, No. 1	15 50
Tapioca, lb.	0 10½
Sago, lb.	0 12
Sugar, pure cane, granulated, cwt	16 92
Cheese, No. 1, Ont., large	0 30
Butter, creamery, lb.	0 70
Do., dairy, lb.	0 52
Lard, pure, 3s	18 60
Eggs, new laid, local, case	13 00
Tomatoes, 2½s, standard, case	4 50
Corn, 2s, case	4 00
Peas, 2s, standard, case	4 20
Strawberries, 2s, Ontario, case	10 30
Raspberries, 2s, Ontario, case	10 30
Cherries, 2s, red, pitted	9 00
Apples, evaporated	0 22½
Do., 25s, lb.	0 26½
Peaches, evaporated, lb.	0 25½
Do., canned, 2s	7 50
Prunes, 90-100s	0 18
Do., 70-80s	0 19
Do., 50-60s	0 20
Do., 30-40s	0 30
Do., 20-30s	0 33
Raisins, bleached Sultanias	0 27
Do., bulk, seedless	0 21
Do., package, 11 oz.	0 16½
Filiatras Currants, lb.	0 26
Salmon, pink tall, case	10 25
Do., Sockeye, tall, case	17 50
Do., halves	18 00
Potatoes, Alta., per ton	80 00
Lemons	7 25
Oranges	8 00
Grapefruit	7 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, April 1.—Markets here continue to be firm and active; sugar has gone up 1½ cents a pound, selling at \$17.04 per cwt. Syrup has advanced 1 cent a pound and creamery butter is also 4 cents a pound higher. Vegetables are holding firm with a good demand. New cucumbers are on the market, but retail 65 cents a piece.

Beans, small white, Japans, bus.	5 40
Beans, Lima, per lb.	0 12½
Rolled oats, brails	8 00
Rice, Siam, cwt.	14 75
Sago, lb.	0 11½
Flour	5 40
Tapioca, lb.	0 14
Sugar, pure cane, granulated, cwt	17 04
Cheese, No. 1, Ontario, large	0 30½
Butter, creamery	0 67
Lard, pure, 3s, per case	21 60
Bacon, lb.	0 50
Eggs, new laid	0 45
Tomatoes, 2½s, standard case	4 47
Corn, 2s, standard case	3 96
Peas, 2s, standard case	4 30
Apples, gal.	3 25
Apples, evaporated, per lb.	0 26
Strawberries, 2s, Ont., case	9 75
Raspberries, 2s, Ont., case	9 75
Peaches, 2s, Ontario, case	7 85
Plums, 2s, case	5 00
Salmon, finest Sockeye, tall, case	18 80
Salmon, pink, tall, case	11 25
Peaches, Cal., 2½s	7 00
Potatoes, bushel	2 00

VANCOUVER MARKETS

(Continued from page 51)

strict lately. The reason given by one wholesaler is that he can buy United States pastry flour to sell at \$13.10 in 98s, and for Canadian he must charge 40 cents more and that the quality does not justify the difference. The flour is of course ground from United States soft wheat in both cases, but just as good an article should be milled in Canada, and the price should be competitive.

Higher Prices

on Brooms Likely

Vancouver.

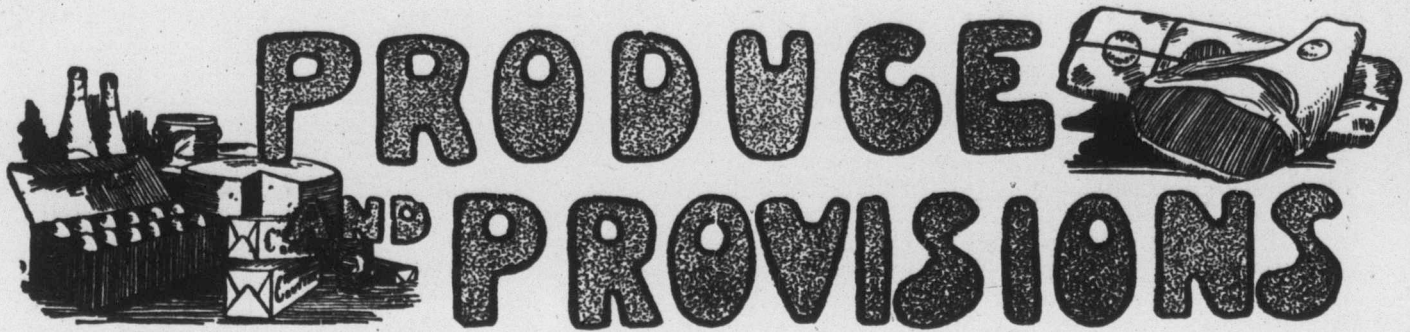
BROOMS. — Brooms will likely be from 50 cents to 75 cents a dozen higher shortly, according to the views of the local broom manufacturers. They have been purchasing their supplies of broom corn recently and they find that they were obliged to pay higher prices than last year. The prices in Vancouver range between \$7.50 and \$13 per dozen.

HIGHER PRICES ON BISCUITS

A new scale of prices on biscuits became effective Monday, March 29, which means an advance of between two and three cents per pound on plain and fancy biscuits. The higher cost of flour, butter, eggs, lard, milk, fruits and extracts is the reason of this advance given by manufacturers.

A. O. Telfer, of the Telfer Bros. Biscuit Co., Toronto, in an interview with the CANADIAN GROCER, said: "The cost of raw material during the past year has so increased that the manufacturer is now putting his biscuits on the market at almost their actual cost and yet our product is of even better quality than in normal times. The Canadian biscuit manufacturer has to equal the quality of the British manufacturer and still compete with the prices and advertising propaganda of his American competitor."

When asked about the increased cost of labor, Mr. Telfer said: "As I have always contended the new eight hour day has not directly affected the cost of labor. We find that it has increased our efficiency and production, enabling us to give our best attention to quality. The result certainly justifies the shorter hours, and in this case has not been responsible for the increased cost of production. Our forced advance is only an unavoidable result of the ever soaring cost of raw material."



PRODUCE

PROVISIONS

Spring Display of Easter Meats Attracts Great Attention

THE first special display of Easter prize stock meats ever held by Montreal branch of the William Davies Company, Limited, has proved a great success from every standpoint, so successful in fact that it has been decided to make it an annual event. On invitation from the management, CANADIAN GROCER visited the large and up-to-date plant on Saturday and was greatly impressed with the splendid quality of the meats on view.

This display is an altogether new departure. The general public were invited through the press to visit this special display and the management express satisfaction with the response. Open house is being kept for three days, Friday, Saturday and Monday. On the opening day streams of people were passing through until about 10 p.m.

Two large rooms in the beef department are turned into show rooms. All around the walls sides of beef are hung, interspersed with tempting lambs and succulent looking porkers. Spread across the end of one room is a fine specimen of a dressed "baby beef." He is a very fine animal and looks almost too good to eat. What strikes the attention of the visitor is the cleanliness and absence of the smells that people unfamiliar with such things are apt to connect with an abattoir. Another thing that compels notice is the number of labels attached to about 99 per cent. of the displayed meat. Upon investigation it appeared that each and every tag meant a buyer. By Monday it is expected that everything on view will be sold.

Every joint of meat is stamped with the Government stamp, guaranteeing that it has been inspected by an official representative who examines every individual piece of meat before it is allowed to leave the premises. This is a very excellent arrangement which obviates the possibility of purchasing for consumption an article unfit for that purpose.

Upon further investigation, CANADIAN GROCER found the names of many of the Montreal butchers marked down as purchasers.

In the centre of both rooms are booths displaying the products of this com-

pany. On one booth lard is shown in every size of pail. The lids are removed from some and the startling whiteness harmonizes well with the blue of the pails, making a pleasing picture. On another stand one finds hams and bacon and on another the various kinds of cooked meats handled and manufactured by the company.

A refreshment booth reflects great credit to the forethought of the company. Here can be had free of charge a hot cup of coffee, sandwiches (individually wrapped in oiled paper) and any of the dainties one wishes. Here are to be seen cooked meats with the "covers off." Head cheese, tongue, etc., etc., are there for the visitor to see and taste. Many ladies have visited the display. These are not regarded as probable purchasers, but it proves conclusively that the public likes to see how the things they will eventually consume are prepared and handled in the big market. Many ladies were present on Saturday morning and if one can properly interpret their "Oh's" and "Ah's," they found the visit very satisfying. Taken altogether, it is a fine thing for an abattoir to open its doors to the consuming public, for it proves beyond a doubt that it is sure enough of its position in the matter of cleanliness and general good quality of its produce to stand prepared to give the most pronounced critic no grounds for censure.

WORTH MANY TIMES THE PRICE

MacLean Publishing Co., Ltd.,

Toronto, Ont.

Gentlemen:—

Please find enclosed Express Order for six dollars (\$6.00) to pay for my subscription for one year for MACLEAN'S MAGAZINE, and CANADIAN GROCER. I must tell you that I cannot get along without the GROCER as it is worth to me many, many times its subscription price.

ERNEST P. HILL.

Truro, N.S., March 15, 1920.

WHITE TUNA FISH BECOMING SCARCE

The standard white meat tuna fish problem is a serious one with California canners who are facing the prospect of having the former leader in demand disappear entirely from the market in the course of a few years, to be succeeded by blue fin and stripped tuna. As it is now, with another season in sight, canners cannot figure with accuracy in advance on the average catch per boat, nor the probable cost of the fish. Wages of fishermen and all overhead expenses are increasing, while there is less desire on the part of the fishermen to catch this variety. Among 600 boats last season, one authority states, less than fifteen made any money above their expenses. This is enough to discourage any industry. Over 60 per cent. of the 600 boats failed to pay actual living expenses of the crews, even though standard white meat sold at \$125 a ton. Blue fin sold at \$100 a ton and proved a much more profitable venture. Increased costs of operation are in prospect on white meat fish, so that an even smaller catch than last year is expected this season.

The average catch per boat is rapidly decreasing. When the industry was in its infancy, four or five boats would go out and they would not disturb the schools of fish, but now the fleets of 100 or more vessels frighten the fish from the surface and scatter them so that the catch, which is by hook and line, is very materially reduced. Under present conditions no boat gets a noticeable percentage of fish. As no discrimination can be shown in limiting the number of boats no relief is in sight.

Blue fin and stripped tuna are caught with seines and the net pack of these varieties is increasing year by year. It is now necessary on the part of the packers in booking orders to include a certain percentage of these varieties along with white meat. A good catch of white meat fish is two tons, while with the same effort twenty-five tons of blue fin can be secured. This shows the handicap of white meat, as the large catch of course means greatly reduced overhead.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, April 1—Montreal markets are somewhat steadier this week and no important price changes have been effected. Hogs are weaker with lower tendencies, while beef is considerably firmer, prices for good cattle on the hoof being about 50 per cent. higher. Barrelled meats are practically unchanged, although the tendency is a firmer one. Cooked meats are firm under steady demands and an easier tone is manifest in the cured meat market, although no definite or material price changes have been recorded during the past week. Eggs are again reduced in price and the tendency suggests that with better arrivals of Canadian eggs lower quotations may be expected. Shortening is easier and in some quarters a decline of one cent per pound is noted. The demand for lard at the present time is not very brisk and in consequence an easier feeling is manifest. Local prices are not materially changed, but the situation suggests lower rather than higher quotations in the future. Butter is firm and prices are unchanged.

Hogs Some Weaker Good Beeves Higher

Montreal.

FRESH MEATS.—Hog prices have eased somewhat and the tendencies have been lower. A few arrivals sold early in the week as low as \$20, while ruling prices at this writing average from \$20.50 to \$20.75 for selects, live weight. Select dressed hogs are quoted at \$28.50.

The beef market is somewhat firmer, prices for good cattle on the hoof being about 50 cents higher. The demand for Easter beef is an active one, and some fine displays have been made by the various abattoirs. Arrivals have been readily absorbed.

