

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

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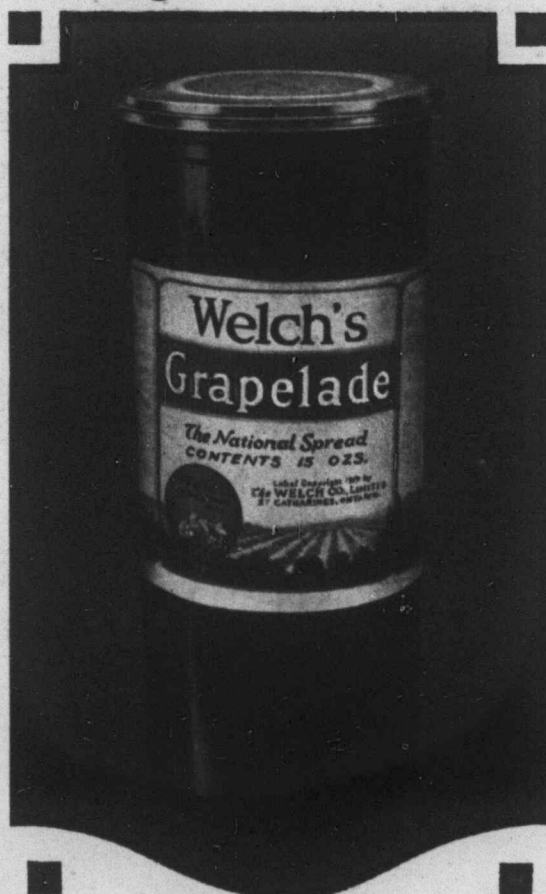
No 8

Welch's

Quality

Fruit

Jams



Other Welch Quality pure fruit products

Fruitlade

(Grape-Raspberry and other combinations with grape)

Peachlade

Plumlade

Cherrilade

All packed in 15 oz. glass jars.

TASTE any or all of the Welch Quality Jams and you will not hesitate to stock them. And you will have no trouble in selling them.

Grapelade has already found great favor in the fruit jam field, it is so smooth and has the true, fresh fruit flavor. Other Welch jams have the same real richness and quality. All are pure, fresh and smooth. All are packed and sold attractively and cleanly.

Base your jam business on this money-making line. Everybody everywhere is hearing about Welch Quality products through one of the largest advertising campaigns ever.

Stock the entire line of Welch Quality jams now. Order from your wholesaler. At the same time write us for window trims and counter displays and other advertising helps specially prepared for dealers.

The Welch Co., Limited, St. Catharines, Ontario

The "Why" of O-CEDAR SUPERIORITY



The O-Cedar Polish Mop is known the world over as the standard Mop. By it all similar products are measured and judged.

Its success is due chiefly to the "chemical" with which it is treated—O-Cedar Polish.

Containing no substance that might be injurious to the finest of woods, free from quick dryers, acids, gums and greases, O-Cedar Polish may be used on any surface with perfect confidence.

The O-Cedar Polish Mop is made of steel, and so constructed that perfect "centre pressure" is obtained by the user. The Mop proper is securely fastened to the steel plate, with all parts firmly riveted. This is the Mop that thousands of careful Canadian housewives have selected; they use it not only on varnished hardwood floors, but also on painted, stained and oiled soft woods, as well as on oilcloth and linoleum.

Every O-Cedar Polish Mop sold makes another satisfied customer—one more woman who can be relied on to purchase O-Cedar Polish steadily thereafter.

SPECIAL NOTICE

Due to the ever-advancing cost of materials we have found it necessary to charge the consumer 25c extra for the O-Cedar Mop handle, which has formerly been given free with the purchase of a Mop.

Beginning February 1st, 1920, all orders for O-Cedar Polish Mops will be subject to an extra charge for Mop Handles, the charge being made of twenty-five cents (25c), less such discounts as those worthy may be entitled to.

CHANNEL
CHEMICAL COMPANY
LIMITED
TORONTO



O-Cedar Polish



Borden's

The "buy-word" for quality milk products

For over 63 years Borden Milk Products have held leadership — a well-known supremacy that insures greater turnover and 100% customer and dealer satisfaction.

Borden tremendous national magazine and local newspaper advertising is speeding up sales. More women are beginning to use Borden's Evaporated and Condensed Milk. Others are beginning to use it more freely. Cash in on this Borden combination of quality and ready-made demand by featuring these standard staples.

SIX CANADIAN FACTORIES

The
Borden
CO., LIMITED

Leaders of Quality

MONTREAL

VANCOUVER



A DESIRABLE BREAKFAST DISH WHEN SERVED WITH TOAST AND COFFEE
ALSO UNEXCELLED FOR MAKING PIES AND CAKES

Upton Advertising Helps You to Sell More Marmalade

It will pay you to co-operate with the advertising of Upton's Marmalades and Jams. Upton advertisements in newspapers and magazines are read by families in your own neighborhood.

A display of Upton's Marmalades and Jams will help you take advantage of the advertising—help you sell more marmalade—more jam. Tell your customers about Upton's. You will be sure of repeat orders—Upton Quality ensures satisfaction.

Be prepared for the demand—keep a generous supply on hand.

The T. Upton Company, Limited
Hamilton - - - Canada

Selling Agents:

S. H. Moore & Company
Toronto, Ont.

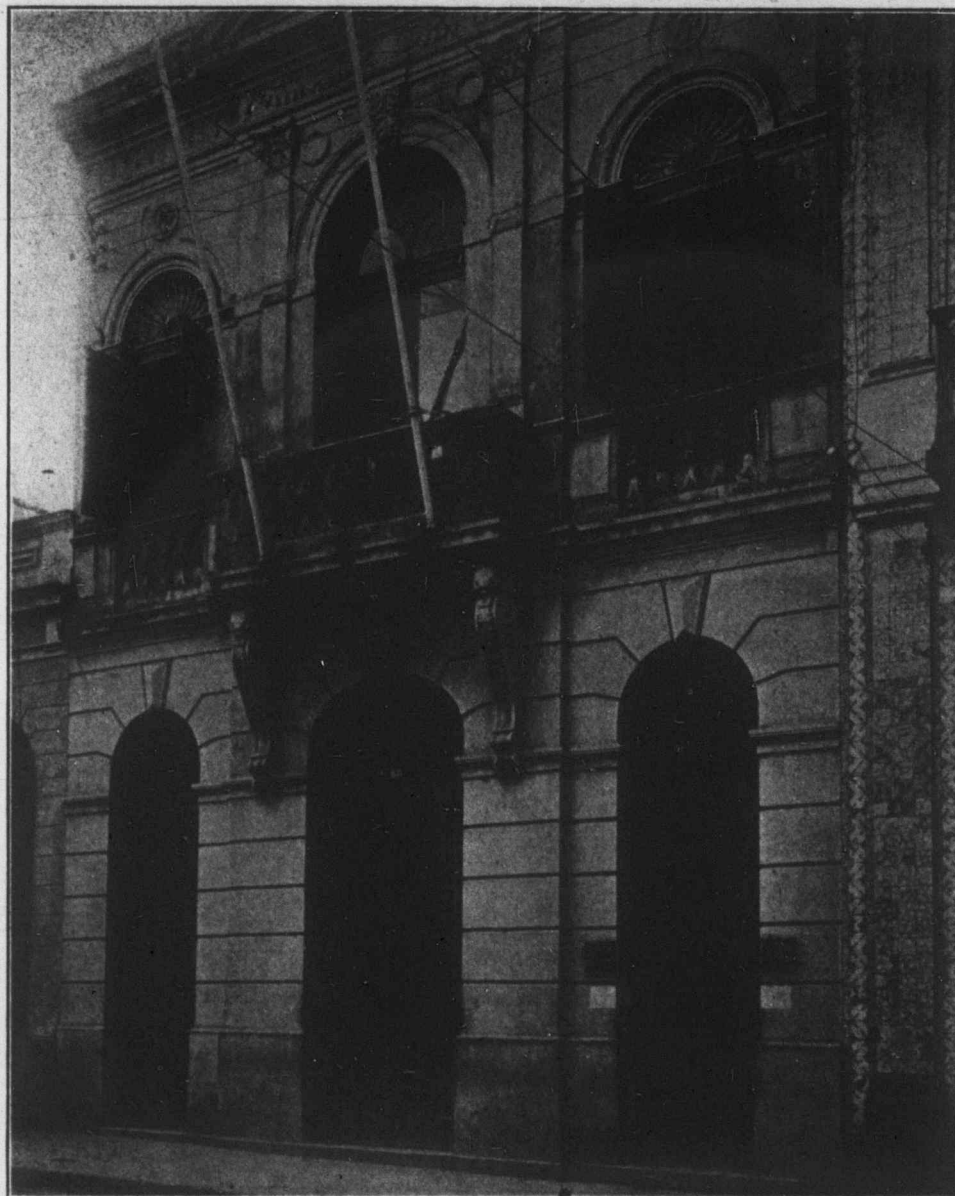
Gaetz & Company
Halifax, N. S.

Schofield & Beer
St. John, N. B.

P. H. Cowan & Co.
St. Johns, Nfld.

Rose & Laflamme, Ltd.
Montreal, Que.

Scott Bathgate Co., Ltd.
Winnipeg, Man.



Home of J. Aron & Co., Inc., Santos, Brazil

The above is a view of the business home of J. Aron & Co., Inc., at Santos, Brazil. It is located in the heart of the coffee district of the world's greatest coffee port.

This modern building contains every facility for giving green coffee buyers adequate service. It is an important link in our direct Santos-New York-New Orleans service to green coffee buyers.

There all coffees are carefully roasted and tested—in the cup—before shipments are made to roasters. The care with which these tests are made is one of the many reasons why our shipments are so uniform in quality.

THIS CONSTITUTES ARON'S SUPERSERVICE

J. ARON & COMPANY, Inc. NEW YORK

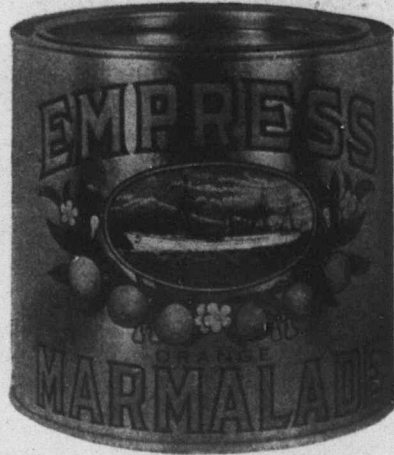
Canadian Representatives:

A. T. Cleghorn, Vancouver, B.C.; Nicholson-Rankin, Ltd., Winnipeg, Man.; Alex. F. Tytler, London, Ont.; J. T. Price & Co., Hamilton, Ont.; James Kyd, Ottawa, Ont.; Dastous & Co., Reg., Sherbrooke, Que.; Hughes Trading Co. of Canada, Ltd., Montreal, Que.; Lind Brokerage Co., Ltd., Toronto, Ont.; Henry M. Wylie, Halifax, N.S.; Schofield & Beer, St. John, N.B.; O. N. Mann, Sydney, N.S.

Only the Rich Luscious Juice and the **YELLOW** part of the Peel
are used (with Cane Sugar) in preparing

EMPRESS Orange MARMALADE

*Now Quoting
New
Season's
Pack*



*Now Quoting
New
Season's
Pack*

MANITOBA
JAMES NOLAN, Rep.
Ross Avenue, Winnipeg

SASKATCHEWAN
H. P. PENNOCK & CO., Ltd., Rep.
Regina

Empress Manufacturing Co., Limited
Vancouver

ORANGES

Fresh cars Florida and California Navels are arriving daily

LEMONS LEMONS

We can supply your needs with Messinas or California

GRAPE FRUIT

Frequent arrivals Fancy Florida, quality unsurpassed

APPLES

B.C. and N. Western Boxes, Nova Scotia and Ontario in barrels
All seasonable varieties

New Cabbage, Cauliflower, Celery, etc.

