

CANADIAN GROCER

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

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, FEBRUARY 14, 1919

No. 7

Crown Brand Corn Syrup

—the pure,
wholesome,
nutritious
Table Syrup
that numbers
its friends by
the hundreds
of thousands.

*It pays to push this
popular brand.*

At All Wholesalers



THE CANADA STARCH CO., LIMITED
CARDINAL, ONT. MONTREAL, QUE. FORT WILLIAM, ONT.

COWAN'S PERFECTION COCOA


TO PROGRESSIVE DEALERS

PUT this Canadian Brand on the firing line, and watch it capture a big trade for you. Display it prominently on your shelves. It is a line that adds prestige to any store. Recommend Cowan's Perfection Cocoa because you know it is purest and best. One sale makes a permanent customer.

THIS illustration shows a cluster of Cocoa Pods as they are found on the tropical tree "Cacao Theobroma." After the beans are removed and dried, they are shipped to Cowan's, where by a special process of roasting, their fragrant aroma and delicious flavor are retained, and may be enjoyed by users of Cowan's Perfection Cocoa.



MADE IN CANADA AT COWAN'S SUNLIT PLANT
TORONTO

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



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

Borden's



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

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

Borden Milk Company

Limited

"LEADERS OF QUALITY"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver, B.C.

License No. 14-213

If any advertisement interests you, tear it out now and place with letters to be answered.



Wheat Kernels Again!

THE restrictions are off! Wheat Kernels are back on the market again—the same high-class breakfast food in a new attractive shelf package.

Wheat Kernels was a big favorite before the war and it's going to "come back" strong. Order a supply now and get it on your sales counter.

A profit of 25% for you.

White Swan Spices & Cereals, Ltd.
TORONTO

RICE FLOUR

*Healthy
and
Nourishing*

This product, when blended with other flour, makes whiter bread and better bread. You will be surprised at the difference it makes.

*Wholesome
and
Nutritious*

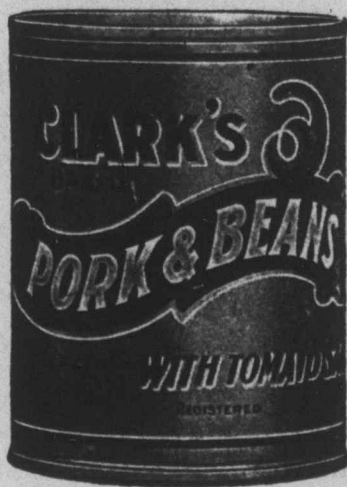
Use anywhere from 10% to 20% Rice Flour.

Mount Royal Milling and Mfg. Co., Limited

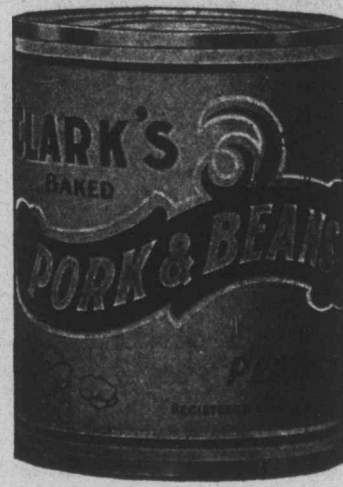
Agents:
D. W. Ross Co., Montreal

Mills at
Montreal and Victoria, B.C.

CLARK'S PORK and BEANS



with
Tomato
Plain,
or
Chili
Sauce
are



SURE SELLERS

They don't "linger" on your shelves.
Their sale is assured by the Clark
QUALITY, the Clark REPUTATION
and the CLARK ADVERTISING.

Don't be afraid to BUY NOW.
Clark's Pork and Beans are favor-
ites and will sell no matter what
conditions prevail.

W. CLARK
LIMITED

Clark's

MONTREAL

CANADA FOOD BOARD LICENSE No. 14-216

If any advertisement interests you, tear it out now and place with letters to be answered.

Heather Blend Tea



☞ The choicest Teas from the hill gardens of India and Ceylon—blended scientifically to produce a richness and flavor that will please the most fastidious Tea drinker.

☞ The aroma is delicious. The quality and strength are there. One trial will convince you. Takes less for a cup.

“The Fragrance Lingers”

Blended by

BLACKWOODS LIMITED

WINNIPEG, MAN.

TOMATO CATSUP

AYLMER BRAND

A POPULAR LINE --- STEADY DEMAND --- PROFITABLE

GLASS BOTTLES

8 oz. 12 oz. 17 oz.

2 DOZEN TO CASE

GLASS AND STONE JUGS

1 GAL.

4 TO CRATE

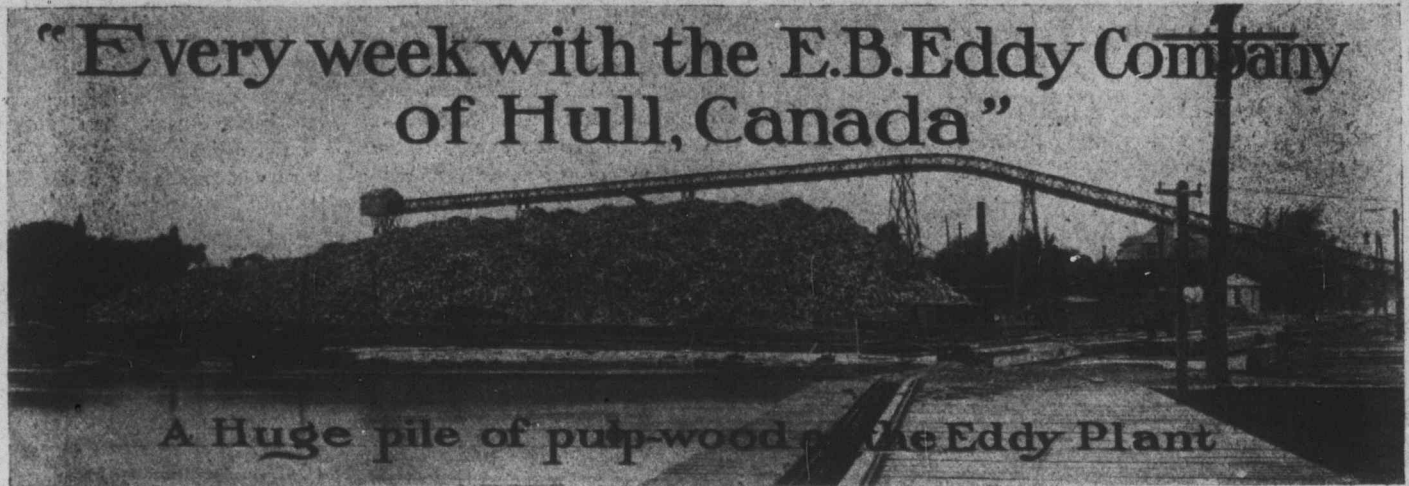
THROUGH YOUR JOBBER OR DIRECT

DOMINION CANNERS LIMITED

HAMILTON, CANADA

Canada Food Board License No. 14-12

If any advertisement interests you, tear it out now and place with letters to be answered.



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

A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated February 14, 1919.

Being No. 21 in the Series

Pulp—What It Is; How It Looks; and What the Eddy Company Use It For

WHEN Ezra Butler Eddy began making matches in his little rented factory at Hull, away back in 1851, wood-pulp was to all intents and purposes an undiscovered source of wealth. To-day, with the world's supply of wood-pulp none too plentiful, the production of it becomes one of Canada's most important industries. The E. B. Eddy Company are amongst the principal manufacturers of pulp in the Dominion, but they use all they make in the further manufacture of their many useful products.

Wood pulp is the substance of the tree freed from its sap and resinous matter, and its value lies in the length and tenacity of its fibres. They are small enough even when technically called "Long," and you might well be pardoned for thinking pulp, in some stages of its manufacture, nothing other than porridge. That is what it looks like, and very watery porridge, too, not at all to the taste of the true Scotchman.

The fibres are hard to see at first, but they are there, and without them the pulp would be for manufacturing purposes as useless as porridge. The Eddy Company's manufacturing experts can perform miracles with those tiny fibres. They have processes by which they can brush them nicely in one direction, as you would brush a small boy's hair. When they are thus placed in orderly manner they can be made to interlock with one another just as you lock the fingers of your left hand with those of your right. The result is strong, durable paper such as the E. B. Eddy Company have been making for years without fault.

From wood-pulp the Eddy Company manufacture book and writing, news-print, wrapping papers, tissue papers, toilet papers, paper bags, packing cases, sheathing papers for lining the walls of houses, barns and churches, match-boxes, and by ingenious processes, the most substantial and durable household utensils of indurated ware. The basis of all is wood-pulp delivered "From the Tree to the Trade."



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

"From the Tree to the Trade"

Eddy's Silent 5 Matches

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 OBTAIN BROOM CORN

Kindly advise where raw broom corn can be obtained.—, Tillsonburg.

Answer—American Warehouse Co., Wichita, Kansas; Boggs Broom Corn Co., 1206 N. Main St., St. Louis, Mo.; Tennessee Broom Corn Co., Nashville Tenn.; J. P. Gross & Co., 14 E. Kinzie St., Chicago; Kavanaugh Bros., 1324 W. Kinzie St., Chicago; S. Lande & Co., 162 E. Kinzie St., Chicago.

PURCHASERS OF SUGAR AND OATMEAL BAGS

I have a quantity of sugar and oatmeal sacks; could you give me the address of some firms who purchase these?—A. G. Esplen, Tara, Ont.

Answer—E. Pullan, Maud St., Toronto.

MANUFACTURERS OF WAX WRAPPERS

Please forward as soon as possible by return of mail names and addresses of manufacturers of wax and printed bread wrappers.—J. B. Peltier, North Bay.

Answer. — The British American Wax Paper Co., Wrigley Bldg., Toronto; Bradshaws, Ltd., 107 Atlantic Ave., Toronto.

Is the Nagle Mercantile Agency, Laprairie, associated in any way with the Westmount concern of that name? Are they a reliable firm?—A. M. Smith & Sons, Woodstock, Ont.

Answer—This is the same firm, the offices in Laprairie are merely temporary pending the removal of the firm to permanent offices in Montreal. 2. Yes.

BUYERS OF DRESSED HOGS

Kindly send us names of buyers of dressed hogs in Toronto.—Doherty Bros., Kinmount, Ont.

Answer.—Buyers of dressed hogs in Toronto are John H. Wickson, St. Lawrence Market, and MacIver Bros. Co., St. Lawrence Market, both of Toronto.

BOSTON AND PORTLAND FRUIT WHOLESALERS

Will you please give us the names of the largest and best wholesale fruit houses in Boston, Mass., and Portland, Me., at your earliest convenience.—Hadlock Bros., Barnston, Que.

Answer—Wholesale fruit houses in Boston, Mass., are: Kingman & Hearty; Sawyer & Day; O. E. Spooner & Co.; in Portland, Me.: Hannaford Bros. Co., are, we understand, about the largest dealers.

FROZEN EGGS IN PAILS

Can you advise us where we can get frozen eggs in small pails?—The Columbia Macaroni Co., Lethbridge, Alta.

Answer—They are procurable from the following firms: Gunns Ltd., Toronto; Swift Canadian Co., Edmonton, Alta.; Wm. Davies Co., Toronto; P. Burns & Co., Calgary; Harris Abattoir Co., Toronto; Matthews-Blackwell, Ltd., Winnipeg; Gordon, Ironsides & Eares, Winnipeg.

SUN DRIED APPLES

Could you give me the names of firms that would handle sun dried apples and evaporated apples?—W. T. Riddell, Auburn, Ont.

Answer—In reference to sun dried and evaporated apples, etc., W. H. Millman & Sons, Toronto, are in the market for these goods.

REGARDING POTATOES

Will you please advise me what I had best do regarding 2 cars of potatoes? Should I dispose of them now at a loss, or do you think the market will be better, say, in a month or so? Will there be any export trade? —Geo. H. Brigham, Galt, Ont.

Answer—At the present time the potato market is very weak. Continued mild weather during the past six weeks has permitted the constant marketing of these from country points with the result that there are lots of potatoes and buying prices have sagged to about 85c to 90c delivered at Toronto.

Whether conditions will be better in a month or so is, we think, dependent largely on the weather. Should cold weather come to prevent marketing, potatoes might become somewhat firmer. There are some dealers in Toronto who paid as much as \$1.75 and would be glad to see prices advance, but it doesn't look as if a very material advance will occur unless some unusual demand should spring up.

We would suggest that you try the export field in the United States. A. Jacobs & Co., Detroit, Mich., are big people and could advise you as to the market there. We note quotations in the New York market on No. 1 potatoes range from \$1.75 to \$2.50 per 100 lbs. to the trade and conditions at Detroit may be similar. Other dealers you might try are Kingman & Hearty, Boston, Mass.; Sawyer & Day, Boston, Mass.; O. E. Spooner & Co., Boston, Mass. From these you would get an idea as to what the prospects were, and another week or ten days waiting on this market will not

influence the situation to much, if any, lower levels, while the reverse might happen.

A QUESTION ON THE INCOME TAX

After drawing \$1,040 from business during year my share of profits is \$2,072 in unsold goods. For purposes of income tax what deduction can be made from this surplus on year's trading?—W. Parsons, Pilot Mound, Man.

Answer—The only deduction that may actually be made under the Income War Tax Act is amounts paid by the taxpayer during the year to Patriotic and Canadian Red Cross Funds and other patriotic funds. These are exempt and consequently their amounts may be deducted from the total assets, when computing the amount of income. The Act also reads: "Reasonable allowance may be made by the Minister of Finance for depreciation, or for expenditure of a capital nature for renewals or for the development of business."

The Commissioner of Taxation has interpreted this "reasonable allowance," and states that the merchant is justified at taking goods at a fair valuation at time of inventory. By the amended Act all incomes of over \$1,000 in the case of an unmarried person, or \$2,000 in the case of married parties, are taxable at the rate of 2% up to \$1,500 in the case of unmarried parties and \$3,000 in the case of married parties, and 4% on amounts over these. There is a deduction allowed from net income, however, of \$200 for each child under 16 years of age who is dependent on the taxpayer.

CAN BE RELIED UPON

Editor, Canadian Grocer:—I have benefited in a great many ways from the CANADIAN GROCER, which I have taken for some years. I look forward to receiving it each week. It is like an old friend. I would not care to be without it. CANADIAN GROCER is a safe guide and in my judgment can be thoroughly relied on. I can strongly recommend it.

R. DOWSON,
801 Danforth Ave.
Toronto, Ont.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers
INFORMATION WANTED

Date.....191..

Please give me information on the following:Name

Address

.....

.....

.....

Curling Brand is a good Grapefruit Marmalade—one you can recommend

Curling Brand on a jar of fruit is a mark of quality.



THE season's supply of Seville Orange Marmalade is limited but

"CURLING BRAND" GRAPEFRUIT MARMALADE

is an ideal substitute—tasty and wholesome and less expensive, too.

Another excellent line is

ST. WILLIAMS APRICOT JAM

It has a double-selling appeal, being extra delicious and put up at a popular price.

You can recommend it to the thrifty disposed housewife. Its quality and economy will win her approval.

Send in your order early for both these lines.

Curling Brand on a jar of fruit is a mark of quality.

St. Williams Preserves, Limited

SIMCOE and ST. WILLIAMS, ONT.

DISTRIBUTORS:

Maclure and Langley, Limited

TORONTO

MONTREAL

WINNIPEG

If any advertisement interests you, tear it out now and place with letters to be answered.

QUALITY IN BUSINESS

In any business the "big idea" to grasp is the fact that first cost is not last cost; to understand that, while the price of some goods may be much lower in the beginning, they are almost invariably dearer in the end; to see that almost always an article is worth just about what it costs; in short, to understand the meaning of "QUALITY."

Just now this applies particularly to oranges. The freeze in California caused a good deal of damage in a number of groves. This frosted fruit is now appearing in Canadian markets. They are bitter, soft and punky, and are being offered at very low prices. If you want this kind of fruit, we can't supply you, but if you want juicy, sweet, firm, tender fruit—the finest that California grows—and absolutely free from frost, order

GOLDEN ORANGE BRAND SUNKIST NAVELS

Warranted same from top to bottom of box

Prices now are getting back to normal. Get your "Special Orange Sales" going again. Sell oranges by the box or half-box. Let us quote you special prices on any size in quantities.

We can also supply you with good assortment of advertising cards, price tickets, recipe books, etc.

THE HOUSE OF QUALITY

HUGH WALKER & SON

Established 1861

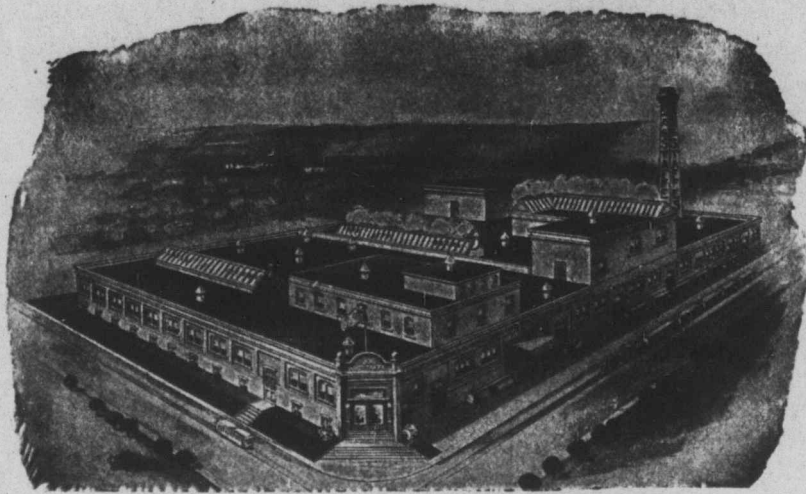
THE FIRM FOR SERVICE

GUELPH

ONTARIO

Canada Food Control License Nos. 3-090, 3-204

Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass

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

WAGSTAFFE'S

NEW SEASON'S 1919

CELEBRATED SEVILLE Orange Marmalade

Now Ready for Delivery

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

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

The Value of the Business Press to Business Men

"Business men do not realize the value which trade journals and technical magazines may have for them in increasing the efficiency of their factories and in giving them a broad and comprehensive view of their business.

"Our foreign competitors read almost every article published upon their business with great care and thoroughness. Many of them have duplicate copies of their favorite trade paper sent to their homes so that they may read them away from the business without being disturbed. Many foreign manufacturers contribute articles to these journals on phases of the business with which they are most familiar. Such articles are bound to be helpful and have a constructive effect.

"Our trade journals and technical papers are the best in the world, and they should be supported and encouraged by our business men.

"Copies should be placed where employees can see them and they should be urged to read and study them.

"These papers are preaching the gospel of sound business on practical lines and are helpful not only to business but to the country as a whole.

"If the suggestions made by them in the past had been followed by our business men it would not be necessary at this time to point out some of the fundamental weaknesses in American business."

—Edward N. Hurley, formerly Chairman of the Federal Trade Commission, in "The Awakening of Business."

The following is list of the MacLean publications. Every publication is a leader in its field. Write us for any information you may desire with regard to the field covered, advertising rates, etc.

TRADE NEWSPAPERS

Hardware and Metal	Canadian Grocer	Dry Goods Review
Men's Wear Review	Bookseller and Stationer	Sanitary Engineer

TECHNICAL PAPERS

Canadian Machinery	Canadian Foundryman	Marine Engineering
Power House	Printer and Publisher	

MAGAZINES

MACLEAN'S MAGAZINE	FARMERS' MAGAZINE
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Financial Post—Weekly Commercial Newspaper

The MacLean Publishing Company, Limited

153 University Avenue, Toronto

Southam Bldg., 128 Bleury Street, Montreal

1207 Union Trust Bldg., Winnipeg, Man.

Getting Klim off Your Shelves

Eventually every woman in Canada will be acquainted with Klim. Newspapers, magazines, trade and technical papers, and street car cards are regularly carrying to your customers the Klim message of economy and convenience. We are getting Klim off your shelves and into your customers' kitchens. Once Klim is introduced to a housewife it becomes a firm friend who helps every day. And that means sales, regularly, steadily, profitably.

Klim must be on your shelves before it can come off. Order to-day from your wholesaler.

CANADIAN MILK PRODUCTS LIMITED
TORONTO MONTREAL

Western Representatives:
W. H. Escott Co., Ltd., Fort William,
Winnipeg, Edmonton and Regina;
Kirkland & Rose,
Vancouver

Canada Food Board
License No. 14-242



Fresh California Celery

CALIFORNIA NAVELS
FLORIDA GRAPEFRUIT
FANCY BOXED APPLES
SHELLED ALMONDS
FRESH PEANUTS

Send in Your Order.

McBRIDE BROS.

House of Quality

35 Church Street, Toronto

Canadian Food Control Licenses No. 3-027 and 3-028

DOMINION SPRING CLOTHES PINS

For Sale by all
Wholesale Grocers
and Jobbers



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

To The Manufacturing Trade—

If you want live representation on Confectionery and Grocers' specialties,
Write

GUISE AND SMITH, LTD.

1603-5 Broad St.

Regina, Sask.

WHOLESALE CONFECTIONERY, BISCUITS, ETC.

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

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., Eng.

Canadian Agents: **HUGH LAMBE & CO., TORONTO**
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

W. H. ESCOTT CO., LIMITED, Fort William, Ont.

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us



Connect with the Western Market Through This House

Here is an organization fully equipped in every way to introduce your product and push it in a way that spells quick, profitable returns.

- Some of our salesmen do retail selling exclusively.

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

SCOTT-BATHGATE CO., LTD.

149 Notre Dame Ave. E., WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

**Wholesale Grocery Brokers,
Commission Merchants**
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

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

Williams Storage Co.
WINNIPEG
Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street
Owners
C. S. TURNER CO.
147 Bannatyne Avenue
Prompt and Efficient SERVICE
Bonded or Free Storage
Track Facilities Steam Heatin
WAREHOUSING DISTRIBUTING
STORAGE

D. J. MacLeod & Co.
Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.
Open to negotiate for new lines in Alberta.
Our staff calls on wholesale trade and does
detail work.

C. H. GRANT CO.
Wholesale Commission Brokers and
Manufacturers' Agents
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

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

Trackage
Storage
Distri-
bution

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to
prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced
managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG
Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN CANADA

The McLay Brokerage Company

Wholesale Commission Merchants and Brokers
Manufacturers of foodstuffs who want distribution in Western Canada will secure excellent results by placing their products in our hands.
507 Confederation Life Building.
WINNIPEG

Joseph E. Huxley & Co.

Wholesale Grocery Commission Agents
WINNIPEG CANADA

MacDONALD BROKERAGE CO.

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

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

We represent some of the best manufacturers, of whom the undermentioned are examples. We will give your line the same attention.
Among the lines we represent are products of Pugsley, Dingman Co., Ltd., John Taylor & Co., Ltd., and Quaker Molasses Candy from Port Arthur to the Rockies.

ONTARIO

T. M. SIBBALD & SON

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

MACLURE & LANGLEY

Limited
Manufacturers' Agents
Grocers, Confectioners and Drug Specialists
12 Front Street East - Toronto

W. F. ELLIOT

Importers & Manufacturers' Agents
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

W. G. A. LAMBE & CO.

TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.

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

LOGGIE, SONS & CO.

Merchandise Brokers and
Manufacturers' Agents

Grocery, Drug and Confectionery Specialties.

Foy Bldg., 32 Front Street W
TORONTO - - ONTARIO

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

H. D. MARSHALL

Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

WHEN WRITING TO ADVERTISERS
KINDLY MENTION THIS PAPER

Advertising makes for better merchandise—

Not only does advertising create a good impression regarding the merchandise advertised but it **MAKES FOR BETTER MERCHANDISE.** There are added responsibility and written-printed claims to substantiate.

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.

QUEBEC

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

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

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

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

Paul F. Gauvreau
Wholesale Broker. Flour, Feed, Provisions
84 St. Peter Street, Quebec
On demand will quote Salted Cod Fish, Salted Salmon. Buyer of all kinds of feeds and grains.

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

MARITIME PROVINCES

GENEST & GENEST, LTD.
COURTIERS-BROKERS
CORN and CORN PRODUCTS-PEAS
*Grain, Flour and Feed-Wholesale Only
Grocers Specialties*
BOARD OF TRADE BLDG., MONTREAL

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

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

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

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

Just Received!
Hams (5 tons), Sides of Pork with Head and Feet Off (10 tons).
SPECIAL LOW PRICE
Write Us
The Colwell Brokerage Co., Ltd.
St. John, N.B.

Man Left You, Did He?

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

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

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

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

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

Canadian Grocer Want Ads. 143-153 University Avenue
TORONTO

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS' AND BROKERS' DIRECTORY

The service department of The 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

C. T. NELSON GROCERY BROKER

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

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

The Robert Gillespie Co. *Importers and Exporters*

323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C.

M. DESBRISAY & CO.
Salmon Cannery and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

WE CAN HANDLE A FEW MORE GOOD LINES

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

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

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

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.
We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.



ALBATROSS BRAND

CLAYQUOT SOUND CANNING CO. LTD.
SOLE AGENTS
VICTORIA B.C.

FRESH
BRITISH COLUMBIA



PILCHARD

Your Customers Will Like

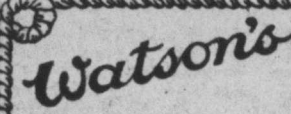
ALBATROSS BRAND

PILCHARD

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

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

DIRECTIONS: WHEN REQUIRED, HOT PLACE THE CAN RESPONSE BARS OPENED INTO BOILING WATER FOR TEN MINUTES.



KIPPERED HERRING

Smoked: Kippers, Bloaters, Boneless Herring, Herring Chicks. Pickled: Scotch-cured Herring (barrels and half-barrels and pails); Frozen Herring, Fish Paste in glass jars.

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

We are Importers of Oriental Lines

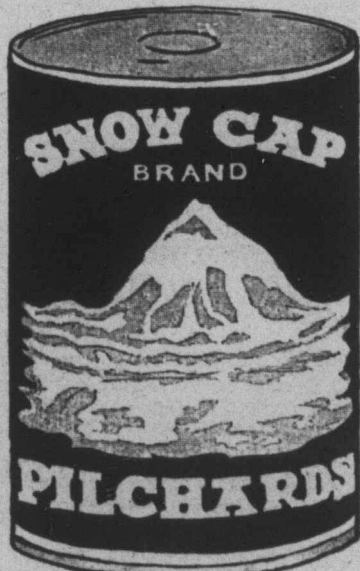
—Desiccated Coconut, Coconut Oil, Rice, Beans, Preserved Gingers, Hen Egg Albumen, Dry Hen Egg Yolk, etc., which are handled throughout Canada by the following brokers:

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

Dodwell & Co., Limited

Importers and Exporters
VANCOUVER

Salmon Commandeered



Packed in 1 lb. Tails
and 1-2 lb. Flats
Sold by Your Jobber

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

SNOW CAP BRAND PILCHARDS

are more delicious than
SOCKEYE
and are less than half the price.

For Salads and Sandwiches

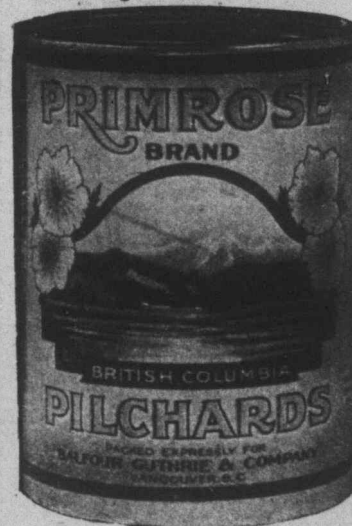
They are More of a Dainty Than Tuna Fish

“Snow Cap”

is Hand Packed by

“PRIMROSE”

PILCHARDS



Strictly Prime Quality

—
Ocean Caught

—
Packed Only By Hand

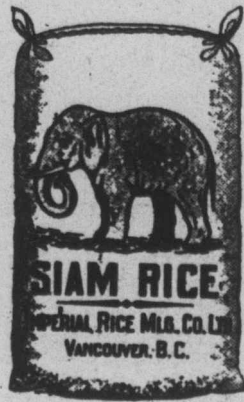
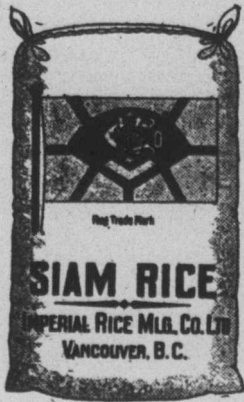
Rich in flavor and high in food value

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

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

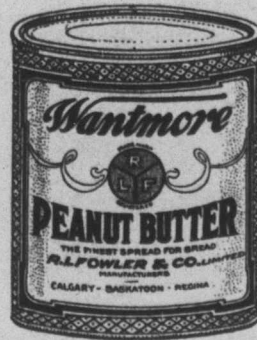
Sales Agents: Balfour, Guthrie & Co.
Vancouver, B.C.

**Imperial Rice Milling
Co., Ltd.**
VANCOUVER, B.C.



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

Wantmore
PEANUT BUTTER
The Finest Spread
for Bread



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

R. L. Fowler & Co., Ltd.

Manufacturers

CALGARY

SASKATOON

REGINA

License No. 15-241



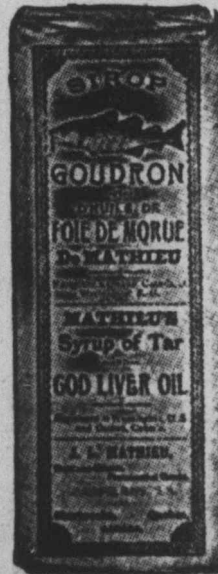
**A Choice
Concord
Grape
Juice**

Marsh's has won lasting popularity because it has the piquant deliciousness of the pure Concord Grape. Are you handling this seller?

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

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

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



Arm your customers against the Cold Weather peril. Just now, when the forces of La Grippe and Pneumonia are a broad your customers will readily appreciate the splendid body-building qualities of

**MATHIEU'S
SYRUP OF TAR
and
COD LIVER OIL**

There is no better or more dependable remedy for coughs and colds in any stage. Feature this effective "cold breaker"; keep it before your customers' notice. You can confidently guarantee results with Mathieu's Syrup of Tar and Cod Liver Oil.

Stock to-day.

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE

::

QUEBEC



It's the largest seller of any soap on the market

PALMOLIVE Soap is growing in public favor every day. Dealers featuring Palmolive have their selling efforts backed by persistent magazine, newspaper and billboard advertising.

There's a good profit on every sale of Palmolive — big enough to make regular displays very worth while.

Are you a Palmolive dealer?

THE PALMOLIVE COMPANY OF CANADA, Limited
TORONTO

(912)

It's 100 per cent. Efficiency Assured

Buyers of Egg-O Baking Powder always look for more. That is the best testimonial we have to offer. It is made to meet the demands of the expert cook. It is 100 per cent. efficient, and that efficiency is assured whether it is used when purchased or months hence. Why? Because we make it right, and pack it right.

Over 80 per cent. of Baking Powder users in the United States use a combination Baking Powder because it is the best kind of Baking Powder. Egg-O is a combination powder possessing all of the ingredients that make it wholesome and efficient.

EGG-O IS THE ONLY CANADIAN - MADE COMBINATION BAKING POWDER WIDELY ADVERTISED ON THE CANADIAN MARKET. SELL YOUR CUSTOMERS THE POWDER MOST PEOPLE ARE BUYING, AND THEY WILL BE SATISFIED.

Egg-O is carried in stock by all jobbers.

Egg-O Baking Powder Co., Limited
HAMILTON - CANADA

Grocers like to sell PURITY FLOUR

(Government Standard)

because it brings customers back with a satisfied smile for another sack. PURITY FLOUR has the QUALITY that home cooks appreciate. And it has a UNIFORMITY that makes it always dependable—a safe and satisfactory flour for the grocer to recommend.

“More Bread and Better Bread, and Better Pastry”

Western Canada Flour Mills Co., Limited

Head Office: Toronto, Ontario

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

Sell Cane's Washboards

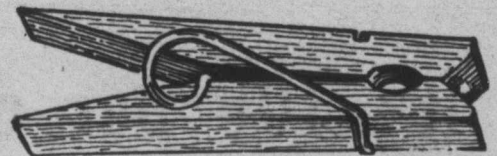
— the washboards that always give a maximum of good service.

Basswood frames free from splinters and splinters.

Show these boards in a corner of the store.



WM. CANE & SON CO.
LIMITED
NEWMARKET, ONT.



There is always a demand for good

Clothes Pins

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



The Megantic Broom Mfg. Co.
LIMITED

Manufacturers of Brooms, Clothes Pins
and Cheese Boxes

Lake Megantic, Que.

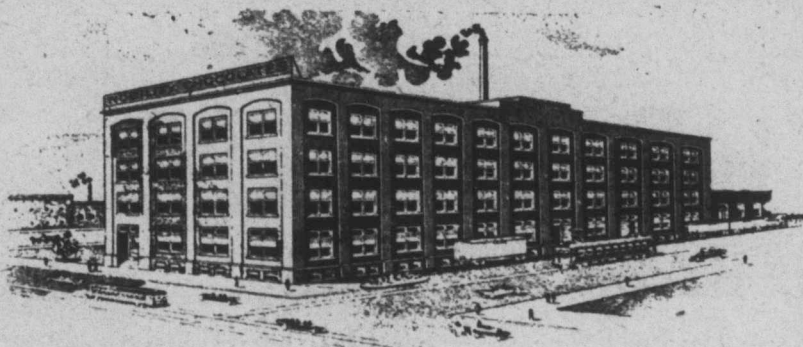
This Way of Selling Tea Protects Grocers

Grocers can now book orders for Red Rose Tea for shipment every week, two weeks, month, two months or to suit their convenience — *subject to the price at the time of shipment.*

As we do not think there is any probability of prices going higher, this plan of booking shipments is all in favor of the grocer.