FRESH MEATS

Hogs, live (selects)	20 50	20 75	
Hogs, dressed—			
Abattoir killed, 65-90 lbs.		28 50	
Fresh Pork—			
Leg of Pork (foot on)	0 31 1/2		
Loins (trimmed)	0 35		
Loins (untrimmed)	0 32		
Bone trimmings	0 18	0 21	
Trimmed shoulders		0 25	
Untrimmed		0 23	
Pork Sausage (pure)		0 23	
Farmer Sausages		0 18	
Fresh Beef—			
(Cows)		(Steers)	
80 19	\$0 22	..Hind quarters.. \$0 24	\$0 27
9 12	0 14	..Front quarters..	0 15 0 18
0 27	0 22	Loins	0 40 0 42
0 22	0 22	Ribs	0 30
0 12	0 18	Chucks	0 16
0 18		Hips	0 23
Calves (as to grade)			0 22 0 28
Lambs, 50-80 lbs. (whole carcass), lb.			0 28
No. 1 Mutton (whole carcass), 45-50 lbs., lb.			0 18

Barrelled Meats in Steady Demand

Montreal.

BARRELLED MEATS.—Under steady demands barrelled meats are somewhat stronger this week and advances are recorded on Canadian short cut and clear fat backs. The former is selling at \$57 per barrel (30-40 pieces), and the backs are offering at \$56.

BARRELLED MEATS

Barrel Pork—	
Canadian short cut bbl., 30-40 pieces	57 00

Clear fat backs (bbl.), 40-50 pieces	56 00
Heavy mess pork (bbl.)	52 00
Plate Beef	28 00
Mess Beef	25 00
Bean Pork	50 00

Cooked Meats Are Unchanged

Montreal.

COOKED MEATS.—There is practically no change to report in the market this week as far as prices are concerned. The market is a firm one. Trade is stated to be picking up very considerably. Jellied pressed beef has advanced one cent to 33 cents per pound.

Jellied pork tongues	0 46
Jellied Pressed Beef, lb.	0 3 3
Ham and tongue, lb.	0 30
Veal and tongue	0 23
Hams, cooked	0 47
Shoulders, roast	0 50
Shoulders, boiled	0 43
Pork pies (doz.)	0 75
Blood pudding, lb.	0 12
Mince meat, lb.	0 15 0 19
Sausage, pure pork	0 26
Bologna, lb.	0 14

Slight Decline to Cured Bacon

Montreal.

CURED MEATS.—The only important change in the market this week is a slight decline on breakfast bacon which is offered at about 45 cents per pound. Hams are comparatively steady, and prevailing prices are firm.

Hams—	
Medium, smoked, per lb.—	
(Weights) 8-10 lbs.	0 35
12-14 lbs.	0 35
14-20 lbs.	0 35
20-25 lbs.	0 30
25-35 lbs.	0 30
Over 3 5lbs.	0 29
Boneless (for slicing), 4c advance over above prices.	
Bacon—	
Breakfast	0 45
Cottage Rolls	0 34
Picnic Hams	0 28

Canadian Eggs Selling at 58 Cents

Montreal.

EGGS.—Eggs are considerably easier

this week and further declines are noted. A few Canadian eggs are arriving upon the market and are quoted at 58 cents per dozen. American eggs are selling at 56 cents and the undertone of the market is indicative of lower quotations in the near future.

EGGS—		
New laid	0 56	0 58

Easier Feeling to Shortening

Montreal.

SHORTENING.—An easier undertone is manifest in the market this week, although no important price changes have been effected. Bricks have declined one cent, being quoted at 30 cents per pound.

SHORTENING—

Tierces, 400 lbs., per lb.	0 29
Tubs, 50 lbs., per lb.	0 29 1/2
Pails, 200 lbs., per lb.	0 29
Bricks, 1 lb., per lb.	0 30

Lard Weaker Under Limited Demands

Montreal.

LARD.—Prices in the lard market show slight recessions this week and the situation is considerably easier, due, it is stated, to the falling off in local demands. Bricks are selling at 32 cents, and nails at 30 cents per pound.

LARD—

Tierces	0 29 1/2	0 30 1/2
Tubs	0 29 3/4	0 29 3/4
Pails	0 30	
Bricks	0 32	

Butter Firm With Prices Unchanged

Montreal.

BUTTER.—The position of good butter is a firm one, but dealers state that the condition of inferior grades is considerably weaker. Prevailing prices show no change over those of last week and the market is not very active at the present time. Prints are selling at from 66 to 67 cents per pound.

BUTTER—

Creamery, prints, qual. storage	0 66
Creamery, solids, quality storage	0 66 0 67
Dairy, in tubs, choice	0 48 0 55
Dairy, prints	0 50
Bakers'	0 45

Margarine Prices Remain Steady

Montreal.

MARGARINE.—Prices for margarine are maintained in a quiet market and no new developments have arisen since last week. Demands for margarine are very limited and business is comparatively slow.

MARGARINE—

Prints, according to quality, lb.	0 37
Tubs, according to quality, lb.	0 31 0 35

Cheese Holding Firm at 32 Cents

Montreal.

CHEESE.—Old cheese holds steadily at 32 cents per pound and there is practically no change to be reported in the market this week. Demands for supplies

are coming along in better volume but very little activity is manifest in the market for the time being. Prices are firm:

CHEESE—		
New, large, per lb.	0 29½	
Twins, per lb.	0 30	
Triplets, per lb.	0 32	
Stilton, per lb.	0 36	
Fancy, old cheese, per lb.	0 32	

Poultry Sales Are Maintained

Montreal.
POULTRY.—There are no new developments to report in this market. Sales are steadily maintained, and prices are practically unchanged. Roasting chickens (milk fed) are quoted at from 38 to 43 cents per pound, and fowls (large) are selling at 38 cents, showing an advance of two cents over the prices of last week.

POULTRY (dressed)— (Selling Prices)		
Chickens, roasting (3-5 lbs.)	0 38	0 43
Chickens, roasting (milk fed)	0 42	0 46
Ducks—		
Brome Lake (milk fed green)	0 46	
Young Domestic	0 42	
Turkeys (old toms), lb.	0 55	
Do. (young)	0 58	
Geese	0 34	
Old fowls (large)	0 38	
Do., (small)	0 32	0 33

New Brunswick Oysters Selling Readily

Montreal.
FISH.—Small quantities of Spring fished oysters are arriving from New Brunswick and are selling readily at from \$15 to \$16 per barrel. As this is the last week of Lent there is manifest in the market a steady demand for all kinds of fresh and frozen fish, particularly haddies and fillets. The approach of the Jewish holidays is stimulating trade considerably and a big demand for all kinds of lake fish is reported. Owing to the severe weather on the various fishing grounds, supplies of fresh fish are not very plentiful, but frozen pike, whitefish and dore are proving good substitutes. Prices on all lines of fish are practically unchanged:

OYSTERS		
Cape Cod, per barrel	20 00	
Batouche, per barrel	16 00	
Malpeques shell oysters, choice, bbl.	16 00	
Do., XXX., bbl.	15 00	
Scallops, gallon	4 50	
Can. No. 1 (solids)	2 50	2 75
Can. No. 3 (solids)	7 00	7 50
Can. No. 4 (solids)	11 00	12 00
Can. No. 1 (selects)	3 50	
Can. No. 3 (selects)	6 75	10 50
FRESH FISH		
Haddock	0 07½	0 08
Steak cod	0 11	0 12
Market cod	0 07	0 07½
Mackerel	0 18	
Flounders	0 10	0 12
Prawns	0 40	
Live Lobsters	0 65	
Salmon (B.C.), per lb., Red	0 30	
Skate	0 12	
Shrimps	0 35	
Whitefish	0 16	
FROZEN FISH		
Gaspereaux, per lb.	0 06	0 07
Halibut, large and chicken	0 17	0 18
Halibut, Western, medium	0 20	0 21
Haddock	0 06½	0 07
Mackerel	0 15	0 16
Dore	0 15	0 16
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	0 25	
Smelts (small)	0 09	0 10
Pike, headless and dressed	0 11	0 12
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13

Sea Herrings	0 06	0 07
Steak Cod	0 09	0 09½
Gaspereaux, per lb.	0 24	0 25
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 12½	0 13
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	4 00	
Alewires	0 07½	0 08
SALTED FISH		
Codfish—		
Large bbls., 200 lbs.	18 00	

No. 1, medium, bbl., 200 lbs.	15 00
No. 2, 200-lb. bbl.	14 00
Strip boneless (30-lb. boxes), lb.	0 20
Boneless (24 1-lb. cartons), lb.	0 18
Ivory (2-lb. blocks, 20-lb. boxes)	0 16
Shredded (12-lb. boxes)	2 40
Dried, 100-lb. bbl.	15 00
Skinless, 100-lb. boxes	16 60
Pollock, No. 1, 200-lb. barrel	18 00
Boneless cod (2-lb.)	0 28

ONTARIO MARKETS

TORONTO, April 1—Live hogs have declined 50 cents per cwt., making a drop of \$1.50 per cwt. in the past two weeks. Spring lambs for the Easter trade are quoted at \$18.00 to \$22.00 each. The butter market remains firm. Eggs are arriving freely and prices have declined. Lard, shortening and margarine stand firm under a steady demand.

Spring Lamb Is 80 Cents per Pound

Toronto.
FRESH MEAT.—Live hogs have declined another 50 cents this week, making a drop of \$1.50 per cwt. in the last two weeks. The price quoted is \$18.75 on the fed and watered basis. Spring lamb is quoted at \$18 to \$22 each which figures out about 70 to 80 cents per pound. There have been good deliveries of fresh meats but business is reported dull at the present time.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	24 00	26 00
Live off cars, per cwt.	19 00	
Led, fed and watered., per cwt.	18 75	
Live, f.o.b. per cwt.	17 75	
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 34	
Loins of pork, lb.	0 39	
Tenderloins, lb.	0 57	
Spare ribs, lb.	0 25	
Picnics, lb.	0 24½	
New York shoulders lb.	0 29½	
Boston butts, lb.	0 33	
Montreal shoulders, lb.	0 29½	
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 24	0 27
Front quarters, lb.	0 14	0 16
Ribs, lb.	0 24	0 28
Chucks, lb.	0 14	0 16
Loins, whole, lb.	0 32	0 36
Hips, lb.	0 20	0 22
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 24	0 27
Spring lamb, lb.	0 30	0 34
Yearling lamb	0 14	0 20
Sheep, whole, lb.	0 14	0 20
Above prices subject to daily fluctuations of the market.		

Bacon and Ham Firm; Supplies Are Short

Toronto.
PROVISIONS—Supplies of ham and bacon is reported short and prices have advanced one cent per pound. Business in this line is shaping up well in view of the Easter trade. Hams are quoted at 37 to 38 cents per pound and breakfast bacon at 42 to 46 cents per pound.

Hams—		
Medium	0 37	0 38
Large, per lb.	0 31	0 32
Heavy	0 28	0 29
Bacon—		
Skinned, rib, lb.	0 49	0 50
Boneless, per lb.	0 53	0 56
Bacon—		
Breakfast, ordinary, per lb.	0 42	0 46
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 29	0 30
Wiltshire (smoked sides), lb.	0 33	0 35
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	0 27	
Do., av., 80-90 lbs.	0 24	
Clear bellies, 15-30 lb.	0 23	

Sausages in brine, keg, 35 lbs.	7 35
Fat backs, 16-20 lbs.	0 30
Out of pickle prices range about 2c per pound below corresponding cuts above.	
Barrel Pork—	
Mess pork, 200 lbs.	42 00
Short cut backs, bbl. 200 lbs.	50 00
Picked rolls, bbl., 200 lbs.—	
Heavy	50 00
Lightweight	60 00
Above prices subject to daily fluctuations of the market.	

Cooked Hams Are 54 Cents per Pound

Toronto.
COOKED MEATS.—No change is noted on cooked meats this week. There is a steady demand.