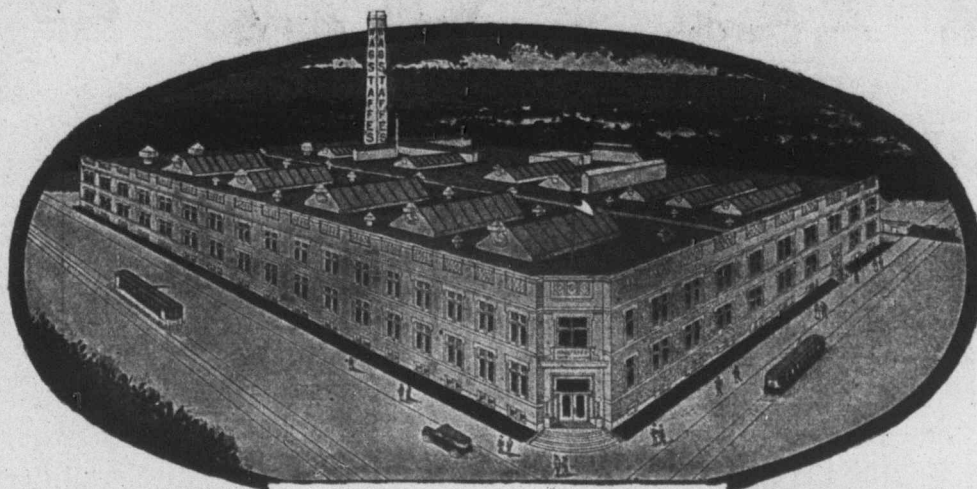
Florida Tomatoes

All varieties domestic vegetables

PETERS, DUNCAN LIMITED

88 Front St. E., Toronto, Ont. Branches: North Bay, Sudbury, Cobalt, Timmins

WAGSTAFFE'S



New
Season's
Seville
Oranges
just arrived

WAGSTAFFE LIMITED
HAMILTON - ONTARIO - CANADA

THE MOST MODERN EQUIPPED
PLANT IN CANADA, FOR FRUIT
PRESERVING, CANDIED PEEL AND
CRYSTALLIZED FRUITS.

We are now making delivery of our

New Season's

Celebrated

Seville Orange Marmalade

All Orange and Sugar, No Camouflage

Order from Your Wholesale Grocer

Wagstaffe Limited

Pure Fruit Preservers

Hamilton

--

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Canada

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

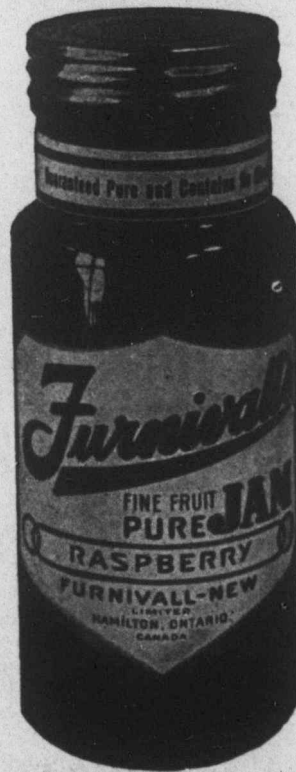
N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St. John's, Nfld.

Furnivall's

Genuine Seville Orange

Marmalade

Our new season's shipment of Seville oranges has arrived and we are now ready to make deliveries of our new pack of *Genuine Seville Orange Marmalade* (a delicious blend of the best quality Sevilles and pure cane sugar).



Send in your order now and make sure of prompt deliveries. Your customers will appreciate the wholesome flavor of Furnivall's and the profits will please you immensely.

FURNIVALL-NEW, Limited

Hamilton, Canada

AGENTS—The City of Ottawa, Quebec and the Lower Provinces, with the exception of Cape Breton: Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: McLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: A. D. Norman, Scott Block, Winnipeg, Man. Hamilton: J. T. Price & Co., 35 Mary St., Hamilton, Ont. Cape Breton Island: O. N. Mann, Sydney, N.S. Saskatoon: Gilbert Stroyan, Saskatoon, Sask. Newfoundland: E. J. Godden, St. John's, Newfoundland.

Shirriff's

Scotch Brand Marmalade

The New Season's Pack

We have just received our shipment of this season's Seville Oranges and are now ready to offer dealers prompt deliveries on our genuine Seville Orange Marmalade.

Shirriff's Scotch Marmalade (made from Selected Sevilles and Pure Cane Sugar) is always a popular seller.



It is put up in a great variety of containers—a size for every requirement.

Shirriff's Products hold a reputation for uniform goodness and superior quality. Just tell your customers that you handle Shirriff's lines. You'll be surprised how many of them prefer Shirriff's. Put this reputation to a test by ordering a good supply of the new season's pack today.

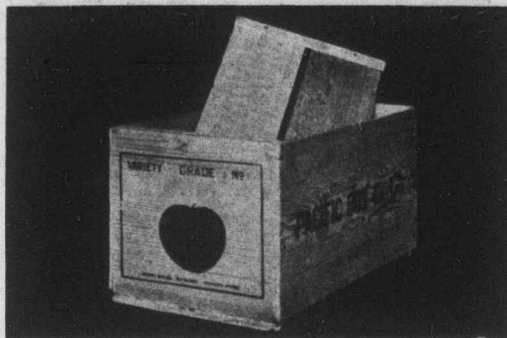
We have some splendid new show cards which we are prepared to give to all Shirriff dealers

Imperial Extract Company

TORONTO

Agents for Canada: H. F. RITCHIE & CO., Limited, Toronto

A CREDIT TO YOUR ASSOCIATION



DON'T DETRACT FROM THE APPEARANCE OF YOUR SELECT FRUIT
BY PACKING IN A POOR BOX

BOX SHOOKS

SAWN FROM CLEAN, STRAIGHT-GRAINED STOCK
ENHANCE THE APPEARANCE OF YOUR APPLES

PACIFIC BOX CO., LTD.
VANCOUVER, CANADA

The Largest Sale of any Medicine in the World

This Free Material Helps You Sell

We make it easy for you to link up your store with our dominating advertising by sending, on request, any or all of the following sales-stimulating material—check off what you want and send to-day:

BEECHAM'S HELP TO SCHOLARS

A useful little book that pleases all who go to school.

BEECHAM'S ORACLES

They burn up to make pretty pictures. Amuse the kids and grown-ups too.

BEECHAM'S ALMANAC

Everybody will thank you for this year-round calendar. Always acceptable.

BEECHAM'S DECALCOMANIA

Size 4½ x 7½ inches. A small sign in two colors for door or window.

BEECHAM'S WINDOW DISPLAYS
and show cards

Beecham's Pills

should have your recommendation—they'll satisfy your trade as a safe remedy for Constipation, Indigestion, Sick Headache, Liver and Kidney Troubles—they purify the blood, brighten the eye and clear the complexion. If your stock is low—order to-day!

Harold F. Ritchie & Co., Inc.

Sole Agents

Toronto - - Ont., Canada

The Largest Advertised of any Medicine in the World

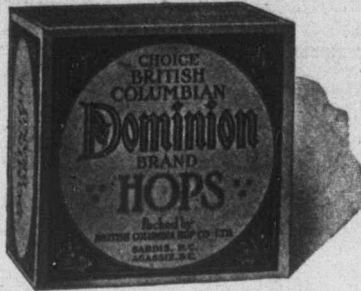


HOPS

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

Ranches located at
 Sardis, Agassiz,
 B. C.

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



Largest Hop Growers in Canada

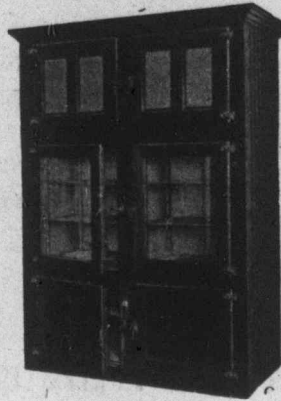
Write for Prices—Samples

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

EUREKA

NAME REGISTERED
 PATENTS—1886—1900—1910—1914—1917

GROCERS, ATTENTION!



You want more business; a snappy looking shop that will attract customers, and a real efficient means of preserving your perishable merchandise—articles which you cannot afford to let spoil, in these days of high prices.

And the real answer to all these needs is the Eureka Refrigerator—the best and most reliable refrigerator on the market. It will supply these three essentials in your business, and you cannot afford to wait. We have in stock all styles of grocers' refrigerators,

ready for immediate shipment.

Order now and get quick delivery.

Thus you will be prepared to meet the first unexpected warm days of spring without fear of losing your perishable goods.

Eureka Refrigerator Co., Limited

Head Office: OWEN SOUND

Branches: Toronto, Hamilton, Montreal

The Norcanner Brand



of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.



Your jobber can supply you.

NORCANNERS, LIMITED
 STAVANGER, NORWAY

American Headquarters:
 105 Hudson Street, New York

Canadian Agents:
 C. B. Hart Reg. Montreal
 A. S. May & Co. Toronto
 Donald H. Bain Co. Winnipeg

From the waters of Norway

are now arriving
 fresh shipments
 of

King Oscar Brand Sardines

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

Consult your wholesaler.

Canadian Agents

John W. Bickle & Greening
 Hamilton Ontario



Bring Them Together!

With
Satisfaction
and
Profit For All



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

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



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

DESICCATED COCOANUT

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

Our agents are:

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

Dodwell & Co., Ltd.

Importers & Exporters
VANCOUVER

THE PUBLIC LIKES QUAKER

The little Quaker talks running in the west
are creating a new interest in QUAKER
BRAND



We need the 'Grocers'
friendly co-operation

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

FISH

Fresh - Frozen - Smoked
Expressed Daily

Directly off the Fishing Boats
Iced by Experts

B.C.

COD
SALMON
HALIBUT

HERRING
SMELT
CRAB, Etc.

ROYAL FISH CO.
VANCOUVER

MANUFACTURERS' AGENTS' BROKERS' AND DIRECTORY

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

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.

Vancouver
Canada

Importers — Exporters

Car Lot Handlers: Beans, Nuts, Potatoes

C. T. NELSON

Grocery Broker and Manufacturers' Agent
105 Hibben-Bone Bldg., Victoria, B.C. In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

PETER LUND & COMPANY

Manufacturers' Agents
Can sell, and if required, finance one or two additional staple lines for

British Columbia Territory

Interested manufacturers please communicate.

505 Metropolitan Bldg., Vancouver, B.C.

Reference: Merchants Bank of Canada, Vancouver, B.C.

Said the Manager:

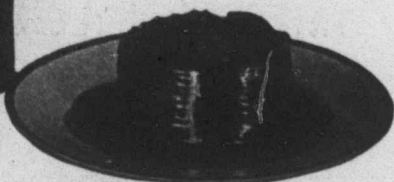
"I maintain such standards of cleanliness and quality that I can thoroughly relish any can of

"ALBATROSS" PILCHARDS

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:

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



EVERY MORSEL EDIBLE AND DELICIOUS

The Secret of Our Success Laid Bare



By any good
Can-opener

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEGIMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALIES

THE McLAY BROKERAGE CO.

WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS*Take advantage of our Service*

WINNIPEG

MANITOBA

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches at

Regina, Saskatoon, Calgary, Edmonton

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

810 Confederation Life Bldg., Winnipeg

We have the facilities for giving manu-
facturers first-class service.

F. MANLEY

Manufacturers' Agent

42 Sylvester-Willson Building

WINNIPEG

Richardson Green, Limited

MANUFACTURERS' AGENTS

Calling upon the Grocery, Hardware and
Drug Trade.

Winnipeg

Regina

Edmonton

Calgary

Saskatoon

We work The Retail Trade

PLEASE MENTION THIS PAPER
WHEN WRITING ADVERTISERS

Say you saw it in Canadian

Grocer, it will identify you.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

Herewith are Some Facts on Product Marketing

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

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

Get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Headquarters for Feed Molasses
533-537 Henry Ave., Winnipeg

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

SCOTT-BATHGATE CO., LTD.