Frequent shipments. Small quantities. Buy Red Rose Tea that way and you'll run little chance of losing your profit if a decline comes.

T. H. ESTABROOKS CO.,
LIMITED
St. John Toronto Winnipeg Calgary



Deliveries now
on all
brands of
our
Nobility
Chocolates

We are pleased to announce that we can now make deliveries to the wholesale trade on all brands of our Chocolates—Peerless, Elgin and Nobility—all of our well-known lines of pail goods.

Nobility Chocolates, Limited

ST. THOMAS, ONT.

Selling Agents:

Maclure & Langley, Limited

Toronto

Montreal

Winnipeg

It's the superior goodness of



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

that will make every customer
you sell them to a satisfied cus-
tomer, and assure you of good
repeats.

Are you well stocked?

MAGOR, SON & CO., LIMITED

191 St. Paul Street, W., MONTREAL
30 Church St., TORONTO

These Products make lasting friends

BEAVER BRAND

Hams, Bacon and Lard

Recommend Beaver Brand Products. They will win
you more customers, more prestige and larger
profits.

Dealers in Cheese, Butter and Eggs. Makers of the
well liked INGERSOLL CREAM CHEESE.

INGERSOLL PACKING CO., LIMITED

INGERSOLL, ONT.

CANADIAN GROCER

VOL. XXXIII.

TORONTO, FEBRUARY 14, 1919

No. 7

Rolled Oat Stocks Exceed Requirements

Prices Will in All Probability Show Further Declines—Mills and Wholesalers Heavily Stocked, Owing to Recent Substitute Order, and Demand is Light—Movement of Stocks to Sweden May Relieve the Situation Somewhat

THERE has been a material decline in the price of rolled oats and oatmeal recently, and there will in all probability be further declines before the bottom is reached. This in a word is the condition that obtains in the rolled oats market. The fact of the matter is that there is an over supply of stocks in all hands at the present time, that must be overcome before any stability can return to these products.

There is little question that present prices represent a fair market price on a mere basis of raw supplies, and costs of production. The present situation however has been complicated by an overstocking on the part of the mills, and the wholesalers, and in some instances of retailers as well.

Substitute Order the Cause

These conditions are the direct result of the recent substitute order. The Food Board regulation that necessitated the sale of a certain proportion of substitutes with every pound of flour resulted in a piling up of stocks to meet this demand, and as other varieties of substitutes were practically unobtainable, and as in any event oat products were the most generally known, and consequently the most in demand, and as the mills and the wholesalers had to have these stocks to protect their flour sales, there was an abnormally heavy production in these lines. Then suddenly, without a word of warning, the substitute embargo was withdrawn, and naturally the demand for substitutes sank back to normal. The millers and wholesalers had no forewarning of any such proba-

bility; they had indeed every reason to believe that the order would remain in force indefinitely. As a result they were carrying at the time of its withdrawal, maximum stocks of substitutes, among which rolled oats was the chief.

No Question of Heavy Stocks

There is no question of a doubt as to the heavy stocks at the mills, and no question either that eventually efforts will be made to liquidate these stocks. At the present time there is a tendency on the part of many mills to drop prices below the present market figure in order to get business. The mills are losing heavily on these transactions, and their evident willingness to take these losses are an indication of their belief that first losses are best, and that any waiting will result in still further declines.

The wholesale trade as a whole is not buying at any price. They are stocked heavily themselves, so there is little likelihood of being able to move off stocks at present figures through the usual channels.

Possible Market in Sweden

The only situation that seems to have any promise of relief is the possibility of an export demand. There is no such demand from nearby countries. One authority states that there is a supply in Newfoundland of rolled oats sufficient for seven years. That of course is a figurative statement, but there is certainly sufficient supply to put that country out of the market for some time. The West Indian market has been glutted for

some time through the activities of American millers.

The hope of the situation seems to lie in the Scandinavian export field. Enquiries have been received from Sweden, and arrangements are about to be completed for shipments thither, the only matters to be arranged being the terms of payment.

While this outlet will materially aid the situation, the Swedish buying price, it is understood is not sufficient to be an influential factor on the market, and in no way therefore affects the probability of price declines in these lines. It does have this effect, however, that if a sufficient volume of business can be developed to relieve the surplus stock, the glutted condition of the market, which alone is responsible for probable declines, will be relieved and normal conditions will again prevail.

The oat millers held a meeting on Saturday last to consider the situation in its entirety. The ground covered was, it is indicated, wide and varied but nothing really developed of a practical nature.

There is a feeling among some of the millers that an association to discuss general market conditions and to an extent eliminate the excessive price-cutting indulged in might be beneficial to the trade as a whole but no definite agreement was arrived at. The question as to export business, although mentioned, was left over for general discussion of millers and representatives of Wheat Export Co. to be held at Ottawa on Wednesday of this week.



Use of Word "Maple" in Labelling

Definite Information on What is and What is Not Permissible in the Use of the Word

By DR. A. MCGILL, in The Department of Trade and Commerce Bulletin

AN AMENDMENT to the Adulteration Act of April 15, 1915, enacts as follows (Sec. 29A, 3): "The word 'maple' shall not be used, either alone or in combination with any other word or words, or letter or letters, on label or other mark, illustration, or device, on a package containing any article of food, or on any article of food itself, which is not pure maple sugar or pure maple syrup, and any article of food labelled or marked in violation of this subsection shall be deemed to be adulterated within the meaning of this Act."

The staple forms in which the maple orchard products come upon the market, are syrup and sugar; and the evident intention of the above amendment is to prevent other syrups or sugars being fraudulently substituted for maple products.

To some extent, maple products appear in less concentrated form than sugar, and these articles are frequently described as maple cream, maple butter or maple cheese, where the modifying words cream, butter and cheese refer to consistency only, and are not intended to declare the actual presence of cream, butter or cheese. Such articles will be regarded as adulterated if they are not wholly the product of the maple sap.

If articles described as maple cream, maple butter or maple cheese are held to be compounds, containing actual cream, butter or cheese, this claim must appear upon the label, and the amount of cream, butter or cheese respectively must also be plainly declared upon the label; the maple syrup or sugar entering into the composition of the article must be genuine maple syrup or sugar respectively;

and no other syrup or sugar than genuine maple syrup or sugar may be present. Otherwise they will be held to violate the above quoted section of the Act.

Where Word Maple May be Used

When pure maple syrup or sugar is employed to give flavor to confectionery (candy, cakes, etc.) it becomes necessary to use the word maple, just as when lemon, peppermint, vanilla, or other flavor is present it becomes necessary to use these words as adjectives. This use of the word maple is held not to contravene the regulation above quoted, Candies, cakes, etc., are necessarily composite articles, and everybody understands quite well, that they are not intended to displace maple products, because they are flavored with maple, but rather that they are forms in which a market for maple products is created. It is however to be noted that only genuine maple syrup or sugar may be employed in flavoring material in cases where maple flavor is claimed for confectionery.

Canada's Consumption of Sugar

Figures of the Past Fiscal Sugar Year Reported For the First Time—Canada's Total Consumption of Cane Sugar Reaches Large Total of 765,613,368 Pounds

Some interesting statistics bearing on the Canadian consumption of sugar during the fiscal year ending March 31, 1918, are appended herewith. These figures are the first official figures available giving the actual consumption during this period, as well as the countries of origin of the sugar consumed.

It is interesting to note that the larger part of Canada's sugar supply is derived from the British possessions of the British West Indies, British Guiana, and Fiji. This is due unquestionably to the preferential tariff in effect with these countries. The heavy item from the United States, does not represent refined sugars, but disbursements of the International Sugar Commission, probably of Cuban Sugars handled through American ports.

The following are the statistics:

DOMINION OF CANADA.

Sugar Entered for Home Consumption. Fiscal Year Ended March 31st, 1918. Above 16 D.S. and All Refined.

	General Tariff Lbs.	Preferential Tariff Lbs.	Total Tariff Lbs.
British Guiana	37,573	37,573	37,573
British W. I.	393,741	393,741	393,741
Hong Kong	64,452	64,452	64,452
Newfoundland	620	620	620
China	420	420	420
Hawaii	200	200	200
Japan	43,191	43,191	43,191
United States	1,717,119	1,717,119	1,717,119
Total	1,826,002	431,314	2,257,316

DOMINION OF CANADA

Sugar Entered For Home Consumption Fiscal Year Ending March 31st, 1918. Not Above 16 D.S.

	General Tariff Lbs.	Preferential Tariff Lbs.	Total Tariff Lbs.
Brit. Guiana	115	139,468,521	139,468,636
British W.I.	148,838,543	148,838,543	148,838,543
Fiji Islands	28,846,050	28,846,050	28,846,050
Hong Kong	350	350	350

China	70	70
Costa Rica	853,644	853,644
Cuba	7,514,589	7,514,589

Dutch Guiana	4,210,939	4,210,939	
Guatemala	923,970	923,970	
Japan	55,406,900	55,406,900	
Nicaragua	2,336,025	2,336,025	
Peru	25,236,322	25,236,322	
Philippines	785,800	785,800	
San Domingo	134,909,821	134,909,821	
Venezuela	4,352,987	4,352,987	
United States	211,928,722	211,928,722	
Total	448,460,254	317,153,114	765,613,368

COMPARATIVE STATEMENT TEN YEARS, 1909-1918

Year	General Tariff Lbs.	Preferential Tariff Lbs.	Special Tariff Lbs.	Total Lbs.	Total Tons.
1909 (12 Mos. March 31st)	51,158,971	392,802,583	37,579,086	481,540,640	214,974
1910	100,633,638	343,982,936	53,221,907	497,788,481	222,227
1911	97,590,946	390,589,376	85,927,342	574,108,164	256,298
1912	148,804,549	376,831,681	60,165,262	585,801,492	261,518
1913	304,888,835	295,960,259	39,348,852	640,197,946	285,803
1914	412,324,956	255,684,002	35,948,190	703,957,148	314,266
1915	285,970,186	373,431,958	18,086,716	677,488,860	302,450
1916	286,320,243	312,630,427	598,950,670	267,389
1917	284,518,588	449,747,616	734,266,204	327,797
1918	450,286,256	317,584,428	767,870,684	342,800

Year	Above 16 D.S. and all refined Lbs.	Not above 16 D.S. Lbs.	Total Lbs.	Total Tons.
1909 (12 Mos. March 31st)	28,115,512	453,425,128	481,540,640	214,974
1910	35,484,778	462,303,703	497,788,481	222,227
1911	31,043,174	543,064,990	574,108,164	256,298
1912	23,996,992	562,804,500	585,801,492	261,518
1913	19,996,511	620,201,435	640,197,946	285,803
1914	9,620,648	694,336,500	703,957,148	314,266
1915	5,849,023	671,639,837	677,488,860	302,450
1916	2,034,685	596,865,985	598,950,670	267,389
1917	2,721,957	731,544,247	734,266,204	327,797
1918	2,257,316	765,613,368	767,870,684	342,800

DOMINION OF CANADA.

Sugar Entered For Home Consumption. Fiscal Year Ended March 31st, 1918.

GRAND TOTALS

	General Tariff Lbs.	Preferential Tariff Lbs.	Total Lbs.	Total Tons.
Above 16 D.S. and all refined	1,826,002— 815	431,314— 193	2,257,316— 1,008	
Not above 16 D.S.	448,460,254—200,206	317,153,114—141,586	765,613,368—341,792	
Total	450,460,256—201,021	317,584,428—141,779	767,870,684—342,800	

Getting the Trade That Passed the Door

He was a clerk in a big store, and he saw good trade that passed the door. He figured that there was business enough there for another store, and he knew he need not fear the big store's competition. He built a business on the trade that was left over, and this is how he did it.

By Edward Dreier

WHEN he told them that he was going to open his store right next to their large establishment they laughed at him. "Why, man, you're crazy," they told him, "you'll never make a success. Do you think that people are going into a little store when they can come to our fine big department? You won't be able to last six months. Why not save your money now and start in the other end of the town where you'll have some chance?"

And the little man smiled. "Don't you lose any sleep over my failure. I'll take a chance and I'll get business that you never thought of. I'll put in as good a line of groceries as you have in your big department and I'll have just as good a variety. I may not carry everything that you do, but I'll have what my customers want. As I find that I can add other things on which I can make a profit I'll put them in."

He had a plan in his head, worked out from years of study of conditions as a clerk in the grocery department of the big store. This plan he took to a grocery salesman, and it was so good that he got a fair amount of credit so that he could make a start.

Intensive Cultivation of Customers

Right back of the big store for many blocks was a foreign settlement—workers in the mills. A few blocks in another direction was a district of office help, men whose salaries were not very large. And right here in these districts is where the little man began his intensive cultivation for customers. He went right out and personally canvassed the homes. The result was surprising—far beyond anything he had expected. He invited the women to come to his store and personally pick out the things they wanted. He asked them to carry home their own parcels and save a certain discount which he would allow them. He wanted to get out of delivering to people so close to his store. This discount appealed to the people and his business grew.

He never let a customer enter or leave the store without a greeting or a "good-bye," "come again." He made his store an intimate sort of a place where every purchase was appreciated.

His business grew to such a volume that he decided he would have to move into larger quarters, but his friend the grocery salesman advised against it.

"Don't you do it," said he. "You've got your business established here and

the folks like the way you treat them. If you move it will mean a re-education of your customers. The nearest store that you can get is several blocks away from here and you'll find that many people won't follow you. I'll tell you what to do. You've got a big warehouse out back of the store and you've got a basement. Get your proprietors to fix up the basement and put some light into it. Use that for your warehouse. Turn the back room into a shipping department and use the front part of the store for a show room only. That will enable you to get rid of some of the cases, and you can put in chairs and tables where your people can give their orders."

So the changes were made after talking with many of his customers, and the business was carried on in a more efficient way.

The manager of the big store dropped in one day and made the little man an offer to come back and become manager of his grocery department. "I don't know how you've done it, but you seem to be doing a wonderful business. What gets me is the fact that our business is just about the same as it was before you started."

And the little man told him. "I feel so sure of my customers that I am going to tell you how I got the business. I picked my clients from right under your nose. When I was a clerk in your department I often wondered why you didn't get the trade of these thousands of working people right around you. You seemed to feel that distant pastures were the best ones and you went after that trade. I went around to these workmen's homes and found that they were over-awed by the big show you made in your grocery department. They didn't think that they could get the common things that they wanted. So they bought their groceries farther down town and either carried them home or had them delivered. That gave me my idea for opening this store. I felt that I could develop this business right around here, and you see the result.

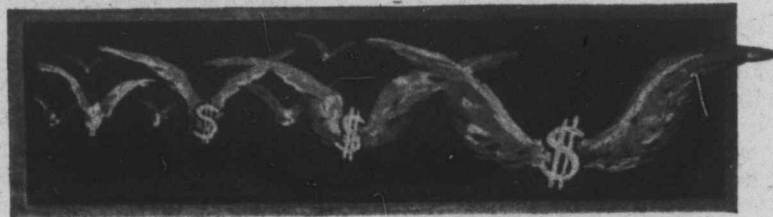
Encouraging Customers

"I offer them a discount if they come to the store and carry home their purchases. That cuts down my running expenses. I keep a motorcycle outfit for any deliveries I have to make and one of my shippers looks after it. I find the up-keep very low and I can make my deliveries quickly and efficiently. I give my customers the best personal service that I know how and they not only buy all their things from me, but they are getting their friends to come to me. When they want something I haven't got I send over to your store for it until such time that I find sufficient demand to warrant me stocking it. In that way I keep them from going to other stores. As you will see, my store is neat and clean. It is arranged so that everything is tastefully displayed. A customer can see everything that we have to offer—and yet there is no overpowering show about it.

"You come in here some day and give an order to one of my clerks. You will find that every one of them has an interest in the work. They know what they are talking about and they are real human beings—not mere order-takers. I find that some women like to buy from men while others would rather buy from a girl. So I split my force fifty-fifty. That is service again. You see, I have no hesitation in telling you these things because I know that so long as I give my people the service they are now getting they will stick to me. It is good of you to offer me that manager's position, but I'm enjoying this work too much to give it up."

OPENING WHOLESALE BUSINESS

It was stated in our issue of January 31 that Guise & Smith Ltd., Regina, Sask., had opened a manufacturers' agency and brokerage business there. It should have been stated that they were opening a "Wholesale" business, handling biscuits, confectionery, cigars, tobacco and soft drinks.



Dealers Select Brands of Shortening and Margarine

Given the single item of quality, the dealer can sell anything he sets his heart on selling. All dealers use this power, many without realizing it. Herewith is given the evidence in the case, as it was presented by some Hamilton, Ontario, merchants in the sales of Margarine and Shortening.

THE dealer can sell any mortal thing in the world if it has the quality, so that he can honestly recommend it."

This is the opinion of A. G. Bain, of A. G. Bain & Co., Hamilton, Ont.

For instance, Mr. Bain was asked what brands of shortening he handled. He mentioned two brands.

"Why don't you handle all the brands?" he was asked.

"There are too many of them," he stated, "so we try to pick the lines that appear to us to be the best and then sell them with our personal guarantee."

"How did you come to choose these two?"

Mr. Bain said it was because he considered them the best, from the information he had at the time.

"What would you do in the case of a customer asking for another brand than the two you carry?"

"I would, of course, attempt to sell her one of the brands we carried, pointing out that we considered these at least the equal to anything on the market, and that we would stand sponsor for their quality."

"Would you succeed in making the sale?"

"Yes, in practically every instance the customer is willing to take the word of the merchant who has sold her for any length of time."

"And if she asked for shortening without a name, would you give her the choice of the two lines?"

"No. We would give her — brand."

"If a new brand were to come on the market and were extensively advertised to the public, and there was a demand created for it, would you stock this brand?"

"We would investigate it, first as to quality, and then as to price, knowing that many lines for which demand has been created do not last very long. If we found it satisfactory we would likely put in a small quantity."

This cannot be considered as a reflection on the importance of judicious consumer advertising, but it does show that the dealer is of first importance in the matter of getting distribution. Consumer advertising undoubtedly is of great assistance.

"And having stocked this line, if a customer came in and asked for shortening without mentioning a name, would

you give her this new brand?" Mr. Bain was asked.

"No. I would give her the brand I have referred to, because I am more confident as to its qualities."

Here Again the Dealer Chooses

Mr. Hobson, of Peebles-Hobson, Hamilton, stated that when margarine was first introduced, they went into the matter as thoroughly as they could, and picked the brand they believed to be the best. They thought later the quality had fallen off, and so discarded this brand, and adopted another.

"You stock only the one brand?" Mr. Hobson was asked.

"Yes, margarine has to be moved fairly fast to keep it in the best condition, and to stock more brands would hurt the sale. Stocking too many brands of one line ties up too much capital and does not permit a retailer getting as good an assortment of various lines as he might have."

"Supposing a customer came in and stated that she could buy — brand margarine at two cents less a pound, what would you do?"

"We would tell her that there was probably a good reason for the difference in price. That we handled one brand because we believed it to be the best, and we were confident that she would agree with us if she gave it a trial."

"Have you found that this policy of handling only a limited number of lines cost you many sales?"

"No. Our customers are inclined to take our word for it, and accept the line we carry without demur."

Don't Ask For Shortening by Name

About a block away from the Peebles-Hobson store is the store of John O. Carpenter.

"Do customers generally ask for shortening by a brand name?" Mr. Carpenter was asked.

"Very rarely," he stated. "They merely ask for good shortening."

"How many brands of margarine do you carry?"

"We handle two, but carry one brand in very small quantities. If they ask for this brand, of course, we give it to them, but if they ask for margarine only, or for any brand that we do not carry, we endeavor to sell them — brand. We would assure them that we believed it to

be the best brand, that we had stocked others, but found it impossible to keep a stock of half a dozen lines—on account of tying up so much capital—and keep them in good condition, so that we had picked out the line that we believed to be best and had specialized on it. We may lose a few sales, of course, because we do not give the customer exactly what she asks for, but we lose very few; they are mostly very well satisfied to take our word for the quality of the goods."

Many Merchants, Many Minds

It is interesting to note that these three stores are within a radius of perhaps four blocks of one another. They all serve people from the same sections of Hamilton, and might be expected to be influenced by the same demand. Yet, strange to state, they are all selling a margarine that has, until recently, at least, not been mentioned in any daily paper in Canada, against brands that have been extensively advertised to the consumer.

More interesting still is the fact that they are each selling—actually selling—a different brand of shortening. They may be handling other lines, but the line they are pushing, under their own guarantee, differs in each instance.

Lest these conditions should appear to obtain in only one section of the city, consider the case of W. N. S. Hunter, who has a thoroughly modern store on Maple avenue in the far west end of Hamilton.

When margarine first appeared on the market, Mr. Hunter carried three brands. One of these especially he used to sell in large quantities, but of late, he had been selling a far larger quantity of another brand.

"What caused you to discontinue your selling efforts on the first favorite," he was asked. "Is it a matter of quality?"

"No, I don't think it is. I don't really remember."

Turning to his clerk, Mr. Hunter asked how it was they had come to feature this other brand.

"Why, don't you remember," the clerk replied, "you had a good price offered you on five cases of — brand, which we had found satisfactory, and we have been pushing it ever since?"

Choosing a Leader in Shortening

"Do you feature any particular line
Continued on page 33

Wholesale Grocers May Move

Front Street in Toronto, For Long Time the Headquarters of the Wholesale Trade, May Be Deserted—Proposition to Move Farther North For More Elbow Room

TORONTO, Feb. 13.—(Special)—A number of wholesale grocers in Toronto are considering moving from their warehouses on Front street and locating at the old Hillcrest race track, near Dupont street. Negotiations have been proceeding for the past two or three weeks between the wholesalers and Sutton & Co., real estate agents, and while nothing definite has been decided upon, the matter has certainly not been dropped. The railways have agreed to co-operate in the matter and the deal may go through, providing at least 12 wholesale grocers agree to the change in location. The more optimistic among them report that 6 or 7 have already signified their approval of the change.

One of the chief reasons advanced for the proposed change is the poor facilities of some of the wholesalers for taking goods in and shipping them out again. Many firms have to take goods into warehouse across the sidewalk on Front street. They would, too, have much more room farther north, the idea being that two-storey buildings would be erected, and that each wholesaler would have an acre of ground and good trackage facilities.

There are about 32 acres of land in the race track property which could be divided.

Another reason suggested for the change was the uphill draw from the tracks to the wholesale houses. Wholesalers, however, point out that this is not a serious matter, as most of the freight comes in from the Simcoe street yards.

One of the drawbacks in connection with the change is the distance from the depot for less than carload lots of incoming and outgoing freight. The railways, however, maintain that this could be overcome by an adequate motor truck service. Both the C.P.R. and C.N.R. could give track facilities at the Hillcrest track, and the Grand Trunk would, no doubt, be able to secure trackage rights.

While an agreement has been drawn up temporarily, nothing at all definite has been decided upon, and it is not likely anything will be done until at least 12 of the wholesale grocers agree to the change. Whether that number can be induced to go into the agreement is a question.

of the grocery store; the son is also to be able to rent the store at \$75 a month as long as he wishes, and to have the option of buying it at a price of \$8,000 when his mother dies. There are three daughters, who with their brother receive an equal share of the residue of the estate. The wife and son are appointed executors.

New Goods Department

POWDERED EGG

Bowes Powdered Egg is a new product being placed on the market by Bowes Co., Toronto. The company points out that this powdered egg is made from table grade hens' eggs and may be used



for anything in which eggs are required in cooking, etc. It is made from the whole egg. It is being marketed in tins as shown by the accompanying illustration.

MERCHANTS MUST FACE - PROBLEMS OF COMMERCIAL RE CONSTRUCTION

Necessity of a Full Understanding of
These Problems Presented by
Maritime Wholesaler

The attitude of a merchant towards commercial reconstruction was expressed by A. H. Wetmore of Puddington, Wetmore and Morison, Ltd., in a thoughtful address before the St. John Board of Trade this week. Mr. Wetmore pointed out what a return to normal conditions after four years of warfare was possible only through co-operation, faith, confidence and activity. The merchant must have confidence in himself, his business, his community and his country. He must be active and aggressive and ready to use every effort not only to secure the restoration of pre-war conditions in his business but to reach out towards greater development. This could not be accomplished single-handed nor by attention to his own business alone. Co-operation which made it possible to win the war is required of all members of the community during the reconstruction period and in this the merchant is the natural leader in his community.

OTTAWA RETAIL MERCHANTS' ASSOCIATION ANNUAL MEETING

At the annual meeting of the Ottawa Retail Merchants' Association, held on February 10, the members made a good start in the year's work.

The following resolutions, covering a number of very important subjects, were passed with much enthusiasm:

"Re Early Closing.—That it is the opinion of this meeting that amendment should be made to the Early Closing Act in the Province of Ontario, asking that the hour of seven o'clock be changed to the hour of six o'clock.

"Re Exhibition Association.—That it be a recommendation from this meeting that all retail merchants who are not members of the Central Canada Exhibition Association should unite with the same so as to give it every assistance possible.

"Re Meeting of the Dominion Board.—That whereas we have learned that the members of the Dominion Board of our association intend holding their next convention in our city on March 17, that the executive of this branch be requested to act with a special committee, whom they will appoint, to see that the members of the Dominion Board are properly entertained while they are in the city.

"Re Civil Service Co-operative Buying.—That it is the opinion of this meeting that it is unfair to the retail merchants of the city of Ottawa who pay taxes and who carry stocks for the convenience of the public, that wholesale houses and manufacturers should supply

civil servants, or any other class of persons, with goods of any sort and expect that the retail trade would patronize them, and that a copy of this resolution be called to the attention of the wholesalers and manufacturers through the Dominion Board of our association."

In addition to these resolutions, the members endorsed the decision of the boot and shoe section, who have just decided to have a Saturday half holiday for the summer.

E. R. Fisher, men's wear, Sparks Street, was unanimously chosen as the president; R. C. Cummings, grocer, first vice-president; B. G. Crabtree, second vice-president; A. P. Johnson, grocer, treasurer, and A. E. Kelly, grocer, secretary.

During the evening, Henry Watters presented the association with its charter.

A GROCER'S WILL

R. A. Dutton, grocer, Roncesvalles Ave., Toronto, who died in January, left an estate valued at \$18,829. This included personal effects to the value of \$100; furniture, \$600; fixtures of store, \$3,800; a horse, \$200; Canada Life insurance, \$4,000; cash in bank, \$2,129; No. 275 Roncesvalles avenue, \$8,000. By a will made on October 1, 1918, he left his widow a life interest in the premises at 275 Roncesvalles avenue and the income from \$4,000; to his son, who bears his father's name, he left stock-in-trade

Britain Good Market for Our Jams, Etc.

Market There Quite Bare of Many Essential Foods, States Capt. Nobbs, of Holbrooks, Limited—Tells of Troubles of British Grocery Trade During the War—
A Warning in Regard to Class of Immigrants to Secure

THE demand for anything in the nature of jam in the Old Country to-day is enormous," stated Captain H. Gilbert Nobbs, of Holbrooks, Limited, to CANADIAN GROCER this week. "Why, we would think we had come into some money if we found a pot of jam in front of our plate on the table," he added.

Captain Nobbs, as the trade already knows, "did his bit," and more than his bit in the Great War. He was wounded and blinded in one of the fiercest battles of the war, and was a prisoner in Germany for a long time. In spite of the hardships he has been through, he was found to be most cheerful by a CANADIAN GROCER representative, and talked interestingly about conditions in the Old Country in the grocery trade. Captain Nobbs is Foreign and Colonial Director of Holbrooks, Limited, who have a factory in Toronto. He is on an extensive tour through Canada, United States, Honolulu and Australia, and will return to England again by way of Canada. He is in America to study trade conditions in general and as they affect the company he represents.

The war has shorn Great Britain to a large extent of many of its former everyday staple foodstuffs. Jam, above referred to, is one.

"How about confectionery?" he was asked.

Confectionery Very Scarce

"Why, if one went into a store in England and asked for a pound box of chocolates, he would be greeted by a shake of the head. He would have to content himself with a very small portion of confectionery."

This explains the present strong demand from Great Britain for Canadian jams, confectionery, etc.

"I have no doubt," he said, "the reason for the slack trade in Canadian bacon with Great Britain at the present time is on account of the high price and the poor quality of bacon and ham we have been getting in England of late. The Englishman always has demanded the very best in foodstuffs. Up to a few months ago we were getting splendid ham and bacon, so delicious that we were eating it two and three times a day. Lately, however, the quality has dropped off to such an extent that it has practically killed the demand for ham and bacon. Of course the high price has a great deal to do with the consumption. As the price declines the consumption naturally increases." When speaking of quality he did not refer to Canadian ham and bacon, but to other imported lines.

War Helped British Grocers

Asked about conditions in the grocery



CAPT. H. GILBERT NOBBS.

Director of Holbrook's, Limited, who is in Canada on a business trip. Above cut is from an old photograph.

trade in the Old Country, Captain Nobbs replied: "During the four years of war the grocers have had an opportunity to get on their feet. Chain store competition has always been very strong in Britain. During the war the Government was spending millions of pounds per day, which of course created artificial conditions, but everybody had plenty of money to spend, and the retail grocer has been able to recover from the strong pre-war competition of the chain store.

"The trade has had a terrible time meeting the various restrictions—troubles in getting deliveries, distribution difficulties, and the coupon system that was used for the essential foods, etc. Before the coupon system was introduced conditions were even worse. If a grocer was heard to have got in a small shipment of sugar or margarine for instance there would be a queue half a mile long for several hours, with people endeavoring to get a small quantity.

"These restrictions are, however, being gradually loosened. Now, a half pound of sugar is allowed per week per person, and I understand that with March, three-quarters of a pound will be allowed. The meat ration is now one-half pound per week per person, including offal."

Speaking of his company's products, Captain Nobbs pointed out that most of them had of course been on the embargo list except Worcestershire sauce and

vinegar. This led to Holbrooks, Limited, manufacturing their products more extensively in Canada, and they have been very much pleased with the success that has followed this procedure.

Enormous savings have been made on account of freight rates, high duties, cost of cases, etc. He referred particularly to a line like custard powder, the ingredients of which are mostly produced in Canada anyway and had to be sent to the Old Country. He considers these conditions will last for some time. They do not, of course, apply to all raw materials for every line of British-made foodstuffs.

Immigration Should Be Watched

Captain Nobbs is quite familiar with Canada. He has lived here a number of years and knows a good deal about the country. He expressed himself as being very confident that Canada had a tremendous future. While the war has left with us a big burden to carry, yet Canada is going to be one of the great countries of the future, because of the vast tracts of land available. The Old World has during the past four years been living on its capital. Six or seven million men drawn into the army have not been producers for that length of time. The capital has been blown into the air or sunk beneath the sea. The only way, Captain Nobbs states, of replacing this capital is from the land, and there is no place better suited than Canada for this purpose.

He maintains, however, we must be careful with regard to our immigration problem. In a few years' time, Canada could be flooded with immigrants from every country in Europe, which would practically change its nationality entirely. He favors immigration being restricted on this account. In the armies of Great Britain, now disbanding, there are large numbers of men of the very finest type, healthy and strong from their outdoor war training, who have capital in the form of Government pay coming to them, war bonuses, etc. This, he thinks, is the very type of immigrant wanted.

"But," he added, "Canada has got to get them at the right time. We must not wait until they have been discharged and have spent all their money. The time to interest them is prior to their discharge, before they leave the army."

He did not think there would be many come from France, as France is in great need of all her male population.

Captain Nobbs will be in Toronto about a fortnight before he leaves on his trip via Chicago, San Francisco and Honolulu for Australia.

Confectionery, Candy and Biscuit Men Organize

Association Formed at Big Montreal Meeting—A. D. Ganong, of St. Stephen, N.B., President—Active Publicity Campaign Promoted—Important Addresses Delivered

REPRESENTATIVES of the chocolate, biscuit and confectionery industry in Canada convened in Montreal last week. It was the first meeting of its kind, and while other problems were taken up, the primary object and business of the convention was that of organizing with a view to tackling big problems and creating greater business. The meetings were held at the Ritz-Carlton Hotel, and after due discussion of the matter the name chosen was that of "The Chocolate, Biscuit and Confectionery Industries of Canada." But having laid plans some time ago to work out a number of details, an executive committee had collected and arranged these, and they were therefore ready with many suggestions for immediate adoption by the convention.

The Officers

A. D. Ganong, of Ganong Bros., candy manufacturers, St. Stephen, N.B., was the choice of the nominating committee as president; and others nominated and elected were, 1st vice-president, Robert Christie, Toronto; 2nd vice-president, Dodley Dingle, Winnipeg; treasurer, Colin Currie, London; executive committee, Arthur Nelson, Vancouver; Wm. Robertson, Toronto; H. N. Cowan, Toronto; F. McCormack, London; Edmund Littler, Montreal; John Farquharson, Montreal; T. Deguise, Montreal; James Moir, Halifax; W. W. Shaw, Moose Jaw.