Bolled hams, lb.	0 62	0 54
Hams, roast, without dressing, lb.	0 53	0 55
Shoulders, roast, without dressing, lb.		
Head Cheese, 6s, lb.		0 13½
Choice jellied ox tongue, lb.	0 55	0 60
Jellied pork tongue	0 49	0 50
Above prices subject to daily fluctuations of the market.		

Butter Market Continues Firm

Toronto.
BUTTER.—The butter market continues firm in tone. Dealers state that in about two weeks storage butter will be practically cleared up. Supplies of fresh-made creamery have improved but barely enough to meet the demand. Storage creamery is selling around 62 cents per pound and fresh creamery at 67 cents per pound.

BUTTER—		
Creamery prints	0 62	0 67
Dairy prints, fresh, lb.		0 59
Dairy prints, No. 1, lb.		0 56

Cheese Market Quoted Dull

Toronto.
CHEESE.—The market for cheese continues dull. No exporting of any amount has taken place and stocks held are very large. Quotations are 28 to 29 cents per pound.

CHEESE—		
Large	0 28	0 29
Stilton	0 33	0 34
Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.		

Supplies of Local Eggs Are Arriving

Toronto.
EGGS.—The egg market continues to

weaken. Some American fresh eggs are due to arrive this week but this will be the last shipment from over the border. Supplies of local eggs are arriving more freely.

EGGS—

Fresh	0 56	0 57
Fresh selects in cartons	0 60	0 61

Prices shown are subject to daily fluctuations of the market.

**Steady Demand
Noted for Shortening**

Toronto.
SHORTENING.—The demand for shortening is steady. Prices are unchanged.

SHORTENING—

1-lb. prints	0 30	0 30½
Tierces, 400 lbs.	0 28½	0 29

**Lard Market
Is Unchanged**

Toronto.
LARD.—The lard market stands at unchanged prices. The demand keeps steady.

Tierces, 400 lbs., lb. 0 30½ 0 31
In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2¢ higher than tierces.

**Margarine
Holds Firm**

Toronto.
MARGARINE.—The demand for margarine is steady and while no change in price is recorded, the market is firm at prices listed below:

MARGARINE—

1-lb. prints, No. 1	0 37	0 38½
Do., No. 2	0 34	0 37
Do., No. 3	0 30	0 34
Nut margarine, lb.	0 34	0 35

**Chickens Scarce;
Prices Higher**

Toronto.
POULTRY.—The receipts of fresh chickens continue to be light. Storage poultry are mostly in evidence and are moving out freely.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	\$0 35	\$0 45
Do., young, lb.	0 55	0 55
Roasters, lb.	0 27	0 30-0 37
Fowl, over 5 lbs.	0 40	0 40
Fowl, 4 to 5 lbs.	0 37	0 37
Fowl, under 4 lbs.	0 25	0 35
Ducklings	0 40	0 40
Geese	0 25	0 28
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 30	0 35

Prices quoted to retail trade:—

	Dressed
Hens, heavy	0 42
Do., light	0 28 0 40
Chickens, spring	0 28 0 40
Ducklings	0 40 0 45
Geese	0 33
Turkeys	0 50 0 60

**Oysters Out;
Fish Business Quiet**

Toronto.
FISH.—The demand for fish is somewhat slackened. The last shipment of oysters is now in dealers' hands and when these are cleared up, that will be the last of the oysters for this season.

SMOKED FISH

Haddies, lb.	0 18
Filletts, lb.	0 19
Kippers, box	2 40
Bloaters, box	2 20
Ciscoes, lb.	0 20

WINNIPEG MARKETS

WINNIPEG, April 1—The produce and provision markets hold pretty steady. Hogs are firm on account of poor supplies and beef is very steady. Butter is steady, while eggs are much easier. Fish is in active demand and steady. New cheese is easier, but old cheese is very firm.

**Hog Market
Remains Firm**

Winnipeg.
FRESH MEAT.—The hog market this week is very brisk. Selected hogs remain at the same price but heavies are somewhat easier.

HOGS—

Selected, cwt.	21 00
Heavy, cwt.	19 00
Light, cwt.	18 00 19 00

**Old Cheese
Holding Firm**

Winnipeg.
CHEESE.—Cheese market is easier and lower. Old cheese are holding very firm on the market, while new cheese is much easier.

CHEESE—

Ontario, large, per lb.	\$0 33
Do., twins, per lb.	0 33¼
Do., triplets, per lb.	0 34¼
Manitoba, large, per lb.	0 31
Do., twins, per lb.	0 31½

**Fresh Eggs Are
More Plentiful**

Winnipeg.
EGGS.—Eggs are much easier and lower prices are prevailing. Large quantities are being shipped to this centre and are being offered to the retail trade. New laid eggs are quoted at 50 cents per dozen.

**Dairy Butter Scarce;
Creamery Firm**

Winnipeg.
BUTTER.—Dairy butter is very scarce and very little is being offered to the

trade. Creamery butter remains firm with no advances.

BUTTER—

Finest creamery, 1s	0 60	0 75
Do., solids	0 64	0 64
Do., choice	0 64	0 64
Do., solids	0 63	0 63
Dairy, finest No. 1, prints.	0 58	0 58
Do., solids	0 58	0 58
Margarine, 1s	0 35	0 35

**Fish Remains
Very Active**

Winnipeg.
FISH.—There is a steady demand for fish, and prices remain unchanged.

FRESH FROZEN FISH

Black Cod, lb.	0 14
Brills, lb.	0 09½
Herring, Lake Superior, 100-lb. sacks, new stock	0 17
Halibut, cases 300 lbs., chicken ..	0 18
Halibut, broken cases, chicken ..	0 10
Jackfish, dressed	0 13
Pickarel, case lots	0 20½
Salmon, Cohoe, full boxes, 300 lbs. Do., Cohoe, broken cases.	0 21½
Do., Red Spring, full boxes.	0 23½
Do., Red Spring, broken cases.	0 24½
Soles	0 09½
Baby Whitefish or Tulibeas.	0 09½
Whitefish, dressed, case lots.	0 12½
Whitefish, dressed, broken cases.	0 13½

SMOKED FISH

Bloaters, Eastern National, case.	2 60
Do., Western, 20-lb. boxes, box	2 40
Haddies, in 30-lb. cases, lb.	0 15
Do., in 15-lb. cases, lb.	0 16
Kippers, East. Nat., 20 count, per count	2 40
Do., Western, 20-lb. boxes, box	2 30
Filletts, 15-lb. boxes, box	0 20

SALT FISH

Steak Cod, 2s, Seely's, lb.	0 16
Acadia Strip Cod, 30-lb. boxes, lb.	0 16
Acadia Cod, 12-2s, wood boxes, lb.	0 16
Acadia Cod, 20-ls, tablets, lb.	0 16
Holland Herring, Milkere, 9-lb. pails, per pail	1 35
Do., Mixed, 9-lb. pails, per pail	1 25
Labrador Herring, 100-lbs. bbls., per bbl.	8 50

VANCOUVER MARKETS

VANCOUVER, April 1—The produce and provision market, generally, is ruling steady with a good demand noted for most lines. The fresh meat market holds at steady prices. Fresh butter is slightly higher. Cheese is unchanged and lard has weakened.

**Fresh Meat
Ruling Steady**

Vancouver.
FRESH MEAT.—No change has developed in the market for fresh meats. The market rules at prices listed below:

Beef steers	0 23
Do., cow	0 21½
Lamb	0 40
Mutton	0 38
Pork	0 38

**Fresh Butter is
70 Cents per Pound**

Vancouver.
BUTTER.—The butter market has developed a firmness and has advanced one cent per pound. The price is 70 cents per pound.

**Cheese Market
Remains Weak**

Vancouver.
CHEESE.—No changes are noted on the cheese market. The market is dull at unchanged prices.

CHEESE—

British Columbia	0 31½
Ontario, solids	0 33½
Do., twins	0 33½
Stilton	0 28

**Lard Market
is Easier**

Vancouver.
LARD.—An easier tone has developed in the market for lard. Pure lard is quoted at 31½ cents per pound and compound is 30 cents per pound.



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FOR these cool mornings what's better than a hot, savory breakfast of tender Pork Sausage? Introduce your customers to