Service | Reliability | Integrity

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

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

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

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

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

ALBERTA

PACIFIC CARTAGE CO.

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

B. M. Henderson Brokerage, Ltd.

Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams,
Cereals, Fresh Fruits and
Vegetables

Calgary Storage & Cartage Co., Limited

Warehousing and Distributing
Our Specialty
Office: 304 11th Ave. East
CALGARY ALTA.

WHEN WRITING TO ADVERTISERS
KINDLY MENTION NAME OF THIS
PAPER

The Advertisers would like to know
where you saw their adver-
tisements—tell them.



MACARONI

The pure food that builds Muscle and Bone at small expense

The Meat of The Wheat

Manufactured by the

Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

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

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

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

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

ESTABLISHED 1899

We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 SCIENTIFIC SPECIALTY SALESMEN

Who are anxious to introduce your lines

W.H. ESCOTT Co. Limited

WINNIPEG, MAN. | Calgary, Alta.
Saskatoon, Sask. | Ft. William, Ont.
Regina, Sask. | Edmonton, Alta.

Wholesale Grocery Brokers and Importers

Consignments solicited. Write or wire us.

OCEAN BLUE

In Squares and Bags |

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

Order from your Wholesaler.

HARGREAVES (CANADA) Limited.
The Gray Building, 24 and 26 Wellington St. W., Toronto.

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

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME LIMITED
Commission Merchants Grocers' Specialties
MONTREAL TORONTO

EPPS COCOA
From now on
J. C. Thompson Co. F. E. Robson Co.
 Montreal Toronto

AGENCIES WANTED
 For Food Products, Confectionery, etc.
 For the Dominion. Best References.
H. S. JOYCE,
 Room 903 Southam Bldg., Montreal

PAUL F. GAUVREAU
 Wholesale Broker
 Flour, Feeds and Cereals,
 84 St. Peter Street, Quebec.
 I am buyer of flour, feeds, grains of all kinds, damaged grain, also cereals. Mail samples.

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

Manufacturers' Agents
 with an energetic sales force covering all Eastern Canada, selling to wholesalers. want lines of canned goods, jams or any other similar lines on commission basis. Address **Dominion Sales Company, 412 Birks Bldg., Montreal.**

WANTED
 Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
 33 NICHOLAS ST., MONTREAL

MANUFACTURERS
 Place your merchandise with a modern up-to-the-minute Agency in 1920.
O. M. SOLMON
 MANUFACTURERS' AGENT, IMPORTER, EXPORTER, COMMISSION MERCHANT
 Is open to represent several new progressive manufacturers in the New Year.
 4492 St. Catherine St. W., Montreal

AGENCIES WANTED
 For food products, jams and confectionery lines for the Province of Quebec, also for Egypt, Roumania, Bulgaria, Turkey, Greece and Italy. Good connections and best references. **Levant-American Mercantile Co., Ltd., 408 Power Bldg., 83 Craig W., Montreal.**

BRITISH GUIANA
 Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
 41 Robb Street, Georgetown, Demerara, British Guiana
 Exporters: Coconuts, Coffee, Rice, Cocoa.

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
 General Produce & Lumbermen's Supplies
 Phone 5311 Residence 6383 98 St. PETER ST. QUEBEC

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



Oakey's "WELLINGTON" KNIFE POLISH
 The original and only reliable preparation for cleaning and polishing Cutlery, etc.
John Oakey & Sons, Ltd.
Manufacturers of
 Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
 Wellington Mills, London, S.E.1., Eng.
Agents:
 F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.
 Sankey & Manson, 839 Beatty Street, Vancouver.

TOMATO PASTE
 MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.
P. PASTENE & CO., LIMITED
 340 ST. ANTOINE STREET - - - MONTREAL, QUE.

VLIT
THE TIME AND LABOR-SAVING FURNITURE POLISH

**Vlit
 Lessens
 Indoor
 Toil**

**Prevents dry rot
 and fills hair cracks**

**Improves all wood-
 work**



Best and

**Sold only through
 Wholesalers and Jobbers**

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



**Velvet Finish
 Lighter Labor
 Instantaneous
 Troubles Over**

**A genuine furniture
 food**

**Contains no kerosene
 nor acids**

Non-inflammable



Goes Farthest

Order Today

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

**None Better Than
 SIMMS BRUSHES**

The superiority of SIMMS over other brushes and brooms is the reward of 54 years of conscientious endeavor to produce a line of brushes and brooms that are perfect in material and construction.

A guarantee of quality goes with each of our products.

**Brooms
 Whisk Brooms
 Paint Brushes**

Lather Brushes

**Shoe Brushes
 Stove Brushes
 Scrubbing Brushes**

Each of the above is a sure and profitable sale for you. Your customer will be satisfied —will receive the best value for his money.

Stock up in our line and get the brush and broom trade of your district.

T. S. SIMMS & CO., LIMITED

Makers of Better Brushes and Better Brooms for 54 Years.

Head Office: ST. JOHN, N.B.

MONTREAL

TORONTO

LONDON

THE BISCUITS OF HUNTLEY & PALMERS, Limited

READING AND LONDON

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

Amongst their greatest favourites are the following:—

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

Representatives :

NOVA SCOTIA and PRINCE EDWARD ISLAND

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

NEW BRUNSWICK

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

QUEBEC

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

ONTARIO

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

MANITOBA, SASKATCHEWAN and ALBERTA

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

BRITISH COLUMBIA—

MAINLAND

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

VANCOUVER ISLAND

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

NEWFOUNDLAND and LABRADOR

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

HUNTLEY & PALMERS, LIMITED

READING AND LONDON, ENGLAND



THE BEST BREAD

FLEUR de LIS Flour is the baker's favorite. It enables him to make the best household and fancy breads, as well as the most delicious biscuits.

Fleur de Lis Flour

White and Pure as the Lily

Used for bread making, either by hand or with bread machines. It will make better bread and more of it than any other flour.

Quality, Quantity, Profit: this is what you will get by using Fleur de Lis Flour.

FLEUR de LIS FLOUR is sold everywhere in 98 lbs. bags and in barrels of 98 and 196 lbs.

ST. LAWRENCE FLOUR MILLS CO., Limited.
MONTREAL.

Fleur de Lis Flour

The above advertisement of **Fleur de Lis Flour** is one of a series that will appear from week to week, in the newspapers of the Province of Quebec. This advertising will create a large demand: is your stock sufficient to meet it?

Fleur de Lis Flour has won its reputation; it makes a superior bread and makes more bread than any other flour.

Be ready to meet the demand. We are in a position to fill orders.

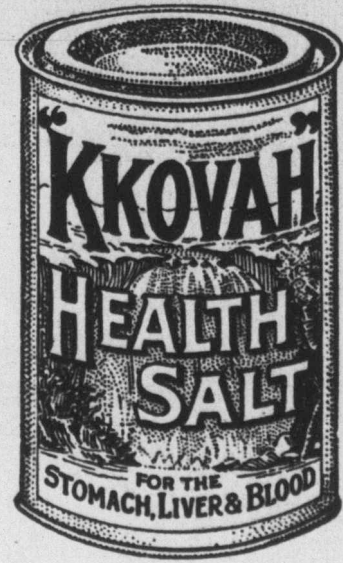
On sale everywhere in 98-lb. bags and 98 and 196-lb. barrels.

St. Lawrence Flour Mills Co. Limited
MONTREAL

Public Confidence



in the products you sell spells success for your business and public confidence can only be won by selling goods which strictly adhere to a high standard of quality.



Sole Agents for Canada :

MACLURE & LANGLEY, LIMITED

WINNIPEG

::

TORONTO

::

MONTREAL

JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable : Lamberton, Glasgow.

Codes : A.B.C. 4th and 5th Edition.

CONFECTIONERY MARZIPAN CHOCOLATE



Agents:

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada.

Lind Brokerage Co., Ltd., Toronto

Hip-o-Lite

MARSHMALLOW
CREME

(Ready-to-use)

*Now Made in Canada by
Bowron Bros.*



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



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



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



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



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

ALL SIZES QUOTED ARE IMPERIAL MEASURE

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

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

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

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

BOWRON BROS., Limited

Hamilton, Canada

DIRECT

SHIPPERS



Field & Co

(FRUIT MERCHANTS) LTD
40-42 KING WILLIAM STREET,
LONDON, E.C.4. ENGLAND.

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

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

OBAYO REAL SARDINES

The Elite of the Sea

(Packed in Pure Olive Oil)

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

Obayo Real Sardines

will bring

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

When next you order Sardines,
ORDER

Obayo Real Sardines

Direct Importers:

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

An OXO Cube Winter

This winter the sales of Oxo Cubes promise to beat all previous records. Strong and persistent advertising, combined with the fact that the public fully realize the remarkable economy — cheapness — and convenience of these Cubes is increasing the demand by leaps and bounds.

If you have not already done so, get in touch with the sole proprietors and manufacturers — OXO Limited, to-day. See addresses below).

*The Cubes
that sell*



OXO Limited

Montreal - 356 St. Antoine Street Toronto - 441 King Street West
Winnipeg - 203 Bon Accord Block

New Business

from the people who pass in and out of your store. Carnation advertising teaches your customers to use Evaporated Milk, and tells them that you are the Modern Milkman.

You can increase your sales volume and get a share of this new business.

Link your store to this campaign and tell your customers—the readers of Carnation advertisements—that you sell this good milk.

Carnation advertising material is free. Write for one of the following pieces:

Suggestions for Window Trims—Counter Cutout—Counter Stand—Story of Carnation Recipe Book—Carnation Streamers or Hangers.

Address CARNATION MILK PRODUCTS, CO., LTD.
Aylmer, Ontario

Remember—your jobber can supply you.

Carnation

From Contented Cows

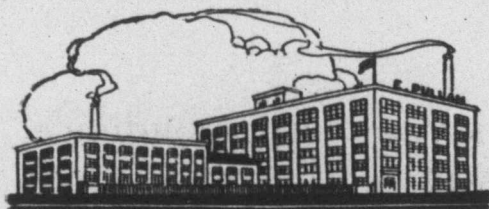


Milk

The label is white and red

BAGS

AND COTTON LINERS



The Highest Prices Paid

for Jute Sugar Bags and Cotton Liners—in large or small quantities. Just gather them together to-day before you forget—and send to us.

Scientific Reclamation of Commercial Waste

E-PULLAN

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.



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

Canadian Industries Exhibition LONDON, ENGLAND

June 3rd—17th, 1920

Points for Progressive Exporters

1. Have you thought of exhibiting your goods?
 2. Are you preparing for the keen competition ahead?
 3. "Get in on the top line"—this is the first exhibition.
 4. Let your 1920 slogan be: "Slog on"—put more "prod" in your production.
1. We want your goods. We can place them.
 2. We have established connections in United Kingdom and nearly every country in the world.
 3. We make a specialty of these lines, with experts in charge of each department.

CANNED GOODS

BACON

LARD

CEREALS

SUGAR

CHEMICALS

DRIED FRUITS

CHEESE

BUTTER

SYRUPS

HONEY

GRAIN

GLUCOSE

We want to represent You. We invite correspondence. Get in touch by next mail. Better still, send us your goods to exhibit and let us be your showmen at this Exhibition. Our stand space is limited, but our capabilities and organization are at your service.

Write: **IMPORT DEPT.**

Cable Address: **KEENEST, BRISTOL**

A. H. PARKER & SONS

PRODUCE BROKERS

Carlton Chambers, 25 Baldwin Street, **BRISTOL, ENGLAND**

BRANCHES: 9 and 10 Fenchurch St., 2 and 3 Philpot Lane, LONDON. Produce Exchange Buildings, 8 Victoria St., LIVERPOOL. Also at GLASGOW, CARDIFF, NEWCASTLE-ON-TYNE and DUBLIN.