Important Addresses

Constitution and by-laws were brought in and adopted, and the delegates were addressed after the first day's luncheon by Mr. Belcher, general manager of the Walter M. Lowney Co., of Boston. In his address, Mr. Belcher pointed out some of the many advantages that accrued to the United States manufacturers of these lines from the closer spirit of exchange and the greater unity of purpose. It had been particularly helpful to have the better understanding while the sugar shortage lasted.

Another address given was that giving a full explanation of the wide publicity campaign that is being conducted with a view to increasing candy sale and consumption. This was spoken on by Mr. McEachern, chairman of the advertising committee, and details of the plan were further dealt with by Mr. Pierce of A. McKim Advertising Agency, Ltd. It is possible that the campaign may be continued for a period of six, instead of two months.

Food Controller Speaks

Henry B. Thomson, Canada's Food Controller was present in the evening and delivered an important address that

was evidently appreciated. Indeed this was manifest in an appropriate manner, for a very beautifully inscribed scroll was presented to him, attesting the good will of the manufacturers represented, and expressing real appreciation for the work done during the trying times of 1918 in particular.

Mr. Thomson stated that the men represented in this convention had done their share in the work of conservation when their assistance was most needed. Serious times had been encountered, and if there was dissatisfaction at times, the citizens of the country would have been made the more nervous and the outlook would have been much less encouraging to all had they been told of the actual facts confronting the country in the matter of foods.

"But now that the war is over, every country in the world will want to export. They want the other fellow's money. With plenty of exports it can be obtained, and I believe that with an association such as this you can find it easier to work up an export trade."

Other addresses were delivered by Messrs. Todd and Bodley, also from the Food Controller's Department at Ottawa.

The meeting concluded with a musical programme and there is a probability of the next meeting being held at Montreal.

MERCHANTS MUST FACE PROBLEMS

(Continued from page 27)

Merchants Must Consider Housing Problem

Housing and city planning problems are part of the merchant's business as they affect the condition of those upon whom he must depend for his business. Transportation is an integral part of his business system and the commercial interests should co-operate with the railway and steamer lines by handling their goods more promptly and using the full capacity of cars in order to relieve congestion.

Must Foster Production

In his own interests the merchant should encourage the production, manufacture and sale of domestic goods in order to aid in upbuilding the country, encourage industries and provide employment.

Mr. Wetmore advocated Government assistance for the merchants in simplifying business methods in the customs houses and in the registry department of the post office, where much valuable time is lost. He urged standardization of weights, measures and containers.

The necessity for prompt release of soldiers for whom jobs are waiting and who are needed in the stores, offices and shops from which they went was touched upon, with the suggestion that this afforded the military authorities an opportunity to co-operate with the business interests of the country.

In view of the uncertainty of the future, of the possibility of a slump in prices which would have serious results in the business of the merchants, Mr. Wetmore advised reasonable caution and husbanding of resources against the possible emergency which might arise.

Toronto Bakers Engage in Hostilities; Long-Drawn Out War? Many Casualties

LAST Friday's papers launched the first bomb in the bread war in Toronto, now engaging the interest, not only of the local consumer but gaining almost nation-wide attention. Surmises are many as to who touched the fuse, but that is of comparatively little interest to the householder; the question now is—how low will prices go, and for how long will the hostilities continue?

In speaking to the president of one of the large bread companies to-day, CANADIAN GROCER was informed that in his opinion this bread war may be continued for some time. That there will be casualties there is no doubt. Some of the smaller bakeries have already closed up rather than try to compete and that others may be forced to do so is probable if an armistice is not concluded at an early date.

All the bakeries admit that they are losing money, and evidently lots of it—if bread reaches 5c per loaf, and this figure is hinted at as a possible one—the losses will be that much greater. Figures compiled by the Cost of Living Commissioner last November showed an average delivered cost in Toronto of 10.146c per loaf of 1½ lbs. It is not difficult to determine then that the present selling basis of 13 to 14 tickets for \$1 is well below this figure, and the lower it goes the greater the losses.

Flour is higher to-day than when these figures of cost were determined, and there has been no curtailment of labor wages, so it can be seen there is no actual justification for the present declines. It is war, plain and simple, and a league of bakers will have to be formed before peace proceedings can be inaugurated. In the meantime the consumer reaps the benefit.

Charging Freight—Part Cost of Goods

Some Persistent Misunderstandings—How Many Merchants Are Unfair to Themselves
By Trying to Give Unwarranted Service—The Unreasonable
Fear of the Big Fellow

By HENRY JOHNSON, Jr.

A LARGE merchant, busy with his inventory, wires me this inquiry: "In figuring my grocery inventory prices should freight be added to inventory or not? Freight already being charged to grocery department expense. Wire answer our expense."

I answered: "Freight is not expense but part of merchandise cost. If you have included it in expense you cannot now add it to merchandise value unless you deduct corresponding amount from expense. You should add it to cost hereafter, not to expense."

And that is about all there is to it, except that I cannot think why, with all our scientific study of the proper segregation and division of charges in business and the study we make of these problems in these columns continually, merchants persist in running this plain charge against cost in expense.

Avoid Expense Charge Wherever Possible

The best practice in any business is to avoid indefinite charges in all cases where definite charges can be ascertained and allocated, as our British brothers say. This because expense is at best an approximate, indefinite burden which is spread around on our merchandise by close approximation. But a definite, distinct charge against a given piece of merchandise has no such disadvantage. It can be charged directly to the items affected. It belongs precisely to those items. It is best absorbed by and disposed of by so charging.

Let us take a packing box, for example. Say it costs us 75c and that it contains 150 packages of dates. Let us say that the dates are billed to us at 40c a package and the 75c added as a packing charge at the bottom of the bill. Is it not the most obvious thing that the 75c is $\frac{1}{2}$ c a package on those dates? Is it not plain that our cost, at point of origin, is actually $40\frac{1}{2}$ c instead of 40c? Certainly, that is the way we shall regard it and figure it. But why? Because that is a plain, direct charge against that lot of dates. To so charge it not only disposes of it without further figuring or taking into account, but also most directly provides for getting it back again, with certainty, in addition to our desired blanket gross margin.

Why Make Two Jobs of One?

Suppose, now, that the freight on that box of dates is \$1.00. Why not handle that the same way? Plainly, that dollar divides up into 2/3c a package on the dates. Then there is cartage from the station. We may do it ourselves, or we may have it done for us, but in any event

the work costs and must be paid for. The obvious way is to figure it on a scale commensurate with its fair, going value which, let us say, is 25c.

Now, what have we altogether? We have invoice cost of 40c, $\frac{1}{2}$ c for boxing, 2/3c for freight and 1/6 cent for drayage. The total is 41 1/3c per package. To that it is proper to add something for wastage, shrinkage and other depreciating, so let us enter in our cost book a figure of $41\frac{1}{2}$ c for those packages of dates. Then the freight bill goes into the register to be figured among the petty expenditures for merchandise, and is done with at once without further handling. Best of all, we are absolutely certain that our $41\frac{1}{2}$ c includes every factor of cost against those dates.

Details Desirable and Instructive

Of course, there is no reason why a merchant should not keep a freight account also if he so desires. It is valuable to know all you can about your business. The only point is that, if you do so segregate freight into a separate account, let the process I have indicated be followed out just the same. Then when inventory time comes, simply close the freight into the merchandise account before you close your books and wipe out accounts into loss and gain.

When it comes to placing values on the inventory we have another problem. We have based all figures on actual cost, but now we shall revert to the practice of putting replacement figures on our goods when we inventory. When the inventory time comes, for example, those dates may be replaceable at 25c the package. In that case, then, whatever we have left of them must go in at 25c.

What I have tried to make clear is that in no legitimate way can transportation, packing expense, drayage or other clearly ascertainable direct charges against merchandise find their way into the expense account. If I have not succeeded, please ask again. This is something so elementary that it should be disposed of definitely.

Spoiling Customers

A time ago I was waiting to see a grocer. He was a busy, bright young man whom I had known for years as one who gave a thought to his business, so this incident arrested my attention:

A little lady tendered a check to be cashed. The grocer did not have enough currency handy. The lady said that ten dollars would be all she would need right then, and she told the grocer just to give her the ten and keep the check until later in the day when she would come in and get the remainder. The grocer gave her

the ten dollars, but also handed her back the check, saying he would make a memo of the money. Then his clerk figured up what the lady had bought and presented the ten dollar bill to pay for the goods. The grocer could not break the ten, so he charged the merchandise. So when the lady left the store, the grocer had charged to her \$11.63, being ten in cash and \$1.63 in merchandise, and he was without the security he had been tendered and which he might just as well have kept. In other words, he had sidestepped a sure thing and assumed a risk voluntarily—a risk he was not called upon to assume and which, in all probability, the lady will not thank him for.

I know just how it was done—so do you. I have done it many times myself—and so have you. But many years ago I awakened to the fact that I owed a lot to myself. I realized, too, that I could trust myself to be square with every customer, but I could not be so certain of the customer. From that time onward I gave myself the benefit of all doubts, and from then on I prospered perceptibly in my business. That young grocer should have kept the check. Not only would it have safeguarded him, but it would have continued a good habit on the part of the customer. She never would have looked for other treatment. As things stand now, she is in a good way to be spoiled. She is ready to get the idea that she can ask for money from her grocer whenever she wants it—that he is rich anyway—that it is just as safe in her keeping as in his cash drawer—that she "pays him a lot of money which he might just as well earn by a little extra courtesy"—and all that sort of thing.

Verily, many good customers are spoiled by foolish, uncalled-for over-indulgence!

Dodging the Shadow of the "Big Fellow"

Many grocers, especially in the outskirts of big cities, fail to get proper margins because of their fear that the big stores down-town sell so cheaply that they cannot get full prices. The funny thing is that such grocers are content to imagine a condition which a little real investigation would show them does not exist. For instance:

I found a grocer recently selling oranges as follows: 126s, 70c; 150s, 60c; 200s, 50c. He complained about the figures made by the big stores—that those stores bought lower than he did and could undersell him, &c., &c.—the same old familiar tale.

So I looked up the said "big fellow" and found him, on the same day, selling as follows: 126s, 80c; 150s, 70c; 176s,

Continued on page 33

THE CLERKS' DEPARTMENT

THE CLERK WHO SOLD WASH CLOTHS AND WHY

To the clerk who sells with brains it is not necessary to state that to get the customer to look at the goods is one of the surest ways of encouraging sales, and to let them do so under the impression that they have done so of their own volition, is a still further step in advance.

N. Mitchell of the Liggett Drug Stores, Philadelphia, tells of an instance of such salesmanship.

This girl worked at the soap counter and she always kept a nice big stack of wash cloths on display at the counter. It was surprising to note how many of the soap customers would look at the display of wash cloths and the sign and say: "I want one of those wash clothes also," or "You might wrap up a quarter's worth of those wash cloths with that soap, if you don't mind." Whenever she came across a soap customer who for any reason whatever did not glance at the stack of wash cloths and the sign, she would make him look, and this is how she did it:

She would stop while wrapping the package containing the soap and reach over and pretend that she was straightening the sign on the wash cloth display. Out of curiosity the customer would look to see what she was doing, and his eyes would fall on a nice stock of wash cloths and a sign reading, "Honey-Comb Wash Cloths, Special 7 for 25c."

This little stunt seldom failed to work, and she made a great many extra sales on account of it.

That was salesmanship, and it could be worked on any line of goods—and there are a thousand modifications of this general idea that could be made to aid sale.

HERE'S A STUNT TO TRY

Take thirty small carrier baskets, line them with white (not manila) paper, carelessly place in each basket a few bottles of one kind of pickles; in another olives; in another catsup; in another vinegar, etc.—all the different sizes you've got in stock. Cover the floor of the window with bay leaves. Have a card in each basket, 2 x 3, giving name and price. Let a big card be hung in the centre reading "Nothing in the Window but Appetizers." I have tested this out and got splendid results from it. It is a case of getting out of the rut, you see, and thus getting away from the "standing still" habit.

HOW CUSTOMERS ARE LOST

There was a noise on the front verandah, the door opened, a parcel dropped on the floor, the door slammed again and the boy was off to the wagon, but not before the lady of the house got to the

door and reminded the boy that there was a side entrance to the house where groceries should be delivered, and that she did not want her clean front porch messed up with his dirty boots, but the only answer she got was an impudent grin.

Immediately this indignant customer called up the store to complain. The phone was answered by the head clerk, who explained that the boss was out, but he would tell him of the occurrence and see that it did not happen again.

But it did happen again, the very next day. This time she did not call up the store, but the next day another delivery boy from another store brought the groceries, but he went to the back door as he was instructed to do by the proprietor of the store.

You may think this customer was a little hasty, and perhaps a little fussy, but this is an important matter with busy housekeepers, and they judge the store by its service, and the delivering of the goods is just as important as the buying and selling.

Look into your delivery system. Does your driver go to the back door? Is he courteous with customers?

And your clerks who would some day be merchants, do you pay strict attention to complaints of customers, and try to remedy the faults or do you just forget about them, as was most likely done in this case and a customer lost?

Remember advertising, prompt and careful deliveries will not get you far if you don't back it up, and this much abused word "service" doesn't mean anything in your store.

VANCOUVER GETS FISHMEN'S CONVENTION

At a special meeting called last week in Montreal by President A. H. Brittain, it was decided to hold the annual convention this year in Vancouver. At this time it was not convenient to name the date and this will be decided later on.

PIONEER MERCHANT PASSES

The death of William Brown, founder of "Browns," Caledonia, Ontario, recently has removed another of the pioneer merchants of Canada. He was born in Paisley, Scotland, in 1835, and, coming to Canada with his parents at an early age, located in Caledonia in 1848. Here he clerked in the store of his brother, George, until, in 1856, he bought out his brother's interest, and established the business which, for 63 years has borne his name, though, during a portion of that time, his brother James was associated with him.

In 1902 Mr. Brown retired from the active management of the store, and went to reside in Toronto, and the business in

Caledonia was managed by his eldest son, W. W. Brown.

The late Mr. Brown leaves behind him a record of kindness, generosity and fair dealing that anyone might envy. While it is some years since he was active in business, there are many in the trade who remember him with affection and esteem. He is survived by his wife and his two sons, W. W. of Caledonia, and A. G. of Toronto University, Toronto.

NEWFOUNDLAND MERCHANT CALLED BY DEATH

John C. Bogg, of Bogg Brothers, general merchants, Curling, Newfoundland, passed away recently following an attack of paralysis, in his 64th year. The late Mr. Bogg was a forceful figure in the community—a Justice of the Peace for the colony, he was noted for the justice of his rulings. He was devoted also to the religious and educational life of the community.

He was an outdoor man, an ardent hunter and fisherman and a man who excelled in these pastimes. His death will be a real loss to the community.

PRESAGES GOOD BUSINESS

During the past month or two CANADIAN GROCER has had a number of enquiries from importers in France desiring to get in touch with manufacturers in position to export to that country. This indicates that good business can be worked up in export to the Old Country of Canadian food products.

COCA-COLA COMPANY TO BUILD CHAIN OF FACTORIES

Resulting from a decision of the Coca-Cola Company to build a chain of factories across Canada, it is announced that this spring the company will erect in Regina, on Cornwall Street, a plant to cost, when completed, \$100,000. The property site for the factory was purchased two years ago. The factory itself will be a one story building costing about \$30,000 and equipment will be installed costing \$70,000. One of the machines will be an automatic bottler which turns out 66 bottles of Coca-Cola a minute.

SHOULD BE 300 RETURNED MEN IN B. C. GROCERY TRADE

Speaking at New Westminster, B.C., T. F. McDowell, president of the B.C. Retail Merchants' Association, made the statement that 300 returned soldiers could be employed in the grocery business alone in the province if foreigners were not in competition with them.

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

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

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Telephone Harrison 1147. Boston—C. L. Morton, Room 733, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

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THREE BIG FACTORS

ONE of the most important things in connection with any store to-day is the sales force. The sales force includes more than your clerks and sales-people. Your show windows and your advertisements, if properly handled, can do just as much for you in quickening turnover, more in many cases, than your sales staff can. Every good window display will produce direct results and the same can be said of forceful and timely advertising. An advertisement does not need to occupy a whole page of space to deliver its message. The combined efforts of a well-trained sales force, a well-dressed window and a well-worded advertisement makes a combination that cannot fail to increase business.

ABOUT MAPLE SUGAR

THE long list of cases where merchants are being prosecuted for sale of goods branded as Maple Sugar that do not come up to the Government requirements continue. Not a day passes without the record of a number of such cases.

The recent bulletin on maple sugar issued by the Department of Trade and Commerce points to the examination of 137 samples of maple sugar gathered in different parts of Canada. Of this number 69 samples were found to be absolutely pure, 6 met the necessary legal requirements, and 62 were adulterated, and rendered the vendor liable to prosecution.

With almost half the percentage of maple sugar offered for sale being adulterated, it surely must occur to the merchant handling it that it is folly to have anything to do with this product, unless he obtains a warranty with it to render himself free from the danger of prosecution.

WHAT THE MERCHANT SHOULD KNOW

THERE are many things about his business that a merchant should know, not necessarily that he may brag about them to his customers, but as a plain measure of business life insurance. The merchant that goes it blind in these days is a risk that no insurance company would take; he is heading for destruction with his eyes shut.

Even with the best possible knowledge of business, there is plenty of uncertainty left to give the spice of excitement to the every-day life of the merchant. Henry M. Lethert, in an article in *System Magazine* for February, gives the following list of items that the merchant's books should show at a glance:—

1. How much cash you have.
2. The amount of your investment in securities and quickly convertible assets.
3. The amount of your investments in merchandise or material inventories.
4. How much you owe to others.
5. How much others owe to you.
6. How much your sales are.
7. How much profit you are earning.
8. How much your expenses are.
9. Of what nature your expenses are.

This is the irreducible minimum that the books must show.

FIGHTING MAIL ORDER HOUSES

FROM the standpoint of the retailer in the small towns one of the healthiest trade signs that has been apparent in many years is the way in which merchants are going after the mail order houses. One of the very best and most effective ways of doing this is to fight the department store with its own weapons, and this is just what the small town merchants have realized. The mail order houses base their entire campaign on advertising. Employed by some of the department stores are some of the brainiest advertising men in the country. They are men who have studied the question of selling by mail from every standpoint and they have centred their efforts in supplanting the personality of the salesman on the ground with a printed salesman in the shape of a cleverly worded advertisement. They have realized that in order to be successful their ads. must not only arouse, but must maintain interest. The same policy is carried out in connection with the "catalogues." Merchants in the small towns are more and more adopting the mail order firms, methods of advertising, and in so doing they are unquestionably taking a wise step. A study of well written, cleverly arranged advertisements is always profitable and there are many points which can be adopted from them.

DEALERS SELECT BRANDS

Continued from page 26.

of shortening?" Mr. Hunter was asked.

"Yes," he stated, "you see, we are offering the line which we feature on our circular at a cent a pound less."

"But you are carrying two lines?"

"Yes."

"Well, why do you put special emphasis on one line rather than the other?"

"Because I buy it for something less by buying it in larger quantities, and in that way I can sell it for a fraction less. So, you see, I am building up a sale for this particular line."

"But you could have bought the other line in five case lots and obtained the same favorable price, and had the same opportunity to feature a line of shortening at an attractive figure?"

"Yes, of course I could. But I couldn't have done it with both, because I could not have turned them both over fast enough to maintain the quality. So I had to choose one particular line and devote my attention to that."

Merchants Are Poor Salesmen of Their Own Services

That, then, is the actual attitude of a number of Hamilton merchants to the sale of margarine and shortening. It developed that on interviewing them they did have a very definite campaign of salesmanship for featuring the lines

that, for one reason or another, they found most satisfaction in selling.

There is a tendency on the part of some manufacturers to discount the services of the retailer as a selling agent, and, in many instances, the retailer has provided him with most of his arguments. He can sell the manufacturer's goods, if they have merit, but he does not always sell the idea of the services he actually renders as a link in the chain of distribution. Hence, some manufacturers are inclined to limit the item of profit for the retailer as far as they can.

As a matter of fact, there are few cases in which the aggressive merchant does not play a very definite part in making the sale.

The account given above is the evidence in the case of one or two products. They were actually sold by the merchant, not by the demand of the customer. The merchant may not always realize that he is actually forcing a sale; it may be almost subconsciously that he hands out one brand of shortening rather than another, but the fact that he does hand out this brand, and that he does so regularly, is a conclusive proof that the merchant is the real selling agency.

He should respect and announce himself as such. When he does this, he will get more consideration from those manufacturers who say: "Oh, the retailer is not a salesman. We must create demand for our products and he will

have to handle them. He therefore is not entitled to much of a profit."

CHARGING FREIGHT—PART COST

Continued from page 30

60c; and 200s, 50c. Add the 10c the dozen higher price he was getting on the two top sizes, plus the lower prices he did actually pay for his goods, the "big fellow" was making 28 to 31 2-3 per cent. against the small man's 16 2-3 to 25 per cent. And whose fault was it that the small man thus worked for less margin? His own—absolutely and solely his own. He could have found out the condition had he taken a trip down town and visited the big store, asking a few intelligent questions. Then he could have depended on his own neighborhood location to get him at least as much as the customer would pay after a trip down town.

GREEK OLIVE OIL

Estimates of the olive oil production in Greece for the season just ending place the quantity at 31,702,800 gallons, or approximately 30 per cent. more than the output last year. The yield is made up from the following districts in the amounts given: Ionian islands, 1,675,500 gallons; Crete, 12,495,500 gallons; Mitylene and Sporades islands, 7,833,000 gallons; Epirus, 1,305,500 gallons; Peloponnesus and Pelion, 6,714,800 gallons; mainland of Greece, 1,678,500 gallons. Present prices range from \$2.51 to \$2.64 a gallon.

A Window Contest for Clerks

CANADIAN GROCER is offering another Window Dressing Contest, open to Grocery Clerks everywhere, and it is hoped that this contest will prove of very unusual interest and will be entered into heartily.

The windows will be judged on the following basis:

THE BASIS OF JUDGMENT

1. The novelty of the window display and its unusual appeal in featuring certain lines of seasonable goods.
2. The selling value of the window as demonstrated in actual sales.

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

The contest will close April 5.

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

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

CURRENT NEWS OF THE WEEK

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

MARITIME

James A. Smith, of Smith Brothers, general merchants, Sussex, is dead.

F. T. James, wholesale fish dealer of Toronto, was in Montreal last week.

Verne Redmond, of G. A. Redmond & Son, Halifax, was in Montreal, last week.

J. Alwyn Tait, of St. John, is opening a retail grocery store in Hampton, N.B.

Two hundred and fifty-one retail merchants in St. John are now selling thrift stamps.

J. N. Fallardeau, Quebec representative of Robin Hood Mills, Ltd., was in Montreal last week.

C. P. Rhodes, manager produce department of P. Burns & Co., Calgary, was in Montreal this week.

F. G. O'Grady, general manager of Atlantic Sugar Refining Co., Ltd., was in New York during the week.

Harry O. Budd, of the office staff of the St. Croix Soap Company, St. Stephen, died suddenly recently, aged forty-one years.

A reduction of six cents per eight quart can in the producers' price for milk has led to a reduction by the retailers in St. John to thirteen cents.

E. C. Green, Montreal, vice-president of Carter, Macy & Co., of Canada, Ltd., Montreal, returned to Montreal from a western trip of several weeks.

Henry G. Spearman, employed with A. L. Goodwin, Ltd., St. John, before going overseas, has been married in England to Miss M. Collins of Halesmere, Surrey.

A. A. Pomeroy, of Auld Bros., wholesale grocers and produce merchants, Charlottetown, P.E.I., is in Toronto attending the convention of the Canadian Produce Association.

The staff of T. H. Estabrooks, Ltd., St. John, enjoyed a sleigh drive this week, stopping at the home of one of the officials of the company in the suburbs to spend the remainder of the evening.

Allan A. McIntyre, who is associated with his father, Peter McIntyre, in the retail grocery business in St. John, has left on a six weeks' trip through Canada to the Pacific coast and thence to San Francisco.

The Fredericton branch of the Retail Merchants' Association have elected officers as follows: President, C. H. Burt; first vice-president, W. A. Searle; second vice-president, H. E. Harrison; secretary, C. W. Hall; treasurer, W. R. Fraser.

Among the retail grocers of St. John who recently have joined the ranks of those taking considerable newspaper space for advertising purposes, featuring their price lists, are M. T. Gibbons, Sereisky & Company, Forestell Brothers and M. Aranoff.

Lieutenant J. Frank Ashe, who fought with the 26th battalion in France until invalidated home, has purchased the retail grocery business of B. H. Dean, Wall street, St. John. Mr. Dean will continue the meat and provision department.

Senor Jose Machado, the newly appointed Cuban consul at St. John, is endeavoring to interest Canadians in the opportunities which Cuba offers for the sale of such lines as condensed milk, dairy products, dry fish and potatoes and also the opportunities for the import of Cuban foodstuffs and other products.

C. A. Scott, traveller for the Lake of the Woods Milling Company; Ray E. Scott, representative of Morrison's, Ltd., and John J. Harrison, merchant of Southampton, were injured near Amherst this week when a car they were travelling in skidded on the ice and turned turtle.

W. H. Schwartz & Son, Halifax, N.S., manufacturers of "Peerless" spices, cream tartar, jelly powders, flavoring extracts, cocoa and coffee, are opening up in Western Canada for the first time. They will be represented there by Myers & Co., 412 McIntyre Block, Winnipeg. W. H. Schwartz & Son are a Canadian firm, having been established in this country for over seventy-seven years.

QUEBEC

Robert Christie, of the Christie-Brown Co., Toronto, was in Montreal last week.

C. Ritz, manager of Robin Hood Mills, Montreal, went to Ottawa on Tuesday.

F. McCormack, of the McCormack Biscuit Co., London, Ont., was in Montreal last week.

Harper R. Gray, manager of Gunn, Langelois and Co., Ltd., Montreal, went to Toronto on Monday to attend the Produce Men's convention.

H. R. Cowan, president of the Cowan Co., Toronto, was in Montreal last week. He was accompanied by H. P. Cowan, sales manager.

W. J. Sheely, manufacturer's agent of Montreal, spent the week-end north of St. Gabriel de Brandon, with George Plourd, sales manager for Jos. Dufresne, Joliette.

Henry B. Thomson, a member of the Canadian Trades Export Commission, was in Montreal last week. While here he interviewed several large exporters regarding the outlook for export from Montreal.

A. D. Ganong, of Ganong Bros., St. Stephen, N.B., was in Montreal last week and was chosen president of the newly-formed association of candy, confectionery and biscuit manufacturers.

ONTARIO

L. Summers, London, has sold to J. A. Williams.

S. Bullis, Chatham, has sold to Martin & Gross.

Frank Roberts & Son, Onoway, Alta., have sold to James Gair.

J. H. Connor has opened a new general store at Glen Huron.

R. R. Hutchison, general merchant, Greenway, has sold out.

Thorold Council raised the license fee for transient traders from \$50 to \$500.

Tieman & Edighoffer, general merchants, Dashwood, have sold to Reid, Edighoffer & Son.

J. W. Hickson, Wheatley, Ont., moved his grocery stock to Mrs. Crowther's building recently.

Clayton Orser, Picton, Ont., has purchased an interest in the Wapoos Canning Company.

Clark Cunningham, Waterford, has put on an up-to-date auto delivery wagon in connection with his grocery business.

O. Brooker, grocer, West Lorne, has purchased the grocery business of J. R. Skinner and will combine the two businesses.

R. J. Hayhoe of R. B. Hayhoe & Co., Toronto, left on Monday, for Washington, where he will spend a few weeks holidaying.

Eugene Moore, fruit broker, Toronto, left on Sunday night for California where he will holiday for the next six or seven weeks.

Will Climie, formerly of the sales staff of the Weyburn Grocery, Weyburn, Sask., has returned to the city, having completed his military duties.

Kelly & Bullock, grocers, Gananoque, have recently purchased the building belonging to Senator Taylor, that they have been occupying for some time.

Louis F. Doepel, of Hanover, has disposed of his grocery store and buildings to Peter Wallner of Hanover and F. X. Grubb of Preston, who get possession March 1st.

Ed. and W. Kirk, of Bracebridge, who conducted a grocery store in North Bay a couple of years ago, have taken over the business of Mr. Thorn Fowler, of Callander.

A stubborn blaze which broke out recently in Gibbons and Company's butcher and grocery store at 829 Yonge street, Toronto, destroyed the entire stock, valued at \$2,500.

E. G. Dunsworth, advertising manager for No Vary Products Company, Winnipeg and Minneapolis, well known throughout Western Canada as the editor of Vim, has accepted an important position in the advertising department of the Pillsbury Flour Co.

The sympathy of the trade goes out to Edward Barrett, proprietor of the C. P. R. Grocery, Galt, in the recent death of his wife on February 3rd.

Waddells Limited, jam manufacturers, Brantford, Ont., have appointed The McLay Co., Winnipeg, their representative in Manitoba and Saskatchewan.

The Owen Sound Board of Trade has elected the following officers: Hon. president, J. M. Kilbourn; president, Roland Patterson; vice-president, T. W. Douglas; secretary-treasurer, George Menzies. The newly elected president's address dealt with improvements to the transportation system, inter-switching, good roads and other matters.

The death occurred at Montreal Lake in Northern Saskatchewan, last week of J. J. Christie, factor of the Hudson Bay company at that point. Mr. Christie died of pneumonia following influenza. He had been a servant of the company for 37 years, having entered the employ of the firm at twenty years of age. Mr. Christie was due to retire on pension in the Spring and was planning on spending his declining years on a fruit farm in Florida where his family had recently gone.

ONLY PART OF INTERESTS SOLD

In a recent issue of CANADIAN GROCER, it was reported that the Tealls Stores, Ingersoll, had sold to Miles Young.

This item apparently conveyed to some the impression that the Tealls Stores had disposed of all their interests. The facts are that Mr. Young has purchased only the Thames Street store of the company in Ingersoll. The King Street store, Ingersoll, Ont., is still operated by the company, as well as two stores in Tillsonburg.

APPOINTED TRAFFIC AND SALES MANAGER

G. T. Pettegrew, who was formerly Divisional Freight Agent of the Grand Trunk at Montreal, has been appointed Traffic and Sales Manager of the Canadian Cereal and Flour Mills Company of Stratford.

BELLEVILLE MERCHANTS FAVOR DAYLIGHT SAVING

The Retail Merchants' Association of Belleville at a recent meeting passed a strong resolution favoring the re-inacting of daylight saving, urging the City Council to memorialize the Government to that effect. Sunday selling was very freely discussed and strong disapproval of the inaction of the authorities in remedying this condition was expressed. As a preliminary move tending to correct this evil a resolution was passed to be sent on to the proper authorities.

NEW WHOLESALE FIRM IN N.S.

The Atlantic Milling Co., Pictou, N.S., is branching into the grocery business in connection with their flour and grain business. Their travellers will start out on the road March 1st. The Atlantic Milling Co. have been in business for 10 years.

MEDLAND BROS EXTEND ACTIVITIES

Wholesale Grocery Firm, J. E. Adams & Co., Lindsay, Bought by Toronto House—Duncan A. Sinclair Appointed Manager

The wholesale grocery firm of J. E. Adams & Co., Lindsay, Ont., has been bought by Medland Bros., Toronto, and same will be operated as a branch of Toronto business. Duncan A. Sinclair has been appointed manager of the Lindsay business and will assume his duties about the first of March.

The retirement of J. E. Adams comes after many years' activity in and about Lindsay and has been found necessary, owing to the strain on his health. The



DUNCAN A. SINCLAIR

Appointed Manager, Medland Bros., Lindsay, Ont., Branch.

transfer really took place the first of the present year, but Mr. Adams has been in charge up until now and will see the new manager, Mr. Sinclair, installed.

Duncan A. Sinclair represented Medland Bros. in the City of Toronto for nearly eight years, leaving a few months ago to represent John Sloan & Co. in a similar capacity. His appointment then with Medland Bros., though in a new capacity now, will be more or less familiar. This is the first branch house established by this Toronto firm and it is indicated they expect to be able to increase the service which they have rendered to the surrounding territory. The staff will be maintained intact as regards the office, warehouse and travelling representatives.

VANCOUVER WHOLESALE GOES TO WINNIPEG

W. E. O. Jones, manager of the Vancouver branch of the Western Grocers Ltd., formerly Leeson, Dickie, Gross & Co., was the guest of honor at a luncheon given recently at the Citizens' Club, Vancouver, when on behalf of the wholesale

grocery trade he was made the recipient of a handsome leather travelling case. The presentation was made by J. P. D. Malkin, Mr. Jones has been at the coast for ten years and goes to Winnipeg to assume a position in the head office of the company. He was formerly engaged in the grocery trade in New Brunswick.

SILVERWOODS, LIMITED, FOR TORONTO

A. E. Silverwood, president of Silverwoods, Ltd., produce merchants, London, Ont., is in Toronto this week attending the meeting of the Canadian Produce Association. Mr. Silverwood stated to CANADIAN GROCER that arrangements are being made to enter the Toronto field, and details are now being worked out.