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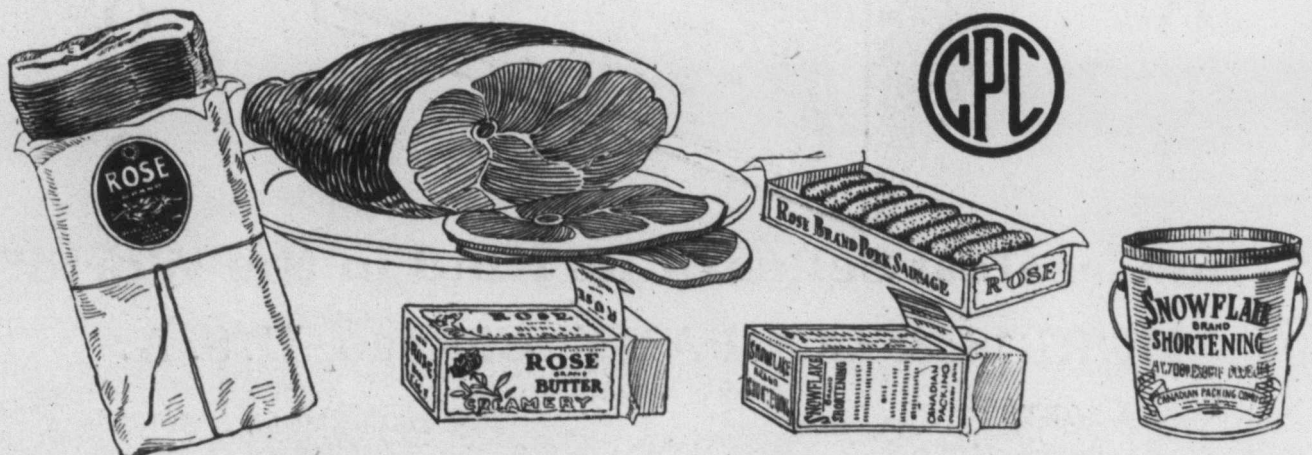
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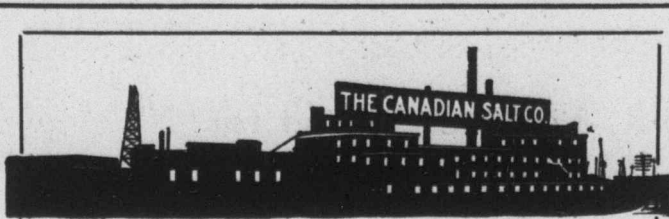
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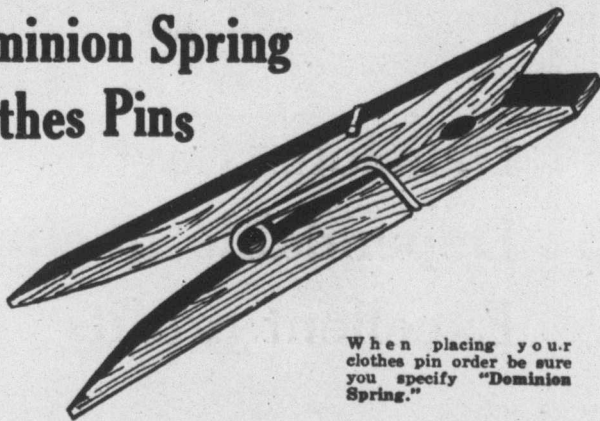
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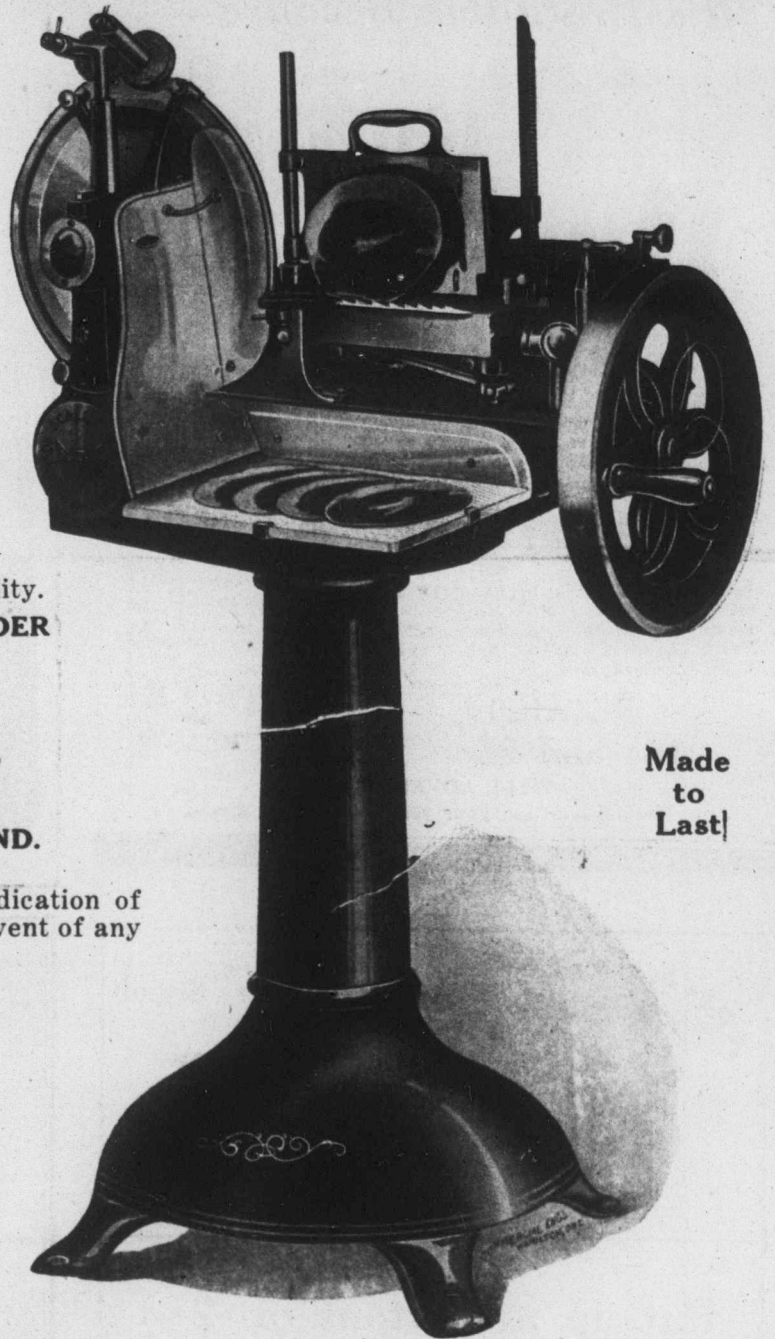
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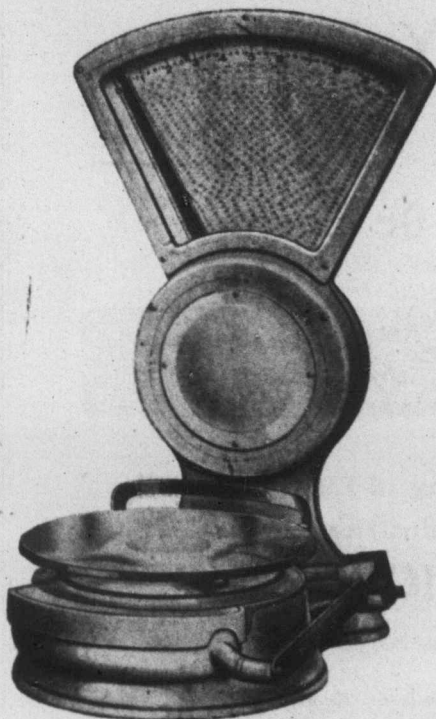
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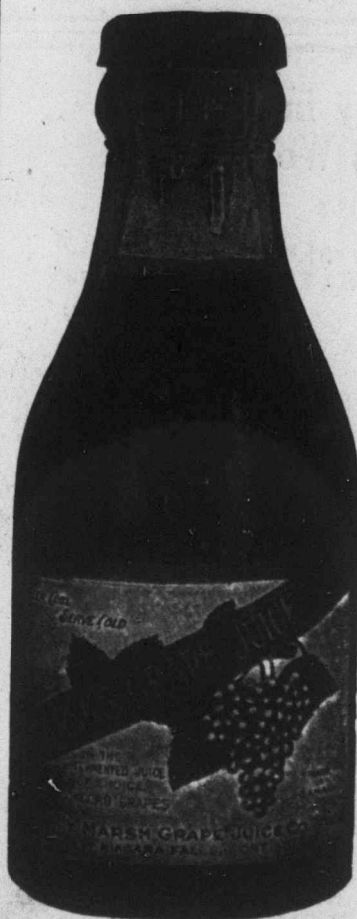
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pounds each

Your customers will appreciate this handy method of buying this well-known brand of Sal Soda just as much as you will appreciate the big saving in time over the old way of weighing, wrapping and tying.

Church & Dwight, Ltd.

Montreal

Y & S

STICK LICORICE

in 10c Cartons



Everything in Licorice for all

Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company

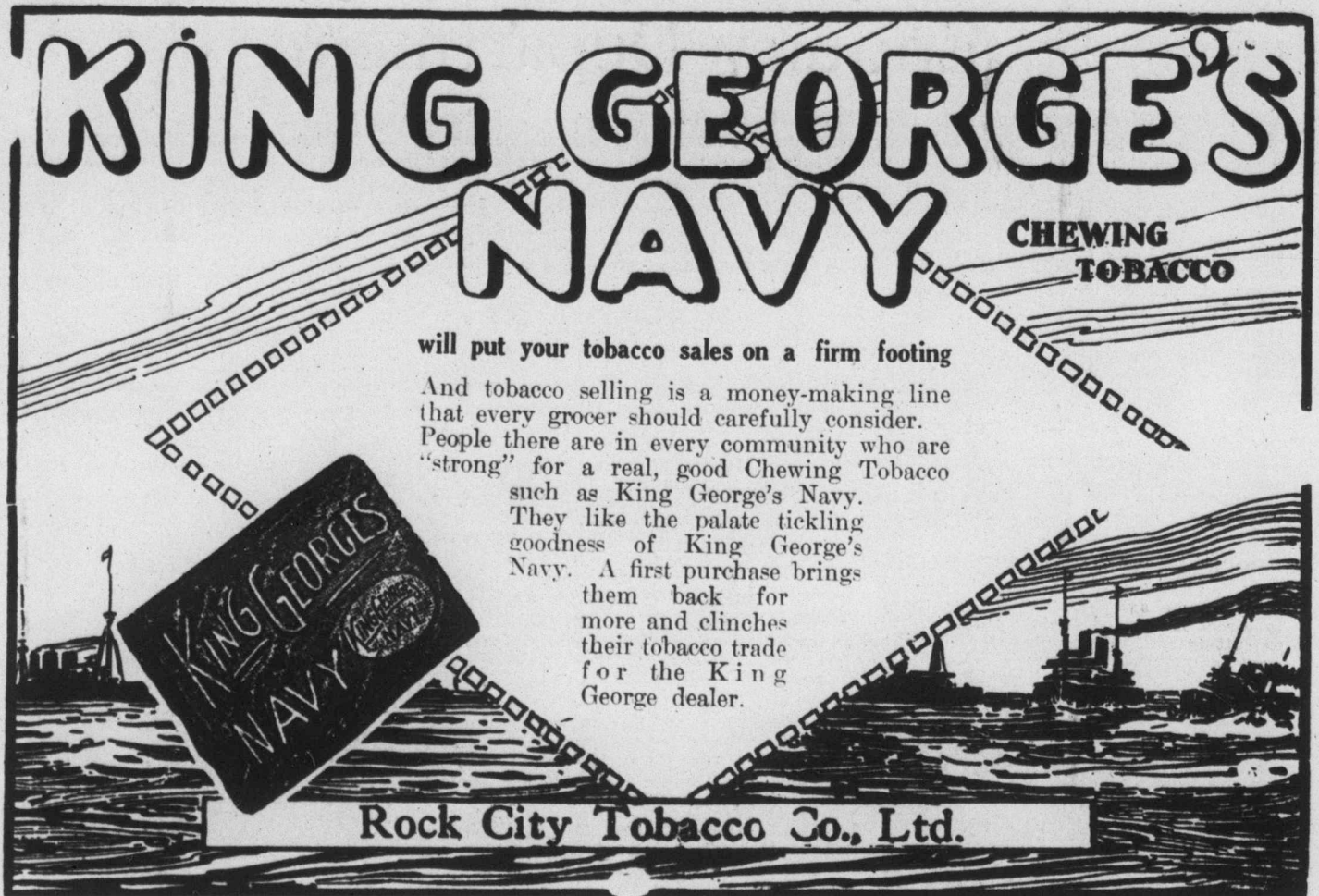
MONTREAL

KING GEORGE'S NAVY

**CHEWING
TOBACCO**

will put your tobacco sales on a firm footing

And tobacco selling is a money-making line that every grocer should carefully consider. People there are in every community who are "strong" for a real, good Chewing Tobacco such as King George's Navy. They like the palate tickling goodness of King George's Navy. A first purchase brings them back for more and clinches their tobacco trade for the King George dealer.



Rock City Tobacco Co., Ltd.



This trade mark on a broom corresponds to sterling on silver.

**Canada
Beaver
Brand
Brooms**

These incomparable brooms have won a reputation for long and satisfactory service. They are built by experts from the finest maple handles and the best corn obtainable, and it is this combination of skill and perfect materials that has made them the popular choice of Canadian housewives.

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

Make out a trial order today

**The Canada Broom & Brush Co.
Limited**

Ridgetown, Ont.

Sales Manager—M. Webber, London, Ont.
Western Sales Agency—Messrs. Nicholson-Rankin, 707-708
Confederation Life Building, Winnipeg, Man.
Toronto Agents—Messrs. Scott & Thomas, Foy Bldg., 32 Front
St. West, Toronto, Ont.



**Good Pencils
Attractively Displayed**

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

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

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

Enquiry Department

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

WHERE TO GET TIN PRICE TICKETS.

Please tell me through your Enquiry where I could buy tin price tickets, black figures. I notice some in Davies' stores in Montreal.—J. M. Sabourino, Alexandria, Ont.

Answer.—We find that most of the stores obtain these from their local tinsmith and paint shop. Following are names of some tin manufacturers which may be able to supply you with these:

Store Helps Mfg. Co., Calgary and Toronto; Thos. Davidson Mfg. Co., Duke st., Toronto; MacDonald Mfg. Co., 145 Spadina ave., Toronto; Kent Mfg. Co., 199 River st., Toronto; The Standard Tin Works, Toronto, Ont.; E. T. Wright Co., Hamilton, Ont.

BOOK ON SELLING AND HANDLING MEAT.

Some time ago I wrote you asking you to direct me where I could obtain a book on cutting and selling methods of handling meat and you referred me to the Agricultural College, Urbana, Ill. I wrote them and they sent me a useful book pertaining to wholesaling meat, and for which I thank you very much. But the book I wanted to get is on retailing meat, over the counter, pertaining to cutting, percentage made in different ways of cutting meat. Hoping you may be able to give me this information direct.—V. A. Esser.

Answer.—Regarding book on cutting and selling methods of handling meat, we find there is the "Retail Butcher," by R. S. Matthews, published by Byxbee Publishing Co., Chicago, Ill.

MANUFACTURERS OF STRAWS FOR SODA WATER.