Profit represents **Turnover** (nothing else)

Turnover means **Sales** (actual)

"SALADA"

Has the Largest Sale of any Tea in Canada

Q. E. D.

"SALADA" TEA COMPANY
OF CANADA, LTD.

YOU CANNOT IGNORE THESE FACTS

Jackson's Camphorated Floor Wax

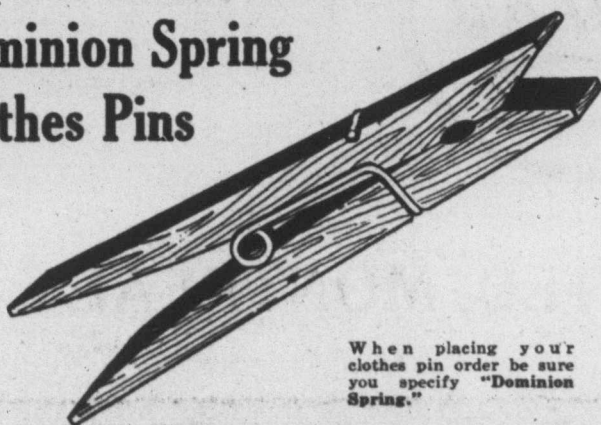
IS A BETTER ARTICLE FOR LESS MONEY

It is the first successful post-war aggressor against high prices.
"WE WANT MORE" is what we hear from hundreds of enthusiastic merchants.

Made by **T. S. Jackson's & Sons, Limited**, London, England

Sole Agents in Central Canada: F. MANLEY, 42 Silvester-Willson Bldg., Winnipeg

**Dominion Spring
Clothes Pins**



When placing your clothes pin order be sure you specify "Dominion Spring."

There's greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

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

Spend Your Canadian Dollars on Canadian Goods

CLARK'S SOUPS

Mr. Grocer, will give you as good returns, and your customer as much satisfaction as any imported soups. They are prepared from the very finest ingredients, highly concentrated and nourishing, the package is attractive and the advertising extensive.

*Don't forget the "Other Good Things"
on the CLARK list*

All made in Canada



W. CLARK, LIMITED, MONTREAL

COMMON TEA IS VERY DEAR

YOU pay exactly the same freight and duty on a lb. of common tea as you do on a pound of good medium or fine quality tea.

Freights are about four times what they were in 1914 and since the Government put a duty of 7c a lb. on British grown and 10c a lb. on foreign grown tea, common tea is **VERY DEAR**.

Your customers know **RED ROSE TEA** "is good tea," the quality can always be depended on—why run unnecessary risks?

T. H. ESTABROOKS COMPANY, LIMITED

ST. JOHN MONTREAL TORONTO WINNIPEG CALGARY EDMONTON
ST. JOHN'S, NEWFOUNDLAND, AND PORTLAND, MAINE



Baking Insurance Is Business Insurance!

Egg-O Baking Powder ensures the housewife against the loss of flour, butter and eggs that go to make cakes and biscuits. It may be mixed and placed in the oven without danger of failure. When baking goes wrong the blame is usually brought home to the grocer.

How vital to the welfare of his business that the grocer should stock and advance such a baking powder as

EGG-O Baking Powder

Poor Baking Powder often is the explanation of a multitude of grocery troubles.

Customers: Egg-O Baking Powder forms the key to satisfactory trade and lasting prestige in hundreds of homes.

No other powder is guaranteed with the Egg-O pledge of absolute satisfaction to the consumer. Would any company remain in business for long unless it had the goods that backed up the money-back guarantee? We support our faith in our product with everything we possess.

THE EGG-O BAKING POWDER CO., Ltd., Hamilton, Canada



COLMAN'S

KEEN'S



ALL-BRITISH PRODUCTS

Send for one of these beautiful display cards picturing Colman-Keen products in natural colors. The card is free and is sent charges prepaid. Take advantage of this opportunity of keeping your stock of these quality products always on the move.

MAGOR, SON and COMPANY, LIMITED

30 CHURCH STREET, TORONTO

191 ST. PAUL ST. W., MONTREAL

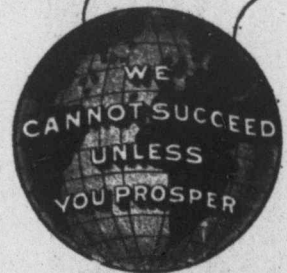
NICHOLSON - RANKIN LTD.

WHOLESALE GROCERY BROKERS

IMPORTERS EXPORTERS

OFFICES-707-708 CONFEDERATION LIFE BLDG.

WINNIPEG, CANADA



CODES
A.B.C. 4176, 5TH EDITION
ARMSBY'S LATEST
PRIVATE CODES

"IN TOUCH WITH THE WORLD'S MARKETS"
ALL QUOTATIONS SUBJECT TO CONFIRMATION
TELEPHONE MAIN 6501

If you make good in the selection of your brokers,
your brokers will make good for you

WE DO NOT BUY OR SELL
MERCHANDISE
FOR OUR OWN ACCOUNT

NICHOLSON-RANKIN LIMITED

WINNIPEG

THE SERVICE BROKERS

CANADA

CANADIAN GROCER

Vol. XXXIV.

TORONTO, FEBRUARY 20, 1920

No. 8

Door of Consumers' Association is Banged Shut for Forty Days

Dominion Board of Commerce Suddenly Puts Its Foot Down on Selling Sugar at \$8.50 That Cost Nearly Twice As Much—Evidence Strong Enough to Close Up the Concern Permanently, Says Commissioner Murdock

SUGAR, \$8.50 100 lbs., with order, guaranteed saving of one-third on daily necessities, to members only. Send \$2 to join. T. Upton, 262 Gerrard Street East. D-TF

The above is a sample of the condensed advertisements that have been appearing in daily newspapers in different cities of Canada for a number of years. The parties who insert these advertisements have been local agents for the now notorious so-called "Consumers' Association," of Windsor, Ont., that last week came under the eye of the Board of Commerce.

This "Association," which existed chiefly for the benefit of one H. V. Martin, styled the "President," was charged by the Board with obtaining money under false pretences and irregular practices in the execution of orders received through the mails.

Among other things, it was alleged that the Consumers' Association was using sugar as a bait to induce purchases of other groceries higher in price than regular quotations, quality considered. The sugar, it was charged, was advertised at a price considerably below wholesale. When an order for sugar came in, the firm filled only a part of it, according to testimony of witnesses for the prosecution, promising to send the balance "with your next order." Mr. Martin declared his firm was doing business legally, and that the action against him is due to activity of what he says is the "grocers' combine."

THE END NOW EXPECTED

The Consumers' Association now bids fair to pass into the limbo of forgotten things.

Ever since it sprang into being, CANADIAN GROCER has been calling attention to the methods of this concern, and doing its best to have its activities thoroughly investigated.

Time and again in these pages during past years there has been given a very clear statement of the methods of this concern. How it used certain well-known trade-marked lines to find a market for bulk goods of questionable quality at unwarranted prices, selling always group lots.

CANADIAN GROCER has done its best in the past to protect the retailer against the kind of competition that this firm adopted. It has kept a close watch on the activities of Mr. Martin, who heads the Association; has advised numerous merchants how to deal with the arguments of their customers who were misguided by the advertising methods of this concern. It called the attention of the legal department of the former Canada Food Board to the methods, and was, in a good measure, responsible for the temporary ban put upon the Association just prior to the signing of the armistice.

A Chequered Career

The Consumers' Association has had

a very chequered career, its history running back a goodly number of years. During the course of its life, it has appeared under about five different names, but always with the same questionable methods, the same propaganda for getting the people to believe it was serving them in a disinterested and philanthropic fashion. During that time, it has, on more than one occasion, been refused the privileges of the mails, the last occasion being of comparatively recent date. It is to be remembered that the Government of Canada does not, and cannot, refuse the mails to any organization, unless that organization has strayed considerably from the accepted paths of business ethics.

The operators of this concern made their appeal largely to the confidence of the customer. With much trumpeting of the way other merchants were profiteering, with fancy announcements of how differently this "Association" viewed matters, they represented themselves as giving particular thought to the dif-

BE YOUR OWN BOSS!

Work Whole or Spare Time

Earn from \$25.00 to \$50.00 Weekly

A large Grocery Corporation, Capital \$50,000, wants men everywhere in every city, town or village to act as our BRANCH MANAGER

All goods sold at Factory prices to the consumer, for example:

Redpath's Best Granulated Sugar, \$8.50 per Cwt.; 5-Pound Pail Pure Kettle Rendered Lard for \$1.00, Large Cans of Maple Leaf Salmon 25c., 5 Bars Sunlight, Comfort, Gold or Surprise Soap for 25c., Guaranteed Tea 25c. per pound, etc., everything at factory prices.

Write your name and address on the opposite side of this card and mail it to-day for full and free plans

The Consumers' Association

Windsor, Ontario

A. N. Mack, general merchant, Mill Village, N.S. sent the above card to CANADIAN GROCER on Monday. This is the sort of literature distributed by the Consumers' Association. "Why are these people allowed to send out such advertising?" asks Mr. Mack.

AN OPPORTUNITY to SAVE YOUR HARD-EARNED DOLLARS

Below are a few items priced as they appear and are sold in the different parts of our members' confidential catalogues.

Our members' catalogues show hundreds of others at a great saving.

We handle everything in the table supply line and not merely a few items.

We also supply Smoked and Salt Meats, Lard and Compound.

We also supply merchandise of all kinds.

COMPARE OUR PRICES WITH THOSE THAT YOU HAVE BEEN PAYING
AND SEE IF IT WILL PAY YOU TO JOIN OUR UNION

	The Old Way	The Union Way
100 lbs. Redpath's Best Granulated Sugar \$4.00.....	8 cents lb.	4 cents lb.
Christie's, Perrin's McCormick's or Dorr's Soda Biscuits (large 2½-lb. boxes)	25 cents	15 cents
8 bars Comfort, Sunlight, Surprise, Taylor's Borax or Lifebuoy Soap	40 cents	25 cents
Nugget or 2 in 1 Shoe Polish	10 cents	5 cents
10 lbs. of Sal or Washing Soda	20 cents	8 cents
Old Dutch Cleanser	10 cents	6 cents
1 lb. of Breakfast Cocoa	50 cents	35 cents
1 lb. of Golden Dried Tea (black or green)	50 cents	23 cents
1 can Maple Leaf Salmon (large, tall cans)	20 cents	15 cents
5 lbs. Selected California Raisins	75 cents	40 cents
5 lbs. best Lump Laundry Starch	40 cents	23 cents
1 lb. Fresh Roast Coffee (Mocha flavor)	40 cents	25 cents
1 lb. Dry Fresh Ground Mustard (double strength)	40 cents	20 cents
1 box (3 bars) Cuticle Complexion Soap	75 cents	40 cents
Clark's Best Spool Cotton	5 cents	4 cents
4 Large Cans of Solid Packed Tomatoes	40 cents	25 cents
4 Cans of Baby Sweet Corn	40 cents	25 cents
4 Cans Early June Peas	40 cents	25 cents
1 Large Package of Tillson's Oats (5 pounds)	25 cents	20 cents
5 Pounds of Japan Rice (full heads)	50 cents	25 cents

Above are merely a few prices to show the saving our system offers. Thousands of other articles equally low will be found in our catalogues, which we furnish only to those purchasing memberships in the Union.

We often receive requests for catalogues. However, we will not furnish catalogues except to our members, as thousands of dollars are lost through sending catalogues to merely curiosity seekers. With our plan we know where each catalogue goes and are not compelled to add these losses to our prices. Another reason being that we do not care to have our Members' Confidential Prices falling into the hands of those not members of the Union.

This is a sample page from a catalogue of the Consumers' Association. Readers will note this was gotten out some time ago. It illustrates that a few branded lines were being quoted and many others with quality unknown.

faculties of the consumer, and the alleged advantages of an enormous buying field. They charged \$2 membership for the privilege of belonging to the organization.