NORTH WEST TRAVELLERS CLAIM DAMAGES

W. R. Mulock, K.C., interviewed Crown Prosecutor R. B. Graham this morning, in connection with the loss caused the Travellers' building, Winnipeg, which, it is claimed, was damaged to the extent of \$2,000 in Sunday's riots.

Mr. Mulock is acting on behalf of the North West Travellers' Association. Compensation for the damage done to the building is sought from the perpetrators or the city.

Whether or not information will be laid against persons who took part in the riots, when Ert's establishment was wrecked, remains in the hands of the police.

It is believed that proceedings will be instituted against the city on behalf of the Travellers' Association in an effort to recover for damages caused.

NEW BROKERAGE HOUSE

D. F. McLay Opens Up at Winnipeg Under the Style of The McLay Brokerage Co.

D. F. McLay, who has been connected with the wholesale grocery business in Western Canada for the past eighteen years, has opened up as a broker under the style of The McLay Brokerage Co., with offices at 507 Confederation Life Building, Winnipeg. Mr. McLay is one of the best known men in the grocery trade in Western Canada. He started as a boy in the office of A. Macdonald Co., Kenora, Ont., and worked his way up. He was transferred to the Winnipeg office as head shipper, and later sent to Saskatoon as their manager.

After many years' experience in connection with the wholesale grocery end of the business, he resigned to go into the grocery business. He was for a time manager for the D. H. Bain Company at Regina, where he stayed for three years, and later at Edmonton, for two years. Afterwards he became connected with the W. H. Escott Company of Winnipeg, and was with them right up to the time of Mr. Escott's death.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

AS far as can be learned there has already been a considerable export business done in canned fruits, and indications are that stocks are within rather narrow compass. Canned vegetables, it is indicated, are slated for overseas also, and some sources predict a bare market in these before another pack is available. There has been some price-cutting indulged in, but this does not appear to be excessive. Stocks now, though considered ample to meet demands, are not thought overly large, and the outlook seems to be for a very good clean-up of existing supplies.

MONTREAL—Declines made during the week are those for rolled oats and oatmeal, self-raising flour, cornmeal, peas and beans, shelled peanuts, maple sugar, maple syrup and glycerine. California celery is down \$2 per crate. There is a firming of the market here for dried fruits, this being a reflection of export enquiry. That there will be shipment made of these lines as soon as shipping can be had is, it is indicated, already assured.

Teas are steady and firm, the lifting of restrictions by Holland against import being a firming factor in itself. Lamp chimneys, No. 2, are higher. There is considerable activity in raisins, and canned goods are firm, too.

TORONTO—Lower prices are again noted in respect to beans, and a general reduction of 50c per bushel has been recorded. Lima beans are down another 1/2c per pound also.

Tapioca has declined 1c per pound in some

quarters, but quotations on rice show little variation from recent low levels established.

The stronger feeling in the grain markets on oats early in the week resulted in a stiffening of prices on rolled oats in some quarters. Split peas, however, are down, and lower prices on blue peas are also quoted to the trade this week.

Higher prices on live hogs, though not yet reflected in quotations on fresh cuts of pork, may be expected to bring about a firmer schedule of quotations. Eggs are much easier this week, and butter has weakened somewhat, too, the decline in the latter being from 1c to 2c per pound. Some low prices on fish are being offered, Digbys, bloaters and smelts showing greatest change.

WINNIPEG—There is no prospect, it is thought, of an advance in Japan rice due to the shutting off of exportation. Jobbers state that it is possible there will be no more Japan rice in Canada this year. The market in Siam rice is expected to gradually decline, as it has been weakening since the signing of the armistice. Cheaper grades of rice are advancing.

Syrup is steady and no change of any kind is expected for some time. It is thought that this spring will find a scarcity of maple syrup similar to that of last spring.

Mild coffees are firm and ruling high, very little being offered. Brazil coffees are strong, and no decline is expected. Should the coffee crop exceed present estimates, which are on a basis of 50 per cent. of a normal crop, some feel that prices may be lower later in the season.

QUEBEC MARKETS

MONTREAL, Feb. 12.—A continued desire manifests itself among the trade to buy cautiously. Staple lines are selling right along, but in small volume, repeat orders being numerous. Several declines are announced and some advances, these being detailed in the market summary.

*Lamp Glasses Up;
Glycerine Down*

Montreal.

LAMP CHIMNEYS, GLYCERINE.—There has been an advance in one quar-

ter of 5c per dozen in the price of No. 2 lamp chimneys. These are quoted now at \$1.30 and \$1.35 per dozen in 3 dozen and 6 dozen cases.

Glycerine is down slightly. One ounce bottles are quoted at 95c, and were \$1.10

before, while 2 oz. are down to \$1.65 from \$1.90.

*Enough Sugar Now;
Jobbers Buy Less*

Montreal.

SUGAR.—Jobbers are very well supplied now with sugar stocks and yet they are not buying excessively. This is probably the result of a feeling that market quotations are higher, and they may decline. Not a single refiner is inclined to this belief, however, and several pointed out that there was no indication at this time of a revised basis. It is true that

delivery has been better of late, but the available shipping, in spite of declared declines in ocean freights, is held on a higher basis than recent reports indicated. There is a much improved condition as regards supplies.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 95
Iceing, barrels	10 15-10 30
Iceing (25-lb. boxes)	10 55-10 70
Iceing (50-lb. boxes)	10 35-10 50
Do., 1-lb.	11 06
Yellow, No. 1	9 75-9 55
Yellow, No. 2 (Golden)	9 45-9 55
Yellow, No. 3	9 35-9 45
Powdered, barrels	10 05-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55-10 65
Do., 50-lb. boxes	10 65-10 75
Do., 25-lb. boxes	18 85-10 95
Do., 2-lb. pack	11 95-12 05
Paris lumps, barrels	- 10 55
Paris lumps (100 lbs.)	- 10 65
Paris lumps (50-lb. boxes)	- 10 75
Paris lumps (25-lb. boxes)	- 10 95
Paris lumps (cartons, 5-lb.)	- 11 70
Do., (cartons, 2-lb.)	- 12 45
Crystal diamonds, barrels	- 10 55
Crystal diamonds (boxes 100 lbs.)	- 10 65
Crystal diamonds (50-lb. boxes)	- 10 75
Crystal diamonds (25-lb. boxes)	- 10 95

Jobber Shipments of Canned Goods

Montreal.
CANNED GOODS.—Even some of the jobbers have been able to secure orders for various supplies of canned goods, and some thousands of cases have already gone forward from them on European account. There is a fair movement here. It transpires also that packers here have been asking for options from the jobbing trade on any surplus of certain canned goods that they might wish to dispose of.

"Clover Leaf," 1/2-lb. flats	2 45
Sovereign, 1-lb. flats	4 62 1/2
Do., 1/2-lb. flats	2 30
1 lb. talls, cases 4 doz., per doz.	4 50 5 00
1/2 flats, cases 8 doz., per doz.	1 50 2 00
Chums, 1-lb. talls	2 05 2 15
Do., 1/2-lb. flat	1 20 1 25
Pinks, 1-lb. flat	2 25
Pinks, 1-lb. talls	2 65 2 75
Pale, 1/2-lb. doz.	1 37 1/2
Pinks, 1/2-lb. doz.	1 62 1/2
Cohoes, 1-lb. talls	4 35
Cohoes, 1-lb. flats	2 25
Herrings (tomato sauce), doz.	2 25 2 50
Haddies (lunch) (1/2-lb.)	1 00
Red Springs, 1-lb. talls	4 00 4 60
Red Springs, 1/2 lb.	2 45
White Springs (1s)	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Pilchards, 1-lb. talls	1 90 2 00
Whale Steak, 1-lb. flat	1 90
Canadian sardines (case)	6 75 7 00
Norwegian sardines, per case of 100 (1/4s)	22 00 20 00
Lobsters, 1/2-lb. doz.	2 25
Do., 1/2-lb. tins, doz.	3 60 3 75
Do., 1-lb. talls	6 90 7 00
Do., 3/4-lb. doz.	6 00
Do., 1-lb. flats	7 00
Sardines (Amer. Norweg'n style)	14 50
Sardines—Canadian brands (as to quality), case	6 40 16 50
Sardines, French	32 00
Scallops, 1-lb., doz.	3 25
Scotch Snack, No. 1, dz., Montreal	2 50
Do., Eastern trade	2 65
Do., Winnipeg and Western	2 85
Scotch Snack, No. 2, doz.	4 50
Shrimps, No. 1	2 25 2 50
Crabs, No. 1 (cs 4 doz.)	6 75
Canned Vegetables and Fruits—	
Asparagus (Amer.) mammoth green, doz.	4 00
Tomatoes, 1s	0 95
Tomatoes, 2s	1 25
Tomatoes, 3s	1 85 2 02 1/2
Tomatoes, U.S. pack, 2s	1 40 1 50
Tomatoes, 2 1/2s	1 90 1 92 1/2

Tomatoes, gallons	6 00 7 05
Peas, standards	1 45 1 47 1/2
Peas, early June	1 57 1/2 1 60
Peas, extra fine, 2s	2 35
Do., fancy, 20 oz.	1 57 1/2
Specialties	Per gal.
Olive oil (pure), 1 gal. tins	7 50
Do., 1/4 gal. tins	8 00
Do., 5 gal. tins	7 00
Tomato Paste, 100 tins (case)	32 00
Do., 200 tins (case)	33 00
Do., 12-10 lbs.	39 00
Salad oil (bbls. 50 gals.), gal.	2 50
Olives (in bls. 49 wine gals.), gal.	1 35
Olives, Queen, gal.	1 45

Fifty Cent. Drop in Bean Market

Montreal.
BEANS.—The market is still a declining one and prices are down again fifty cents per bushel all around. Peas also are lower.

Peas—	
Canadian, hand-picked, bush.	5 00 5 40
British Columbia	5 50 6 10
Brown Beans	5 50
Japanese	6 00 6 50
Yellow Eyes	6 50 7 00
Rangoon beans, per bushel	5 50 6 00
Lima, per lb.	0 17 0 19
Kidney beans	7 50 8 00
Peas, white soup, per bushel	3 00 3 50
Peas, split, new crop, per lb.	0 06 1/2 0 07
Peas (blue)	0 08 0 09
Barley (pot), per bag 98 lbs.	6 50
Barley, pearl, per bag 98 lbs.	7 50 8 25

Molasses Weaker; May Go Down

Montreal.
MOLASSES, SYRUPS.—There has developed, within the past few days, a slight weakness in the molasses market, and a decline of three or four cents per gallon is hinted at. In the meantime the trade is well supplied and there is some buying, though this is for limited lots.

Cane and corn syrups are also selling only moderately, but the basis is held steady and unchanged.

Corn Syrup—	
Barrels, about 700 lbs.	0 06 3/4
Half bbls.	0 07
Kegs	0 07 1/4
2-lb. tins, 2 doz. in case, case	4 55
5-lb. tins, 1 doz. in case, case	5 15
10-lb. tins, 1/2 doz. in case, case	5 85
20-lb. tins, 1/4 doz. in case, case	5 80
2-gal. 25-lb. pails, each	2 00
3-gal. 38 1/2-lb. pails, each	3 15
5-gal. 65-lb. pails, each	5 25
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 05
5-lb. tins, 1 doz. in case, case	5 65
10-lb. tins, 1/2 doz. in case, case	5 35
20-lb. tins, 1/4 doz. in case, case	5 30
Cane Syrup (Crystal Diamond—	
2-lb. tins, 2 doz. in case, per case	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 80

Barbadoes Molasses—	Island of Montreal
Punchoons	1 05 1 08
Barrels	1 08 1 11
Half barrels	1 10 1 13
For outside territories prices range about 3c lower.	

Rice Uncertain; Selling Light

Montreal.
RICE, TAPIOCA.—Although the market is unsettled, there have been no price changes for rice. Values in the Far East have been firmer and advances have been made from time to time in recent weeks on various grades. Then ocean rates declined. However, importers claim that there has been a scarcity of shipping, and outlook is just a little uncertain now.

Ice Drips—Japan (per 100 lbs.)	11 25
Carolina	12 50 15 00 16 50
Siam, No. 2	9 00 9 75
Siam (fancy)	10 50 11 00
Rangoon "B"	8 70 9 35
Rangoon CC	8 40 8 85
Mandarin	10 00
Pakling	8 60 8 70
Tapioca, per lb. (seed)	0 13 0 14
Tapioca (Pearl)	0 13 0 14
Tapioca (flake)	0 12 1/2

Peanuts Are Down; Imported Walnuts 86c

Montreal.
NUTS.—Shelled walnuts may now be imported, the embargo being again lifted, but at the latest price basis available, it will cost 86c per lb. to import them, duty paid. Supplies on spot here are selling at around 73-75c in some quarters.

Shelled peanuts are somewhat lower in price and as the supply is good there may be a tendency to easier prices on these.

Almonds (Tara), per lb.	0 28 0 32
Almonds (shelled)	0 50 0 55
Almonds (Jordan)	0 70
Brazil nuts (new)	0 25 0 30
Brazil nuts (med.)	0 15 0 17
Filberts (Sicily), per lb.	0 20 0 25
Filberts, Barcelona	0 24 0 25
Hickory nuts (large and small), lb.	0 10 0 15
Peanuts (roasted)—	
Extra large	0 20 0 21
Large	0 16 0 20
Medium	0 14 0 16
Shelled, No. 1 Spanish	0 16 0 16 1/2
Salted Spanish, per lb.	0 23 0 24
Shelled, No. 1 Virginia	0 15 0 15 1/2
Do., No. 2	0 14
Peanuts (salted)—	
Fancy wholes, per lb.	0 40
Fancy splits, per lb.	0 35
Salted Spanish, per lb.	0 25 0 27
Pecans (new Jumbo), per lb.	0 28 0 32
Pecans, large, No. 2, polished	0 28 0 32
Pecans, New Orleans, No. 2	0 31 0 34
Pecans "paper shell," extra large Jumbo	0 60
Walnuts (Grenoble)	0 29 0 35
Walnuts (new Naples)	0 16 0 18
Walnuts (shelled)	0 80-0 85-0 95
Walnuts (Spanish)	0 30 0 33

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

Dried Fruits Firm; Peaches in Demand

Montreal.
DRIED FRUITS.—Export enquiry has served to make the market a firmer one here, and the same condition seems to obtain in the States. In fact, one large jobber stated that the domestic markets were being depleted in a general way of some grades of prunes. Apricots, peaches and pears are all in demand for export, and as shipping is available there may be a more decided shortage than has existed for some time. Local selling is fair, raisins moving very freely.

Apricots—	
Choice	0 26 0 28
Slabs	0 24 1/2 0 25
Fancy	0 30
Apples (evaporated)	0 16 0 18
Peaches (fancy)	0 21 0 23
Faced	0 19
Choice	0 20 0 24
Extra choice	0 21 0 24
12 oz., per pkge.	0 16 0 18
Pears	0 24 0 25
Drained Peels (old)—	
Citron	0 46
Lemon	0 40
Orange	0 41 0 43
Drained Peels (new)—	
Lemon	0 40 0 41
Orange	0 42 0 43
Citron	0 47 0 48
Cut mixed (1-lb. cartons), doz.	4 10 4 30
In 36 ls. case	12 75
Cut, 10-lb. boxes (lb.)	0 48
Raisins—	
Malaga, table box of 22 lbs., 3-crown cluster.	

\$5.50; 4-crown cluster, \$6.50-\$6.75; 5 crown, \$7.50; 6 crown cluster, \$7.00-\$8.75.

Muscadels, loose, 2-crown	0 14	
Muscadels, loose, 3-crown, lb.	0 15	
Malaga Raisins (5½-lb. boxes), 3 cr.	1 75	
Do., 4 cr.	2 00	
Do., 5 cr.	2 25	
Do., 6 cr.	2 75	
Cal. seedless, cartons, 16 oz.	0 14½	0 15½
Fancy seeded, 16 oz. pkgs.	0 14	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
Choice seeded, 12 oz.	0 10½	0 11½
Valencias, selected	0 11½	0 12½
Valencias, 4-crown layers	0 11½	0 12½
Sulfurias (bleached) 50-lb. boxes	0 10½	0 20
Currants, old pack., 15 oz.	0 29	0 31
12 oz.	0 28	0 24
50-lb. boxes, loose	0 28	0 32
Cartons	0 22	0 24
15 oz. pkgs.	0 23	0 24
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscadels, 4-crown, lb.	0 13	
Prunes—		
Santa Clara	0 80-0 90-0 15	
California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s	0 14½	0 14½
90-100s	0 13	0 14
20-30s	0 25	0 25
30-40s	0 20	0 20
25-lb. cases, 50-60s	0 18	0 20
50-70s	0 16	0 17
70-80s	0 15	0 16
80-90s	0 14	0 15½
90-100s	0 13	0 14
100-120s	0 10½	0 11½
Oregon, 30-40s	0 18½	0 18½
50-60s	0 17½	0 17½
60-70s	0 17½	0 17½
70-80s	0 16½	0 16½

**Spices Are Quiet
But Very Firm**

Montreal.

SPICES.—The undertone of spices is a decidedly firm one, even though selling is reported light. The importing price on most lines is very high, and local importers feel that the basis existing at present is lower than primary markets justify.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia (pure)	0 35	0 37
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	0 30	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 60
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 30	
Cardamon seed, per lb., bulk	2 00	
Carraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.	0 30	0 30
Cinnamon, per lb.	0 25	0 25
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded cocconut, in palls	0 21	0 23

Pimento, whole 0 20 0 22
For spices packed in cartons add 3¼ cents a lb. and for spices packed in tin containers add 10 cents per lb.

**Maple Sugar 28-30c;
Steady Honey Sales**

Montreal.

MAPLE PRODUCTS, HONEY.—While the maple sugar and syrup stocks are not large, there is a tendency to offer a somewhat lower basis here and there, and quotations are rather nominal at 28-30c per pound.

Honey is in favor all around and will soon sell even more actively. For the Lenten season is one in which honey sales figure large and supplies will be drawn upon more largely in the next few weeks.

Maple Syrup—

10-lb. cans, 6 in case, per case	\$15 10
5-lb. cans, 12 in case, per case	17 10
2½-lb. cans, 24 in case, per case	18 50
Maple Sugar (nominal)	0 28 0 30

Honey, Clover—

Comb (fancy)	0 30
Comb (No. 1)	0 28
In tins, 60 lbs.	0 26
30-lb. palls	0 27
10-lb. palls	0 28
5-lb. palls	0 28
Honey—Buckwheat, tins or bbls.	0 23

**Steady Coffee Basis;
Sales Are Small**

Montreal.

COFFEE.—The market is a steady one, but there has been no change in the basis of the various grades. Seasonable demand is met with average good stocks, although colder weather conditions might make an improvement. There is a fair amount of sale all around for cocoa; in fact, one importer stated this as being excellent.

Coffee, Roasted—

Bogotas, lb.	0 38	0 41
Jamaica, lb.	0 31	0 34
Maracaibo, lb.	0 33½	0 36
Mocha (types)	0 37	0 41
Mexican, lb.	0 37	0 39
Rio, lb.	0 30	0 32
Santos, Bourbon, lb.	0 34	0 36
Santos, lb.	0 33	0 35
Cocoa—		
Bulk cocoa, 200-lb. bbls. (lb.)	0 24	
Do., 100-lb. bbls. (lb.)	0 25	
Do., 50-lb. cans (lb.)	0 26	

**Embargo Removal
May Firm Teas**

Montreal.

TEAS.—The removal a few days ago of the embargo against import of teas

into Holland will have the effect of firming tea markets, it is expected. The basis for Ceylons and Indias is expected to firm somewhat, and, of course, Japans are firm.

Considerable enquiry is being made for stocks now and the outlook is much better. Stocks in distributors' hands are very probably becoming smaller, and buying will develop in a larger sense in the coming weeks.

Ceylon and Indias—

Pekoe, Souchongs, per lb.	0 47	0 40
Pekoe, per lb.	0 51	0 54
Orange Pekoes	0 55	0 57
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		
Orange Pekoes	0 46	0 49

**Wheat Flours Lag;
Feeds Are Easy**

Montreal.

FLOUR AND FEED.—While there is no change in the flour market, quatably, the state of trade is particularly quiet. Changes may come if the present stoppage of shipment to overseas points is maintained, for the mills are able to operate only on short time, and then at a loss, for the absorption of flour is so light as to take but a limited part of the production.

Feeds are ruling easy, that is, the special kinds, but changes have not yet been made. Feed oats have declined and are quoted here at 80c to 85c.

Wheat Flours—

Mixed car lots on track	11 25
Straight car lots on track (minimum 50,000 lbs.), to bakers	11 25
Add 20c for delivery for small lots.	
Shorts, car lots on track	42 25
Bran, per ton, car lots on track	27 25
Crushed oats	52 00 53 00
Barley chop	47 00 55 00
Gluten feed (23% protein)—	
F.O.B. Cardinal	60 00
F.O.B. Ft. William	55 00
Feed oats, per bushel (as to grade)	0 80 0 85

**Special Flour Less;
Cornmeal, Rolled Oats**

Montreal.

CEREALS.—The undertone of the cereal market is weaker, and rolled oats, oatmeal and cornmeal have declined. This is a result of lower grain markets, and also is prompted by the effort to

FLASHES FROM THE WEEK'S MARKETS

Lower prices on new-laid eggs are again in evidence. Madame Hen is reported to be working overtime these fine days.

Beans have again tumbled 50c per bushel. Some sources quote what they term a prime white bean at \$3.00.

Tapioca is down 1c to 13c per pound this week.

Clover honey in 10-lb. tins is being offered at 25c per pound. Buckwheat honey in 60-lb. tins is lower, too, at 21c per pound.

Lima beans dropped ½c to 14c per pound in some quarters.

Butter is somewhat easier and declines of from 1c to 2c per pound have been reported.

Rolled oats advanced slightly in some quarters this week.

Prices on Dromedary and Excelsior dates have been named. In 3-dozen cases the prices are \$8.00 and \$7.00 per case respectively.

Seeded raisins in 15-oz. packages are being quoted at 13c per package.

Feed oats have declined on Montreal market, being quoted at 80c to 85c.

make sales larger, for there is an unquestionably light buying. Self-raising flour is down, too, and the whole tendency of the market is on the weak side.

Self-raising Flour—

3-lb. pkgs., doz.	2 85
5-lb. pkgs., doz.	5 60
Cornmeal, Gold Dust	5 00 5 40
Cornmeal	3 50 4 50
Barley, pearl	5 50 6 25
Barley, pot, 98 lbs.	3 90 4 25
Barley (roasted)	7 50
Buckwheat flour, 98 lbs. (As to grade)	6 75 7 00
Cornflour, white	5 00 5 10
Rice flour	3 75 9 00
Hominy grits, 98 lbs.	5 75 6 50
Hominy, pearl, 98 lbs.	6 75 7 00
Graham flour	5 75
Oatmeal (standard-granulated and fine)	4 75 4 90
Oatmeal (packages) fine cut.	5 70
Peas, Canadian, boiling, bush.	4 00 5 50
Split peas (per 100 lbs.)	6 50 7 00
Rolled oats, 90-lb. bags	4 25 4 30
Rolled oats (family pack.), case	5 00 5 50
Rolled oats (small size), case	1 90 2 00
Rolled wheat (100-lb. bbls.)	7 10 8 00
Rolled Wheat—	
Packages, 36 in case	6 00
Packages, 20 in case (family pack.)	5 80
Rye flour (Can.), 98 lbs.	5 75 6 25
Tapioca flour, lb.	0 15 0 16

Vegetables Steady; Celery Down \$2.00

Montreal.
VEGETABLES.—The sale of green and other vegetables here is now quite limited and buyers are not stocking up. Potatoes are held on the same basis and the only change is that for California celery, which is quoted down \$2 at \$11-\$13 per crate.

Artichokes (bag)	2 25
Beans, new string (American) basket	5 00
Beets, bag	0 75 1 00
Brussels Sprouts, quarts	0 20
Brussels Sprouts (doz.)	1 00
Cucumbers, Boston (doz.)	6 00
Cauliflower (imported), doz.	3 50
Cabbage, bbl.	1 50
Carrots, bag	0 75 1 00
Celery (Montreal), doz.	1 00
Celery, California (6-7 doz.)	11 00 12 00
Horseradish, lb.	0 20
Lettuce (curly), box (3-4 doz.)	2 50
Celery, California (6-7 doz.)	13 00
80 lb. Ainslie	0 28
12 oz.	0 26
Do., new	0 32
Cal. currants (loose)	0 18 0 22
Cal. "Kurrants," 15 oz. pkge	0 20 0 22
Dates, Excelstor, per case (36-10s)	7 50 7 92
Do., Dromedary (36-10 oz.)	8 00-8 50-8 64
Packages only, Excelstor	0 20
Packages only	0 19 0 20
Do., Dromedary	0 22
Figs (new), 100 to case	11 00
Figs (laver), 10-lb. boxes	1 90 2 75
Figs (mats)	0 16 0 18

ONTARIO MARKETS

TORONTO, Feb. 12.—Lower prices have been named on beans again, and some sources report a decline of 1c per pound in tapioca. There is some shading of prices on honey reported. Rice flour, split peas and blue peas have sagged, and rolled oats are hard to determine, but show weaker tendencies. A very fair business is being done, and the trade seem to note a better feeling now existing.

New Developments Lacking in Sugar

Toronto.
SUGAR.—There have been no particularly new developments in regard to the sugar situation during the past week. The trade are buying just what they require, but the orders are coming through quite steadily, which would indicate a

Figs, Fancy Cal. White (Choice)—

Pkgs. 14 ea. (18 pkgs.)	1 75
Pkgs. 10 ea. (12 pkgs.)	1 45
Lettuce, Boston, box	4 00
Leeks	3 50
Mint	0 50
Mushrooms, lb.	1 25
Bakket (about 3 lbs.)	3 00
Onions, Can., bag (75 lbs.)	1 50 2 00
No. 1 Yellow (75 lbs.)	1 50 1 75
No. 1 Red (75 lbs.), crate	1 50 1 75
Onions, Spring (Imported), doz.	0 40 0 50
Oyster Plant	0 50
Parsnips, bag	1 50
Parsley (Canadian)	0 50
Potatoes, Montreal new (90-lb. bag)	1 60 1 75
Potatoes (New Brunswick), bag	1 90
Potatoes (sweet), hamper	3 50 4 00
Romans	0 50
Sprinch, box	1 00
Spinach, bbls.	4 00
Turnips, per bag, Montreal	1 50
Turnips, Quebec	1 75
Tomatoes (hothouse), lb.	0 40
Tomatoes, crates	10 00
Watercress (Can.)	0 50

Citrus Fruit Sells At Fair Prices

Montreal.
FRUITS.—There is a considerable volume of business for oranges and lemons, and also for grapefruit. This is the result of the more favorable basis that has been reached on these, and there will continue to be a good movement, it is expected.

For other lines there is a fair demand, apples being in demand, but selling more to those who can afford to pay the high prices.

Apples—

Baldwins, No. 1	8 00 10 00
Blenheims	5 00 5 50
Greenings	8 00 10 00
McIntosh Reds (best)	8 50 10 00
Gravensteins, No. 1	4 50 5 50
Spy's	8 00 10 00
Russets	8 00
Kings, No. 1	8 00 10 00
Do., No. 2	8 00
Wagners	8 00
Apples (in boxes)	3 50 3 75
Bananas (fancy large), bunch	4 50 4 90
Cranberries, bbl.	20 00 25 00
Do., gal.	1 00 1 25
Grapes—	
Spanish Almeria, keg (heavy)	9 00
Do., (med.)	7 50 8 00
Emperor, keg	7 50
Grapefruit (fancy Porto Rico)	5 50 6 00
Lemons (fancy new Malagas)	6 00
Lemons (California)	5 25 5 50
Pears, Cal., eating, small box	4 00
Pears, California (110 size)	5 50
Oranges, Porto Rico	4 50 5 00
Oranges, Florida	5 00
Oranges, Calif. (200 size)	6 00 6 50
Oranges, Calif. (100-126)	5 50
Oranges (Mexican)	5 00

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's granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Drop Shipments Tobacco Changed

Toronto.
TOBACCO.—It is understood that on Empire tobaccos, drop shipments are now subject to the following conditions: drop shipments on 100 pounds, one brand or assorted, 2 cents per pound allowed, jobber to prepay freight; the 2 cents per pound is to be shown on the jobbers' invoice to customer.

Another line of peanut butter has been revised downward this week, the change being made this time in the McLaren's Imperial, which in pails of 24 pounds is quoted at 23 cents and in pails of 15 pounds at 24 cents per pound.

Molasses Quiet; Syrups Steady

Toronto.
MOLASSES, SYRUPS.—There is only a fair movement to the trade at the present time, and no further change is expected in molasses for the immediate future. Aunt Dinah molasses, cases of 36, No. 1/2's, are being quoted at \$3.25 per case or \$1.15 per dozen in some quarters.

There have been no further developments in regard to corn syrup and prices are steady at changes recorded last week.

Corn Syrups—

Barrels, about 700 lbs., yellow, per lb.	\$0 06 3/4
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/4c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	5 05
Cases, 5-lb. tins, white, 1 doz. in case	5 65
Cases, 10-lb. tins, white, 1/2 doz. in case	5 35
Cases, 2-lb. tins, yellow, 2 doz. in case	4 55
Cases, 5-lb. tins, yellow, 1 doz. in case	5 15
Cases, 10-lb. tins, yellow, 1/2 dz. in case	4 85
Cane Syrups—	
Barrels and half barrels, lb.	0 08
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/4c over bbls.	
Cases, 2-lb. tins, 2 doz. in case	7 00
Molasses—	
Fancy Barbadoes, barrels	1 05 1 10
Choice Barbadoes, barrels	0 95 1 00
West India, bbls., gal.	0 44
West India, No. 10, kegs	6 50
West India, No. 5, kegs	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes	5 20
Tins, 2-lb., baking grade, case 2 doz.	5 50
Tins, 3-lb., baking grade, case of 2 doz.	7 40
Tins, 5-lb., baking grade, case of 1 doz.	
Tins, 10-lb., baking grade, case of 1/2 doz.	
West Indies, 1 1/2s, 48s	6 95

Some Export Canned Fruits; Vegetables Too?

Toronto.
CANNED GOODS.—Dealers generally seem to feel that the market on canned

good healthy condition in the trade. There has been no change in price, and there does not seem to be any immediate prospect that lower levels will be reached.

Atlantic, extra granulated	\$10 27
St. Lawrence, extra granulated	10 27
Acadia Sugar Refinery, extra granulated	10 27
Can. Sugar Refinery, extra granulated	10 27
Dom. Sugar Refinery, extra granulated	10 27
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion; Granulated, advance over	

goods is going to hold very firm. In spite of this there is a great deal of talk of some price cutting going on, but it is hard to trace this definitely.