Would you kindly send us names of jam manufacturing firms in Ontario; also the names of manufacturers of soda water drinking straws?—Canadian & Foreign Agency Company, Rooms 705-7 Unity Building, Montreal, Que.

Answer.—List of jam manufacturers has been mailed. Manufacturers of soda straws are: Fletcher Manufacturing Co., Toronto, Ont.; J. J. McLaughlin Co., Toronto, Ont.

EX-OX

Will you kindly let us know who are agents for Ex-Ox?—Subscriber.

Answer.—W. H. Pearson, Foy Bldg., Toronto, Ont.

AGENTS FOR WASHING POWDER

Will you kindly tell us who is agent in Toronto for Arm & Hammer washing powder?—Subscriber.

Answer.—Fielding & Son, 9 Front St. E., Toronto, Ont.

EGG CARRIER, TRAYS AND BUTTER DISHES

Where could we get some egg carriers and trays, also butter dishes?—B. M. Clavette's Market, Edmundston, N.B.

Answer.—The Sarnia Paper Box Co., Limited, Sarnia, Ont.; E. B. Eddy Company, Hull, Que.; Walter Woods & Company, Hamilton, Ont.; Star Egg Carrier and Tray Mfg. Co., Rochester, N.Y.; Oval Wood Dish Co., Tupper Lake, N.Y. For butter dishes: Canadian Agents: Victoria Paper & Twine Co., Toronto; Consumers Box and Lumber Co., Ernest Ave., Toronto, Ont.;

Barchard & Company, 151 Duke St., Toronto, Ont.; Firstbrook Box Company, Toronto, Ont.; Kilgour Mfg. Company, Hamilton, Ont.; Cushing Bros., Limited, Saskatoon, Sask.

SEED POTATOES.

Would you oblige me as to the best plan to get a car of potatoes? Ones best suited for our climate for seed.—Craig's Cash Store, Martintown, Ont.

Answer.—Car of potatoes for seed would, no doubt, be purchased from White & Co., Toronto; Hugh Walker & Son, Guelph, Ont.; Bell-King Co., Montreal, Que.; Stronach & Son, Church st., Toronto, Ont.; Wm. J. Patterson, 86 Colborne st., Toronto, Ont.; A. A. McKinnon, 74 Colborne st., Toronto, Ont.

WHERE TO BUY CHINA.

Where can I buy glass, china and white-wear? Where can I get repairs for Rice, Knight Light System, Gasoline?—Mr. H. Pushinsky, Shallow Lake, Ont.

Answer.—Glass: Will you kindly let us know what kind of glass, there are so many firms handling glass, whether it is cut glass, plate glass, etc. Two glass manufacturers are: Jefferson Glass Co., Ltd., 388 Carlaw ave., Toronto; Macbeth-Evans Glass Co., 160 Bay st., Toronto.

China: College China Hall, 370 College st., Toronto, Ont.; Nerlich & Co., 146 Front st., Toronto, Ont.; Littleford, W. O. & Son, 763 Yonge st., Toronto, Ont..

Whiteware: Toronto Pottery Co., Toronto, Ont.; Belleville Pottery Co., Belleville, Ont.; R. Campbell's Sons, Hamilton, Ont.; Canada Pottery Co., Ltd., St Johns, Que.; John Cranston & Son, Hamilton, Ont.; British Columbia Pottery Co., Victoria, B. C.; Jas. Foley, St. John, N. B.; Medalta Stoneware Co., Medicine Hat, Alta.

Repairs for Rice, Knight Light System, gasoline, try the following firms:

Schultz Mfg. Co., Hamilton, Ont.; Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.; National Stamping & Electrical Works, Chicago, Ill.; Rochester Lamp Co., 120 Church st., Toronto; Mantle Lamp Co., of America, Inc., 246 Craig st. w., Montreal, Que.

WHERE TO BUY PORK BARRELS.

Where could I buy some pork barrels?—Mr. J. Wm. Sabourin, Alexandria, Ont.

Answer.—You can get these from The Charles Muller Co., Ltd., Waterloo, Ont., at \$4.50 per barrel, F. O. B., Waterloo.

DOES ANY SUBSCRIBER KNOW?

We would be grateful if, through the medium of your valuable publication, we could learn the whereabouts of a Mr. P. McGinn, a jitney driver, last heard of in Vancouver, B.C. Possibly some unfortunate grocer (reading CANADIAN GROCER) may have him on his books.—British Columbia Merchant.

Answer.—We would refer you to the B. C. Sugar Refining Co., Vancouver, B.C.

WHERE TO BUY PICKLE STAND.

Some time ago, a firm advertised in the CANADIAN GROCER a stand for pickles. Would you let us have the address of this firm?—Hopgood & Sons, 32-34 Spring Garden road, Halifax, Canada.

Answer.—W. A. Freeman Co., Ltd., Hamilton, Ont.; Evan L. Reed Mfg. Co., Sterling, Ill.; Bel-Air Display Stand Co., 603 Ontario st., Montreal, Que.

ACCESSORIES FOR LAND SURVEYORS.

Kindly furnish us with addresses of firms in Toronto manufacturing or wholesaling land surveyors' accessories, such as compasses, theodolites, etc.?—H. M. Lake & Son, Box 43, Gooderham, Ontario.

Answer.—W. J. Moore, 160 Spruce St., Toronto, Ont.; Abrey & Company, 606 Indian Road, Toronto, Ont.; W. A. & W. H. Browne, 18 Toronto St., Toronto, Ont.; Code & Code, 130 Avenue Road, Toronto, Ont.; W. S. Gibson, 1851 Yonge St., Toronto, Ont.; R. R. Grant & Co., 730 Danforth Ave., Toronto, Ont.; D. D. James, 23 Scott St., Toronto, Ont.

DUTCH SETS, BERRY BOXES AND CRATES—DUTY ON VEGETABLES GOING TO U.S.A.

Would you furnish me with information regarding the following questions: Where could I get Dutch set onions and potato onions at the right prices in quantities of 1,000 to 2,000 lbs.? Where could I obtain berry boxes, also crates for same of a capacity of two dozen boxes? Is there any duty on vegetables going to United States, if so, what is it?—Mr. Louis Leonard, 2564 St. Denis St., Montreal, Que.

Answer.—Dutch Sets and Potato Onions: Peter Duncan Company, North Bay and Toronto, Ont.; White & Company, Toronto, Ont.; Hugh Walker & Company, Guelph, Ont.; J. A. Simmers Limited, 147 King St. E., Toronto, Ont.; Wm. Rennie Co., 130 Adelaide St. E., Toronto, Ont.; Wm. Ewing & Co., 142 McGill St., Montreal, Que.; Harry Seed Company, Dorchester St. W., Montreal, Que. Crates: Pacific Box Co., Vancouver, B.C., (Eastern agents) S. H. Moore & Co., Excelsior Life Bldg., Toronto; Walter Woods & Co., Hamilton, Ont.; B. C. Mfg. Co., New Westminster, B.C.; Cummer-Dowswell & Company, Hamilton, Ont.; Canadian Wood Products Company, Toronto, Ont.; Alberta Box Co., Alberta; Barchard & Company, Toronto, Ont.; Meyer-Thomas Company, Montreal, Que.; Murray & Gregory, St. John, N.B. Berry Boxes: Walter Woods & Company, Hamilton, Ont.; Sarnia Paper Box Company, Sarnia, Ont.; Consumers' Box & Lumber Company, Toronto, Ont.; Firstbrook Box Company, Toronto, Ont.; Kilgour Manufacturing, Hamilton, Ont.; C. & J. Esplin, Montreal, Que.; Meyer-Thomas Company, Montreal, Que.; Oakville Basket Company, Oakville, Ont.; Holmes & Arpin, Montreal, Que. Regarding duty on vegetables to United States: Potatoes are free; onions, 20 cents per bushel; peas, 20 cents per bushel; garlick, 1 cent per lb. Other vegetables around 25 cents per bushel.

MARKET FOR DAIRY BUTTER AND FRESH EGGS

I would be glad if you could furnish me with the names and addresses of reliable firms in B.C. who would be in the market for quantities of dairy butter and fresh eggs this season.—Tom Vickers, Travers, Alta.

Answer.—We do not know what quantities you would have of butter and eggs, so will give the following names of firms who would be interested in car lots: Canadian Produce Co., 1168 Hamilton St., Vancouver; McQueen Produce Co., Ltd., 25 Pender W., Vancouver; Parsons, Haddock & Co., Ltd., 1057 Hamilton St., Vancouver; A. P. Slade & Co., Water St., Vancouver; F. R. Stewart & Co., Water St., Vancouver. On the other hand, if you had smaller quantities of either

butter or eggs, we would suggest that you get in touch with some of the following who are retailers in a big way: David Spencer, Ltd., 515 Hastings West, Vancouver; MacTaggart's Grocery, Howe and Robson, Vancouver; Slater Bros., 830 Granville St., Vancouver; T. F. McDowell, 938 Granville St., Vancouver; A. & C. Grocery, 520 Granville St., Vancouver; London Grocery, 627 Hastings W., Vancouver. You will find any of the grocers mentioned rated well, and among them you should find a ready market for good butter and fresh eggs.

WEAR-EVER ALUMINUM COOKING UTENSILS

Will you tell me where the Wear-Ever Aluminum Cooking Utensils are manufactured in Canada?—Mr. E. Provencher, Silver Centre, Ont.

Answer.—The Wear-Ever Aluminum Cooking Utensils are manufactured by the Aluminum Co., Limited, 158 Sterling Road, Toronto, Ont.

REGARDING THE SALE OF ICE CREAM ON SUNDAY

Would like to know if it is lawful to sell ice cream in cones, packages or bricks on Sunday, according to Provincial or Federal law, or how far does the law go for ice cream parlors Sundays?—Subscriber.

Answer.—If you have a restaurant license and there is no by-law, so far as your town is concerned, preventing you from selling ice cream on Sunday, we believe you can sell it, but the buyers could not carry it away in shape of cones, or packages or bricks. It would have to be consumed on the premises.

About five or six years ago a similar case came up in Toronto. There was no by-law existing at that time in Toronto preventing restaurant merchants from selling ice cream on Sunday, but there was an old common law statute passed two or three hundred years ago covering the point. Magistrate Kingsford ruled that as ice cream was a food it could be sold in a restaurant if it is consumed there. It seems to us, therefore, that you could sell ice cream on Sunday providing there is no local by-law to the contrary.

We do not say that you could not be summoned, but it would appear that if you were summoned you would have a good case.

"RISING SUN" STOVE POLISH

Kindly advise us of the name of the manufacturer of "Rising Sun" stove polish? Quite Freres Limited, New Richmond Station, Quebec, P.Q.

Answer.—Manufacturer of "Rising Sun" stove polish is Prescott and Company, 90-92 West Broadway, New York City.

ACCESSORIES FOR BABY CARRIAGES

Would you kindly send me the address of the Lloyd Manufacturing Co. They make baby carriages and I wish to get some accessories from them. Do you know the address of any firm who make springs for baby carriages?—Mr. R. F. Jones, Box C, Chapleau, Ont.

Answer.—Address of the Lloyd Manufacturing Company is Menominee, Mich., U.S.A. The Gendron Manufacturing Company, Toronto, Ont., could supply you with springs for baby carriages.

WHERE TO BUY A CIDER PRESS

We would appreciate it very much if you would send this office the address of a cider press manufacturer or turn this inquiry over to them direct.—Toledo Scale Company, 10212 101st St., Edmonton, Alta

Answer.—London Foundry Company, London, Ont.; Hergott Bros., Mildmay, Ont.; W. S. Perrin, Limited, Toronto, Ont. (manufacture large presses suitable for factories only).

CORN SYRUP.

Will you please let me know where I can find the Rogers Syrup, corn syrup and white corn syrup per barrel: half-barrel and keg, with price, if possible?—Edward De Winett, Girouxville, Sask.