A Flat Denial

We have said before, in just as forceful language, that these claims were not true. That this appeal against the retail grocer was wrong. That the statement of the philanthropic attitude of this concern was a misstatement. That the claim of their huge buying organization was false. We have told how the two dollar entrance fee was distributed, \$1.60 going to the local representative, usually a dupe of the Association, picked up by glittering advertisements, so that the Association might have the advantage of a local name to encourage their propaganda. Of every membership fee, 40 cents went to the Consumers' Association. That was 40 cents cold profit on the first order, and, as the first order was, at least frequently, the last, it was a substantial profit in itself.

The system was merely to use one or

two well-known lines of goods as bait to sell other goods, of unknown quality, at prices that were not low when the quality was considered. Of recent time, owing to the tremendous advance in sugar prices, sugar has been the chief bait. It was offered at prices three, five, six and more dollars below the wholesale price; and of recent date some of those quotations have been below the Cuban price for raw sugar.

But the public did not know this, and did not realize that it was only a blind, and that the other goods that must be bought in combination with this sugar must show an extraordinary profit. They showed this profit because, in some cases, the goods were of doubtful quality, or else the sugar was not always delivered. On a \$10 order, it was estimated that there was a net profit of about \$1.96, aside from the 40 cents membership fee.

All this CANADIAN GROCER has told before, many, many times. There have been at least a half-dozen prominent articles appeared in these columns during the past two years, and numer-

ous items of less extent, all pointing out the doubtful nature of the operations of this concern, and urging that the matter be made as public as possible. Only by doing so could pressure be brought to bear upon the authorities to have this Association, which was discrediting the retail trade of the country by false arguments, thoroughly investigated.

Association Comes Under the Ban

During the past week the Consumers' Association has fallen foul of the Board of Commerce. The spectacular price of sugar—\$8.50 per cwt.—that has been their chief catch trade, has also been their undoing. The Board of Commerce, charged with the economic distribution of Canada's sugar stocks, knew that the claims of the Consumers' Association must be difficult to believe, and that the encouragement of the purchase of large amounts of sugar at a time when Canada is running behind heavily in production, was a dangerous and unwarranted practice.

The Board of Commerce Findings

The Consumers' Association was restrained from operation for forty days, and certain mail matter was seized. This mail matter indicated that all that we have said above was more than true. On the statement of Commissioner Murdock, of the Board of Commerce, these letters showed that there was a widespread complaint at the character of the goods sent out. The Commissioner is also authority for the statement that even the offer of sugar was not honestly fulfilled. A few pounds of sugar would be sent forward with the order, with a notice that the balance would be shipped later, but, in many cases at least, was never shipped.

After the full investigation of the affairs of the Company, Commissioner Murdock intimated that, in his opinion, the evidence regarding the methods by which the Consumers' Association conducted its extensive mail order business was sufficient for the Board to make permanent the order already issued restraining the company from operating for forty days. This decision, in all probability, means the disappearance of this business from the commercial life of Canada under any name.

Growing out of this investigation, a police court case is pending in which H. Martin, the proprietor of the Consumers' Association, is charged with obtaining \$2 membership fee under false pretences. The case was laid by N. F. Goodyear, of Lindsay, Ont. A plea of not guilty was entered, and Martin was released on \$7,500 bail pending the hearing of the case in eight days.

The grocery trade in Canada has waited long for some action to be taken in regard to this concern. Its methods were a contortion of what is considered sound business; but there seemed to be no instrumentality capable of dealing

Continued on page 36

Advertising Ideas for Retailers

The Lenten Season is the Time to Increase the Sale of Canned Fish—Window Display and Newspapers the Method

Written by J. L. WYCKOFF

THE grocer, as a rule, usually considers the Lenten season as a quiet one, whereas the business for this particular season can be greatly increased by pushing goods that are specially adapted to that particular season.

A good plan is to take a memo pad and carefully go over your stock, jotting down every line that could be sold in the Lenten season. There are many lines of canned fish that are served in a variety of styles. Some are used cold, others are best heated; and there are still others that make splendid salads. Then again, you may have a new line that a little extra attention and prominence would greatly stimulate the sales. There comes to my memory an instance of just such an occasion when I was keeping shop. A few months previous to Lent we had purchased rather a large shipment of whale meat, thinking that, as the newspapers had been giving the new product quite a lot of publicity, we thought that the opportune time to purchase had arrived, and that sales would naturally follow; but, alas, the goods did not sell very fast in the ordinary way. Some new plan would have to be arranged to sell these goods, otherwise the stock would be a dead one. The Lenten season soon drifted around, and a window was trimmed with whale meat. A card was placed in the display reading: "Prime Whale Steak. It Tastes Like Corn Beef." Also the newspaper advertising was used with such good effect that, in two weeks, we sold five cases, or twenty dozen, and the most valuable feature of the whole campaign was that a ready sale was created afterwards.

There are other lines that can be classed as Lenten goods. There are, for instance, Ready Cooked Spaghetti, Macaroni, Baked Beans, Canned Soup, Canned Vegetables, and many other lines that are wholesome, nourishing foods that readily take the place of meat.

Window Display Is Attractive

A window trimmed with canned fish—of which there are about twenty-five varieties in the average grocery store—will create an interest from every passer-by, and especially if a small card announcing the name and price is attached to each kind. You will be surprised to note that so few people realize that so many varieties of fish are packed in cans.

The curiosity of the public to try new things is quite natural, and when they see the new lines, and also the old ones—which probably have not been in their homes for some time—on display in your window, and have also been

reading about them in your advertisements, the desire to taste them is created.

HEATED ORANGE GROVES

The fact that mechanical science may and, indeed, must, play a great part in the future of agriculture is beginning to be recognized throughout the world, says the New York "Post." We are stimulating crops by the dispersion of electricity in the soil and in the air about the growing crops; we are saving valuable fruit by systematic spraying and gassing. Probably, however, the most remarkable application of scientific method and apparatus to the preservation of a crop from atmospheric conditions likely to be injurious is represented by the organizations which have been formed in the lemon and orange districts of Southern California.

One organization serves a lemon area for 4,000 acres. The aim is to prevent injury to the crops by frost, the means employed being oil-heating pots, which are practically gigantic oil lamps. A frost may arrive suddenly and attack a particular and often a very limited part, usually, of course, in the early morning, the coldest hour being just before the dawn. In order to give the orchard owners the necessary warning to turn out and light up their heaters a complete system of patrol has been organized; some hundreds of thermometers have been fixed in suitable positions, and 500 telephones installed.

The patrol goes out on motor bicycles or in cars and systematically inspects the thermometers. As soon as the temperature reaches a dangerous point the patrolman who finds it rushes off to the nearest telephone and gives the word.

Suggestions for the Lenten Season

Many lines of canned fish and other good things that are wholesome, appetizing foods and readily takes the place of meat.

Chicken Haddie—'tis delicious with milk and served on toast, per can

Tuna Fish—tastes like chicken makes a splendid salad. Per can

Whale Steak—it tastes like nice fresh corn beef at per can.....
Lobster, Shrimps, Sardines, Anchovy Paste; and many others that are tasty and appetizing.

Ready Cooked Spaghetti for a quick luncheon. Per can

Cream of Tomato Soup—It's always good at per can.....

Baked Beans plain or with Tomato Sauce.

Macaroni makes a nourishing meal, per package.....

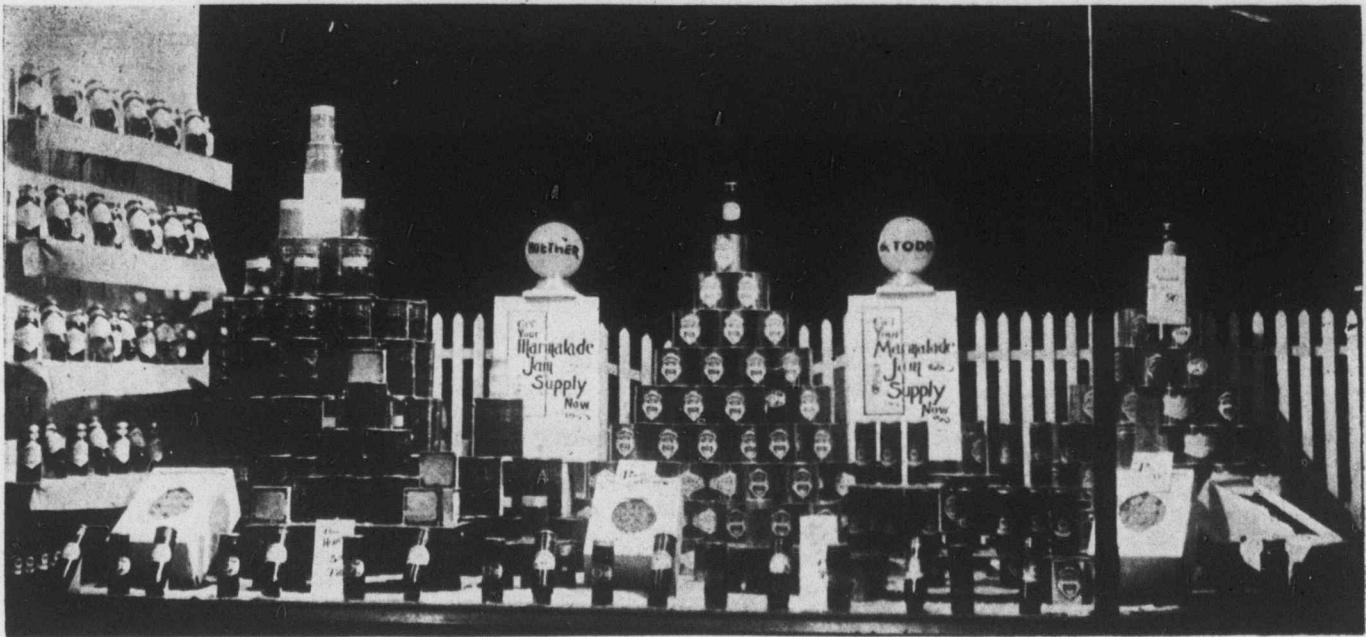
Extra Fine Sifted Peas equal to the Imported French Peas.

Cheese Department—Okon, Laquefort; New Canadian Yellow; Old White; Swiss, Camembert.

Home Grown and Imported Vegetables—Tender Lettuce; Crisp Celery; Hot House Tomatoes, Snow White Cauliflowers.

Phone 4600 and your order will have the same care and attention as the personally given.

JONES & COMPANY



A splendid window display of marmalade that has great selling power.

New Marmalade Now Being Made

Italian Bitter Oranges Arrive—Consumption of Marmalade is Increasing—Higher Prices Likely

THE Italian bitter oranges for the manufacture of marmalade have not been arriving very freely of late years. The responsibility of this condition is due, to a large extent, to

conditions arising out of the war. The need of men for the firing line during the war was greatly to blame for the lack of cultivating, picking and marketing the fruit. Now that the war is over, more workers have been able to go to the groves to carry on this industry which was so sadly neglected during the stress of war operations.

Italian Bitters Arrive

The first shipment of Italian bitter oranges to arrive in Canada since 1916 are now in the hands of the manufacturers, and the-making of marmalade is going merrily on. In a few days the new marmalade will be on the grocers' shelves, ready to go into the homes to whet that jaded appetite which most of us carry to the breakfast table.

Supplies May Be Limited

The quantity of stock which the manufacturers will make this year is very difficult to estimate at the present writing. Most manufacturers were entirely sold out of marmalade last year long before the season closed, and are carrying over orders that should have been delivered last year, and which are being filled from this season's make. These orders, and the subsequent new

ones, will keep manufacturers pretty busy for the few weeks of the marmalade season, and it will be a question whether there will be any surplus stock when the season is over.