As far as can be learned there has been considerable export business done in canned fruits, and it seems more than likely canned vegetables may move out pretty freely too. If this is the case, it would look as though stocks of both lines will be cleaned up pretty well before a new pack is available.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, 1/2s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., 1/2s, doz.	1 35	1 50
Cohoos, 1/2-lb. tins	1 35	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s, dozen	2 30	2 35
Lobsters, 1/2-lb., doz.	3 75	3 75
Whale Steak, 1s flat, doz.	1 75	1 90
Filchards, 1-lb. talls, doz.	1 90	2 15
Canned Vegetables—		
Beets, 2s.	1 90	2 30
Tomatoes, 2 1/2s	1 75	1 75
Peas, standard	1 50	1 95
Peas, early June	1 67 1/2	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42 1/2	3 45
Asparagus butts	2 00	2 02 1/2
Corn, 2s, doz.	2 40	2 60
Pumpkins, 2 1/2s		
Spinach, 2s, doz.	1 90	1 90
Do., 2 1/2s, doz.	2 52 1/2	2 55
Do., 10s, doz.	7 55	7 57 1/2
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02 1/2
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	2 67 1/2
Do., standard, 10s, doz.	4 50	4 52 1/2
Peaches, 2s	2 35	2 37 1/2
Pears, 2s	1 97 1/2	2 22 1/2
Plums, Lombard, 2s	2 17 1/2	2 37 1/2
Plums, Green Gage	4 50	4 50
Raspberries, 2s, H.S.	4 50	4 50
Strawberries, 2s, H.S.	2 10	2 35
Blueberries, 2s	3 40	3 45
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each	0 84	0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	0 98	0 98
Gooseberry, 4s, each	0 84	0 84
Peach, 4s, each	0 82	0 82
Red currants, 16 oz., doz.	3 45	3 45
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10
Prices on Dates		
<i>Named to Trade</i>		
Toronto.		
DRIED FRUITS.—There has been nothing of particular interest developed in regard to dried fruits this week. Excelsior dates which arrived last week are being quoted at \$7.00 per case of 3 dozen and the Dromedary dates at \$8.00 per case of three dozen. Seeded, 15 oz. packets of raisins are being quoted at 13 cents per package in some quarters.		
Apples, evaporated, Ontario	0 16 1/2	0 17
Apricots, unpitted	0 16 1/2	0 16 1/2
Do., fancy, 25s	0 30	0 30
Do., choice, 25s	0 23	0 27
Do., standard, 25s	0 22 1/2	0 26
Candied Peels, American—		
Lemon	0 43 1/2	0 43 1/2
Orange	0 45 1/2	0 45 1/2
Citron	0 53	0 53
Currants—		
Grecian, per lb.	0 26	0 28
Australians, re-cleaned, lb.	0 30	0 30
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case	7 00	7 00
Dromedary dates, 3 doz. in case	8 00	8 00
Figs—		
Taps, lb.		
Malagas, lb.		
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case	6 00	6 00

Cal., 8 oz., 26s, case	3 25	3 25
Cal., 10 oz., 12s, case	2 25	2 25
Prunes—		
30-40s, per lb.	0 18	0 18
40-50s, per lb.	0 19	0 19
50-60s, per lb.	0 16 1/2	0 18
60-70s, per lb.	0 16	0 17
70-80s, per lb.	0 14 1/2	0 16
80-90s, per lb.	0 13 1/2	0 14 1/2
90-100s, per lb.	0 11 1/2	0 12 1/2
100-120s, per lb.	0 09 1/2	0 10 1/2
Peaches—		
Standard, 25-lb. box, peeled	0 24	0 24
Choice, 25-lb. box, peeled	0 25	0 25
Fancy, 25-lb. boxes	0 22	0 22
Practically peeled, 25-lb. boxes	0 22 1/2	0 22 1/2
Extra choice, 25-lb. box, peeled	0 26	0 26
Raisins—		
California bleached, lb.	0 17	0 17
Extra fancy sulphur bleached, 25s	0 17	0 18
Seedless, 15 oz. packets	0 14 1/2	0 14 1/2
Seeded, fancy, 1-lb. packets	0 15 1/2	0 16
Seeded, 15 oz. packets	0 13	0 15
Seedless, Thompson's, 25s	0 14	0 16
Seedless, 16-oz. packets	0 15	0 16
Do., Bakers, Thompsons	0 16	0 17 1/2
Do., Bakers, Thompsons, 50s	0 15	0 16
1 Crown Muscatels, 25s	0 13	0 13

Better Feeling
Noted in Teas

Toronto.
TEAS.—Whereas the movement is not considered heavy the trade as a whole seem to feel that there is a better enquiry for teas and these are developing into orders. It would appear that stocks are being cleaned up fairly well, and the tendency is to hold out for firmer prices on offerings that are made at the present time.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 54	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	0 50	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Coffee Rules with
Strong Undertone

Toronto.
COFFEE.—Dealers feel that the time is not far distant when they will have to advance the price of coffee. The primary markets are very firm and there is no indication that these are going to sag. This being the case, it follows that quotations here will have to be revised to higher levels. Business coming to hand represents a fair total.

Java, Private Estate	0 45	0 45
Java, Old Government, lb.	0 38	0 40
Bogotas, lb.	0 37	0 38
Guatemala, lb.	0 36	0 37
Maracaibo, lb.	0 34	0 35
Mexican, lb.	0 33	0 39
Jamaica, lb.	0 33	0 34
Blue Mountain Jamaica	0 48	0 48
Mocha, lb.	0 38	0 39
Mocha, Arabian, lb.	0 40	0 40
Rio, lb.	0 27	0 32
Santos, lb.	0 22	0 33
Santos, Bourbon, lb.	0 34	0 36
Ceylon, Plantation, lb.	0 39	0 39
Chicory, lb.	0 30	0 33
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 20	0 24

Spice Markets
Maintain Steadiness

Toronto.
SPICES.—Steadiness generally marks the situation in spices. Peppers are higher to import than present spot prices and there is some export demand which may eventually work out in orders. There

is some talk of further import duties being levied on spices by the United States Congress at a special session to be called later to act on reconstruction problems arising out of the war. The question of revenue to meet the expenses of the war must be considered although the consensus of opinion is that it is only remotely possible imported foodstuffs will come in for special taxation.

Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 65	0 80
Ginger	0 30	0 45
Herbs—sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 42	0 44
Peppers, white	0 49	0 53
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	0 55	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole	0 75	0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 70	0 75
Tumeric	0 30	0 30
Cream of Tartar—		
French, pure	0 90	1 00
American high test		
2-oz. packages, doz.	2 00	2 00
4-oz. packages, doz.	3 50	3 50
8 oz. tins, doz.	6 75	6 75
Tartarine, barrels, lb.	0 21	0 21
Do., 8 oz., doz.	1 75	1 75
Do., 16 oz., doz.	3 25	3 25

Peanuts Easier
at Primary Points

Toronto.
NUTS.—The New York market reports a little easier feeling in peanuts, Jumbo being down about 1 cent and fancy about 1/2 cent per pound. However, this has not affected the situation locally to any appreciable extent. As far as the other lines are concerned there is no material change. Walnuts are very firm and it seems difficult to secure shipments from France. There is a little hesitancy on the part of buyers going into the market at the present high levels.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	0 08	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 28	0 30
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 19	0 20
Pecans, lb.	0 30	0 30
Cocoanuts, Jamaica, sack	7 50	7 50
Peanuts, Jumbo, roasted	0 20	0 21
Brazil nuts, lb.	0 30	0 32
Shelled—		
Almonds, lb.	0 45	0 50
Filberts, lb.	0 38	0 45
Walnuts, lb.	0 78	0 80
Peanuts, Spanish, lb.	0 16	0 17
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	0 85	0 85

Sagging Market
Prevails in Beans

Toronto.
BEANS.—A further lowering of values on beans is noted this week. Ontario 1 to 2 lb. pickers are quoted down to \$4.00 and hand picked at \$4.50 per bus. Some factors are quoting what they term a prime white bean at \$3.00 per bushel. Limas are also easier quotations in some quarters, being down to 14 cents per pound.

Ontario, 1-lb. to 2-lb. pickers, bu.	\$ 4 00	\$ 4 00
Do., hand-picked	4 50	4 50
Japanese Kotonashi, per bush.	5 50	5 50
Rangoons, per bushel	3 75	3 75
Limas, per pound	0 14	0 14 1/2

Tapioca Down 1c; Rice Unchanged

Toronto.
RICES.—There have been no particularly new developments in regard to rices this week. Stocks, whereas not considered very heavy, are ample for the immediate requirements of the trade. Tapioca seems to be a little bit firmer in United States markets but locally prices have dropped 1c a pound to 13c in some quarters. White sago is down in line with tapioca at 13c per pound also.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 50	13 50
Honduras, fancy, per 100 lbs.	10 50	11 00
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	8 75	9 00
Do., Simiu	11 00	
Do., Mujin, No. 1	10 50	
Do., Pakling	10 00	
Tapioca, per lb.	0 13	0 14½
White Sago	0 13	0 14½

Package Goods Hold Steadily

Toronto.
PACKAGE GOODS.—The situation in package goods is unchanged. Cereals are holding their own, and the quotations reached on starch last week are being maintained. The demand for all lines is fairly good.

PACKAGE GOODS		
Rolled Oats, 20s round, case	55 60	
Do., Do., 20s square, case	5 60	
Do., Do., 36s, case	4 00	
Do., Do., 18s, case	2 00	
Corn Flakes, 36s, case	4 00	4 25
Shredded Wheat, 36s, regular, case	4 50	
Porridge wheat, 36s, regular, case	6 00	
Do., Do., 20s, family, case	5 80	
Cooker Package Peas, 36s, case	4 35	
Wheat Flakes, 24s	5 20	
Cornstarch, No. 1, lb. cartons	0 11¼	
Do., No. 2, lb. cartons	0 10¾	
Laundry Starch, in 1-lb. cartons	0 11¼	
Do., Do., in 6-lb. tin canisters	0 12¾	
Do., Do., in 6-lb. wood boxes	0 12¾	
Potato Flour, in 1-lb. pkgs.	0 20	

Little Activity in Honey, Maple Syrup

Toronto.
HONEY, MAPLE SYRUP.—Honey is undoubtedly very dull, and there does not seem to be any buying interest manifest in any quarter. Lower prices have been named on buckwheat honey at 21c in some quarters. Clover honey in 10 lb. tins is being quoted by some dealers at 25c per pound.

Maple syrup is in much the same position, but already buyers are looking forward with anticipation as to what the new run may be. It is still a little too early to gauge what may be expected.

Honey—		
Clover, 2½-lb. tins	0 29	0 30
5-lb. tins	0 28	0 29
10-lb. tins	0 25	0 28
60-lb. tins	0 26	0 27
Buckwheat, 60-lb. tin, lb.		0 21
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.		3 00
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case	15 10	
No. 2, 5-lb. tins, 12 to case	17 10	
No. 3, 2½-lb. tins, 24 to case	18 50	
No. 3, 32-oz. bottles, 24 to case	16 70	
Gallon tins, Imperial, per gal.		2 25
5-gallon tins, Imperial, per tin		10 50
Barrels, 25 or 40 Imp. gals., gal.		2 00

Oranges Firmly Held; More Activity

Toronto.
FRUITS.—There is a somewhat firmer

feeling in regard to oranges at primary points, but this is not shown yet in any change in price. Locally the situation seems much improved in as far as the demand is concerned. Buyers seem to be in the market for a little more of the fruit and wholesalers and retailers are in turn sending same out through to consuming channels. The position of grape fruit is one of strength. Supplies coming through are ample to take care of the demand and prices have held at firm levels. A car of California pears is reported as having arrived, these being quoted at \$5.50 per case.

Apples—		
Do., B.C., McIntosh Reds, box	3 00	
Do., B.C. Jonathans, box	3 00	
Do., Winesap Beauty, box	3 25	3 50
Do., Winesaps, box	3 25	4 00
Do., Spys, box	2 25	3 25
Do., Greenings, box	2 15	2 25
Do., Baldwins, box		2 00
Do., in Barrels, No. 1	No. 2	No. 3
Greenings	7 00	6 50
Baldwins	7 50	7 00
Spys	8 00	7 00
Bananas, per lb.		0 07
Grapes—		
Do., Malagas, bbl.	13 00	14 00
Grapefruit—		
Florida, 46s	5 00	5 50
Do., 54s	5 00	5 75
Do., 64s	5 25	6 00
Do., 70s, 80s, 96s, 126s	5 75	6 00
Oranges—		
California navel, 100s	4 75	
Do., 126s	5 00	
Do., 150s	5 00	5 25
Do., 176s	5 25	5 50
Do., 200s, 216s, 250s		5 50
Do., 288s		5 50
Lemons, Cal. case	4 25	5 00
Pears, Cal.		5 50

Cauliflower Reaches Lower Levels

Toronto.
VEGETABLES.—There have been no particularly new developments in regard to vegetables. A lower price has been named on California cauliflower, which in pony cases is being quoted at \$3.00, which is a decline from last week's figures. A low price is named on 75 pound bags of onions in some quarters of \$1.30 per bag.

Cabbage, Can., bbl.	\$ 1 75	
Do., Cal., crates	2 50	
Carrots, bag	0 75	
Cauliflower, Cal., ½ case	3 00	
Celery—		
Do., California, 6 to 9 doz. to case, case	11 50	13 00
Cucumbers, doz.	4 00	
Endives, dozen	0 85	
Lettuce, head		
Do., Do., Florida, large hampers	7 00	
Do., leaf, dozen	0 30	0 35
Onions, Can. Yellow, 100-lb. bag	2 25	
Do., green Shallots, doz.	1 00	
Parsley, jumbo bunches, doz.	0 65	0 75
Parsnips, bag		0 90
Peppers, green, dozen		1 00

WINNIPEG MARKETS

WINNIPEG, Feb. 12.—Some lines of canned vegetables, peas and tomatoes particularly show weakness, while canned fruits are steady and firm. Evaporated apples are firm, due to export business which has developed. Package tea is lower, and some feel bulk will decline in sympathy with package tendency. The cereal market is weak. Business is considered very fair, though buying is confined to immediate needs.

Sugar Basis is Maintained

Winnipeg.
SUGAR.—The sugar market has a

Potatoes, sweet kiln dried, hamper	3 25	3 50
Potatoes, Ontario, bag	1 15	1 25
Do., N.B., Delaware, bag		1 75
Spinach, Louisiana, bush, hamp's		3 00
Turnips, bag	0 65	0 75

Waiting Attitude Noted in Flour

Toronto.
FLOUR.—An attitude, more or less a waiting one, prevails throughout the trade. Some hope for a resumption of export business and others are not so optimistic as to outcome of meeting being held in Ottawa to-day. No change in the situation is noted.

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

New Developments Lacking in Mill Feeds

Toronto.
MILL FEEDS.—There are no new developments to report in the outlook on mill feeds. Prices hold with milling operations curtailed. Only a fair amount is being offered.

Bran, per ton	In carlots, track
Shorts, per ton	\$87 00
	42 00

Rolled Oats Stiffens; Little Business Yet

Toronto.
CEREALS.—Prices on rolled oats have stiffened slightly in some quarters, but there is little or no business being done. Unless export business in big volume develops, the heavy stocks to be liquidated may reach lower levels. Split peas have declined to \$5.50 per 98-lb. bag, and blue peas are quoted at 10c per pound.

Single Bag Lots F.o.b. Toronto		
Barley, pearl, 98s	\$6 00	\$6 25
Barley, pot, 98s	4 50	4 75
Barley Flour, 98s	5 50	6 00
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	4 75	
Do., fancy yellow, 98s	4 25	
Corn flour, white, bbl.	9 80	10 35
Do., Government standard, bbl.	9 35	10 15
Hominy grits, 98s	5 50	6 60
Hominy, pearl, 98s	5 25	6 10
Oatmeal, 98s	4 85	5 50
Oat Flour	5 50	6 20
Rolled Oats, 90s	4 20	4 40
Rolled wheat, 100-lb. bbl.	6 50	7 00
Rice Flour, per 100 lbs.		8 00
Rye Flour, 98s	6 50	7 25
Peas, split, 98s	5 25	
Blue peas, lb.		0 10
Linseed Meal, 98s	8 50	8 75

Above prices give range of quotations to the retail trade.

steady tone and no decline in price is apparent. New crop raws are coming in more regularly and freely and a more plentiful supply of refined sugar is being experienced. The purchase by the Unit-

ed States Government of the entire 1919 Cuban crop at a fixed price precludes much possibility of a decline before next fall. Jobbers state that though some refiners might for some special reason make a cut in order to unload some stock the present basis of cost does not warrant any lower price.

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

Syrup Steady;

Scarcity Expected

Winnipeg.
SYRUP.—The syrup market is steady and no further advance or decline is expected for some time. It is expected that this spring will find a scarcity of maple syrup similar to last spring. Following prices are being quoted:

Syrup—		
24 by 2 lb. tins, case		\$6 00
12 by 5 lb. tins, case		7 00
6 by 10 lb. tins, case		6 60
3 by 20 lb. tins, case		6 50
Quart sealers, 1 doz. case		5 10

Peas, Tomatoes

Show Weakness

Winnipeg.
CANNED GOODS.—Canned fruits and corn continue steady. Canned peas and tomatoes are weak and lower prices are expected.

Corn—		
Maple Leaf, 24 x 2's		\$4 45
Burford, 24 x 2's		4 45
Simcoe, 24 x 2's		4 55
Donalco, 24 x 2's		4 60
Peas—		
Standard, 24 x 2's		3 25
Tomatoes—		
Burford, 24 x 2 1/2's, Can.		3 80
Maple Leaf, 24 x 2 1/2's, Can.		3 95
Donalco, fancy solid pack		4 05
Peaches—		
Heavy Syrup, 24 x 2's		5 65
Maple Leaf, 24 x 2's		5 50
Donalco, 24 x 2's		5 55
Pears—		
Burford, light syrup, 24 x 2's		3 90
Globe, 24 x 2's		4 15
Plums—		
Lombard, light syrup, 24 x 2's		3 70
Lombard, heavy syrup, 24 x 2's		3 80
Maple Leaf, light syrup, 24 x 2's		4 55
Strawberries—		
Burford, 24 x 2's		8 15
Donalco, heavy syrup, 24 x 2's		8 40
Salmon—		
Chums, Cute, 48 x 1-lb. talls		\$8 40
Pinks, Nth. Star, 48 x 1-lb. talls		10 25
Red, Cohoes, Target, 48 x 1-lb. talls		13 75
Red Sockeye, superlative lasqueti, 48 x 1-lb. talls		16 25
Sunflower, Pinks, 48 x 1-lb.		10 40
Sardines—		
Brunswick, 100 x 1/4's		7 05
Do., less than case lots of 100 tins		0 07 1/2

Dried Fruits

Holding Firm

Winnipeg.
DRIED FRUITS.—This market is strong, and with the embargo on the export of prunes and peaches to Canada, removed, available supplies can now be brought forward. It is not expected that such supplies will be large, however, owing to heavy United States de-

mands and also to a greatly decreased quantity available owing to rain damage last fall. The British Government has purchased large quantities of evaporated apples and with the market very firm, dealers predict that a small advance is more likely than a reduction. The California evaporated fruits are also very firm and no decline is anticipated.

Santa Clara Prunes—		
80-90s, 25-lb. boxes, per lb.		0 14 1/2
70-80s, 25-lb. boxes, per lb.		0 15 1/2
Pears, choice, 10-lb. boxes, faced, lb.		
		0 20
Evaporated Apples, Ontario, 50's		
		0 16 3/4
Peaches, choice, 10-lb. boxes		
		0 21 1/2
Apricots, choice, 10-lb. boxes		
		0 26
Do., standard, 10-lb. boxes		
		0 23

Some Raisins

Being Offered

Winnipeg.
RAISINS.—Owing to the heavy rains in California last October, and the consequent damage done to the large quantities of raisins and other fruits, Three Crown Muscatel raisins were unfit for shipment as whole fruit and were therefore seeded and sold in that way. One Crown Muscatels, which are a much smaller raisin, were not so severely damaged and are selling on this market as first-class fruit.

Muscatels—		
1 Crown, 25-lb. boxes		0 12 3/4
Seeded—Bulk, 25-lb. boxes		0 12 1/4

Coffee Rules at

High Levels

Winnipeg.
COFFEE.—Mild coffees are firm and ruling high, very little being offered. Brazil coffees are strong and no decline is expected. Should the coffee crop exceed present estimates, which are on a basis of a 50 per cent. of a normal crop, some feel that prices may be lower late in the season. Green Santos coffee at New York has advanced 100 per cent. within the last four months. Green Rio coffee, New York grading No. 5, is off this market at present.

Green Coffee—		
Rio, No. 7		0 21 1/2 0 23
Santos, fine old crop		0 28 0 30
Bourbon		0 29
Mexican		0 34
Bogota A		0 34
Costa Rica		0 38

Teas Uncertain;

Stocks Small

Winnipeg.
TEAS.—Lower prices on bulk teas are looked for following the decline of Feb. 1 on Blue Ribbon tea, to 48c for 1's and 49c for 1/2's. Indian teas are practically cleaned up for the season and Ceylons are holding firm. Recent offerings are said to be much below average in quality.

TEAS		
Black, Bulk—		
Broken Pekoe, No. 15, chests, lb		0 46
Do., Orange Pekoe, No. 19, chests, lb.		0 48
Less than chests, one cent per pound more.		
China broken Pekoe, No. 10, black, 30 x 3-lb. wooden boxes, lb.		0 50
Blue Ribbon, Black—		
Red Label, 1's, cases and 1/2 cases, lb.		0 54
Red Label, 1/2's, cases and 1/2 cases, lb.		0 55
2 1/2-lb. pkgs., 24 and 36 in case, package		1 25
Red Rose, Black—		
Green Label, 1's, lb.		0 54
Green Label, 1/2's, lb.		0 55

Blue Label, 1's, lb.		0 60
Blue Label, 1/2's, lb.		0 61
2-lb. pkgs., 36 in case, pkg.		1 08

Peanut Market

Shows Weakness

Winnipeg.
NUTS.—The peanut market is weak and prices are gradually declining. Lower prices are expected very soon. Following are present quotations on peanuts: Fancy roasted, 16c per lb.; Jumbo roasted, 22c to 23c per lb.

Other lines of nuts are in very little demand at this time of year.

Bean Situation

Becoming Clarified

Winnipeg.
BEANS.—During the last three years large quantities of Burma beans have been shipped into Canada, owing to the fact that they were much lower in price than the Canadian white or Japanese Kotenashi beans. The Burma bean is small and is yellow tinged, and has, it is said, proved very unsatisfactory, having to an extent curtailed the sale of beans in Canada. While large stocks of the beans are still being carried by some jobbers, others have discontinued handling them and will in future confine their stocks to the pure white, Canadian grown or Japanese Kotenashi stock. Prices on the last mentioned stock are now very reasonable, being quoted at \$5 per bushel for fancy Kotenashi beans.

Japan Rice to

Be Shut Off

Winnipeg.
RICE.—There is no prospect it is thought, of an advance in Japan rice due to the shutting off of exportation. Jobbers state that it is possible there will be no more Japan rice in Canada this year. The market in Siam rice is expected to gradually decline, as it has been weakening since the signing of the armistice. Cheaper grades of rice are advancing.

Rice—		
Extra fancy, Japan, 100-lb. bags		0 12 1/2
Fancy Japan, 100-lb. bags		0 11 1/2
Siam, 100-lb. bags		0 08 1/2
Tapioca, lb.		0 12 1/2
Sago, lb.		0 10 1/2

Easier Feeling

Noted in Cereals

Winnipeg.
FLOUR, FEEDS, CEREALS.—Millers report an easier feeling in the flour and cereal market, while feeds show an upward tendency, with the demand exceeding available supplies.

Government Standard Flour—		
Cash carload price		\$10 40
To bakers and flour and feed dealers		10 40
To storekeepers paying cash or 30 days, ton lots		10 60
Do., less than ton lots		10 70
Credit Prices—		
Manitoba points		10 60
Saskatchewan points		10 40
Cereals—		
Rolled oats, 80's		3 75
Rolled oats, pkgs., family size		5 65
Cornmeal, 98's		4 85
Oatmeal, 98's		4 75
Feeds—		
Bran, per ton		32 00
Shorts, per ton		37 00
Barley—		
Pearl, Ontario, 98-lb. bags, per bag		6 30
Pot, 98-lb. bag, per bag		4 35

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Feb. 11.—Eggs show weakness at 62c per dozen. Dealers anticipate a drop by Wednesday, due to prospective arrival of a carload of California Petalumas, which will sell at 56 to 58c. A thousand cases are reported in from China; storage eggs are off market. Live poultry receipts now light. Butter is unchanged. Potatoes easier, due to mild weather.

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Feb. 11.—Salada tea is down five cents per pound. New-laid eggs are being quoted at \$16.75 and \$17.50; supplies are coming along freely. Tomatoes, twos and halves, are easier at from \$3.60. Gallon apples show firmer tone at \$2.85 and \$3.00. Butterfat has been lowered two cents pound, but creamery butter remains at old figure. Navel oranges are easier at \$5.00 to \$6.50. Lemons are down to \$6.00 to \$6.50. Florida grapefruit is higher at \$6.50 to \$7.50. Siam rice is quoted in some quarters at eight cents pound, but quality is said to be poor.

Beans, Kootenashi	12 00
Beans, Calif. Lima, med.	0 15 1/2
Beans, B.C.	10 00
Flour, 98s, per bbl.	10 50
Rye flour, 49s, per bbl.	11 20
Cornmeal, 24s, per bbl.	11 00
Rolled oats, 80s	3 80 3 90
Rice, Siam, cwt.	8 00 10 00
Rice, China mat., No. 1	4 80
Do., No. 2	4 10
Tapioca, lb.	0 12 0 12 1/2
Sago, lb.	0 12 0 12 1/2
Sugar, pure cane, granulated, cwt.	11 02
Cheese, No. 1, Ontario, large	0 28 1/2 0 30
Butter, creamery, lb.	0 50
Do., dairy, lb.	0 35 0 40
Lard, pure, 3s, per case	17 60
Compound, 3s	14 70
Eggs, new-laid, case	16 75 17 50
Eggs, No. 1 storage, case	
Eggs, fresh, Washington, case	21 00
Candied peel, lemon, lb.	0 34 1/2
Do., orange, lb.	0 36 1/2
Do., citron, lb.	0 39 1/2
Tomatoes, 2 1/2s, stand. case, spot.	3 60 4 25
Tomatoes, 2s	2 90
Corn, 2s, case	4 80 5 00
Peas, 2s, standard case	3 40 3 50
Apples, gals., Ontario, case	2 85 3 00
Strawberries, 2s, Ontario, case	8 10 8 75
Raspberries, 2s, Ontario, case	8 40 8 75
Cherries, 2s, red, pitted	6 40
Apples, evaporated, 50s, lb.	0 18
Do., lb.	0 18 1/2
Apricots, evaporated, lb.	0 26 0 29
Peaches, evaporated, lb.	0 18 0 20
Peaches, 2s, Ontario, case	4 75

Salmon, pink, tall, case	9 00 10 25
Salmon, Sockeye, tall, case	16 50 18 75
Do., halves	18 50 19 00
Potatoes, per ton	33 00 36 00
Oranges, navels	5 00 6 50
Oranges, Florida	
Lemons, case	6 00 6 50
Grapefruit	6 50 7 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Feb. 11.—Staples show little change this week. Navel oranges, however, dropped from 25 to 50 cents per case and are quoted at \$6.50. Florida grape fruit is \$7.50 case, and lemons \$8.00. B. C. apples are higher, and no reduction is expected in Washington apples. Cranberries off the market. Jobbers do not anticipate any lowering of prices on sugar, coffee and dried fruits. Coal oil is increased to 35 cents gallon retail, an advance of five cents. Gasoline has advanced one cent.

Beans, small white Japans, bu.	5 60
Beans, Lima, per lb.	0 14
Flour, standard, 98s	5 45
Rolled oats, bails	4 35
Rice, Siam, cwt.	8 75
Sago, lb.	0 12
Tapioca, lb.	0 13
Sugar, pure cane, gran., cwt.	10 99
Cheese, No. 1 Ontario, large	0 30
Butter, creamery	0 58
Lard, pure, 3s, per case	18 75
Bacon, lb.	0 47
Eggs, new-laid	0 65
Eggs, storage	0 55
Pineapples, case	5 75
Tomatoes, 3s, standard case	4 25
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18 1/2
Strawberries, 2s, Ont., case	8 60
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 60
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	
Salmon, pink, tall, case	10 25
Pork, American clear, per bbl.	41 00
Onions, ton	59 00
Potatoes, bushel	1 15
Apples, Washington, box	2 90 3 00
Pears, Washington, box	4 00
Grapefruit	7 50
Cranberries, bbl.	15 00
Florida oranges	6 50
California oranges	6 50
Pineapples	5 75
Lemons	8 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Feb. 11.—Downward tendency continues in list quoted, with same influence noted in unlisted specialties. Jobbers not overly optimistic regarding probable effects on business

conditions during year. Molasses quoted at 95c to \$1.00. Lard, pure, is easier at 30c to 30 1/2c per pound, and compound is down 1/2c to 27 to 27 1/2c per pound. American clear pork is down \$1.00 to \$55 to \$59. Lemons are slightly higher at \$7 to \$7.50.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	12 65
Cornmeal, gran., bags	6 50 6 75
Cornmeal, ordinary, bags	3 50 3 60
Rice, Siam, per 100	9 00 9 10
Molasses	0 97 1 02
Sugar—	
Standard, granulated	10 25 10 80
No. 1, yellow	9 75 9 80
Cheese, N.B., twins	0 29 0 30
Eggs, fresh, doz.	0 60
Eggs, case	0 53 0 55
Breakfast bacon	0 36 0 38
Butter, creamery, per lb.	0 50 0 52
Butter, dairy, per lb.	0 45 0 48
Butter, tub	0 42 0 45
Margarine	0 33 0 35
Lard, pure, lb.	0 30 0 30 1/2
Lard, compound	0 27 0 27 1/2
American clear pork	55 00 59 00
Beef, corned, 1s	4 90
Tomatoes, 3s, standard, case	4 40
Raspberries, 2s, Ont., case	8 80
Peaches, 2s, standard case	6 00
Corn, 2s, standard case	4 90
Peas, standard case	3 30
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case	8 20
Salmon, Red, spring, cases	
Pinks	11 00 11 50
Choes	14 50 15 00
Chums	8 50
Evaporated apples, per lb.	0 16 1/2 0 17
Peaches, per lb.	
Apricots, per lb.	0 18 1/2 0 19 1/2
Potatoes—	
Natives, per bbl.	3 25 3 50
Onions, Can., 75-lb. bags	1 75 2 00
Lemons, Cal.	6 50 7 00
Oranges, Cal., case	6 00 7 00
Oranges, Florida	7 00 7 50
Grapefruit, case	7 00 7 50
Bananas, per lb.	0 09 0 10
Apples, N.S.	2 00 7 00

ST. JOHN, N.B., FAVORS WRAPPED BREAD

The price of bread and the desirability of having the loaves wrapped at the bakeries was considered at a conference between representatives of the Housewives League and the city council of St. John recently. The league urged that the city require the bakers to wrap the bread, as it may under the Food Board regulations, but the City Commissioners preferred to leave this to be settled between the bakers and the customers. It was said that the cost of wrapping bread in waxed paper at the bakeries was one-half cent per loaf, while the grocers found it necessary to charge an extra cent for wrapping paper and twine on unwrapped bread. A resolution approving of wrapped bread and requesting the council to call a meeting of bakers, retail grocers and representatives of women's societies was adopted by the ladies present.

PRODUCE AND PROVISIONS

Urge Retention of Loss-off Regulation

Canadian Produce Association Commends Action of Food Board in Regard to Sale of Bad Eggs, and Urges Continuation of the Regulation—Proposed Increase in Express Rates Roundly Condemned

THE Canadian Produce Association at the opening session of their seventh annual convention in the King Edward Hotel, Toronto, evidenced a unanimous approval of the Canada Food Board regulation regarding the buying and selling of eggs not up to a certain quality standard, and urged that influence should be brought to bear upon the Government to assure that this beneficial legislation should not be permitted to lapse but should be made a permanent measure. The president of the Association, J. J. Fee, Toronto, while he didn't by any means see eye to eye with all the regulations of the Food Board, in his address commended the Board for their wisdom and courage in inaugurating this measure. In the early part of the session also there was a brisk discussion of the change in rates proposed by the express companies, and several of the members urged upon the convention the prime necessity of fighting this change with all the powers at their disposal pointing out that any departure from the present commodity rates would be a very serious blow to the industry.

The convention was called to order by the president, J. J. Fee, promptly at eleven a.m., a large number of members being present.

K. J. Dunstan, president of the Toronto Board of Trade, was present, and on behalf of the Board and of the City, welcomed the delegates. Mr. Dunstan spoke of the importance of the industry represented by the Association, and bespoke an effort at better understanding between the various interests, producer, distributor and consumer, and urged upon all the crying need for production and conservation in the days to come, and the way in which such organizations as this could aid Canada by maintaining the highest possible standards, so that on all markets the word Canada should be known as a synonym of quality.

The President's Address

In representing the president's report J. J. Fee spoke of the two meetings representing the Association that had been

held during the year. One meeting was held in Montreal, April 6, at which E. J. Smith of Brockville had represented him, where the question of export trade had been discussed with R. M. Ballantyne. As a result of this meeting a deputation had gone to New York to interview the Allied Purchasing Commission on these questions.



E. J. SMITH

The Whyte Packing Co., Brockville, Ont., elected president of the Canadian Produce Association at their Convention in Toronto.

The other meeting had been held later in the year in Toronto, to arrange the details of the convention.

Mr. Fee, in continuing, outlined some of the objects achieved by the Association, and some of the difficulties they had been compelled to meet.

"During the past year," he stated, "the Produce Trade has had the centre of the stage in our industrial life and in addition the 'spot light' of the Canada Food Board had been shining brilliantly upon it, checking up our profits, as the

shepherd counts his sheep so that none may go astray. The spot light has been a Book of Revelation to some of us. It has revealed our weakness and our strength. As a war measure the Canada Food Board in some respects has been a great success.

The Canadian Produce Association, what has it accomplished since its inception seven years ago?

It has united the produce trade in Canada from coast to coast.

Personal friendships have been formed and cemented that are valuable in many ways.

Local, provincial and international trading has been established at our conventions that had never existed before the inception of our organization.

Our association has been influential in thwarting some fool and harassing regulations imposed by the railways and express companies.

In this connection your executive have a plan whereby more "pep" will be given to this phase of the work.

Information of value to the trade had been disseminated at our conventions and afterwards published in our Year Book, in which also appear the advertisements of many of our members.

In connection with the Dairy Association our organization has been instrumental in having Government butter grading established in Toronto and a government grader in the person of Mr. J. H. Scott.

In connection with the Toronto Produce Exchange our Association had appointed by the Toronto Board of Trade an official weigher in the person of Mr. James T. Madden, whose services have been appreciated, not only by the produce trade, but by many other industries throughout the city.

The last feature I am going to mention is the greatest and most important good this association has accomplished: buying eggs on the loss off system. The adoption of this system has saved millions of eggs for food and raised the standard of quality at least 25 per cent.

thereby saving millions of dollars for the people of Canada.

The per capita consumption of eggs is rapidly increasing in Canada because the public is getting a better egg than it ever got before.

We claim to be a patriotic institution. An institution that stands for conservation, economy and advancement in the methods of handling and producing food stuffs, and we endeavor to work for the best interests of our common country.