EASTER LILIES

Will you kindly give us names of firms in Toronto wholesaling Easter lilies?—Mr. R. Snowden, 92 Simcoe St., Oshawa, Ont.

Answer.—We find that Miller & Sons, Lauder Ave., Toronto, Ontario, have Easter lilies for wholesale at 20c a bloom.

RUBBER STAMP AND TRADE JOURNAL.

Please give me information on the following: preferred size figures and letters rubber stamps for grocery window price tickets. Also trade journal that advertises rubber stamps, stencils and merchants' job print?—I. G. N., Philipsbury East, Quebec, P. Q.

Answer.—Figures and letter and rubber stamps for grocery window price tickets may be obtained from:

B. G. Volger Mfg. Co., Inc., Passaic, N.J., U.S.A.; Fulton Specialty Co., Elizabeth, N. J., U.S.A.; The Ideal Stencil Machine, O. H. Pierce, 88 Bay st., Toronto; W. E. Irons & Co., 30 Temperance st., Toronto, Ont.; C. W. Mack, 46 Adelaide st. w., Toronto, Ont.; Superior Mfg. Co., 93 Church st., Toronto, Ont.; Toronto Stamp and Stencil Works, 137 Church st., Toronto, Ont.; Wilson Stationery and Printing Co., 118 King st. w., Toronto, Ont.

Trade Journals that advertise rubber stamps and stencils: BOOKSELLER AND STATIONER, 153 University ave., Toronto, Ont.

Merchants' and Job Print: PRINTER AND PUBLISHER, 153 University ave., Toronto, Ont.

BUYERS OF WASTE PAPER

Will you please give us the names of firms buying waste paper in St. John, N. B., and Montreal?—Lindsay, Beattie & Co., Fredericton, N.B.

Answer.—Canada Waste Paper Co., Montreal; H. Gray & Co., Montreal; J. H. Walker & Co., Montreal; Factory Waste and Metal Co., Montreal; Quebec Rag & Metal Co., Quebec City, Que. Possibly some reader could furnish names in St. John, N.B.

WASTE PAPER AND BALES

Will you please advise me where I could buy a waste paper baler; also if cartons, such as shredded wheat, etc., would be considered as waste paper if baled? Should waste paper be perfectly clean? Names of firms who buy waste paper?—Reader.

Answer.—Balers: Climax Baler Company, Hamilton, Ont.; Stephenson, Blake & Company, 60 Front Street, Toronto, Ont.; A. R. Williams Machinery Company, 64 Front St., Toronto, Ont.; Toronto Type Foundry Company, 70 York St., Toronto, Ont.

Buyers of Waste Paper: E. Pullan, Maud St., Toronto; J. H. Walker & Company, Montreal, Que.; Canada Waste Paper Company, Montreal, Que.; Factory Waste & Metal Company, Montreal, Que.; Toronto Mill Stock & Metal Company, Montreal, Que.; H. Gray & Company, Montreal, Que.; N. Grief & Company, Montreal, Que.; The Quebec Rag & Metal Company, Quebec, Que.

WASTE PAPER AND BALERS

Please furnish us with the names of paper baler manufacturers in Canada. Also names of firms buying baled waste paper. We would appreciate having your opinion on the following: The future of waste paper baled as to price.

Answer already given above. Price just now is a good one, but it is difficult to say how long it will last. It goes up and down according to supply.

WASTE PAPER AND BALES.

Will you be so kind as to advise us where we can purchase waste paper binders suitable for a retailer? You might also advise us where we could sell the paper?—N. F. Douglas Co., Limited, Caledonia, N.S.

Answer given above.

BALED WASTE PAPER.

Would you please let me know through your Enquiry Department names of a few firms who buy baled waste paper? Have about one and a half tons on hand.—M. J. Carrier, Hammond, Ont.

Answer.—E. Pullan, Maud St., Toronto, Ont.; Western Rag & Metal Company, 442 King St. E., Toronto, Ont.; Frankel Bros., Toronto, Ont.; Murdock & McFarlane, 36 Ossington Ave., Toronto, Ont.; Canada Waste Paper Company, Montreal, Que.; H. Gray & Company, Montreal, Que.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....1920..

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

Address

.....

.....

.....

.....



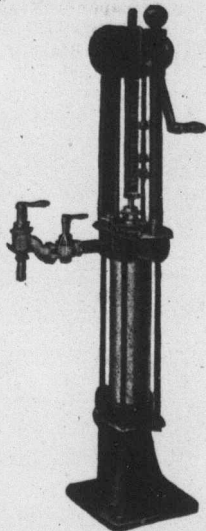
Profit in Cleanliness

If, by chance, a customer looks into your oil room, what is revealed?

Cleanliness?

Neatness and order?

Or is the look within merely depressing and disgusting?



These views show the pump portion of the Bowser kerosene and gasoline system. These tanks for kerosene are in the basement, and for gasoline buried underground to insure safety. Note the cleanliness of the store.

BOWSER SYSTEMS

installed in your store for the storage and distributing of oils, kerosene and gasoline, assures your customer the cleanliness and orderly arrangement of your oil department are characteristics of your entire establishment.

Bowser pumps are accurate, clean and economical.

Bowser tanks are safe, clean and neat. A combination that means satisfaction and profit.

Signify your interest by asking for literature.

S. F. BOWSER COMPANY, Ltd.

66-68 Fraser Ave., TORONTO, Ont.

Selling by the million!

Are you taking advantage of the big trade boom? The demand for OXO CUBES is growing day by day and is extending to every corner of the country. There must be hundreds in your town or city who would become buyers of Oxo Cubes. Handy—cheap—and good—they make an immediate and irresistible appeal to all classes—rich and poor alike.

OXO Limited

Montreal

356 St. Antoine Street

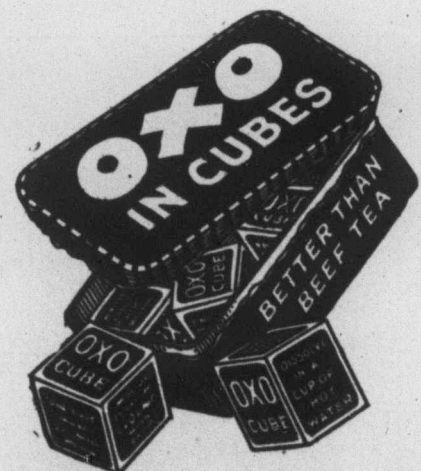
Toronto

441 King Street West

Winnipeg

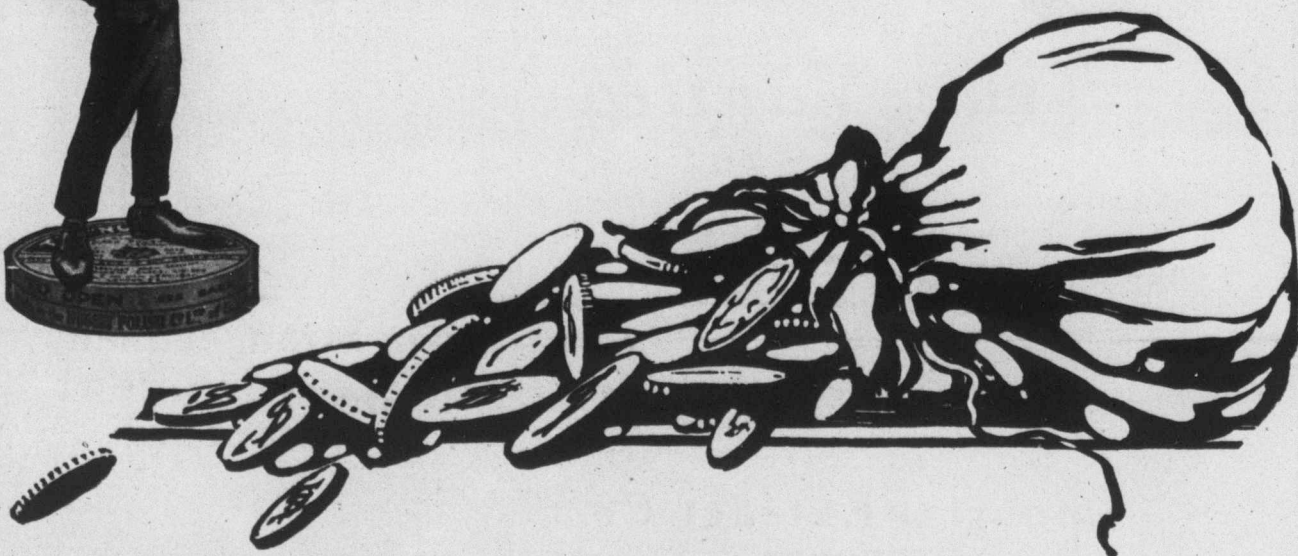
203 Bon Accord Block

*The Cubes
that sell*





The Nugget Smile



Build Up Your Polish Business
With

"NUGGET" Shoe Polish

For a real business-builder, you can't beat Nugget Polishes. Every tin sold is sure to bring your customers back again. The quality in Nugget Polish makes a bright, lasting shine and preserves the leather. You won't have to spend time selling Nugget Polish because everybody knows that it is good—we have built our reputation on quality.

Nugget is a big seller because it has quality backed by advertising. Another big Nugget Advertising Campaign will be staged this year—watch for the posters in your town.

THE NUGGET POLISH CO., LIMITED
TORONTO, CANADA

Shirriff's

True Vanilla

This incomparable extract is made from the finest grade Mexican Vanilla beans, aged for a year by our special process which preserves every vestige of flavor. It is this peerless flavor and exceptional strength that has won for it such an enviable reputation with Canadian women and has made it the leading seller of its line.

Now is the time to check over your stock and fill in your requirements.

Imperial Extract Co.
TORONTO



50 Per Cent.
Stronger than Government Standard.



Make your next flour order Brodie's. You'll find it an active seller.

A Sterling Seller—

Brodie's XXX Self-Raising Flour has proven a steady profitable seller for hundreds of Canadian Grocers. Its high quality and purity is a guarantee of continuous profitable repeat orders.

Brodie & Harvie, Limited
Bleury Street, Montreal

TRY THIS ONE

With a possible delivery of not more than forty per cent. on Grape Juice for this season we have been fortunate in securing for your trade an equally Canadian beverage, one that will tickle the palate of the consumer at any time of the year and a particular favorite during the warm weather.

Duffy's Sparkling Apple Juice

(Non-Alcoholic)

is an ideal family drink, made from the choicest apples grown in the famous orchards of the North American Continent and bottled with the utmost care under the most improved methods. Clear as crystal, delightful flavor, a business getter.