The Outlook Is For Higher Prices

All raw material that goes into the making of marmalade has greatly advanced in price. Sugar is fully thirty per cent. higher than a year ago. Oranges and lemons have reached high levels, due partly to the scarcity of the fruit and also to the high exchange rate between Canada and the States. This last item alone adds fully 70 cents per case to the cost of sweet oranges and lemons.

Less Marmalade Made in the Home

Then, again, the higher cost of sugar and fruit will curtail, to a certain extent, the making of marmalade in the homes, and merchants can, therefore, look for a greater demand for the manufactured variety. The consumption of marmalade has greatly increased in the last few years, and will be more so now that the raw material is costing more. It looks very much as though the merchant would be wise to see that his stocks are sufficiently large to meet the demands of his customers.

For a Tasty Appetizing Breakfast

There is nothing so enticing as marmalade and toast coupled with a cup of good coffee.

Blank's Orange Marmalade

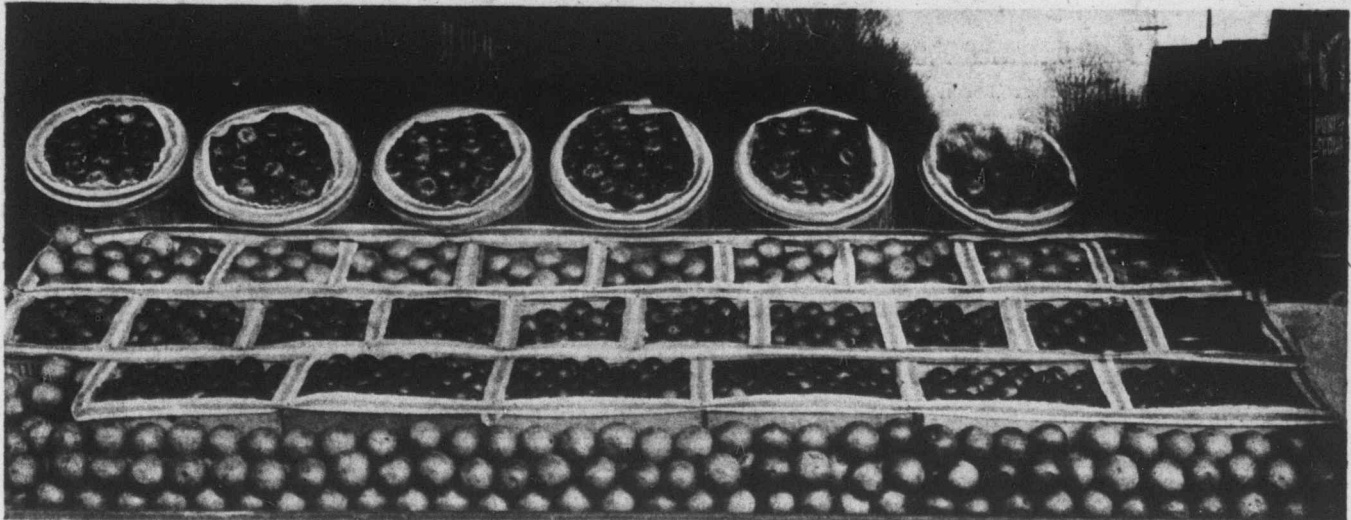
is made from fresh Seville oranges and finest granulated sugar.

In glass jars at
Also in four pound tins at

Phone 4600

Jones & Company

A specimen advertisement that will help to sell marmalade.



A Splendid Window Display of Oranges and Apples from Halfpenny & Co., Ottawa

Ideas for Selling Marmalade

The Method Used by an Ontario Merchant to Increase Sales—Taking Orders Ahead—Window and Counter Display

MANY housekeepers will welcome the news that Italian bitter oranges are once again being offered for sale, and the making of home-made marmalade can again be resumed, which has been greatly curtailed the last few years, owing to the difficulty in obtaining the necessary supplies. The Porto Rico variety brought in last year proved a very unprofitable investment to both the wholesaler and retailer. The fruit was of a poor quality, light in color, rough, dry and very wasteful.

The bitter orange season is a very short one, lasting only from three to four weeks, and it behooves the merchant to take advantage.

The following is a story of a grocer who has made it a business to push the sale of marmalade supplies, and at the same time to make a special appeal to those customers who do not make marmalade at the season of the year when the fruit cellars have a lean and hungry look.

CANADIAN GROCER knows of an Ontario grocer who has made it a special feature to sell supplies for making marmalade. He states that it is very profitable business, coming at the time of the year when business is inclined to be a little slack. His plan is to go after this business by advertising, window display, and talking about it to his cus-

tomers. He first gets information from the fruit dealers as to when bitter oranges are expected. His clerks are then instructed to make the suggestion to the customers that bitter oranges are expected on or about a certain day, and it would be wise to have their order booked ahead, as they would then get the choicest fruit. A large number of orders are received by this plan, and by the time the fruit arrives the merchant has some idea how many bitters he will require. When the fruit arrives at the store, a window is trimmed with bitter oranges, sweet oranges, lemons and grape fruit. Display cards are used quite freely, mentioning the name of the fruit and the price. This display never fails to attract a great deal of attention, and large quantities are disposed of. He has receipts for making marmalade typewritten, which he gives with every purchase of fruit. He also loans, gratis, a fruit slicer. This fruit slicer is something that is not usually owned by housekeepers, as, other than being useful for slicing oranges and pineapples, is of very little use in the home; consequently, when the merchant advertises that a fruit slicer is loaned with each order of fruit, he receives a ready demand.

The spring is usually the season when there is the largest demand for marmalade. This merchant then trims his

other window, opposite the orange display, with marmalade in glass jars and tins, and also places a few jars on the counter and show cases, to offer suggestions to the customers when they are in the store.

Going to Make Marmalade?

We have just received a shipment of those clear skin, juicy Seville oranges. The kind with the agreeable, bitter flavor that makes such delicious marmalade.

A dozen cents.

California lemons. They're seedless, a dozen cents.

Navel oranges, a dozen cents.

Florida grapefruit, clear skin and full of juice, at 2 for 25c, 3 for 25c, 4 for 25c.

Phone 4600

Jones & Company

A specimen advertisement that will boost the sales of marmalade supplies.

The Why of the High Cost of Living

A Layman Talks to the Retail Grocers of Ottawa and Takes a Survey of World Conditions—Boiled Down His Explanation Is Inadequate Supply to Meet Demand

From address of Hon. W. L. Mackenzie King, at Ottawa Grocers' Banquet

THE largest and most important economic issue of our times is the high cost of living. There is not a class nor an individual in the community not affected by it. It is of special interest to members of this association, because retail grocers, more than members of any other branch of the retail trade, come into touch with the entire community in respect to the most essential of those commodities which we speak of as the "necessaries of life."

The articles in which the trade deals are required not by the few, nor by the many, but by all. These circumstances give the retail grocery trade a very significant position in relation to the problem of the high cost of living. It is at the shops of the retail grocers that consumers make their acquaintance in a very real way with the prices of food. Food price lists become a barometer of the cost of living.

Grocers on the Firing Line

One further consequence of the position in which the trade is placed is that the grocers are placed in a quite exceptional, and I must say a somewhat unenviable position. As regards advancing prices, they stand, so to speak, on the firing line. It is across their counters that the first actual contact takes place between the vast army of consumers seeking to purchase food, and the smaller but nevertheless powerful army of producers with food to sell. The average consumer sees only the man directly in front of him, and the price he is demanding. He sees nothing, and very often knows nothing, of the forces which are pressing from behind, and which not infrequently leave to the retail grocer, in the matter of the price he is demanding, no avenue of escape or retreat. The consequence of all this is that the retail grocery trade is put very often in a wholly false position in the eyes of the public. Its members are looked upon, by those who do not understand the situation, as peculiarly selfish, as persons seeking to profit in virtue of the necessities of others. Were the truth actually known, it could readily be shown that high prices, where they are the result of either a limited production or an inflated currency, an unwise tariff, or other like causes are the despair, rather than the joy, of members of the trade, and make for lesser rather than greater returns on the total volume of transactions.

Position of Other Trades

What is true in this respect, in a very noticeable way, of the retail grocery trade, is true of the retail trade in general. It is also true of the wholesale trade in most lines of business that have to do with providing the public with the commodities which supply its daily needs. Assuming that artificial restrictions upon trade in the nature of secret trade agreements and combines are not operative, it is a fact, well known to all engaged in trading, that the total volume of business is the all-important factor in determining at what price it is possible to sell goods at a legitimate profit, and that lower prices will, speaking generally, yield a larger total return, where the volume of trade is large, than high prices will yield on a limited turnover.

High prices of themselves do not make for an increase in the volume of trade. They make, as a matter of fact, in the opposite direction. Trading, as an art, consists in finding the price, consonant with a legitimate profit, which will attack most strongly; or in other words, which will permit of the largest number of sales. Once

this truth is grasped, the consumer and the merchant will recognize in each other, not individuals who should stand opposed, in the great economic issue which the problem of the high cost of living has forced to the fore, but persons whose interests are alike prejudiced by a common cause which it is to their mutual benefit to discover, and to have remedied if that be possible at all.

Grocery Trade the Storm Centre

The fact that in the retail grocery trade the articles that are dealt in are, as already mentioned, among the most essential of the necessities of life, and at the same time, in large part, the most perishable of commodities, makes it inevitable that things should focus up to a point in this particular trade, and that when a window is smashed in hunger riots, it is more likely to be that of a retail grocer than of a hardware merchant, or of a bookseller and stationer.

The retail grocery trade is the storm centre, so to speak, of forces being brought into conflict through the operation of far-reaching, underlying economic laws. What is to be seen through the windows of your trade is the battle at its highest pitch. To those immediately concerned, little is visible or understood of the conditions and forces which, operating many miles away and emerging from out the distant past, account for the struggle that is going on today.

Loss and Waste of War

The first thing one observes in any sweep of vision is the enormous loss and waste which war has occasioned. Loss and waste of material wealth, and what is infinitely worse, even from a purely economic point of view, loss and waste of human life. It defies the imagination to estimate, with any degree of accuracy, what all this loss means to the total production of the world, and yet there is not a fraction of it which is without its direct bearing upon the present problem of the high cost of living.

What is indefinitely more serious in its effect upon the cost of living throughout the world, than any loss of material wealth, is the loss of the millions of human lives sacrificed outright in war, and the other millions that through disease, bodily injury, or other impairment, have lost their industrial efficiency in greater or less degree.

The Destruction of Capital

Then, there is the destruction of capital in industry which the war has occasioned, capital which will have to be replaced before many of the normal producing and distributing operations can be recommenced. The mines and factories that have been ruined, the machinery and the railroads that have been destroyed, the loss in part of the merchant marine, all these and countless other losses that the war has occasioned will have to be made good before production can once more assume its normal development. Meanwhile, much capital that would otherwise be invested in the production of commodities that minister immediately to human need will be diverted to those secondary purposes.

Then, there is the vast public debt and the many new obligations which war occasioned to the several countries and the payment of which in the form of interest and pensions must be met as a first charge upon the wealth of the country. Conceive as its administrators may, there is something here which will impose a burden on all classes of industry—which will be reflected in a higher level of prices for years to come, unless some policy is adopted in

the interests of consumers which will help to offset these adverse circumstances.

Inflated Currency

Akin to this increase in public debt is what is termed "inflation of the currency." Prices are the resultant of two factors considered in relation to each other: commodities on the one hand and currency on the other. The quantity of the precious metals remaining the same, and increase in the quantity of commodities means a decrease in prices; a decrease in the quality of commodities, an increase in prices. If, in addition to gold, which is the basis of currency, the Government of a country issues paper money redeemable in gold, in quantities which raise a doubt in the minds of any appreciable number of people as to the ability of the Government to redeem its paper in gold at the face value, then currency comes to have a less value than before; in other words, it becomes "inflated," and prices, being the resultant of the relation of commodities to currency, increase as the value of the currency falls. There are many who believe that this explains in considerable measure the fall in value of the English sterling, which is the same thing as a rise in prices with regard to those articles which a pound sterling will buy.