We have had co-operation by the Federal and Provincial Departments of Agriculture in a large measure.

Although we do not always see eye to eye with them, I am sure, and I want it to go on record, that this association appreciates the time, the work and the assistance given by the departments, not only at our meetings, but throughout the year.

The departments are to be congratulated on the personnel of their staffs, their honesty of purpose, fairness and outstanding ability.

We have made progress, we have had some legislation enacted making for conservation, for better quality and the development of the egg trade. But until the advent of the Canada Food Board it was not a criminal offense to buy or sell bad eggs. The order in council did the trick. The Food Board had the power, and they also had the punch to enforce order No. 24.

Gentlemen, we want that law to remain on the statutes.

This association advocated this measure year in and year out, and without result, and if the Canada Food Board did nothing else they have been worth while to this Dominion. If this law is rescinded, it will be going back to the old rotten rut, the old chaos. It will sound a note of decadence, a note of decay, and a lacking of virility and punch somewhere in our politics.

We may well ask: Are we doing our best for conservation? Are our agricultural leaders doing their best?

The produce trade, being very much of a speculative nature, has problems to face every year.

Our problems this year will be many, many-sided and difficult to solve, both locally and from an export point of view.

Re-adjustment of prices and values, both here and in the British market. Transportation problems—labor problems.

Government regulations recently enacted is another one of our problems, and I am hopeful that after the discussions that take place here to-day, suggested amendments may be made that will render the law more workable, more satisfactory to the trade, and at the same time, safe-guarding conservation and making for a better product.

A frank discussion generates the light that guides our steps in the path of progress.

Most of these problems are covered by one word—Reconstruction. Not only in the produce trade, but in all our industries.

OFFICERS FOR THE YEAR 1919
President, E. J. Smith, Brockville Ont.
First Vice-President, H. R. Gray, Montreal.

Second Vice-President, F. F. White, Toronto.

Secretary-Treasurer, L. P. Marshall, Toronto.

Directors: H. B. Colwell, Halifax, N.S.; J. Emond, Quebec; A. E. Bailey, Belleville, Ont.; R. J. McLean, Toronto; R. C. Hunter, St. Marys, Ont.; H. B. Clemes, Toronto; J. T. Madden, Toronto; H. H. Fearman, Hamilton; J. R. McNabb, Dunnannon, Ont.; A. S. Duclos, Edmonton; C. M. Thacker, Montreal; A. E. Silverwood, London, Ont.; A. N. Wilson, Winnipeg; Richard Gray, Montreal; J. F. Fraser, Halifax; C. P. Roads, Calgary; J. Bristow, St. Thomas, Ont.; W. R. Erskine, Atwood, Ont.; A. W. Bayman, Ottawa; Geo. E. Barbour.

The next convention will be held at Hamilton, Ont.

Reconstruction is the cloud on the horizon. It is the cloud in Canada's sky, but every cloud has a silver lining. The silver lining is the educated intelligence and industry backed by the courage and perseverance of the Canadian people and the soldiers overseas.

About three years ago, while I was standing on the street watching a regiment of the boys going away and stepping to the music of a band, I was reminded of Goldsmith's couplet, "Defiance in their eye, methinks I see the lords of human kind pass by." Some of them are now in "Flanders' fields," where poppies blow, lying between the crosses, row on row. They will not come back.

But 300,000 of them are coming back with victory perched on their banners and "defiance in their eye," and with a saner, clearer vision of their citizenship and those of us who were not privileged to serve, have their undying valor in



HARPER R. GROG

Gunn-Langlois Company, Montreal, elected 1st Vice-President Canadian Produce Association.

Flanders' fields as an inspiration to carry on. I have faith in Canadian manhood."

The report of the secretary-treasurer and of the auditors that followed showed the association to be in a very satisfactory position:—

The Report of the Secretary-Treasurer

As our 1918 Year Book contains in full a report of our last general meeting held in London, February 5th and 6th, 1918, it will not be necessary to read these if some member will move that they be taken as read. Aside from the work of getting out our annual Year Book and the ordinary routine work, my work this year has not been very strenuous. The first meeting, which was called in Toronto, was held in the Toronto Produce Exchange rooms, Nov. 14th, to arrange the date and appoint committees to handle all branches of the work leading up to the Convention. How thoroughly this work was done you will see as the Convention progresses.

In passing let me mention the Finance Committee under the chairmanship of Mr. F. F. White. This Committee was appointed to raise funds to defray, in part, the expenses of this evening's banquet and entertainment. They canvassed the Toronto members and succeeded in raising sufficient money to enable us to sell the banquet tickets at \$2 each, which is a small part of the actual cost.

110 Members 1917.

150 Members 1918.

Hoping for 200—1919.

Last year balance of about \$16.38 at this date and this year \$384.29.

Financial Statement, Canadian Produce Association, for Year Ending January 31st, 1919.

Receipts.	
Balance on hand	\$ 16.38
151 Membership Fees	754.00
Advertising Receipts	243.00
Interest on Deposits	11.95
Receipts from London Banquet	148.50
	\$1,173.83
Disbursements	
Postage	\$ 39.37
Printing and Stationery	242.33
General Expense	343.94
London Banquet	160.50
Exchange	3.40
	\$ 789.54

Balance on hand

\$ 384.29
We, the undersigned, have audited the books, vouchers and accounts of the Canadian Produce Association for the year ending January 31st, 1919, and find that the above statement is correctly drawn up so as to show the true financial position of the Association as on January 31st, 1919.

(Signed) F. F. WHITE.

H. B. CLEMES.

Auditors.

It was moved and seconded that secretary-treasurer's report be adopted.—
The motion was carried.

Proposed Express Increases Under Fire

The report of standing committees were then presented.

R. C. Hunter, St. Mary's, Ont., for the Transportation Committee, stated that the committee had nothing to report.

H. R. Gray, Montreal, questioned the committee on what had been done to combat the proposed express rate increase. "We in Montreal," he stated, "have put up a strenuous opposition, and urged that if any increase had to be made that it should be restricted to 10 per cent.

We understand, however," he continued, "that the matter is to be considered at the local centres, and I think, therefore, that we should get live members in every community to protest against the extent of the increase."

R. J. McLean, Toronto, stated that he had been a member of a committee that went to Ottawa to present the case of the Toronto trade before the Railway Commission. They had been informed that these questions were being taken up by a committee representing the trade, and feeling that the matter was in good hands, they had pressed the question no farther, but he stated that the delegation had not even admitted the advisability of a 10 per cent. increase.

H. R. Gray replied: "I merely want to make the point. Unless we protest these proposed increases in express rate, the probability is that they will conclude that we are satisfied with the change.

"You must stick to the commodity rate scale, or you will be returned to a straight rate, which, in some instances, would reach an increase of 100 per cent. and in others as high as 50 per cent.

"Whether the increase in justifiable or not," he continued, "we do not know, but it is interesting to note that in instances where the express company is in direct competition with the parcel post, there has been no increase."

Mr. McLean raised the point that with the probable withdrawal of the Canada Food Board in the near future there might be a tendency to withdraw the legislation governing the quality of eggs sold. In order that this might not be, he had written the Food Board, asking that this regulation, of such value to the trade, might be retained. Mr. McLean stated that he had been referred to W. A. Brown, chief of the Poultry Division of the Department of Agriculture. Mr. Brown had replied:

Place the Onus on the Seller

"We have always been in favor of buying eggs on a 'loss off basis,' contending, as you will remember, that this was but the first step towards quality payment for eggs. My own opinion is that, if the regulations were amended to give special consideration to bad eggs that the seller should be equally as liable, if not more so than the buyer, providing misrepresentation in the sale actually took place. The difficulty at times, however, is to prove that the seller knew that the eggs were bad when he sold them.

"It has been suggested that possibly a solution of the matter turns round the question of candling; that is, the seller should state, certify, or mark the case in some manner as to indicate whether or not the eggs were candled or straight receipts as the case may be, the whole being but a step towards placing on the seller the onus of stating the grade of the eggs at the time they are sold, the buyer at all times having the right to require that the eggs pass Government inspection at point of shipment."

Asks for Absolute Prohibition of Bad Eggs

To this Mr. McLean had replied:—"If the department intends to follow up the improvement which they have been instrumental in bringing about in the egg trade, it will be necessary for them to take hold of this now with a firm hand and make it an offence to either buy, sell or demand payment in any shape or form for bad eggs, independent of whether the question will be discussed at the Canadian Produce Association or not.

"The dealers have worked fairly hard and done their part in regard to this, but it is now up to the department to finish this out and enact legislation controlling the sale of bad eggs. Why should you not do this as well as enact regulations for the sale of other foods. There is no other farm product that is not protected by the Trade Marks Act, excepting the eggs. If you do not follow this up, the writer can only say that he can only see ruin, not exactly ruin, but a case of going back to the old original methods, because every person will be into it, and anyone with a hundred dollars can go into the egg business in a small way and buy and sell and make margin out of them, whereas the firms that are trying to do what is right have got all the expense of storing and everything else, and then there is no protection for them.

"Now, I believe that if you want to see a continued improvement in the handling of Canadian eggs, it will be necessary for the department to enact legislation controlling the sale of bad eggs absolutely.

"If you will put this into working order you will find that you will have the greatest support to the question of improving the egg trade for export that you have yet had, and will have the whole support of every dealer, and, we believe, of every producer, in a short time, because they will recognize that it is to their advantage to handle their eggs in a proper manner, and by forcing this the producer will not be so careless about them, and it will be a means of conserving this valuable food product."

H. R. Gray, reporting for the Arbitration Committee, pointed out that the committee had not been called upon to act during the year, which, he thought, was an indication of the good feeling prevailing among the different interests in the trade.

R. J. McLean thought that probably the members were not taking advantage of the committee. "There must be problems arising," he thought, "that might be most satisfactorily decided by calling upon the good offices of the committee."

Importance of Grading Eggs For Shipment

R. H. Ashton, Morrisburg, Ont., opened the afternoon discussion on the "Standardization of Eggs," by a paper on "The Importance of Grading Eggs for Shipment."

STANDARDIZATION OF EGGS

The Importance of Grading Eggs for Shipment.

I cannot help but recall the thoughts that came to me while at the first Canadian Produce Association Convention which I attended and was enrolled a member of this organization at Belleville in the year 1916.

It occurred to me at the time that the Canadian Produce Association was the medium through which all difficulties arising between producer and consumer might be easily and amicably adjusted and from the fact that the producer, being the first and foremost to be considered from a national standpoint, it impressed me that the Canadian Produce Association might eventually become the farmers' friend.

A favorable sign in this direction is that I am a farmer and I may say that I represent the farmer class of Dundas County and look at poultry raising and the production and sale of eggs from the farmer's point of view. I, therefore, wish to take this opportunity of thanking the Program Committee for the honor they have extended to me in placing my name on the program to address this Convention on the subject, "Standardization of Eggs," and "The Importance of Grading Eggs for Shipment."

Standardization.—The importance of standardization is the first necessary step to the development of a permanent foreign market for Canadian eggs. The requirements of these markets should be taken carefully into consideration when fixing the standards. It will be far easier for us to build up an everlasting egg trade with the United Kingdom if we cater to the requirements of the British market than to ask the trade in the United Kingdom to accept what we have to offer.

We have for the past four years been living in a state of anxiety wondering what would be the real outcome of the European war. Happily we have Victory and Peace through which great changes are bound to take place during the next few weeks. The time has come when one can really plan intelligently, and with confidence that his plans can be carried out without interference. Those who mean to keep pace with the times must be prepared, for all opinions agree that the next few years are going to witness the greatest period of development, agriculturally and otherwise that the world has ever known.

The European countries have to a great extent been depleted of their poultry flocks and it will take some time before these countries are back to the condition in which they stood before the war. The British market is now wide open to us and we are in an ideal position to capture that market and hold it if we go after it in a systematic way. By a modern system of handling eggs with Government aid by inspection it is possible to give the British dealer or consumer guaranteed Canadian eggs true to grade. Our increasing trade with the United Kingdom with keener competition in prospect now that the war is over, demands the establishment of definite grades for Canadian eggs on a Dominion-wide basis. I do not think it would be wise, however, for this Convention to recommend any drastic changes in the present standards in so far as applies to export shipments until we have tangible evidence that the eggs shipped last season through the Dairy Produce Commission did or did not meet the requirements of the British market.

In introducing the subject "The Importance of Grading Eggs for Shipment," I desire to impress upon your minds that anything I may say I wish to have it apply generally to all shipments of eggs or eggs for storage. It is just as important to grade eggs for storage as it is to grade eggs for shipment, if we wish the beneficial effect of that grading to reflect on the producer and pay for the eggs on a quality basis which is of the greatest importance and in the best interests of the poultry industry. This

will tend to encourage the producer to improve the breeds kept and adopt better care and management in handling the eggs and poultry of the farm.

We must keep in mind that the essential requirements are:—

1. Freshness, this factor alone determines the value of an egg.
2. Frequent gathering.
3. Regular collection.
4. Rapid transit.

All these tend to avoid waste and depreciation.

5. Cleanliness (a clean egg is worth more than one that is dirty).

6. Size (small eggs mean small prices and no profit).

In order to preserve freshness, eliminate waste and detect the farmer who sells dirty and small eggs, modern methods of handling are essential.

Through co-operation in the County of Dundas we have perfected a system known as the "Case Plan System," by which it is easy to identify the farmer who sells bad, dirty, small and stale eggs. It is the only practical system whereby eggs can be bought from all producers on a graded basis. The system can be worked by the egg gatherer or the country storekeeper and will not interfere in the least with ordinary channels of trade. More work will necessarily be entailed through this system than by the old slip-shod way of buying case count or loss-off; but after having adopted the system, you will be more than compensated for the extra work by the handling of a larger percentage of a higher grade of eggs which will enable you to pay the producer more money and thereby increase production and attain your watchword, "More farm products for the Motherland." You will also have a better grade of eggs to sell to the consumer at a smaller margin of profits because the waste will be entirely eliminated, as far as you are concerned, which you will not require to take into consideration when figuring your profit and loss account.

The system can be best operated nearest to point of production and centralized grading stations should be established, but as these are not available at present there is nothing to prevent the plan being systematically operated even if the collector and the grader are many miles apart, provided the seller and buyer are willing to co-operate with each other in the work.

The system is as follows:—

This chart shows the plan of the interior of an egg case. The ten sections represent the fillers holding three dozen eggs each. The object of this plan is to identify the eggs supplied by each farmer. It may be used by the egg gatherer or storekeeper and one plan is required for use in each and every case. The egg gatherer on his first round of the season record the farmers' names in his book in rotation and as he calls on them for eggs at the same time he numbers each consecutively, commencing with No. 1 on each and every day of the week. The letter "A" on this plan represents the gatherer on Wednesday's route. The figures 13, 14, 17 and 25 represent the farmer corresponding to the number recorded by the gatherer in his book, a copy of which must be kept on file for reference. The eggs must always be placed in the case in a uniform manner or the system will be of no use. Commence from the left corner nearest the partition and pack from left to right, when one side of the case is full: then the case must be turned together with the case plan and continue packing as before, commencing at the left corner nearest partition and pack from left to right. Farmer No. 13 has twenty dozen and the balance of the case belong to Nos. 14, 16 and 25, and the number of dozen supplied by each is marked on the plan. The plan showing the contents of the case is then placed in the end of the case where the egg collector or storekeeper, whichever the case may be, finished packing. Each and every case is packed and marked on the plan in the same manner

showing the registered number of the farmer by whom the eggs are supplied and the number of dozen each supplied.

If these eggs were shipped to Montreal, Toronto, Winnipeg or any other centre to be graded it would be necessary for the shipper to have his name and address on the bottom of the case plan.

On arrival at the grading station the lot is chalk-marked with the lot number, for example, No. 385/13, and recorded in the receiving book. Number 13 indicates that there are thirteen cases of eggs in this lot. Each lot is taken to the candling room in the order in which they have been received.

Here another chart is used to simplify the grading. Each plan represents an egg case on the candling bench. The plan in the centre represents a case which has been received to be candled and graded under the "case plan system." As the case is opened, and the plan appears on the top of case the candler commences at the end where the case plan was found and in the right hand corner at that end of the case. As indicated on the plan six eggs belonging to farmer No. 25 are to be candled first. Three eggs fall into grade extras and three eggs into grade No. 2. This is marked on the plan by a pin or peg and is then recorded on the classification on the reverse side of the case plan.

Farmer No. 17 has four dozen eggs, two dozen and two fall into grade extras and one dozen and eight fall into grade No. 2 and there are two bad eggs. The chart used by the egg candler is then marked with another pin or peg corresponding to the position of the last egg placed in the case. The number of sections between the first and second pin or peg on the chart of extra grade shows two dozen and two eggs and this is recorded on the classification. The number of sections between the first and second pin or peg of No. 2 grade shows one dozen and eight, which is also recorded on the classification.

Five dozen and six eggs supplied by farmer No. 14 are then graded, nine eggs of which fall into extras and three dozen and seven into No. 2's, one dirty or cracked and balance bad. Having a record of the number of dozen eggs of each grade supplied by 25 and 17 the first pin is then used to indicate the number of eggs supplied by No. 14 falling into each grade which is then recorded on the classification.

The balance of the eggs in the case were supplied by farmer No. 13 and grade as follows: Nine dozen and four extras, ten dozen and five No. 2's and two cracks and one bad egg. As you have a record of eggs of each grade supplied by No. 17 the top pin or peg is moved to indicate the number of dozen eggs falling into each grade supplied by No. 13. This is recorded on the classification. The case being empty you continue grading as before until the lot of thirteen cases is completely graded and recorded on the classification.

The number of dozen eggs falling into each grade may be totalled up and returns made to the collector or storekeeper on quality payment and the classification cards or case plans showing the grading may be returned to the collector or storekeeper to enable him to decipher the amount due to each producer on quality basis.

"Do you find the system suggested cumbersome?" asked Mr. McLean. "It would seem that the system is a good one but might be difficult of operation in a large way."

"I have not found the system difficult to handle," stated Mr. Ashton in reply.

"I have found it simpler than any other form of record I have tried."

"How many cases could a man handle in a day?" another member enquired.

"About 15 cases a day," Mr. Ashton replied.

"Suppose I am a collector will the merchants in the city accept my candling—

and if not how will I get back at the farmer?" queried another member.

W. R. Erskine stated: "I think there is only one way to get back at the farmer and that is to make him stamp his eggs. I get 60 or 70 cases a day and I would not have time to candle them all. I think they should be sent to the city and candled under Government supervision. I have found the loss-off system the rottenest possible deal for the shipper and I want to see the handler get a square deal. The collector has not a chance to put the blame where it belongs under the loss-off system. You must bet back to the farmer; they are the people who are adopting dishonest practices. The store keeper hasn't time to candle eggs and if he does his candling is not accepted—we should have some Government regulation whereby we could get back at the producer."

Another member urged that all eggs should be handled through a Government agency who should give a report on the eggs before they are offered on the market.

"I have been dealing with the farmer," stated Mr. Hooper, "for 9 years, and I don't find any difficulty in going back to the farmer with rotten eggs. If a man sells a dozen eggs, I put the name on the last egg put in. I get 36 cases a day, and then I can candle them and know just how many rotten eggs there are in the lots supplied by the farmers. If there are only three eggs I don't say anything, but if there are more I charge them back, and if the farmer does not want to give me his eggs next year I don't want them. There is another thing, there are millions of eggs lost yearly in Toronto and other centres through displaying them in the window and then selling them for fresh eggs after they have been ruined by exposure."

C. I. Wright.—"If I had all the money that has been taken from me in loss off, that I have paid in good money to the farmer I wouldn't be here to-day. The wholesaler has the big end of it. When I ship eggs in here I have to sell them loss off, and when I get my returns sometimes it is awful. The dealer says why don't you buy good eggs? I say I buy as good eggs as I can."

Need a Disinterested Inspector

"I think there should be some agency between the shipper and the wholesaler, somebody to represent us who is not interested. There should be a Government agency who are independent, and who therefore can give us both fair play."

"We can't make any money under this present system and if we are to make it we must have fair play."

A. E. Baillie.—"I don't see anyone who is particularly to blame, yet all are to blame. Often we don't give the farmer a proper case in which to put his eggs. And then after they are candled and appear on the market there are bad eggs in them. Perhaps there are, they have probably been two weeks on the road, and in hot weather eggs will deteriorate. They cannot be shipped by freight and arrive without loss."

"To do this business successfully eggs must be gotten from the farmer promptly, and shipped by express.

"Let us have fair play. If we have the eggs gathered promptly and shipped by express, we will get better results.

Loss Through Pilfering

"We often get shortages from pilfering; that is another serious source of loss; we must have some new system of getting eggs to their destination promptly and without these losses. We are all to blame. I have fought the loss-off system for years but I am thoroughly converted now. If the farmer brings me in eggs that are not right he expects to have them charged back. The truth of the matter is that we are all inclined to hold eggs for a better market, and you cannot expect good results that way."

R. J. McLean.—"It appears to me that Mr. Erskine touched the vital spot. We are prepared to accept a central grading station and in that way we would be freed from the abuse that we get from time to time. If we had such an organization we believe the shipper would come to the opinion that the wholesalers are not such rogues as they appear. I would like to have some shippers who have sent us eggs during June, July and August come into our candling room and see with their own eyes how these eggs that they thought first candled actually looked like under this second candling. I think we ought to ask the Government to adopt such buying organization, and I think that we should urge the retention of the loss-off system so that the seller or the buyer should be liable. There is no reason why the consumer should have to pay 8 or 9 cents a dozen more because someone is careless."

Prof. Graham.—"What does it cost to candle eggs?" "That depends on the time of year. I could not tell you exactly" replied Mr. McLean.

"If you were to establish a Government clearing house," continued Prof. Graham, "it must support itself, and therefore somebody must pay the charges, and this charge must be known."

"I think the season through the charge would be about 15 cents," stated H. B. Clemes.

"It appears to me," continued Prof. Graham, "that the system of buying eggs is wrong. If you could get the hens to lay alongside the cold storage that would be the best idea. But if you want the Government to do anything you will have to present a workable scheme; moreover, you must be willing to support this scheme and stand your losses if need be."

C. I. Wright stated that he did not think the farmer was any more unreasonable than anyone else.

"Someone spoke of losses in transit," he continued; "how are you going to overcome that? The only way I can see is to have the goods weighed at the start and weighed on delivery and the express company be responsible for the loss. As far as the loss-off system is

concerned there are merchants phoning from Toronto and stating that they will buy without any loss-off condition."

"I think if there is such a merchant he should be named," demanded Mr. Clemes. The name, however, was not forthcoming.

Standardization of Eggs for Export

In dealing with this important question, W. J. Jackson, of Simcoe, pointed out the danger of making too fancy a grade for export.

GRADES OF EGGS FOR EXPORT

In introducing the subject of Grades for Export I feel we should first congratulate ourselves in that the Poultry Division of the Department of Agriculture at Ottawa were so courteous, reasonable and even generous in the interpretation and enforcement of the regulations governing sales of eggs for export last year. I am sure they did their very best to co-operate with the exporters and I am also sure that their assistance was fully appreciated by the exporters.

Unfortunately, Government grading of eggs was introduced at a difficult time as far as it applied to the export trade. We practically had no export trade last season and we are, therefore, unable to profit by the year's experience to the extent that we otherwise would. We have, however, the experience of putting up eggs under the different grades and I believe we have found some of the strong and weak points of the system.

There are two main objects in grading eggs for export:—

- 1st—Improvement in quality, and
- 2nd—A standard of quality upon which to trade.

We are more than ever convinced that the principle is right—that the purchaser in Britain is entitled to some assurance that the quality will be as represented. This is the fundamental idea—The dependability of Canadian grading.

Improvement in quality will necessarily follow as the standard adopts better commercial methods of handling; transportation, storage, package, etc. But the improvement in quality must be economically sound. That is, our ultimate aim must be to secure the highest possible return for the capital and labor expended. We do not want to aim at perfection, regardless of cost. That is too altruistic. We are more interested in securing the highest return for our services.

To improve the quality at too great a cost is economically wrong. To grade eggs too closely is to select a small percentage of the finest eggs at the expense of the remainder which is the larger portion. If you take out one-quarter of your eggs to sell as fancy and thereby lower the value of the remainder by a cent a dozen, you must sell the one-quarter of fancy eggs at four cents per dozen more in order to break even, and then you are out the time and trouble of grading and marketing the fancy stock. And you have not improved the quality of a single egg. You have simply separated the good eggs from the better eggs. And if you have not increased the market value by the process you have wasted your time and effort.

Our experience with grading for export this year is just that. We have spent too much time and money in taking out eggs that might be considered inferior and have not thereby improved the selling value of our eggs. We are too careful to have no hair splits, watery, or slightly soiled eggs amongst our export extras. Such eggs will sell on the British market as well as here; they are certainly wholesome food and are altogether likely to keep until marketed under normal conditions. Under our present grading we are compelled to expend too large an amount of labor to get these eggs out and I question very much whether we improve the eggs exported to any appreci-

able extent. I don't believe the eggs that we, personally, exported this year would sell for any more money on the British market than those we exported last year. I mean that by taking out the few inferior eggs this year we did not improve the general quality to any appreciable extent.

Now, from the point of view of quality, it is generally agreed, that there are two places where eggs should be carefully candled—and only two. One is when the eggs are placed in storage. Certain eggs will not keep well in storage and should not be put in. Some eggs, such as leaky and moldy, will even spoil other eggs near them in the case. It is obviously, good economics to prevent these eggs going into storage.

The other place where eggs should be carefully candled is when they are sold to the retail trade for immediate consumption. Here the eggs are within a few days of reaching the housewife and are not likely to deteriorate very much before they are actually used. Here is where eggs should be carefully graded so that those who are willing to pay for the very best quality may be encouraged to do so and at the same time no unwholesome eggs be permitted to get into the retail trade and thereby cause disfavor. We must not lose sight of the fact that notwithstanding our careful grading for export, our eggs are all again recandled before being sold to the retailer in Britain.

Apart from these two places eggs should not be candled and graded without very good reason, because each candling and grading tends to lessen the strength and quality of each individual egg. Especially is this so when eggs are taken out of storage at a temperature of 29 F. and candled in a room of about 70 F., thereby causing a very heavy sweating of each egg.

All that can be gained by candling at other times is slight saving in transportation (which is insignificant) and satisfaction to the purchaser. But satisfaction to the purchaser is, with us, a very important matter.

We have, therefore, two objects that are rather opposed. One to grade as little as possible between dealers and the other to make each sale subject to grade and possible recandling and regrading.

Could we adopt the United States method of selling on the Inspection report we would avoid much of the difficulty of grading. But in the export trade the seller is here and the purchaser is over in Britain and it would be difficult to send inspector's reports upon each inquiry and have the sale made on the basis of such reports. This would seem to be the ideal method for home trading, but it is not practical for the export trade.

How then can we accomplish the two objects that are apparently so opposed? We can't. We must compromise. We must take the best from each. I think we can do this by retaining the grades but allowing more latitude within them and by having the inspector's report show the exact quality of the sample.

I believe it is the opinion of those who exported eggs during the past season that our grades for export lean too much to the side of fixed grades and that it is too difficult to bring any specific lot of eggs within any one grade. We should have more leeway within these grades and the inspector's certificate should show the quality of the eggs within the grade; and a copy of the inspector's certificate should be sent to the purchaser. The certificate should show the number of very small, dirty, cracked or other inferior eggs in the sample.

There are a few strong arguments in favor of more latitude within the grades for export.

The Canadian Produce Association was still in session as CANADIAN GROCER goes to press. The balance of the report of proceedings will appear next week.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Feb. 12.—A five-cent decline has been made on new-laid eggs; they may go much lower. Live hogs are higher this week. There is a slight reduction in roast hams, but no changes were made in cattle or sheep prices. It is expected the markets will rule firmer for cattle. Lard and shortening are both lower, and the selling of lard in particular has been forced of late, with the supplies rather excessive. Some think there may be a reaction on lard ere long. The butter undertone is a firm one, and cheese and poultry also are very steady, and the prices steadily held. Fish are quiet, and the undertone somewhat easier.

Hogs Up Again, Legs and Shoulders Up

FRESH MEATS.—A reaction has developed in hogs and the market is firmer with abattoir grade quoted at \$17.25 to \$17.50; the price of fresh pork is up in sympathy with this movement on hogs.

Fresh beef is ruling without change. There is a steady undertone and recent developments lead packers to feel that a stronger market will develop. Whether export orders are definitely in sight is not defined at the moment but the outlook in this direction seems brighter. The markets were more active last week.

Hogs, Dressed—			
Abattoir killed, small	\$25 00	\$25 50	
Sows		22 00	
Hogs (country dressed)	18 00	20 00	
Hogs, live	17 25	17 50	
Fresh Pork—			
Leg of pork		0 30	
Loins	0 33	0 35	
Tenderloin, lb.	0 42	0 44½	
Spare ribs	0 20		
Trimmed shoulders	0 24½	0 25	
Fresh Beef—			
(Steers and Heifers)			
\$0 20	\$0 26	Hind quarters	\$0 18 (Cows) \$0 23
0 14	0 18	Front quarters	0 14 0 16
0 28	0 35	Loins	0 25 0 28
0 20	0 26	Ribs	0 20 0 24
0 15	0 17	Chucks	0 14 0 16
0 22	0 26	Hips	0 17 0 22
Calves (as to grade) 0 27 0 26			
Lamb—fresh killed 0 26 0 28			
Do. frozen 0 26 0 27			
Sheep 0 20			

Cured Meats Hold in Fair Demand

CURED MEATS.—The market is held and changes of any kind are lacking. There is some movement of hams, and while bacon is always selling steadily there is no great change in this commodity.

Hams—			
Medium, smoked, per lb.—			
(Weights) 10-16 lbs.		0 36	
16-20 lbs.		0 36	
20-35 lbs.		0 34	
Bacon—			
Plain	0 43	0 44	
Boneless, per lb.	0 46	0 47	
Bacon—			
Breakfast, per lb. (as to qual.)	0 38	0 45	
Roll, per lb.	0 33½	0 34½	
Dry Salt Meats—			
Long clear bacon, ton lots	0 28	0 28½	
Long clear bacon, small lots	0 28½	0 29	
Fat backs, lb.	0 29½	0 30	
Barrel Pork—			
Canadian short cut (bbl.)	52 00	54 00	
Clear fat backs (bbl.)	56 00	58 00	
Short cut clear pork (bbl.)	50 00	52 00	
Heavy mess pork (bbl.)		49 00	
Bean pork (bbl.)		47 00	

Cooked Hams 50c, Sales Limited

COOKED MEATS.—There is but one change in the cooked meat list this week,—that for roast hams. These are quoted at 50c per pound, a reduction of one cent. Retail sales are steady.

Head cheese	0 15
Meat loaf with macaroni and cheese, lb.	0 29
Choice jellied ox tongue	0 48
Ham and tongue, lb.	0 32
Veal and tongue	0 25
Hams, roast	0 50
Shoulders, roast	0 46
Shoulders, boiled	0 44

Lard Quoted 27c, Might React

LARD.—Buying has been only fair. Prices this week are down to 27c per pound for tierces. That this may be the lowest level reached at the present time is suggested by one large produce man. Some look for a firming market and this seems to be suggested by the possibility of big business developing from an outside source. The week, therefore, may have some real developments, and if so, these are not unlikely to be of a firming nature.

Lard, Pure—	
Tierces, 400 lbs., per lb.	\$ 27
Tubs, 50 lbs.	0 27½
Pails, 20 lbs., per lb.	0 27½
Bricks, 1 lb., per lb.	0 28½

Shortening at 24c, Follows Lard

SHORTENING.—Following the trend of lard, shortening is quoted down this week and is selling at 24c per pound in tierces. There is a fair trade for it although a great many are buying lard on the low price basis obtaining now.

Tierces, 400 lbs., per lb.	0 24
Tubs, 50 lbs.	0 24½
Pails, 20 lbs., per lb.	0 24½
Bricks, 1 lb., per lb.	0 25½

Some Sales Made of Margarine

MARGARINE.—There is a certain demand for margarine and the basis is steady and unchanged. Many are using this commodity, but the wholesale output is not heavy. Retail dealers have

very largely come to buy this line frequently, rather than in large amounts at one time.

Margarine—		
Prints, according to quality, lb.	0 32	0 34
Tubs, according to quality, lb.		0 30

Creamery Butter Active; Unchanged

BUTTER.—Creamery butter sales are maintained each week; fifty-three cents a pound is the lowest quotation and at this is steady.

Some fresh roll dairy butter has appeared in the market.

Butter—		
Creamery prints (storage)	0 53	0 54
Creamery solids (storage)	0 52	0 53
Dairy prints, choice	0 44	0 45
Dairy, in tubs, choice	0 42	0 43

Cheese Will Sell When Lent Comes

CHEESE.—There has been a steady demand for cheese at full prices and retailers are selling a regular amount from week to week. This selling will be stimulated, however, with the arrival of Lent, and there will continue to be a firm market, very probably, until the opening of the season next Spring. Supplies here, in any case, are pretty well reduced, although no shortage is reported.