Put up in:—

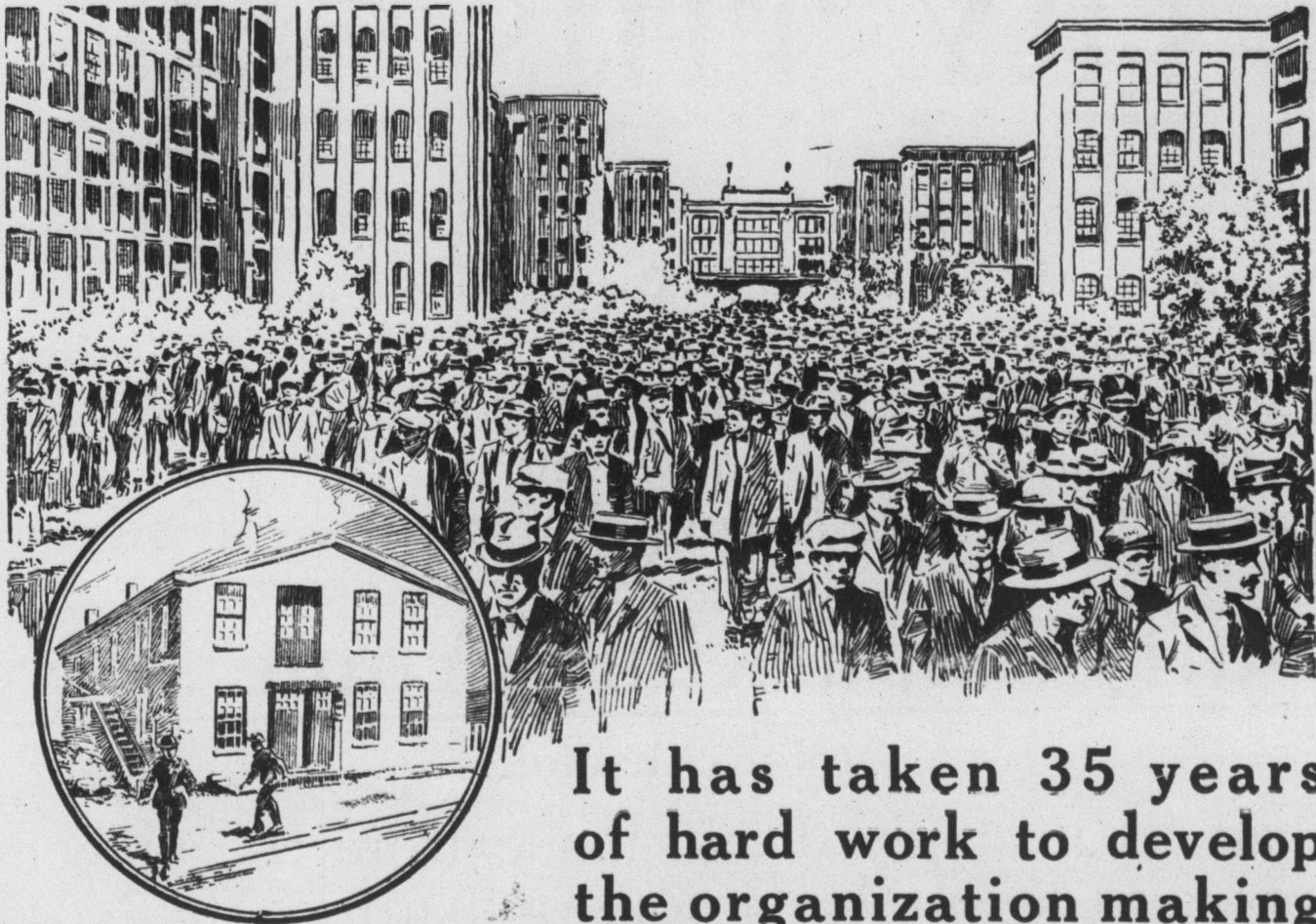
Splits (Half Pints)	c/s 5 Doz.	- \$2.25 Doz.
Small Size (Pints)	c/s 2 Doz.	- \$4.90 Doz.
Large Size (Quarts)	c/s 1 Doz.	- \$7.90 Doz.

The selling rights for this market have been placed in our hands and we are on the job to give you prompt deliveries.

SEND US AN ORDER

H. P. ECKARDT & CO
WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO



It has taken 35 years of hard work to develop the organization making National Cash Registers

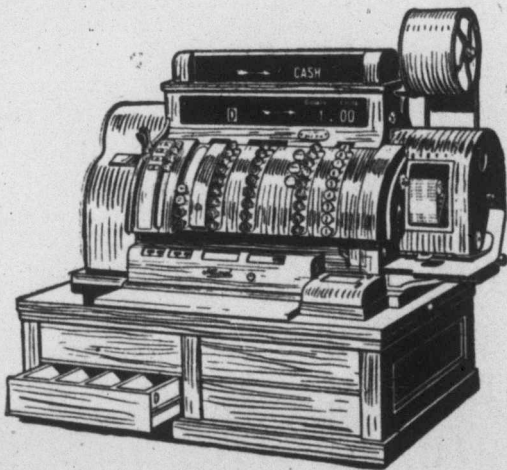
STARTING with two employees in one little room, The National Cash Register Company now has a making organization of over 7,000 people working in 21 big buildings.

It has taken 35 years to develop this tremendous organization.

Many obstacles had to be overcome in those years. Money, time and energy were thrown into the enterprise by large-visioned men who believed that cash registers were a necessity in stores of all kinds.

Slowly but surely the business grew. Building after building sprung up to house the expanding organization.

The National Cash Register factory of to-day is the result. It is built on a foundation of faith in the cash register as a business necessity. It is dedicated to the making of a labor-saving machine that helps merchants, clerks, and customers.



The National Cash Register Company of Canada, Limited

Factory: Toronto, Ontario

Branch Offices:

Calgary	714 Second Street W.	Quebec	133 St. Paul Street
Edmonton	5 McLeod Building	Regina	1820 Cornwall Street
Halifax	63 Granville Street	Saskatoon	265 Third Avenue S.
Hamilton	14 Main Street E.	St. John	50 St. Germain Street
London	350 Dundas Street	Toronto	40 Adelaide Street
Montreal	122 St. Catherine Street W.	Vancouver	524 Pender Street W.
Ottawa	305 Bank Street	Winnipeg	213 McDermott Ave.

THE RETAILER'S BEST SELLING LINE



All over Canada they
are asking for

"The Tobacco with a heart"

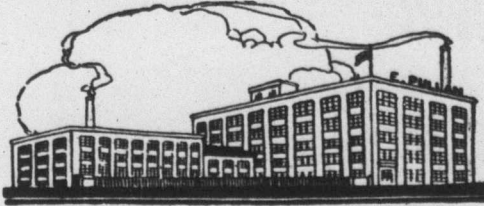
Do you get your share
of the profits?

MACDONALD'S

W. C. MACDONALD REG'D.
INCORPORATED
MONTREAL

There's Money in your Old Bags

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



(Regular market—no quantity too small or too large).

Scientific Reclamation of Commercial Waste

E-PULLAN

TORONTO

"FISH"

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

LEMON BROS.

Owen Sound, Ont.

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES.

Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED

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

QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS
DOMINION CANNERS, LTD.
 Hamilton, Ont.
 "Aylmer" Pure Jams and Jellies.
 Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac. Top Glass Jars, 16 oz.	
Strawberry	\$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 60
Cherry	4 85
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 15
16 oz. Glass, Screw Top, 2 doz. in case	3 85
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 85
2's Tin, 2 doz. per case	5 95
4's Tins, 12 pails in crate, per pail	0 95
5's Tin, 6 pails in crate, per pail	1 18
7's Tin or Wood, 6 pails in crate	1 64
30's Tin or Wood, one pail in crate, per lb.	0 23

PORK AND BEANS
 "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

	Per doz.
¼ Pts., Aylmer Quality	\$1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	\$1.65
	Per doz.
Pints, Delhi Epicure	\$2.75
½-Pints, Red Seal	1.25
Pints, Red Seal	1 90
Qts., Red Seal	2 40
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.

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

CONDENSED MILK

Terms—Net 30 days

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

EVAPORATED MILK

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

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	6 75
Reindeer Brand, small, each 48 cans	6 50
Cocos, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

HARRY HORNE & CO.
 Toronto, Ont.

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

COLMAN'S OR KEEN'S MUSTARD

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

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

CANADIAN MILK PRODUCTS, LIMITED,
 Toronto and Montreal

KLM

8 oz. tins, 4 dozen per case	\$12.50
16 oz. tins, 2 dozen per case	11.50
10 lb. tins, 6 tins per case	25.00
Prices f.o.b. Toronto.	

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches	
Laundry Starches—	
Boxes	Cents
100-lb., Canada Laundry	\$0 10¼
100-lb. kegs, No. 1 white	0 11¼
200-lb. bbls., No. 1 white	0 11¼
40 lbs., Edwardsburg Silver	0 12¼
Gloss, 1-lb. chromo pkgs.	0 12¼
40 lbs. Benson's Enamel (cold water), per case	3 50
Celluloid, 45 cartons, case	4 95

Culinary Starch.

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0 12½
40 lbs. Canada Pure or Challenge Corn	0 11
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 16
(20-lb. boxes, ¼c higher, except potato flour.)	

"Cleanliness Commands Better Prices"



The Store and its story:

One letter of the thousands that tell of profit and satisfaction in ownership of the

SHERER SANITARY GROCERY COUNTER



FOOD

In Unnecessary Extravagant Packages		SOLD BY THE POUND
<i>Gives the DEALER</i>		
LESS = 12% = MORE		
<i>Costs Your Customer</i>		
MORE = 35% = LESS		

**Which side of the
line are YOU on?**

THOMAS GROCERY COMPANY
SAVANNAH, GEORGIA
741 E. GWINNETT ST.

January 30, 1920.

Sherer-Gillett Company,
Chicago, Ill.

Gentlemen:—

No doubt you will be pleased to have me tell you voluntarily what I am thinking about my Sherer.

1st. Our Sherer has turned the appearance of our store from a Grocery Store into a Business Institution.

2nd. Our Sherer has made our sales during the holidays on Nuts and Raisins alone, jump from \$25.00 the previous years without a Sherer to the satisfactory sum this year of \$450.00.

3rd. Our Sherer has made us able to command better prices for our goods than our competitors do and we are getting it on account of cleanliness.

4th. Our Sherer finally saves us time to utilize in presenting our new lines to the public.

The above results that were achieved by us are certainly gratifying when one takes into consideration that ours is a corner grocery with a space 28 x 16 feet.

Personally I would never vote to part with my Sherer for an amount four times as large as the one I paid for same if I could not get another in its place. No grocery store is a place for the distribution of food without a Sherer Food Container.

I am, Sir, a Sherer Counter Enthusiast,
(Signed) C. P. THOMAS.

Sherer-Gillett Company

Patentees and Manufacturers

GUELPH - - - ONTARIO

THE SHERER-GILLETT CO.,
Dept. 57, Guelph, Ont.

Kindly send us pamphlet mentioned in your ad—and also information about the counter.

Name

Store Name

Street Address

City..... Province.....



In Spring the palate
craves new dishes—

Mapleine

gives to desserts a touch of novelty—a bit of maple-tasting surprise the winter-tired appetite will thoroughly enjoy.

Mapleine Syrup is a delicious dressing on fruit salads—recipe with every bottle.

When your stock needs replenishing order of your jobber or

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

M-532

We manufacture all kinds of

Box Shooks

And Can Guarantee Prompt Delivery

Write or Wire for Prices

W. C. Edwards & Co., Limited
Ottawa, Ontario

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., England

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J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.



Oakey's "WELLINGTON KNIFE POLISH

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

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:
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Sankey & Manson, 839 Beatty Street, Vancouver.

LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case....\$5 90
5-lb. tins, 1 doz. in case.... 6 85
10-lb. tins, 1/2 doz. in case.. 6 55
20-lb. tins, 1/4 doz. in case.. 7 10
(Prices in Maritime Provinces 10c per case higher)
Barrels, about 700 lbs. 0 09
Half bbls., about 350 lbs... 0 09 1/4

CROWN BRAND CORN SYRUP
2-lb. tins, 2 doz. in case.... 6 50
5-lb. tins, 1 doz. in case.... 7 45
10-lb. tins, 1/2 doz. in case.. 7 15
20-lb. tins, 1/4 doz. in case.. 7 20
(5, 10, and 20-lb. tins have wire handles.)