There is one feature to which I would like to draw attention with respect to the several factors mentioned; and that is that one and all, with the exception of the last mentioned circumstance of the world's markets being increasingly one, have this in common that they operate as restrictions upon production, and reduction in the total volume of trade.

Such is the view as one gets it at wide range of world conditions, which help to account for the prevailing high level of prices and consequent high cost of living. There is little in the conditions described that we can change. As respects these conditions, for the most part we can only wait for the improvement which comes with time. This makes it the more imperative that we should look more closely at conditions as they are within the borders of our own country, and see if they are such as tend to lend emphasis to the high cost of living, or will admit of change to the benefit of all concerned.

Supply of Food All Important

If retail groceries are to be made available to consumers at prices which will serve to reduce the high cost of living, they must be available to retail dealers in plenty. The quantity of available supplies, more than anything else, will affect the barometer of the high cost of living. The food price lists will go up as the quantity of available food production lessens. They will come down as the quantity of available food increases. The other consequence is that only as the prices of foodstuffs come down from the present high level can we hope for an appreciable reduction in the cost of living as respects other commodities and services. The artisan cannot work for less than is necessary to supply himself and his family with food. High wages can mean nothing to him if every cent of increase in pay is offset or more than offset by an increase in the price of food.

The salaried official is in the same position. To enable all branches of construction, manufacture and trade, to find a level where a fair wage to labor and a reasonable rate of return on invested capital may be paid, and prices and charges at the same time reduced, there must come some reduction in the cost of food which will be the outcome of a larger production or

supply or of production at a lessened cost.

Kind of Production Important

Now note this point which is all-important. Food, in one way or another, is always related to the land. Something has to be grown or raised before there can be any increase in the quantity of food. It may be grain for flour, or cereals or bread; it may be hogs for bacon, or lard or ham; it may be cattle for milk, or cheese or beef; it may be fruit or vegetables, fresh, dried, preserved, or canned—whatever it is, so long as it partakes of the nature of food, it goes back to some form of agricultural or horticultural development. Now what does this mean? It means that only as agriculture in all its branches flourishes, can we hope to find any real solution of the problem of the high cost of living. It is not enough to say that there must be increase in the quantity of production. The kind of production is just as important as the quantity and the kind of production which, above all others, the world is calling out for to-day is food. During the war, it was first more men, then it was more munitions, then it was more ships, then more food. More food it has remained and is likely to remain for many years to come. It was starvation that, in the last analysis, helped to bring the Germans and Austrians to their knees, and starvation means the absence of food.

If this be true, is it not time to ask ourselves, how promises it, with our supplies of food? Canada is a great agricultural country. We have land available for cultivation and use, on a scale relative to our population, unequalled by any other country in the world. Now how have we proceeded?

Urban Population Increases

The number of consumers demanding food in urban centres has steadily increased, whilst the number of persons producing food has relatively steadily declined.

Unfortunately, the only national statistics we have are those of the Dominion Census of 1911 for Ontario and the Eastern Provinces, and a somewhat later census in addition for the Prairie Provinces, but it is safe to say that the tendencies they represent have been emphasized rather than diminished in the years to have since intervened.

Food Production Most Necessary

People living and working on the land is Canada's greatest need to-day. Not only Canada's, but the world's, faced with starvation as it has been at so many times of late. This need is all the greater when we recall, as already mentioned, that the markets of the world are increasingly one. A famished world bears the same sort of relation to Canada, with its vast agricultural areas, as do our cities and towns to their rural environments. We are differently situated than most other countries. They have not the agricultural possibilities that we have, either in extent of area, or fertility of soils; they, too, have been building up great industrial centres, that must continue to look beyond their own confines for food. The demand, therefore, for our produce from abroad is a factor of which we must not lose account in considering the supply that at any time may be available to meet our own needs.

Any policy such as the one described, which seeks a return of the people to the land, will take time to accomplish its aims.

Touches the Tariff

Since an increase in the supply of food is the one obvious necessity, it is scarcely less obvious that anything artificial at present restricting the food supply should be immediately removed. This brings us inevitably to a consideration of the tariff. Were I to pursue this theme further, I should, of course, get into the realm of political controversy, and this is not the time nor the place to provoke a discussion.

At the same time, I would feel I had not fully stated the case were I to omit to express my own conviction that it is possible so to reform the tariff as not only to diminish the high cost of living in a manner which would immediately benefit consumers, but also to

reduce the cost of the instruments of production generally, and so help agriculture and all the other industries based upon the natural resources of Canada. As these basic industries thrive, all our other industries will thrive, all our interests, whether of agriculture, manufacture, commerce, or transportation. Any revision of the tariff which failed to keep all these in-

terests steadily in view would not be in the national interest. It is obvious, however, that much can be done through tariff revision by way of reducing the high cost of living, which will prove to the benefit of one and all; and foremost in this connection is any well-considered step which will help to increase the supply of food to dwellers in town and country alike.

Many U.S. Manufacturers Have Agreed to Accept Canadian Funds

Two Large Firms Are Holding Out But Wholesalers Hope to Bring Them to Time in the Near Future

THERE are practically only two large U. S. manufacturers who sell their products in Canada to a large extent who have refused to concede to our terms that payment for their goods in Canadian funds would be accepted at par value," so stated A. C. Pyke, secretary of the Whole Grocers of Ontario.

"American manufacturers realize that to not accept our funds at par value will cut them off from the Canadian market. I have received telegrams from hundreds of wholesalers all over the Dominion, stating their willingness to adopt our plan of discontinuing buying all U. S. products of manufacturers who insisted on taking the exchange."

Firms Holding Out

Mr. Pyke further stated: "The two large firms who are holding out are Campbells and the California Dried Fruit and Canners' Association. We are practically at the mercy of the California

Fruit Association, as they know that Canada must have their products. Although we could bring in prunes and raisins from other countries, it is pretty hard to break away from the California variety. There is one thing in our favor," continued Mr. Pyke, "and that is, practically all shipments of dried fruits for the season are now in Canada, and by the time the new crop is ready for the market, we may have a better exchange condition. We are now working with the National Wholesalers' Association of the U. S. to bring about a much fairer dried fruit contract."

The U. S. manufacturers who ship great quantities of their products to Canada who have agreed to sell at the prevailing prices in the U. S. and to accept Canadian funds in payment are: Royal Baking Powder Co., Cream of Wheat Co., Fels Soap Co., Van Camps and Waukesha Pure Food Co., manufacturers of Jiffy Jell; other firms are expected to follow.

EFFORTS TO RIGHT ABNORMAL EXCHANGE

What Western Wholesalers, Boards of Trade, and Bankers are Doing —Not Much Money Going to the United States

THE Chicago Tribune prints the following on the Exchange situation from a correspondent in Winnipeg:

"United action by every available resource to stop buying of American goods to stem the disastrous drop in exchange was taken to-day. by the Board of Trade, bankers, wholesale merchants, and women's associations.

"Greater personal economy, careful selection of Canadian or British goods in preference to American products, increased production, and elimination of luxuries were main points advocated by local bankers in interviews to-day concerning what an individual can do to help right the unfavorable rate of exchange.

Reduce Trade With America

"Inquiry at express money order offices revealed the fact that the sending of money to the States by individuals is reduced almost entirely to insurance premiums, lodge dues, and labor union's assessments.

"Great reduction in trade with United States by local firms was declared to have taken place, and firms were said to be busy arranging for trade with Great Britain in lines heretofore imported from the United States.

"Women are preparing to patronize, as far as possible, only British and Canadian goods, it was learned.

Statement by Bankers

"The following statement was given out by the Bankers' Association:

"Excess of our imports from the United States over our exports is running at a level for which we have not the ready money to pay. Extension of United States credits (government, corporation or individual) would provide quick relief, but this would be only a temporary measure unless at the same time our people settled down to produce more and so rectify our trade balances.

"The individual citizen could give immediate help by not buying goods made in the United States whenever goods manufactured in Canada or Great Britain would meet his requirements."

"That housewives are alive to the situation and intend to take measures to deal with it is indicated in a resolution passed by the Daughters of the Empire to-day, declaring themselves on record as opposed to the purchase of luxuries, vegetables and fruits out of season, and also purchase of American wearing material and articles of ready-made clothing for which Canadian and British substitutes may be found."

Ottawa Grocers Hear Business Talks

More Than 400 Present at Annual Dinner — Manufacturers, Wholesalers and Travellers Represented—Address by Hon. W. L. Mackenzie King

Reported for Canadian Grocer by Ottawa Resident Editor

OTTAWA, Feb. 18.—Over four hundred grocers and their guests filled the large banquet room of the Masonic Hall here on Thursday night last, at the annual function of the Retail Grocers' Association of Ottawa. Always on such an occasion, the grocers endeavor to secure some prominent man as speaker. This time it was the Hon. W. L. Mackenzie King, leader of the Liberal party, and although there must certainly have been all shades of political opinion represented among those present at the banquet, the speaker was given an enthusiastic reception. The grocers were in a cheerful mood, and cheered the speaker to the echo when he announced that his subject would be "The Grocery Trade and the High Cost of Living."

B. G. Crabtree, the Elgin Street grocer who is the president of the Ottawa Retail Grocers' Association, filled the position of chairman and toastmaster in such a happy manner that he set the pace for an exceedingly jolly evening, and the guest of honor took occasion to congratulate him on his performance.

With the president at the head table were the following: Hon. W. L. M. King, Mayor Fisher, A. J. Freeman, the newly-elected president of the Retail Merchants' Association of Ottawa, Col. Parkinson, T. S. Kirby, J. F. Taylor, H. W. Chamberlain, Henry Watters, Alderman J. A. Pinard, Controller J. Kent, Alderman Macdonald, Alderman Balharrie, Alderman Denison, Controller Plant, Controller Cameron, W. Macdonald, Alderman Denny, A. Provost, A. Phillips, T. Bowman, T. Collins, Alderman Lowe, A. W. Husband and E. M. Trowern.

Hon. W. L. Mackenzie King's address was of a nature most agreeable to his audience, and was repeatedly applauded—particularly when he remarked that "the endeavor to regulate prices in a manner which will benefit consumers by such expedients as Boards of Commerce is the merest pretence, however useful investigating bodies of the kind may prove in helping to check individual abuses here and there." His address appears on the opposite page.

Advances in Manufacturers' Costs

In response to the toast "Our Manufacturers," Alderman J. F. Taylor, secretary-treasurer of the E. B. Eddy Company, outlined the conditions with which manufacturers were confronted since the war broke out. Illustrating the great rise of material, he pointed out that lumber, which sold at \$30 a thousand before the war, now brought

\$85; chlorate of potash, of which the E. B. Eddy Company uses from two to three thousand pounds daily, costs 50 cents now as against 7½ cents before the war; glue, of which the company uses 150 tons a year, wax, inks, and other raw materials, had also advanced enormously. Yet no increase in the price of matches had been made since August, 1918. War excise tax had been responsible for the increase in several brands of matches, and the Eddy Company paid the Government over \$200,000 a month for this tax, which has to come from the consumer.

Speaking of the increase in wrapping paper, he said that, before the war, the men worked two shifts of twelve hours a day each. Now they worked eight-hour shifts. Wages had increased largely and ground pulp had advanced well over three times the pre-war price. It was so in the case of all other raw materials. The tendency was still upwards in both wages and materials.

Consumers Hoarding Sugar

In response to the toast "Our Wholesale Grocers," H. W. Chamberlain, of the F. J. Castle Co., Ltd., said that he thought the speech of Hon. Mackenzie King should be circulated broadcast throughout Canada, as opening up a new avenue of thought and a new text—that of justice to the wholesaler. For four years it had been preached that the jobber should be beheaded. He cited numerous instances of difficulties which

wholesalers encountered of which little was known. He thought the hoarding habits of the public were largely responsible for the shortage of sugar, if any existed. He urged the getting together of the wholesaler, manufacturer and retailer for the discussion of their problems.