Cheese—	
Large, per lb.	\$0 28½
Twins, per lb.	0 29
Triplets, per lb.	0 30
Stilton, per lb.	0 30
Fancy, old cheese, per lb.	0 30

Substantial Decline in Egg Prices

EGGS.—The market is very much lower, 55c being quoted on new lays, and the tendencies are so much downward from day to day that quotations become out of date almost before they are printed. The Chicago market has been as low as 35c and one interested operator looks for another big slump. True it is that Chicago is getting more eggs forward than can be readily handled and there is, on the other hand, such an improved egg production in Canada that all the requirements seem to be met from home stock. This is unusual, and one produce man stated that the production of the past few weeks was much in excess of that in any season he could recall.

New-lays	0 55
Selects	0 50
No. 1	0 47

Poultry Holding Firm, Unchanged

POULTRY.—There are no definite price changes in the poultry list this week but the basis is a firm one. If it were possible to secure freezer space now, prices would advance, for there has

been an enquiry for supplies from overseas. It may be that space will be available ere long and if so, the market is bound to firm. Last week's market was very active.

Chickens, roast (3-5 lbs.)	Dressed	\$0 38
Chickens, roast (milk fed)		0 43
Broilers (3-4 lb. pr.)		0 45
DUCKS—		
Brome Lake		0 47
Young Domestic		0 40
Turkeys (old toms), lb.		0 43
Turkeys (young)		0 45
Geese		0 30
Old fowls		0 36
Large		0 32
Small		0 30

**Fish Sales Light,
Supplies All Right**

Montreal.

FISH.—There is no change of price this week although tendencies are somewhat easier. The weather conditions are stated as being responsible for the somewhat quiet condition of the markets and supplies in jobbers' hands are therefore ample, and in some cases they are large. The arrival of Lent will make a difference, and supplies will very likely begin to move forward in anticipation of this very soon.

FRESH FISH		
Haddock	0 09	0 10
Steak Cod	0 10	0 12
Market Cod	0 08	0 09
Flounders	0 09	0 10
Prawns	0 20	0 22
Live lobsters	0 65	0 70

ONTARIO MARKETS

TORONTO, Feb. 12.—Live hogs seem to be moving towards higher levels again, and the effect on fresh cuts, though not yet apparent, will undoubtedly respond to these changed conditions. Beef is firm, and reports indicate that business handled by butchers has been very heavy. Butter is easier, and eggs have declined substantially. Some lines of fish are also easier. The colder weather seems to have stimulated business somewhat.

**Live Hogs Move
Higher; Beef Firm**

Toronto.

FRESH MEATS.—Live hogs have moved higher again, and whereas the effect in actual quotations on fresh cuts of pork is not yet noticeable, a firmer undertone has developed. Beef generally has held its own with lambs and sheep quoted at slightly higher levels. There is a better feeling in the trade generally.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.		\$25 00
Live, off cars, per cwt.		16 (75)
Live, fed and watered, per cwt.		17 00
Live, f.o.b., per cwt.		15 75
Fresh Pork—		
Legs of pork	0 27	0 28
Loins of pork, lb.	0 34	0 35
Tenderloins, lb.		0 40
Spare Ribs, lb.		0 18
Picnics, lb.	0 19	0 21
New York shoulders, lb.		0 23 1/2
Montreal shoulders, lb.		0 24 1/2
Boston butts, lb.	0 31	0 32
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 22	0 28
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 22	0 28

FROZEN FISH		
Halibut, large and chicken	0 22	0 23
Halibut, medium	0 23	0 24
Haddock	0 07 1/2	0 08
Mackerel	0 16	0 17
Dore	0 15	0 16
Salmon Cohoes, Hd. and Dd.	0 21	0 22
Salmon Cohoes, round	0 17 1/2	0 18
Salmon, Qualla, Hd. and Dd.		0 14
Gaspe Salmon, per lb.	0 24	0 25
Whitefish		0 15
Whitefish, small	0 12	0 12 1/2
Pike, Headless and Dressed	0 12	0 13
Market Cod	0 07	0 08
Sea Herrings	0 17 1/2	0 08
Steak Cod	0 09	0 09 1/2
Smelts, No. 1, per lb.	0 16	0 17
Smelts, No. 2, per lb.	0 13	0 14
Smelts, extra large		0 24
Lake Trout	0 18	0 19
Tom Cods, per bbl.		5 00
Lake Herrings, bag, 100 lbs.		6 00
Alewires	0 07	0 07 1/2

SALTED FISH		
Codfish—		
Codfish, large brl., 200 lbs.	\$22 00	
Codfish, No. 1, medium, brl., 200 lbs.	20 00	
Codfish, No. 2, 200 lb. barrel	18 00	
Pollock, No. 1, 200 lb. barrel	15 00	
Codfish, strip boneless (30-lb. boxes) lb.	0 20	
Codfish (boneless) (24 1-lb. cartons)	0 20	
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18	
Pickled Fish—		
Herrings (Scotia) barrel	13 00	
Mackerel, barrel	34 00	
Salmon, Labrador	27 50	
Sea Trout	24 50	
Oysters—		
Cape Cod, per barrel	\$15 00	
Batouche, per barrel	15 00	
Scallops, gallon	4 00	
Can No. 1 (Solids)	2 50	2 60
Can No. 3 (Solids)	7 25	7 50
Can No. 5 (Solids)		12 00
Can No. 1 (Selects)		3 00
Can No. 3 (Selects)		8 40
Sundries—		
Crushed Oysters Shell, 100-lbs.	\$1 60	
Paper Oyster Pails, 1/4-lb. per 100	2 25	
Paper Oyster Pails, 1/8 per 100	1 75	

Chucks, lb.	0 13	0 16
Loins, whole, lb.		0 28
Do., short, lb.		0 32
Hips, lb.		0 22
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.		0 26
Lambs, whole, lb.		0 27
Sheep, whole, lb.	0 20	0 22
Above prices subject to daily fluctuations of the market.		

**Hams Decline;
Firmer Tone Noted**

Toronto.

PROVISIONS.—Lower prices have been named in some quarters on hams, but with the live hogs tending upwards a firmer undertone to cured meats may be noted. Business is fairly good, and whereas heavy buying is not noted, repeat orders are coming along, indicating a good healthy condition in the trade.

Hams—		
Medium	\$0 33	\$0 34
Large, per lb.	0 81	0 83
Bacon—		
Skinned, rib in	0 44	0 46
Boneless, per lb.	0 48	0 49

Bacon—		
Breakfast, ordinary, per lb.	0 38	0 40
Breakfast, fancy, per lb.	0 44	0 46
Roll, per lb.	0 29	0 31
Wiltshire (smoked sides), lb.	0 34	0 36
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.		0 28
Do., aver. 70-100 lbs.	0 26	0 26 1/2
Fat backs, 16-20, lb.		0 30
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	42 00	45 00
Short cut backs, bbl., 100 lbs.	60 00	64 00
Pickled rolls, bbl., 200 lbs.	49 00	53 00
Above prices subject to daily fluctuations of the market.		

**Cooked Meats
Show No Change**

Toronto.

COOKED MEATS.—No change is recorded in quotations on cooked meats this week, with a fairly steady demand in evidence. Range of prices follows:

COOKED MEATS		
Boiled Hams, lb.	\$0 40	\$0 50
Hams, roast, without dressing, lb.	0 52	
Shoulders, roast, without dressing, per lb.	0 47	0 49
Head Cheese, 6s, lb.		0 16 1/2
Meat Loaf with Macaroni and Cheese, lb.		0 20
Choice Jellied Ox Tongue, lb.	0 52	0 54
Ham and Tongue, lb.		0 32
Veal and Tongue, lb.		0 25
Above prices subject to daily fluctuations of the market.		

**Lard Steadier;
May Move Up**

Toronto.

LARD.—A steadier tone is noted in the market on lard and that prices may stiffen slightly seems a prospect. A little better movement is reported.

Lard, tierces, 400 lbs., lb.	\$0 27	\$0 28
In 60-lb. tubs, 1/2c higher than tierces, pails 1/2c higher than tierces, and 1-lb. prints, 2c higher than tierces.		

**Shortening Holds
at Firm Levels**

Toronto.

SHORTENING.—In sympathy with the firmer tone on other products, shortening is strong this week though prices are unchanged. The sale is improved. Quotations being made to the trade, tierce basis, per pound, are: Easifirst, 26 1/2c; Domestic, 26c; Peerless, 25 1/2c; Cotasuet, 25 1/2 to 25 3/4c. Range for other brands follows:

Shortening, tierces, 400 lbs., lb.	\$0 25 1/2	\$0 26
In 60-lb. tubs, 1/4-1/2c per lb. higher than tierces; pails, 1/2-3/4c higher than tierces, and 1-lb. prints, 1 1/2-1 3/4c higher than tierces.		

**More Interest
Noted in Margarine**

Toronto.

MARGARINE.—There is somewhat more interest being shown in margarine and some sources report a bigger volume of business being done in this line. Prices have held without change during the week at the figures shown below.

Margarine—		
1-lb. prints, No. 1	0 34	0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28
Solids, 1c per lb. less than prints.		

**Butter Easier,
Prices Lower**

Toronto.
BUTTER.—A somewhat easier tone has developed in respect to butter. This seems to be in sympathy with the American market as it would appear that stocks held for the Canadian trade are none too heavy. The decline all around ranges from 1c to 2c per pound.

Butter—

Creamery prints (storage)	\$0 52	\$0 53
Creamery solids (storage)	0 51	0 52
Creamery prints (fresh made)	0 51	0 54
Creamery solids (fresh made)	0 52	0 52
Dairy prints, fresh separator, lb	0 46	0 48
Dairy prints, No. 1, lb.	0 44	0 46

**Eggs Still Lower;
Storage Cleaned Up**

Toronto.
EGGS.—Eggs declined to still lower levels this week and whereas supplies are coming through quite plentifully, there is a much better consuming demand to be taken care of. Storage No. 1 eggs are pretty well cleaned up, and stocks now offering are quoted at 50 cents per dozen.

Eggs—

New-laid, in cartons, doz.	\$0 55	\$0 57
New-laid, doz.	0 53	0 55
Storage, No. 1, doz.	0 50	0 50
Splits and No. 2, doz.	0 45	0 47

**Cheese Prices
Ruling Strong**

Toronto.
CHEESE.—Cheese rules with a very firm undertone and stocks of some grades are by no means too heavy. The demand is very good and dealers are quite satisfied with the outlook.

Cheese—

New, large	\$0 28½	\$0 29
Stilton (new)	0 30½	0 31
Twins, ¼c lb. higher than large cheese. Trip-lets 1½c higher than large cheese.		

**Arrivals Fresh
Stock Fall Off**

Toronto.
POULTRY.—Receipts of poultry have fallen off materially during the past week, and indications are that arrivals will be still further curtailed during the coming week. This will mean that storage stocks will move forward with greater briskness and dealers will be glad this condition prevails. There has been no change in the quotations this week.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	\$0 32	\$0 32
Geese, lb.	0 15-0 20	0 20-0 25
Turkeys, old, lb.	0 28-0 30	0 35-0 36
Do., young, lb.	0 32-0 35	0 38-0 40
Roosters, lb.	0 20	0 25
Fowl, 4 to 5 lbs., lb.	0 23-0 25	0 25-0 28
Fowl, over 5 lbs., lb.	0 26-0 28	0 28-0 30
Fowl, under 4 lbs., lb.	0 17-0 20	0 20-0 23
Chickens, under 5 lbs., lb.	0 23	0 28
Chickens, over 5 lbs., lb.	0 25	0 30
Chickens, over 5 lbs., milk fed, lb.		0 32

Prices quoted to retail trade:

	Live	Dressed
Hens, light	\$0 30	\$0 32
Do., heavy	0 32	0 34
Chickens, spring	0 33	0 33
Ducks	0 35	0 40
Turkeys	0 45	0 46
Geese	0 25	0 28

**Fish Prices
Show Declines**

Toronto.
FISH.—There have been some further declines recorded in fish this week. No. 1 Smelts are down to 12 cents per pound, and No. 2 are quoted at 8 cents per pound in some quarters. Quail on toast is easier at \$4.10 per case. Other declines noted are on Bloaters which are quoted at \$1.50 per box, Digbys at \$1.85 per bundle, boneless at \$2.50 per box, and medium Kippers at \$1.50 per box. Other lines show little change from quotations prevailing last week. A complete list follows:

FRESH SEA FISH		
Cod Steak, lb.	\$0 11	\$0 11
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 09	0 10
SMOKED FISH		
Haddock, lb.	0 08	0 08
Bloaters, 40 Count, box	1 50	2 00
Cod, smoked, lb.	0 11	0 11
Ciscoes, lb.	0 16	0 17
Digby Chicks, bdl.	1 85	1 90
Boneless Digbys, box	2 50	2 50
Haddies, chicken	0 08½	0 09
Do., fillets, lb.	0 16	0 16
Do., Finnan, lb.	0 14	0 14
Herring, Kipperd, box	1 50	2 75
Shrimps, can	1 75	1 75
FRESH FROZEN SEA FISH		
Cod Steak, lb.	0 09	0 09½
Do., market, lb.	0 05	0 07½
Flat Fish, B.C., lb.	0 10	0 10½
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 06	0 07
Haddock, headless, lb.	0 08	0 10
Do., heads on, lb.	0 07½	0 08
Do., small, case, 200 lbs., lb.	0 05	0 05

Halibut, medium, lb.	0 23	0 23
Do., chicken, lb.	0 21	0 22
Do., large, lb.	0 21½	0 22
Herring, lb.	0 07	0 06
Mackerel, lb.	0 14	0 16
Salmon, Cohoe, lb.	0 20	0 22
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25
Do., Gaspe, lb.	0 24	0 25
Smelts, No. 2, lb.	0 08	0 10
Do., No. 1, lb.	0 12	0 15
Do., Extra, lb.	0 25	0 26
Tomcods, lb.		0 07

FROZEN LAKE FISH

Herrings, Lake Superior	0 04½	0 05
Mullets, lb.	0 07	0 08
Pickrel, lb.	0 14	0 15
Pike, round, lb.	0 09	0 10
Trout, lb.	0 17	0 18
Tulibee, lb.	0 10	0 10½
Whitefish, lb.	0 14	0 15

DRY AND PICKLED FISH

Cod, Acadia Strip, box	6 50	7 00
Do., Acadia Tablets, 1 lb., 20 to case	3 90	4 00
Do., Acadia Tablets, 2 lb., 12 to crate		5 25
Herring, Labrador, bbl.		13 75
Do., Do., keg.	7 00	7 25
Do., Do., No. 4 size		5 60
Do., Do., No. 2 size		2 00
Do., Lake, keg.	7 00	7 25
Imperial, 25 lbs., loose, case	3 00	3 50
Mackerel, salt, 20-lb. kit	4 15	4 50
Quail on Toast, 24 1-lb. tablets, cs.	4 10	4 20
Shrimps, headless, No. 1 size, tin	1 60	1 75
Do., No. 3 size, tin		4 20
Skinless Fish, 100s, lb.	0 15	0 19
Sea Trout, keg		12 00
Whitefish, No. 1, keg		13 50
OYSTERS, No. 3 size package (2½ gallons)		
		9 50
Do., No. 5 size package (4 1-6 gallons)		
		15 50
Do., No. 1 size package		
		3 30
Shell Oysters, 800 count, bbl.		
		14 50
Do., Do., 1,000 count		
		13 00

WINNIPEG MARKETS

**Provisions Firmer;
Butter, Eggs Weak**

Winnipeg.
PROVISIONS.—Jobbers report a strong undertone in the provision market, caused by the fact that the United States Government has set a price of 17½c for Fearman hogs. Provision prices are steady, with a weakness notable in butter and eggs.

BUTTER.—A weakness is apparent in the butter market. Very little dairy butter is available. Prices are steady and unchanged; No. 1 Creamery 45c; No. 2 Creamery 43½c; Dairy, 33-34c.

EGGS.—The egg market is easier due to heavier receipts coming on the United States market. United States eggs are now on the Canadian market and are selling at 65c-68c for new laid stock. The egg market is expected to decline from now on.

Hams—		
Light, lb.	0 34	0 36
Medium, per lb.		0 34
Heavy, per lb.		0 33
Bacon—		
Breakfast, select, lb.		0 40
Backs	0 44	0 55
Dry Salt Meats—		
Long clear bacon, light	0 29	
Backs	0 33	
Barrelled Pork—		
Mess pork, bbl.		52 00
Lard, Pure—		
Tierces	0 30	
20s	6 30	
Cases, 5s	18 52	
Cases, 3s	18 60	
Compound—		
Tierces	0 25½	
Tuba, 50s, net	12 87	
Pails, 20s, net	5 40	

Cheese—

Ontario, large fresh		
Manitoba, large fresh		
Butter—		
Fresh made creamery, No. 1 cartons		0 45
Fresh made creamery, No. 2		0 43½
Margarine	0 31	0 32
Eggs—		
New-laid, doz.	0 65	0 68

**Better Demand
Noted For Fish**

Winnipeg.
FISH.—A return of colder weather has stimulated fish trade. Dealers are well stocked and with a good demand the market is very firm at following quotations:

LAKE FISH

Whitefish (cleaned), lb.	0 13½
Whitefish (frozen), lb.	0 12½
Pickrel, lb.	0 12½
Pickrel Fillet, lb.	0 35
Frozen Trout, lb.	0 18
Round Jackfish, lb.	0 09
Dressed Jackfish, lb.	0 09½
Frozen Goldeye, lb.	0 07½
Speckled Trout, lb.	0 35
SEAFISH	
Frozen Halibut, lb.	0 22
Fresh Halibut, lb.	0 23
Frozen Salmon, lb.	0 23
Frozen Mackerel, lb.	0 18
Red Carp, lb.	0 09½
Sable Fish, lb.	0 12
Haddock, lb.	0 10
Soles, lb. (50-100)	0 08
Soles (less)	0 08½
Plaice, lb.	0 08
Skate, lb.	0 18
Smelt, lb.	0 16
White Salmon, lb.	
SMOKED FISH	
Finnan Haddie (30-lb. boxes), lb.	0 16
Finnan Haddie (15-lb. boxes), lb.	0 16½
Smoked Goldeye, lb.	0 17
Smoked Codfish, lb.	0 20
Smoked Fillet (15-lb. boxes), lb.	0 22
Bloaters (25-lb. boxes), case	2 85



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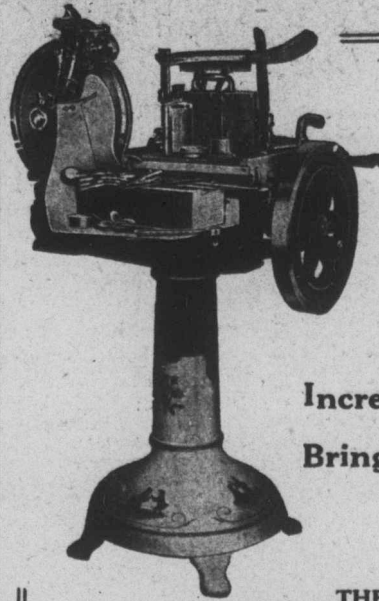
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the Standard of
Sea Food Quality



YOU can always re-commend the Brunswick Brand lines. The care used in selecting only the very best fish, and the scientific and sanitary packing process guarantee the quality of Brunswick Brand At always.

Replenish your stock from the following:

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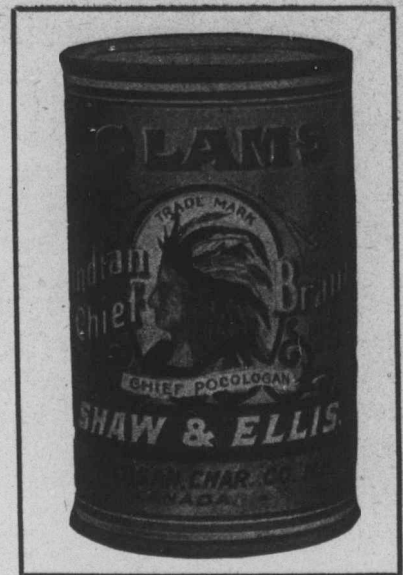
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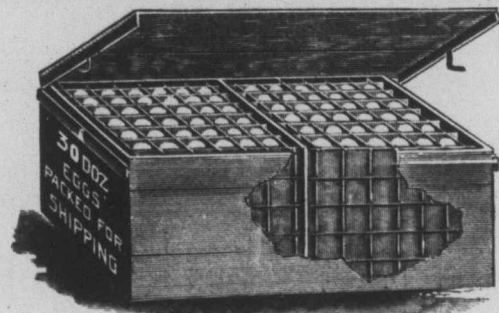
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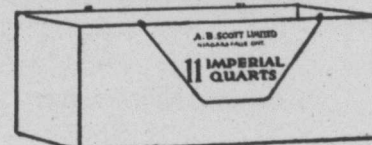


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BUY

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BASKETS

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Join the ranks of the aggressive dealers who are selling these lines of supreme quality No-Vary Foods by getting in touch with the wholesale house nearest your store.

"If it's No-Vary it's always good"



- Brandon Grocery Co., Ltd. Brandon, Man.
- Camrose Grocery Co., Ltd. Camrose, Alta.
- Medicine Hat Grocery Co., Ltd. Medicine Hat, Alta.
- Moose Grocery Co., Ltd. Moose Jaw, Sask.
- MacLean Grocery Co., Ltd. Regina, Sask.
- Red Deer Grocery Co., Ltd. Red Deer, Alta.
- Swift Current Grocery Co. Swift Current, Sask.
- Simington Co., Ltd. Calgary, Alta.
- Weyburn Grocery Co., Ltd. Weyburn, Sask.
- Yorkton Grocery Co. Yorkton, Sask.

No-Vary Products Co., Ltd. WINNIPEG

If any advertisement interests you, tear it out now and place with letters to be answered.

The Financial Post THIS WEEK

ON "OTTAWA'S DUTY TO BUSINESS"

"Let us emphasize the situation. Industry and business are in a good, sound position so far as the present is concerned. It is the future which causes apprehension. We believe that labor and price problems can be solved if other factors for uncertainty are removed and public opinion remains reasonably rational. But capital looks to the Government for some reasonable assurance of fair treatment and until that assurance is given there will be a tendency to mark time. While capital marks time there will not be any industrial progress or general development, because any such expansion requires money. The investor cannot expect to devote his funds to any enterprise which does not give reasonable guarantee as to security and a fair income."

ON THE TARIFF PROBLEMS

"We cannot but conclude that the farmers' great grievance is not the tariff but the combination of financiers and manufacturers; all through the speeches and all through the conversations, that thought continually cropped out. They frankly admitted that a tariff was necessary as a means of raising revenue, and that it might be necessary for the upbuilding of industries based upon Canada's natural resources, but if the tariff was to be used to enable a few groups of manufacturers to extort high prices, then they were prepared to smash the whole tariff."

"This antagonism is not confined to the farmers alone; it is the opinion of the country generally. And the public are not holding the Government blameless. Cabinet Ministers have winked at or frankly supported these supposedly powerful combinations."

Besides the important articles from which the above quotations are made, THE POST this week deals with the following amongst

OTHER SUBJECTS OF INTEREST

- Canada Faces Shipbuilding Loss
- Outlook for Flour Mills Grows Serious
- Textile Mills Have Enlarged Field in Canada
- Trade Combines and the Public
- Think Profit of Manufacturers Too High
- Fewer Changes in Montreal Leases to Take Place
- The Mortgage Situation in the Northwest
- Toronto Rails Earnings Went Largely to City
- Attitude Towards Public Utilities is Bolshevism
- Provincial Paper Mills Are Probed
- St. Lawrence Mills Again Operating
- Cobalt Mining Co. to Acquire a B.C. Property
- Detroit United Up \$1,500,000. Net Declines
- B.C. Permanent Co. Reduced Expenses
- Bond Market Was on the Quiet Side During Week
- Business Men Settle Police and Fire Terms
- Graduated Taxes Are Favored in City of London
- Mutual Life Adds 65.5% of New Business
- Manufacturers' Life Has Splendid Year
- Ukrainians of Canada Want Say in Peace
- Banks Discuss Reciprocity as Financial Factor
- Reconstruction for Cripples on Economic Lines
- Gold and Credit and Problems of Reconstruction

Fill in this Form and keep in Touch with Canadian Affairs

The MacLean Publishing Co.,
143-153 University Ave., Toronto.
Send me THE FINANCIAL POST every week till further ordered. I will pay subscription price \$3.00 per year on receipt of bill or you may draw on me for this.

Name

Address

C.G.

FISH

Pickled Lake Superior Herring, in kegs, half-kegs and pails. Trout and whitefish in kegs.

Frozen Georgian Bay Trout and Lake Superior Herring.

We Invite Correspondence

LEMON BROS.

OWEN SOUND, ONT.

Looking for a Man?

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

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

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

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

Make your advertisement brief—like a telegram.

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

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

Canadian Grocer

143-153 University Ave.
Toronto

Baker's Cocoa and Chocolate



REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

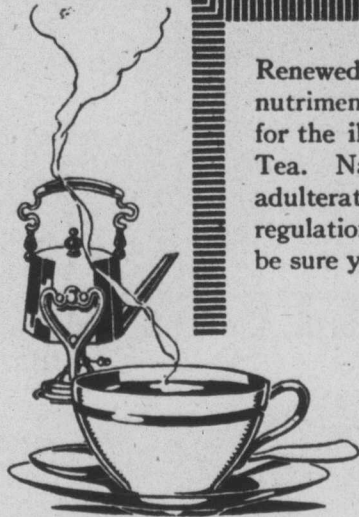
WALTER BAKER & CO. Limited

Montreal, Can. Dorchester, Mass.

Established 1780

When answering Advertisements please mention Canadian Grocer

JAPAN TEA



Renewed vigor in the hour of fatigue, nutriment for the strong and health for the ill are in each cup of Japan Tea. Natural purity and absence of adulteration are Japanese Government regulations. Drink Japan Tea and be sure your tea is pure.

*"Tea tempers the spirit,
awakens thought and
refreshes the body."*

14

The delicious flavor of this wholesome beverage will make fast friends of tea drinkers everywhere. You can win increased customer confidence and secure larger profits by pushing this high quality natural green leaf.

Your wholesale carries Japan Tea.

JAMS
MARMALADES
PEELS

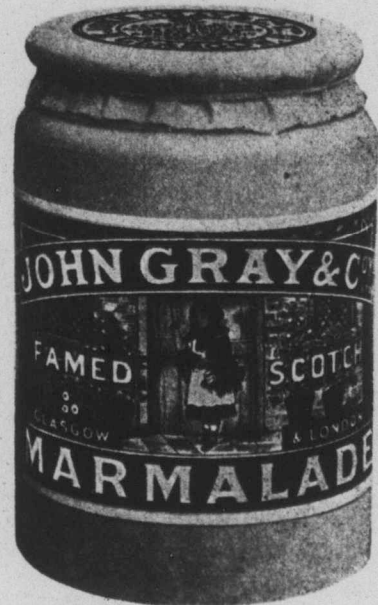
John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.

Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY
MARZIPAN
CHOCOLATE



Agents

Wm. H. Dunn, Limited, Montreal
 Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

KING GEORGE'S
NAVY CHEWING TOBACCO

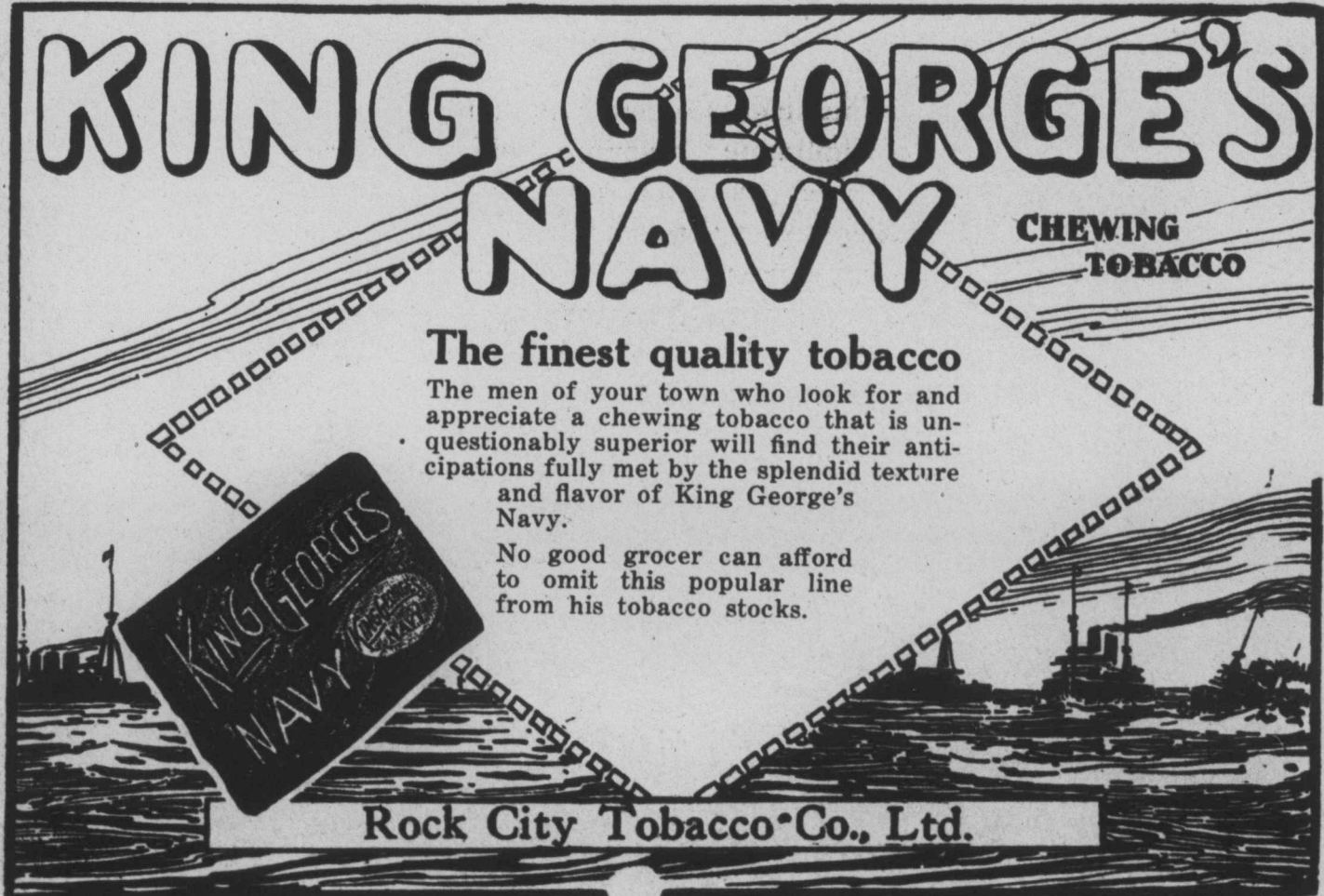
The finest quality tobacco

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.



Rock City Tobacco Co., Ltd.



Reducing the selling effort

Food products put up in a tempting, eye-catching way are good time-savers for the grocer, because their appearance prompts the sale.

And when you add to this good appearance the assurance of freshness and full flavor that the Anchor Cap Seal guarantees, you will see the advantages of insisting upon Anchor Cap Seals on all stocks of food products in glass.

Anchor Caps will prevent profit leakages in leaky jars or mouldy deteriorated goods. Specify them on your next purchases.

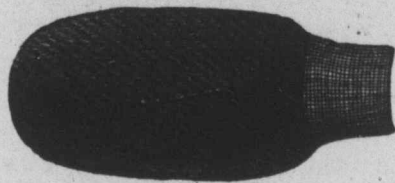
Anchor Cap & Closure Corporation
OF CANADA, LIMITED

FACTORY AND
GENERAL OFFICES



50 Dorecourt Road
TORONTO, ONTARIO

TAPATCO
REGISTERED BRAND TRADE MARK



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction.

There's a TAP-ATCO style and weight for every purpose. Show an assortment in your windows.



The American Pad and
Textile Company
Chatham, Ontario



Finds a Ready Sale!

Because of its high-class economical qualities. Used by all good housewives who believe in the superior value of COW BRAND BAKING SODA.

Cheapest becomes Best!

Church & Dwight, Limited
MONTREAL

That pure, good
Salt that your good
customers want—

Century SALT

Made by improved vacuum
process. Well advertised.
Well liked everywhere.

For "something special" offer SIFTO—it
flows freely in all weathers.

If your jobber cannot supply you, write to
DOMINION SALT CO., LTD., SARNIA, ONT.
Manufacturers and Shippers

Ask us for

Butter Boxes

and

Tubs

Egg Carriers

Brooms

WALTER WOODS & CO.