GELATINE
Cox's Instant Powdered Gelatine (2-qt. size), per doz... \$1 76

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MAGOR, SON & CO., LTD.
Robinson's Patent Barley— Doz.
1-lb. \$4 00
1/2-lb. 2 00
Robinson's Patent Groats—
1-lb. 4 00
1/2-lb. 2 00

BLUE
Keen's Oxford, per lb..... 0 24
In cases, 12 12-lb. bxs to case. 0 25

NUGGET POLISHES
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each\$1.25
Doz.
White Cleaner (liquid).....\$2.00
Card Outfits—Black, Tan, Toney Red, Dark Brown 4.80
Metal Outfits—Black, Tan, Toney Red, Dark Brown.... 5.60

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 16s, lb..... \$1 30
Bobs, 12s 1 13
Currency, 12s 1 13
Stag Bar, 9s, boxes, 6 lbs. ... 1 08
Pay Roll, thick bars 1 30
Pay Roll, plugs, 16s, 5-lb. 1/4 caddies 1 30
Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs. 1.30
Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes 1 00
Forest and Stream, tins, 9s, 2-lb. cartons 1 44
Forest and Stream 1/4, 1/2, 1-lb. tins 1 60
Master Workman, 2 lbs. ... 1 25
Master Workman, 4 lbs. ... 1 25
Derby, 9s, 4-lb. boxes 1 30
Old Virginia, 12s 1 70
Old Kentucky (bars), 8s, boxes, 5 lbs. 1 35

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

COCOA
Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.....\$6 25
Perfection, 1/4-lb. tins, doz... 1 70
Perfection, 1/2-lb. tins, doz.... 3 25
Perfection, 10s size, doz..... 1 25
Perfection, 5-lb. tins, per lb. 0 42
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box, doz. \$ 25
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. 0 30
UNSWEETENED CHOCOLATE
Supreme Chocolate, 12-lb. bxs, per lb. 0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box.... 2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box.... 2 00

SWEET CHOCOLATE
Per lb.
Eagle Chocolate, 1/4s, 6-lb. boxes 0 38
Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case... 0 38
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case 0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 38
Diamond Crown Chocolate, 28 cakes in box..... 1 30

CHOCOLATE CONFECTIONS
Maple Buds, 5-lb. boxes, 30 boxes in case, per lb..... \$0 49

Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb... 0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. 0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. 0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb... 0 49
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb... 0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb... 0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb... 0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb... 0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb... 0 45
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb... 0 45
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb... 0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb... 0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb... 0 60

NUT MILK CHOCOLATE, ETC.
Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per box 2 35
Nut Milk Chocolate, 1/2s, wrapped, 4-lb. box, 36 boxes in case, per box..... 2 35
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb. 0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box..... 2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.... 0 47
Fruit and Nut Milk Chocolate Slabs, per lb. 0 47
Milk Chocolate Slabs, with Assorted Nuts, per lb..... 0 47
Plain Milk Chocolate Slabs, per lb. 0 47

MISCELLANEOUS
Maple Buds, fancy, 1 lb., 1/2 doz. in box, per doz..... \$6 25
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz..... 3 35
Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz..... 6 27
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz..... 3 35
Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz..... 4 50
Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 50
Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per box 2 05
Triumph Chocolate, 1/4s, 4-lb. boxes, 36 boxes in case, per box 2 05
Triumph Chocolate, 1/2-lb. cakes, 4 lbs., 36 boxes in case, per box..... 2 05
Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross 1 15
20-1c Milk Chocolate Sticks, 60 boxes in case 0 80

W. K. KELLOGG CEREAL CO.,
Battle Creek, Mich.
Toronto, Canada.
Kellogg's Toasted Corn Flakes,
Waxtite 4 14
Kellogg's Toasted Corn Flakes,
Ind. 2 00
Kellogg's Dominion Corn Flakes 4 14
Kellogg's Dominion Corn Flakes, Indiv. 2 00
Kellogg's Shredded Krumbles, 3 50
Kellogg's Shredded Krumbles, Ind. 2 00
Kellogg's Krumbled Bran 1 35

BRODIE & HARVIES, LTD.,
14 Bleury St., Montreal
XXX Self-Raising Flour, 6 lbs. packages, doz. \$6.00
Do., 3 lbs. 3.05
Superb Self-Raising Flour, 6 lbs. 5.80
Do., 3 lb. 2.95
Crescent Self-Raising Flour, 6 lbs. 5.90
Do., 3 lb. 3.00
Perfection Rolled Oats (55 oz) 3.00
Brodie's Self-Raising Panakee Flour, 1 1/2 lb. pack., doz.... 1 50
Brodie's Self-Raising Buck-Flour, 1 1/2 lb. pkg. doz.... 1.50

FRESH ARRIVALS DAILY OF

New Vegetables

FROM THE SOUTH

Cabbage Celery Tomatoes
Cauliflower Head Lettuce

ORANGES

California Sunkist Navels
Florida Sealdsweet Oranges

GRAPE FRUIT

Florida and Cuban—All sizes

NEW MAPLE SYRUP AND SUGAR

(Guaranteed Pure)

We are now booking orders for shipment as soon as possible after sugaring begins. Ask for quotations. All size Tins—Bottles and 15 gal. Kegs

The House of Quality

Hugh Walker & Son

Limited

Guelph

Established 1861

Ontario

Cranberries

A late shipment of very fine late Homes just to hand. Sound, fine color and cheap. Packed in half-barrel cases. Just the thing for pies, sauces, etc.

Florida Tomatoes, Celery

"Stripes" Brand

Florida Grape Fruit

Oranges — Valencias, Seedlings and Navels.

SPECIAL — California Lemons very cheap now.

White & Co., Ltd.

TORONTO

Wholesale Fruits and Vegetables

Butter

Tubs

and

Boxes

Parchment Butter Wraps

WALTER WOODS & CO.

Hamilton and Winnipeg

Owing to the high freights prevailing

CONTINUE TO IMPORT

supplies of

SPRATT'S

DOG CAKES

POULTRY FOODS

CANARY & PARROT MIXTURES

Etc.,

through SPRATT'S

PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED

24-25 Fenchurch St., London, E.C. 3, Eng.



"It has the Nip"

White Swan Mustard is a Favorite Seller

This well-known *All Canadian Mustard* is far superior in flavor and strength to any imported lines.

That Canadian women have appreciated this superb mustard is clearly evidenced by the orders coming in from live grocers throughout Canada.

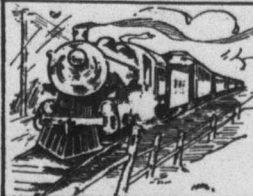
Try it yourself and you can confidently recommend it to your particular customers.

There is a good profit in it for you. We have seen to that.

White Swan Spices & Cereals Ltd.
Toronto, Can.

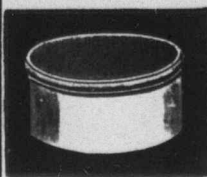
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BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE JARS

Place order for crocks before the season opens. They are going to be hard to get later. Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.

The Toronto Pottery Co. Limited
Dominion Bank Bldg.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

W. Y. COLCLOUGH, 592 Kingswood Road
Beach 2170 Toronto

J. E. TURTON, Board of Trade Building,
Montreal

OPPENHEIMER BROS., LTD.
Vancouver, B.C.

BAIRD & CO., Merchants, St. Johns

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

THE CHARLES MUELLER COMPANY

Limited

Barrels and Kegs

Oak, Ash and Gum

From 5 Gals. to 50 Gals.

Waterloo - - - Ontario

ABOUT FRUIT JARS

The Dominion Glass Co. has notified wholesalers that their output of fruit jars up to July 1st is all booked and they cannot accept any more orders for delivery until after that date and the price will be that which prevails on the date of delivery.

FOR SALE

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

C. A. MANN & CO.
LONDON, ONT.

Phone 1577

FOR THE FINEST... BUY AN R.M. ASK FOR SAMPLES & PRICES

RECOGNIZED AS THE STANDARD MAKE

MANTLES

FOR LIGHTING SYSTEMS
FOR HANGING LAMPS
AND LANTERNS

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

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

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy
Parafine boxes for bulk pickles,
Mince-meat, etc.

BEANS

Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - - - ONTARIO

Fidelity Collection Agency Ltd.

Canadian Bank of Commerce Bldg., Winnipeg

Collections and Adjustment

"We collect anything anywhere"

References: Can. Bank of Commerce and Molsons Bank

TANGLEFOOT

The Non-Poisonous Fly Destroyer
The United States Public Health Service advises: "Arsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."

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

Wanted

Classified Advertising

Advertisements under this heading 3c per word for first insertion. 2c 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.

FOR SALE

FOR QUOTATIONS ON PURE MAPLE SYRUP, new crop, communicate with Chs. Ed. Léonard, Ste. Monique des Deux-Montagnes.

WHOLESALE GROCERY BUSINESS, WELL established in a good locality, in Montreal, doing good business. Full particulars given upon request. Replies confidential to P.O. Box 265, Montreal.

GROCERY BUSINESS, \$3,500, GROWING town, finest district in Province; good fixtures; overhead expenses light. Sales show good increase over previous year. Very profitable. Exceptional offer. Satisfactory reasons. Apply Box No. 104, Canadian Grocer, 153 University Ave., Toronto, Ont.

A PORK CURING BUSINESS AND PLANT for sale. H. Coleman, Kincairdine, Ont.

ICE CREAM AND CONFECTIONERY BUSINESS, low rent; good reasons for selling; splendid opportunity for the right person. Apply Box 665, Preston, Ont.

FOR SALE—BOWSER STEEL OIL TANK, 100 gallons; in use one year only. Going out of business. Price \$100. G. W. Flewelling, P.O. Box 56, Fairville, N.B.

RETORS PEANUT ROASTER AND CORN popper; steam for power and gasoline for fuel. Price, \$100. Jas. H. Hewson, Oakville, Ont.

FOR QUICK SALE, CORNER STORE, FIXTURES and stock of groceries. Suitable for large general business; also large dwelling house. Will sell separate or in block. Apply to owner W. G. Howes, Tamworth, Ont., Box 176.

SWEET CLOVER SEED.—BUY YOUR SEED direct from heart of the sweet clover district. We offer selected re-cleaned stock per bushel, fancy, \$24.50; choice, \$23.50; fair, \$20; timothy No. 2 (No. 1 purity), \$17 cwt. A. S. Hunter & Son, Durham, Ont.

GENERAL STORE FOR SALE IN GOLD MINING camp. Buildings alone or will sell with stock. Reason for selling other business. Would take young man in who cared to invest. Box 110, Canadian Grocer, 153 University Ave., Toronto Ont.

SOUR ORANGE PULP TO SELL—APPLY TO Belgian Pulp Manufacturer of Alora, Malaga, Spain.

FOR SALE — A FINE GROCERY ICE BOX, also suitable for a restaurant, 10 ft. long, 6 ft. high and 2 ft. in depth; has 11 compartments, 2 ice chambers, with locking glasses; holds 700 lbs. of ice. A great value. Apply to Joseph Adam 2 Howard Ave., Windsor, Ont.

WANTED

An "Ideal" Tea Packing Machine in good condition

State price to Box 106

Canadian Grocer

153 University Avenue, - Toronto

WANTED

WANTED—OUTSIDE GASOLINE TANK AND pump in good condition, also refrigerator suitable for bottled goods. Send full particulars. Sawyer Bros., R.R. No. 5, Guelph.

HELP WANTED

WANTED — AN EXPERIENCED GROCERY clerk at once. This is a good position for a good, reliable man. Please state salary expected, your experience in grocery trade and earliest date you could come, in first letter. Hennessy & Racicot, Copper Cliff, Ont.

CLERK WANTED—FOR HIGH CLASS GROCERY store, Toronto, must be a hustler and thorough worker, experienced in window dressing and stock keeping; highest wages paid. Write stating experience and references. Confidential. Box 72, Canadian Grocer, 153 University Ave., Toronto.

AGENCIES WANTED

COMMUNICATION WITH MANUFACTURERS desiring Alberta representative. To any interested firms I will be pleased to forward particulars and references. Box 108, Canadian Grocer, 153 University Ave., Toronto, Ont.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

Opportunities
are offered
every week
on this page.

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To Dye Your Last Year's Straw Hat
So it looks like new



PARKE'S Straw Hat Dye

A waterproof, durable dye, made in all fashionable colors.

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Millions are using it in all civilized countries. Fully guaranteed. Exclusive territories granted to responsible dealers or agents. Price—15 cents per box, \$1.50 per doz., \$1.00 per lb. in bulk.

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