HAMILTON AND WINNIPEG

QUOTATIONS FOR PROPRIETARY ARTICLES SPACE IN THIS DEPARTMENT IS \$83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.
"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and
Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz.
glass, 2 doz. case. Per doz.
Blackberry \$ 35
Currant, Black 3 90
Pear 3 25
Peach 3 25
Plum 2 95
Raspberry, Red 3 90
Apricot 3 35
Cherry 3 45
Gooseberry 3 35

CATSUPS—In Glass Bottles

Per doz.
½ Pts., Aylmer Quality \$1 90
Pts., Aylmer Quality 2 35
Per jug.
Gallon Jugs, Aylmer Quality 1 62½
Per doz.
Pints, Delhi Epicure 2 70
½ Pints, Red Seal 1 50
Pints, Red Seal 2 00
Qts., Red Seal 2 80

BAKED BEANS WITH PORK

Per doz.
Brands—Canada First, Simcoe,
Quaker.
Individual Baked Beans, Plain
85s, or with Sauce, 4 doz.
to case \$0 95
4 doz. to case 1 15
1's Baked Beans, Flat, Plain,
Sauce, 4 doz. to case 1 25
1's Baked Beans, Tall, Tomato
or Chili Sauce, 4 doz. to case 1 35
1½'s (20-oz.) Plain, per doz. 1 65
Tomato or Chili Sauce 1 90
2's Baked Beans, Plain, 2 doz.
to case 1 95
2's Baked Beans, Tom. Sauce,
tall, 2 doz. to case 2 30
2's Baked Beans, Chili Sauce,
tall, 2 doz. to case 2 30
½'s Tall, Plain, per doz. ... 2 75
Tomato or Chili Sauce 3 20
Family, Plain, \$2.35 doz.; Family,
Tomato Sauce, \$2.80 doz.; Family,
Chili Sauce, \$2.80 doz. The above
2 doz. to case, 10's, ½ doz. per
case; Chili and Tomato Sauce,
for hotel and restaurant use
(gals.), \$12; plain, \$10.

EVAPORATED MILK

St. Charles Brand, Hotel, each
24 cans 6 65
Jersey Brand, Hotel, each 24
cans 6 65
Peerless Brand, Hotel, each 24
cans 6 65
St. Charles Brand, Tall, each
48 cans 6 75
Jersey Brand, Tall, each 48
cans 6 75
Peerless Brand, Tall, each 48
cans 6 75
St. Charles Brand, Family,
each 48 cans 5 75
Jersey Brand, Family, each
48 cans 5 75
Peerless Brand, Family, each
48 cans 5 75
St. Charles Brand, small, each
48 cans 2 90
Jersey Brand, small, each 48
cans 2 90
Peerless Brand, small, each 48
cans 2 90

CONDENSED COFFEE

Reindeer Brand, large, each
24 cans 6 25
Reindeer Brand, small, each
48 cans 6 50
Regal Brand, each 24 cans.. 5 90
Cocoa, Reindeer Brand, large,
each 24 cans 6 25
Reindeer Brand, small, 48 cans 6 50

**W. CLARK, LIMITED,
MONTREAL.**

Compressed Corn Beef—½s, \$2.90;
1s, \$4.90; 2s, \$9.25; 6s, \$34.75.
Lunch Ham—1s, \$7.40; 2s, \$14.50.
Ready Lunch Beef—1s, \$4.90; 2s, \$9.
English Brawn—½s, \$2.90; 1s,
\$4.90; 2s, \$9.90.
Boneless Pig's Feet—½s, \$2.90; 1s,
\$4.95; 2s, \$9.90.
Ready Lunch Veal Loaf—½s, \$2.45;
1s, \$4.45.
Ready Lunch, Beef-Ham Loaf—½s,
\$2.45; 1s, \$4.45.
Ready Lunch Beef Loaf—½s, \$2.45;
1s, \$4.45.
Ready Lunch Asst. Loaves—½s,
\$2.50; 1s, \$4.50.
Geneva Sausage—1s, \$4.40; 2s, \$9.40.
Roast Beef—½s, \$2.90; 1s, \$4.80;
2s, \$9.25; 6s, \$34.75.
Roast Mutton—\$7.25; 2s, \$14.50;
square cans, \$48.00.
Roast Mutton—1s, \$7.25; 2s, \$14.50;
6s, \$48.
Boiled Beef—1s, \$4.80; 2s, \$9.25; 6s,
\$34.75.
Jellied Veal—½s, \$3.25; 1s, \$4.80;
2s, \$9.25.
Cooked Trips—1s, \$2.90; 2s, \$4.90.
Stewed Ox Tail—1s, \$2.40; 2s, \$4.40.
Stewed Kidney—1s, \$4.40; 2s, \$8.40.
Mince Collops—½s, \$1.90; 1s, \$3.85;
2s, \$6.90.
Sausage Meat—1s, \$3.90; 2s, \$7.80.
Corn Beef Hash—½s, \$1.90; 1s,
\$3.90; 2s, \$5.90.
Beef Steak and Onions—½s, \$2.90;
1s, \$4.90; 2s, \$8.90.
Jellied Hocks—2s, \$9.90; 6s, \$30.00.
Irish Stew—1s, \$2.90; 2s, \$5.80.
Cambridge Sausage—1s, \$4.40; 2s,
\$8.40.
Boneless Chicken—½s, \$5.90; 1s,
\$9.00.
Boneless Turkey — ½s, \$5.90; 1s,
\$9.00.
Ox Tongue—½s, \$3.90; 1s, \$8.40.
1½s, \$13.40; 2s, \$17.20; 3½s,
\$29.70; 6s, \$45.
Lunch Tongue—½s, \$3.90; 1s, \$6.90;
Beef Suet—1s, \$6.40; 2s, \$12.40.
Mince Meat (Tins)—1s, \$2.90; 2s,
\$4.00; 6s, \$12.90.
Mince Meat (Bulk)—5s, 10c; 10s,
18c; 25s, 17c; 50s, 16c.
Chateau Brand Pork and Beans,
with Tomato Sauce—Ind., \$1.10;
1s, \$1.75; 2s, \$2.55; 3s, \$3.85.
With Plain Sauce—Ind., \$1; 1s,
\$1.65; 2s, \$2.40; 3s, \$3.40.
Chateau Brand Concentrated Soups
—Celery, \$1.25; Consommé \$1.25;
Green Peas, \$1.25; Julienne, \$1.25;
Mulligatawny, \$1.45; Mutton
Broth, \$1.25; Ox Tail, \$1.25; Pea,
\$1.25; Scotch Broth, \$1.25; Vege-
table, \$1.25; Chicken, \$1.45; Mock
Turtle, \$1.45; Tomato, \$1.25;
Vermicelli Tomato, \$1.25; Assort-
ed, No. 1, case, \$1.35; Soups and
Bouilli, 6s, \$13.25.
Clark's Pork and Beans, Tom-
Sauce, Blue Label—Ind., 90s; 1s,
\$1.25; 1½s, \$1.90; 2s, \$2.30; 3s,
tall, \$3.85; 6s, \$12; 12s, \$20.
Plain Sauce, Pink Label—Ind.,
85c; 1s, \$1.15; 1½s, \$1.65; 2s,
\$1.95; 3s (tall), \$2.95; 6s, \$10;
12s, \$18.

Make Your Customers Know That YOU Know

If customers always knew the right thing to buy they would not ask the expert advice of their grocer. When advice is asked, the grocer must be in a position to recommend the very BEST article. If he does not know, or knowing does not recommend it, he is betraying his trust. If you persuade your customer, whether against his will or not, to buy the BEST, he will soon come to know that YOU know what you are talking about, and will TRADE with you. When your customers complain that their hens don't lay, recommend Chicken Chowder. When they ask your advice you are backed up by our guarantee and can recommend—

PURINA SCRATCH FEED AND CHICKEN CHOWDER

to the limit. These two poultry feeds contain ingredients which are not contained in sufficient quantities or the proper proportion in ANY OTHER FEED, "home-made" or otherwise. PURINA feeds are GUARANTEED to greatly increase egg production, to wonderfully facilitate moulting, and rapidly put bone and meat on chicks. There is something absolutely magical in the way chicks thrive on PURINA CHICK FEED and CHICKEN CHOWDER. Sold only in Checkerboard Bags.

THE CHISHOLM MILLING CO., LIMITED

8 JARVIS STREET, TORONTO

CANADA FOOD BOARD CEREAL MILL LICENSE No. 4-198



American Steel Wool

Cleans, Smooths and Polishes Anything and Everrthidg



Original Package in Red, White and Blue

"My Right Hand in the Home"—The Aluminum Cleanser.

No labor lost in using American Steel Wool! Use a soft wad of these steel shavings, to clean aluminum, Pyrex, copper, enamel and other cooking utensils, windows, glassware, marble ornaments, etc. No gloves are necessary. Six grades and each the best for a special use:

The attractive package contains a "Dictionary of Uses" and "Instructions for Using."

You will make a profitable investment when you stock this line.

Have your jobber supply your requirements.

W. J CHAMBERS & Co.

Sole Agents, 44 Scott St., Toronto

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**

Don't hide the fact that you sell

OCEAN BLUE

You never know how many sales you may have lost until you keep it prominently placed. Keep good stocks, and

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.,
The Gray Building, 24-26, Wellington St., W. Toronto.



Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

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

R. E. BOYD & COMPANY

Agents for the Province of Quebec

15 STE. THERESE ST. MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST



Oakey's "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:

Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

Chili Sauce (red and gold label)—Ind., 90c; 1s, \$1.25; 1 1/2s, \$1.90; 2s, \$2.30.
Vegetarian Baked Beans and Tomato Sauce—2s, \$2.25.
Sliced Smoked Beef—1/4s, \$2.40; 1s, \$3.40; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.40; 2s, \$5.90.
Army Rations—Beef and Vegetables. 1s, \$3.40; 2s, \$5.90.
Spaghetti with Tomato Sauce with Cheese—1/4s, \$1.40; 1s, \$1.90; 3s, \$3.30.
Tongue, Ham and Veal Pates—1/2s, \$2.35.
Ham and Veal Pates—1/2s, \$2.35.
Smoked Vienna Style Sausage—7/8s, \$2.45.
Pate De Foie—1/4s, 75c; 1/2s, \$1.40.
Plum Pudding—1/2s, \$2.40; 1s, \$3.90.
Potted Beef Ham—1/4s, 75c; 7/8s, \$1.40.
Beef—1/4s, 75c; 1/2s, \$1.40.
Potted Tongue—1/4s, 75c; 1/2s, \$1.40.
Potted Game (Venison)—1/4s, 75c; 1/2s, \$1.40.
Potted Veal—1/4s, 75c; 1/2s, \$1.40.
Potted Meats (Assorted)—1/4s, 85c; 1/2s, \$1.45.
Devilled Beef Ham—1/4s, 75c; 1/2s, \$1.40.
Devilled Tongue—1/4s, 75c; 1/2s, \$1.40.
Veal—1/4s, 75c; 1/2s, \$1.40.
Devilled Meats (Assorted)—1/4s, 80c; 1/2s, \$1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle. \$10; 10 oz., \$5.
Ox Tongue — 1 1/2s, \$14.50; 2s, \$19.70.
Lunch Tongue (in glass)—1s, \$9.90.
Sliced Smoked Beef (in glass)—1/4s, \$1.80; 1/2s, \$2.80; 1s, \$3.90.
Minced meat (in glass)—1s, \$3.25.
Potted Chicken (in glass)—1/4s, \$2.40.
Ham (in glass)—1/4s, \$2.40.
Tongue (in glass)—1/4s, \$2.40.
Venison (in glass)—1/4s, \$2.40.
Meats, Assorted (in glass)—\$2.45.
Chicken Breast (in glass) — 1/2s, \$3.90.
Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.
Chili Sauce—10 oz., \$3.25.
Spaghetti with Tomato Sauce—1/2s, \$1.40; 1s, \$1.90; 3s, \$3.30.
Peanut Butter—1/4s, \$1.40; 1/2s, \$1.90; 1s, \$2.30; in pails, 5s, 29c; 12s, 27c; 24s, 26c; 26c, 28c.

COLMAN'S OR KEEN'S MUSTARD.

Per doz. tins
D. S. F., 1/4-lb. \$2 00
D. S. F., 1/2-lb. 5 30
D. S. F., 1-lb. 10 40
F. D., 1/4-lb.

Per jar
Durham, 1-lb. jar, each... \$0 60
Durham, 4-lb. jar, each... 2 35

Canadian Milk Products, Ltd.,
Toronto and Montreal.

KLIM

Hotel \$13 50
Household size 8 25
Small size 6 75
F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the
Edwardsburg Brands Starches

Laundry Starches—
Boxes Cents
40 lbs. Canada Laundry09 1/4
40 lbs., 1-lb. pkg., Canada White or Acme Gloss.09 1/4
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons10 1/4
100-lb. kegs, No. 1 white.09 1/4
200-lb. bbls., No. 1 white.09 1/4
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.11 1/4
48 lbs., Silver Gloss, in 6-lb. tin canisters12 1/4
36 lbs. Silver Gloss, in 6-lb. draw lid boxes12 1/4
100 lbs., kegs, Silver Gloss, large crystals10 1/4
40 lbs., Benson's Enamel, (cold water), per case.3 25
Celluloid, 45 cartons, case.4 40

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared11 1/4
40 lbs. Canada Pure or Challenge Corn10 1/4
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.20
(20-lb. boxes, 1/4c higher, except potato flour)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND

CORN SYRUP

Perfect Seal Jars, 3 lbs., 1 doz. in case\$4.00
2-lb. tins, 2 doz. in case4 55
5-lb. tins, 1 doz. in case5 15
10-lb. tins, 1/2 doz. in case.4 85
20-lb. tins, 1/4 doz. in case.4 80

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs.\$0.06 1/4
Half bbls., about 350 lbs.07
1/4 bbls., about 175 lbs.07 1/4
2-gal. wooden pails, 25 lbs.2 15
3-gal. wooden pails, 38 1/2 lbs.3 25
5-gal. wooden pails, 65 lbs.5 25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case.\$5.05
5-lb. tins, 1 doz. in case5 65
10-lb. tins, 1/2 doz. in case.5 35
20-lb. tins, 1/4 doz. in case.5 30
(5, 10 and 20-lb. tins have wire handles)

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley— Doz 1 lb. \$4.00
1/2 lb. 3 00
Robinson's Patent Groats— 1 lb. \$4.00
1/2 lb. 3 00

NUGGET POLISHES

Doz
Polish, Black, Tan, Toney Red and Dark Brown \$1.15
Card Outfits, Black and Tan. 4 15
Metal Outfits, Black and Tan. 4 25
Creams, Black and Tan 1 25
White Cleaner 1 20

EMPIRE TOBACCO CO. OF CANADA, LIMITED. EMPIRE BRANCH

Black Watch, 10s, lb. \$1.20
Bobs, 12s 1 00
Currency, 12s 1 00
Star Bar, 9s, boxes 6 lbs. 1 08
Pay Roll, thick bars, 1 25
Pay Roll, plugs, 10s, 6-lb. 1/4 caddies 1 25
Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs. 1 08
Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes 1 12
Forest and Stream, tins, 9s, 2-lb. cartons 1 44
Forest and Stream, 1/2s, 1/4s, and 1-lb. tins 1 50
Forest and Stream, 1-lb. glass humidors 1 75
Master Workman, 9s, 2-lb. cartons 1 12
Master Workman, bars, 7s 3 1/2 lbs. 1 20
Derby, 9s, 4-lb. boxes 1 06
Old Virginia, 12s 1 50
Old Kentucky (bars), 9s, boxes, 5 lbs. 1 25

WM. H. DUNN, LTD., Montreal BABBITS

Soap Powder, case 100 pkgs. \$5 65
Cleanser, case 50 pkgs. 3 10
Cleanser (Koeher), case 50 pkgs. 3 20
Pure Lye, case of 4 doz. 5 95



Look for the Macdonald Trade Mark

Every package we ship carries the above Trade Mark—it's your guarantee that the tobacco was manufactured by W. C. Macdonald Reg'd, established over 60 years.

PLUG SMOKING

"BRITISH CONSOLS"
 "INGOTS" (Rough and Ready)
 "BRIER"
 "INDEX"

PLUG CHEWING

"PRINCE OF WALES"
 "NAPOLEON"
 "CROWN"
 "BLACK ROD" (Twist)

Distributed by Leading Wholesalers.

W. C. MACDONALD, REG'D.

Established Over 60 Years

TOBACCO MANUFACTURERS

MONTREAL

WAR CONDITIONS

necessitate the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

POULTRY FOODS, CANARY AND PARROT MIXTURES

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
 Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
 24-25 Fenchurch Street, E.C. 3.



Who Has Not Heard of Vol-Peek?

THE BIG MONEY MAKER
MENDS pots, pans, graniteware, tinware, enamelledware, etc., at a cost of 1/2c each mend. Quick, effective, and permanent. Easy to use—no tools needed—just like putty—hardens in 2 minutes.

SELLS easily and earns big profits. Bright colored stand containing 24 packages costs you \$2.25—sells at 15c a package. Advertising matter shipped with your order. VOL-PEEK is advertised all over Canada. Send an order for one or more stands—write!

From your jobber or

Vol-Peek Mfg. Co.
 P.O. Box 2024 Montreal, Que.

Are You Alive

to the selling possibilities of this fascinating new
fish food?

CHICKEN HADDIES
REGISTERED



CHICKEN HADDIES

—a delicious fillet of prime young fish packed in
a sanitary container.

Order a trial case from your wholesaler to-day.

Packed at Canso, N.S., by the

MARITIME FISH CORPORATION LIMITED

Head Office and Sales Dept.
Montreal

Plants at Canso, N.S., and
Digby, N.S.

Packers of the celebrated Maple Leaf Canned Codfish Flakes

COFFEE

We are specialists in the Coffee line. Have our own roasting plant and—if we do say it ourselves—we are making it a success. It fits in with our regular business and consequently we don't have to put on more than a moderate advance for our profit. We put out all grades but there is one that we take pride in and give extra attention—the Monarch Blend—and aim to make it as good as possible. For this purpose we search the coffee world for the highest quality and always keep stock enough to guarantee a supply which keeps us from having to go out and pick up anything that's available at the time wanted. Consequently our Monarch Coffee is always uniform and always the best. You just try this Monarch Coffee—it's a delight. Your customers will be more than pleased and it will be a magnet to draw other trade to your store.

Monarch Coffee	-	1/2 lb. tins	40
Monarch Coffee	-	1 " "	40
Monarch Coffee	-	5, 10 & 15 lb. tins	39

Send us a trial order.

H. P. ECKARDT & CO
WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

Do Your Bit!



DO not think patriotic work is a thing of the past. The great need to-day is to repatriate the returned soldier, and to promote Prosperity so as to solve the problem of the War Burden.

The Dominion of Canada requires your help.

You can be a vital factor in the Government's plan to sell War-Savings Stamps by getting your customers to buy Thrift Stamps.

If they buy the Thrift Stamps from you, they will soon be War-Savers, helping themselves and the country in the great work of Reconstruction.

Put up your Thrift signs, get your stock of stamps, and push the sale among your customers.

Every Bank and Money-Order Post Office carries Thrift Stamps.

SELL THRIFT STAMPS

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

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

"AYLMER" PURE ORANGE MARMALADE
Per doz.
Tumblers, Vacuum Top, 2 doz. in case 2 00
12-oz. Glass, Screw Top, 2 doz. in case 2 40
16-oz. Glass, Screw Top, 2 doz. in case 2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case 2 95
2's Tin, 2 doz. per case 4 45
4's Tin, 12 pails in crate, per pail 0 70
5's Tin, 8 pails in crate, per pail 0 90
7's Tin or Wood, 6 pails in crate 1 20
30's Tin or Wood, one pail crate, per lb. 0 17½

BLUE
Keen's Oxford, per lb. \$0 22
in cases 12-12 lb. boxes to case 0 21¼

COCOA AND CHOCOLATE THE COWAN CO., LTD.

COCOA—
Perfection Coeos, lbs., 1 & 2 doz. in box, per doz. \$4 00
Perfection, ¼-lb. tins, doz. 2 45
Perfection, ¼-lb. tins, doz. 1 35
Perfection, 10c size, doz. 0 95
Perfection, 5-lb. tins, per lb. 0 37
Supreme Breakfast Coeos, ½-lb. jars, 1 & 2 doz. in box, doz. 2 75
(Unsweetened Chocolate)
Supreme Chocolate, 12-lb. boxes, per lb. 0 30
Supreme Chocolate, 10c size, 2 doz. in box, per box ... 1 00

Perfection chocolate, 10c size, 2 doz. in box, per doz. 0 90
SWEET CHOCOLATE— Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes 28 boxes in case 0 30
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case 0 30
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 32
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case 0 30
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box 1 20

CHOCOLATE CONFECTIONS
Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. 0 40
Milk Medallions, 5-lb. boxes in case, per lb. 0 40
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. ... 0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 55

6c. LINES
Toronto Price-Per box
Filbert Nut Bars, 24 in box, 60 boxes in case \$0 95
Almond Nut Bars, 24 in box, 50 boxes in case 0 95
Puffed Rice Bars, 24 in box, 50 boxes in case 0 95
Ginger Bars, 24 in box, 50 boxes in case 0 95
Fruit Bars, 24 in box, 50 boxes in case 0 95
Active Service Bars, 24 in box, 50 boxes in case 0 95
Victory Bar, 24 in box, 60 boxes in case 0 95
Queen's Dessert Bar, 24 in box, 60 boxes in case 0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case. 0 95
Royal Milk Cakes, 24 in box, 50 boxes in case 0 95
Maple Buds, 6c display boxes, 6c pyramidal packages, 6c glassine envelopes, 4 doz in box 1 90

10c LINES
Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz. \$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz. ... 0 95

BORDEN MILK CO., LTD. CONDENSED MILK
Terms, net, 30 days.
Eagle Brand, each 48 cans. \$3 25
Reindeer Brand, each 48 cans. 3 75
Silver Cow, each 48 cans. 3 40
Gold Seal, Purity, each 48 cans 3 25
Mayflower Brand, each 48 cans 3 25
Challenge Clover Brand, each 48 cans 7 75

The Advertiser would like to know where you saw his advertisement—tell him.

A Request to Our Readers

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

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

New Arrivals

California Pears

Winter Nelles
and
Easter Bueries

California Cauliflower

California Celery

Also fresh shipments arriving every few days.

Florida Grapefruit

Stripes Brand

Finest Quality Shipped

WHITE & CO., LIMITED

Importers of Fancy Fruits and Vegetables

TORONTO

ORANGES

Fancy California Navels—Finest Flavor, Juicy and Free from Frost

FLORIDA GRAPEFRUIT

Beautiful Color, Firm and Full of Juice

NORTH WESTERN APPLES

Extra Fancy Stock in Boxes. Best Varieties. Desirable Sizes.

CALIFORNIA

Celery, Cauliflower, etc.

Domestic Vegetables

Potatoes, Cabbage, Onions, etc.

FISH

A Full Supply of Frozen, Salted and Smoked Fish.

Place Your Lenten Order Now.

Our Prices Are Right.

DUNCANS LIMITED

NORTH BAY, ONT.

BRANCHES AT SUDBURY, COBALT, TIMMINS

LICENSE No. 151



Give
Little Miss Vi
a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial

beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in the sweetest and cleanest factory in the world.

Write for trade terms and particulars to the
Walford Mfg. Co., Ltd., Delectaland, Walford, England.

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead

When buying

insist

on this brand

Canada Food Board License No. 14-128

WE solicit correspondence from manufacturers wanting active and responsible representation for Quebec and large part of the Province. We wish to get in touch with Manufacturers of Peanut Butter, Chocolates, Biscuits, Etc.

An efficient selling organization, with an old established connection with the trade, places us in a position to offer you unexcelled facilities for marketing your products.

WAREHOUSING—Steam heating—STORAGE.

The RELEG Co., Regd.
34 King Street
QUEBEC - CANADA

FINEST CRYSTAL GELATINES

Powdered and Sheet
FINE LEAF GELATINE
British Manufacture

GELATINE

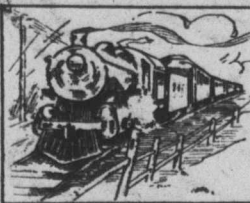
OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

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BUYERS' MARKET GUIDE

Latest Editorial Market News



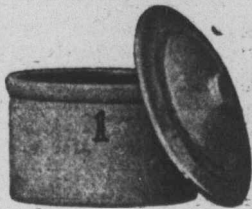
Vogans

**Overseas
CAKE**

Put up in one pound packages.

Order from your jobber to-day.

VOGANS, LIMITED TORONTO



STONEWARE

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

The Toronto Potter
Co., Limited
Dom. n Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agent:

W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto
Beach 2170

The LV PICKLE

Manufactured by

GILLARD & CO., LIMITED
London, England

An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St.,
(Place Royale), Montreal.

All these ads will have position on a live page each week containing reading matter.

HONEY PRICES SHADED

Lower prices have been named in some quarters on buckwheat honey and also on clover honey in 10-lb. tins. The former in 60-lb. tins is being quoted at 21c, a drop of 2c per pound, and the latter at 25c, for 3c per pound below previous figures. The trade in honey is rather dull, and this would appear to be an effort to stimulate sales somewhat.

* * *

Further declines have been recorded in bean prices this week, the Ontario beans being down generally another 50c per bushel. Some sources are quoting what they term a prime white bean at \$3.00 per bushel. Lima beans have sagged again and are being quoted as low as 14c per pound. All lines appear to be in plentiful supply, but the demand as yet is still within rather narrow limits.

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
1/4-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.
TRENTON - - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO



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

BOWMAN FISH CO.
66 Jarvis Street,
Toronto

GROCERS & BUTCHERS

Buy the Best

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

C. A. MANN & CO.

LONDON, ONTARIO

"Canada Food Board License No. 7-078"

RAMMANTLES
THE STANDARD BY WHICH MANTLES ARE JUDGED
GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS.
R. M. MOORE & CO. LTD. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

Ship us your

**BUTTER, EGGS, POULTRY
Etc.**

We pay highest wholesale prices
KAVANAUGH PROVISION CO.
Bleury Street, Montreal
Phone: Main 4620, Main 4721, After 7 p.m. Main 1980

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

Wanted

CLASSIFIED ADVERTISING

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

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

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

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

WANTED

WANTED FOR GENERAL STORE IN SASKATCHEWAN, an experienced grocery clerk. Must be a man with a smile, who can produce results. Good salary if you are the right party. Apply Box 49, Canadian Grocer, Toronto, Ont.

A LARGE PACKING HOUSE REQUIRES THE services of a real, live progressive salesman 23 to 28 years old for country territories. Good opportunity for one who has initiative and selling ability. Reply in own handwriting, stating age, experience, salary expected and personal description. Box 500, Canadian Grocer.

SITUATIONS WANTED

GROCERY CLERK OPEN FOR POSITION, 16 years' experience. Live salesman, experienced buyer. References. Box 504, Canadian Grocer, Toronto, Ont.

WANTED BY AN EXPERIENCED GROCERY salesman, position in store (capable of taking full charge is desired), town or country. Regina or Moose Jaw district preferred. Robert Jones, Swift Current. Highest references.

WANTED—POSITION AS MANAGER FOR grocery and provision store. First-class English and Canadian experience. Apply Dove, 18 Columbine Ave., Toronto, Ont.

FOR SALE

FOR SALE—MEAT AND GROCERY BUSINESS. Annual turnover \$22,000. Stock \$2,000. Net profits \$2,600. Clear title. Owner giving up business. Apply Box 488, Canadian Grocer, Toronto, Ont.

FOR SALE—A GOOD COUNTRY GENERAL merchandise business about 40 miles north of Regina. Present stock \$9,000.00, but will be reduced to suit purchaser. Turnover \$28,000.00. \$2,500.00 will handle. Buildings will be either rented or sold. Apply Box 496, Canadian Grocer, Toronto, Ont.

MR. CLERK, HAVE YOU EVER THOUGHT you would like to be able to print up-to-date show cards? Our system by correspondence is thorough and complete, and it takes only a short time to complete the course. Free outfit and easy terms. Write the Art Card Writing Studio, 1766 Hamilton St., Regina, Sask.

**WHITE COTTON
SUGAR LINERS
E. PULLAN
TORONTO**

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

FOR SALE

THIRTY-THREE CASES OF ST. CHARLES Milk (hotel size); will sell for six dollars a case, cash; not delivered. Apply Sheffield Lunch, cor. Yonge and Adelaide Sts., Toronto.

FOR SALE—A USED BOWSER OIL PUMP for kerosene, self-measuring. One used galvanised oil tank, ninety gallons. J. H. Edwards, Carleton Place, Ont.

AGENCIES WANTED

TWO LIVE SALESMEN WITH GOOD connections among Grocers, Bakers, and Butchers, are desirous of going into the commission business in British Columbia and are open for good Agencies in that Territory. Apply Box 502, Canadian Grocer, Toronto, Ont.

MERCHANTS' STATIONERY

150 EACH — LETTERHEADS, ENVELOPES. Statements and Shipping Tags—postpaid anywhere in Ontario, \$5.00. Other provinces, \$5.25. The Farmer's Printery, Beaverton, Ont.

TRANSLATIONS

ENGLISH INTO FRENCH, COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault.

EMPTY BAGS FOR SALE

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

MR. CLERK, YOU WANT TO BETTER yourself. You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation. Others are using to good advantage Want Ad. page in Canadian Grocer. You can do the same. Rates, payable in advance, 2 cents per word first insertion and one cent per word for each additional, with charge of five cents extra per insertion for Box Number.

COLLECTIONS

Let us recover for YOU, some of the money that is outstanding on those numerous accounts of yours.

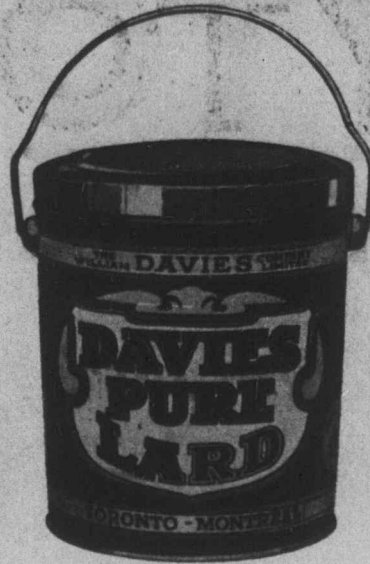
There is no valid reason why you shouldn't have that money.

Our Service will GET IT FOR YOU. No Collection—No Charge. Established 1909.

**The Nagle Mercantile
Agency**

Westmount (Montreal) Que.

**"A Treat
to
Bake with"**



**"It's a *pleasure* to feature a
product like Davies Pure Lard"**

SO say dealers who have been handling this popular line for many years. It sells on *merit*—and it brings repeat sales because it gives satisfaction.

Davies Pure Lard is nothing but extra-fine purified pork fat, perfectly processed and rendered. Nothing added. Every undesirable characteristic taken away.

Result—a pure, white, smooth lard of even consistency—a lard which good cooks everywhere are using because of its uniform quality.

Let Davies Pure Lard build up your trade—just as it is doing for other dealers. It will please *your* customers, too. Let us include a supply in your next shipment.

**For Family Trade Davies Pure Lard is put up in
1-lb. Cartons; also in 3-lb., 5-lb., 10-lb. Blue-and-
Gold Tin Pails.**

**THE DAVIES COMPANY
WILLIAM DAVIES LIMITED
TORONTO**

Montreal

Hamilton

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

CANADIAN GROCER

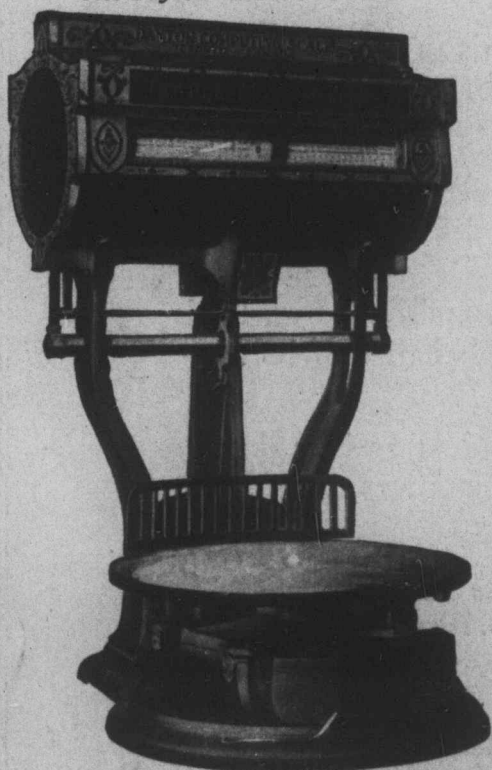
DAYTON

Automatic Scale

The modern scale of Justice



The Dayton—made in Canada



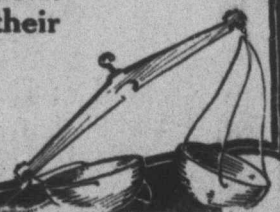
*"If it's a Dayton—
it's right!"*

We chose this slogan because it tells our whole story in 6 words. And it tells yours.

It means that the Dayton is your guarantee of protected profits—and that you have every good feature that any automatic scale can give you, and several valuable exclusive ones too.

"If it's a Dayton it's Right."

Preach it to your customers. Let them know it's **their** guarantee of a square deal also. They'll appreciate it.



The "Reconstruction Period" demands that you put your store in an efficient condition. Old style scales are not efficient. They give away a big slice of your net profits. A Dayton Scale is the finest investment you can make. The rawest, greenest clerk can use it just as well as the expert. It looks like real progress in your store—and it is!

Let us send you our latest catalogue.

Dayton Computing Scales

Royce and
Campbell Avenues
Toronto, Ont.

The International Business Machines Co., Limited, Toronto, Frank E. Mutton, Vice-President and General Manager, Manufacturers Dayton Scales, International Time Recorders and Hollerith Electric Tabulating Machines