A. Provost strongly emphasized the virtue of the gospel of hard work as a solution of Canada's troubles.

The toast "Our Travellers" was replied to by A. W. Husband, who pointed out that the travelling salesman was the connecting link between the wholesaler and the consumer, and his mission was a vital one to the trade.

Watches for Past Presidents

An interesting feature of the evening was the presentation of tokens of regard, in the shape of wrist watches, to the past presidents of the association: Alex. Phillips, T. W. Collins and Thomas Bowman. Henry Watters made the presentation, with appropriate remarks, and all the recipients replied.

The Men Behind

The officers of the Ottawa Retail Grocers' Association are as follows:

President—B. G. Crabtree.

First Vice-President—A. E. Kelly.

Second Vice-President—T. A. C. Kennedy.

Secretary—N. Hurteau.

Treasurer—Duncan Bell.

Executive Committee—F. Burgess, J. C. Allan, J. J. Casey, J. Henderson, J. M. Kennedy.

Board of Trustees—A. Phillips, A. S. Moreland, Thos. Bowman.

Auditors—J. Halpenny, Angus Johnson.

Banquet Committee—B. G. Crabtree, C. Cummings, Duncan Bell, T. A. C. Kennedy, A. G. Johnson.



"You say, young man, that socks, shirts, underwear, handkerchiefs, and everythin' made of cotton hez riz? Whad d'ya s'pose is makin' cotton so scarce?"

"Epidemic of earache among the elephants at the circus!"

—Rehse in "Louisville Times."

DOOR OF CONSUMERS' ASSOCIATION SHUT

Continued from page 30

with the case till the organization fell foul of the Board of Commerce with its extraordinary powers.

The Board's action in regard to this case will certainly be well received by the trade. It carries with it the impression that the Board is not, as has sometimes been felt, opposed to the business interests; but is actually endeavoring to fight all conditions that tend toward any slackness in business morality of any kind whatsoever. In this effort the Board should have the enthusiastic support of the retail merchants of Canada.

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, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

OFFICES

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UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1133 Broadway (corner 26th Street), New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

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WHY MERCHANTS FAIL

INCOMPETENCE, inexperience, lack of capital, unwise credits, speculation, neglect of business, personal extravagance and fraudulent disposition of property are given as the chief causes of failure in 1919 in Canada by Bradstreets. Failure, by the way, in 1919 were 23% below 1918.

These causes amounted to 73.3 per cent. of all failures. On the other hand, non-personal causes accounted for only 22.7 per cent. of all failures last year, as against 27.2 in 1918.

It is instructive to read that lack of capital was the greatest handicap, with 35.8 per cent. Incompetence comes next with 20.1 per cent.; fraud caused 8.9 per cent.; inexperience, 5.4; unwise credits, 2.6; neglect, 2.4; speculation, 1.3, and extravagance 8-10 of 1 per cent.

In non-personal causes, specific conditions, such as disaster, war, floods, etc., accounted for 20.9 per cent. of all failures.

In the United States incompetence was the leading cause, accounting for no less than 38.2 per cent., as against 30.3 charged to lack of capital.

This analysis shows that the two big causes of failure are lack of capital and incompetence. Too many merchants go into business without necessary funds; too many others are incompetent in the management of their business.

Would it be advisable to put the grocery business

on a license basis, make a capital minimum for everyone going into it; also make a certain amount of experience necessary? What is your idea?

THE RIGHT TO FIX—OR NOT

RETAILERS and wholesalers in Hamilton, Ont., and a number of manufacturers selling on the Price Maintenance plan have been served papers to appear before the Board of Commerce in Hamilton on March eighth. This case is bound to be one of the most important from a trade and distribution standpoint that has yet come before the board. Its effects will be far-reaching.

If the manufacturer has not the right to say at what price the wholesaler shall sell his goods to the retailer, we will find many established-price articles being cut and there will be no obligation on the part of a travelling salesman of a wholesale house to sell these goods at a contracted price, nor will a retailer be breaking the law if he buys them at a discount.

On the other hand if it is held the manufacturer has this right to fix the resale price, no traveller may, without being subject to the penalties of the Secret Commissions Act, offer a discount or a bribe of any kind and no retailer will be able to accept one and not be liable to the same penalties.

This, to CANADIAN GROCER, appears to be the big question to come up at the investigation and if a decision is made one way or the other it will be a great relief to the trade of Canada.

A PLEA FOR THE DELIVERY BOY

MANY grocers consider the delivery boy merely as a "necessary evil," a minor position that exists in the business which can be filled by almost any person. This is a great mistake. A good delivery boy is a real asset—a pivot upon which swings the successful final working of the whole store organization. The boss and clerks may have filled their part of the transaction to perfection. The orders may be carefully filled and started off in plenty of time to reach its destination at the time agreed upon, but if the delivery boy is the "don't care" variety, your plans all go wrong and the customers enter a complaint.

On the other hand if Jimmy, the delivery boy, is one that takes an interest in the work he will see that the orders are delivered on time and in good condition. He has a smile and a joke for whoever receives his basket. A word of cheer for the household and when new goods arrive at the store he is usually the first to acquaint the customers of the fact. When a newcomer arrives in the neighborhood Jimmy is the first to get after the new business. He is the link that binds the customer to the store. If Jimmy is this kind of a boy, hang on to him even if you must double his wages.

Present Prices of Fish Make Them a Profitable Sale

Eve of Lenten Season is a Good Time to Start Boosting the Fish Department—Comparisons With Meat Quotations Should Result in Growing Popularity for Fish at This Time

MONTREAL, Feb. 11.—At this season, it should be of little difficulty to the dealer to create a fish department. This is possible during the cold winter months when it might not appeal so strongly in the hot weather. That is to say, at this time, there is already a demand for fresh fish, salt and cured fish. These are lines which can be carried in stock at this period of the year without much danger of loss. Therefore, to stock these lines appears to be good business. In addition to this, it is a season when consumers may have many calls upon their pocketbooks, such as those for extra fuel, light, etc. To have a comprehensive display of these various lines of fish is to invite business which will come through display, and which can be greatly increased through a little effort on the part of the merchant.

At the present time several lines of fish are available for a nominal price per pound. For instance, frozen haddock may be had wholesale for a price of, say, 8 cents per pound, herring at 7 cents and cod at 7 cents. This would enable the grocer to sell at from 10 cents to 12 cents per pound, netting him a good margin of profit. As a turnover is quickly made, there should be no difficulty in making a good margin on the investment. No apology need be made for the low price of these fish, for the food value is great and a veteran fish man told CANADIAN GROCER that he believed the value was as great, pound for pound, as in roast beef. Aside from this, a little argument might be extended to the consumer, showing where an occasional fish diet was better for the system than the heavy diet of meat. In salt fish, cod fish in bulk may be had from 7 cents to 8 cents per pound and is very nourishing and wholesome.

Consumer Needs Coaching

Consumers of to-day are spending their money very freely, and many of our financiers are becoming alarmed over the wanton spending of money. Many consumers seem to be in a sleepy or dazed condition, as far as the spending of money goes. The higher the price of an article, the more willing they seem to be to pay, that is, in a great many cases. With this in view, the grocer should be able, through a series of carefully prepared advertisements, to educate the consumer into buying wholesome fish food at least two or three times a week. By so doing he would conserve his own expenditure and would provide himself and his family with most

wholesome food, and without which, he and his family would be less benefited.

There seems to be a great deal of ignorance regarding the food quality of fish, and the grocer, as already outlined, is in an excellent position to counteract this. In the first place, he can make good use of it in display windows, in arranging complete displays of fish which will draw the buyer to his door. With salt and cured fish available at this season, the use of ice does not become necessary, but a very neat display may be made by a clerk who possesses initiative. Arranging the various kinds of fish into squares, pyramids, circles, etc., and interspersing the display with rows of ordinary eggs, vegetables, etc., a very effective showing can be worked out. Then with his brush and paint, a neat card may be lettered and the price plainly printed such as: "SALT COD FISH, Special To-day 10½¢ per Lb. Try a Pound," and other short phrases.

Then in the local newspaper suitable advertising could be run, calling attention to the window display, and also to the fact that fish possessed such and such values, and were to be had in any quantity at such and such a place. This matter can be worked out in detail by the average merchant to suit the needs of his own community.

Beat H. C. of L.

One of the best arguments at the present time in promoting fish sales

through the fish department, is that of the exceedingly abnormal prices prevailing on most foods. With bread at 10 cents a pound, potatoes from 5 cents to 6 cents per pound, molasses at \$1.60 per gallon, meat at 25 to 50 cents per lb., and so on, the cost of the fish necessary for an average meal is very much less. At the same time the argument that a frequent diet of fish is good for the system is a strong one.

So long as the present increase in the price of necessary foodstuffs continues, there will be a greater reaction later. If all who can will help at the present time to do what is possible to defeat the continual increase in the price of basic commodities, he will have been doing himself and his community a good turn. Doubtless there is a level at which prices would be satisfactory to all concerned, but when the increase continues indefinitely there must be a corresponding readjustment in another way. That is why the greater use of fish in Canada would defeat, in a measure, some of the evils which exist. This is one of our greatest and natural resources, and if used more extensively by our people the average weekly budget would be materially reduced. In addition to this the average consumer would suffer less indigestion, etc.

Why not boost for a bigger and better fish department, Mr. Grocer? Just before the Lenten season is a good time to make a start.

\$100 a Month in High-Grade Candy

W. N. S. Hunter, Maple Avenue, Hamilton, Ont., Has Met With
Much Success in Sales of the Best Quality Chocolates
—Display a Telling Factor

WN. S. HUNTER, Maple Avenue, Hamilton, Ont., has been stocking high-class candy now for some months past, and he is well pleased with the success that has attended its sale. "I am turning over one hundred dollars per month on these high-grade confections," he told CANADIAN GROCER, on the occasion of a recent visit. "At first we thought that possibly we couldn't get any demand for them, on account of the nearness of a drug store, and the fact that people usually bought them there, or in a regular candy store. We have them prominently displayed at the front of the store, and this display has been a telling factor in the activity of their sale." As one enters the Hunter store, practically the first thing that

greet the eye is the fine show of good chocolates attractively arranged in the showcase.

"Are your regular customers your customers for these candies?" the CANADIAN GROCER representative asked.

"A great many of the families trading here often buy this candy with their regular orders, particularly at Christmas time," Mr. Hunter replied; "but we get a lot of catch trade, too, particularly from people who want a particular kind of candy, and know we stock it."

The number of grocers who are stocking high-class candy is growing, and the success that apparently is attending their efforts warrants the assertion that there is a place in the average grocery business for goods of this kind.

CURRENT NEWS OF THE WEEK

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

MARITIME

J. A. MacKeeman, Prince Edward Island, has opened a grocery and provision store at Murray Harbor South.

B. Goodman, grocer, St. John, N.B., suffered a loss by fire.

The Moncton Co-operative, Ltd., Moncton, N.B., has purchased property on St. George street, Fredericton.

ONTARIO

L. Johnston, grocer, Galt, Ont., has sold out.

McKellar Bros., grocers, Galt, Ont., has sold out.

J. P. Quinn, grocer, Perth, Ont., has sold to D. McManus.

A. E. Hunter, grocer, Toronto, Ont., has sold to A. C. Hunt.

Jas. Mahon, grocer, Dundas Street, London, Ont., has sold to Williams & Dundas.

Stover & Sager, Deseronto, Ont., have purchased the business of F. H. Richardson, St. George Street.

Kingston, Ont., may have a condensed milk plant. Major-General Williams, C.M.G., is interesting himself in this project.

The grocery business formerly carried on by R. B. Strano, Lindsay, Ont., has been transferred to R. M. Way.

G. L. Stevens, Peterborough, Ont., representative of Robertson Bros., wholesale confectioners, Toronto, is dead.

The Ottawa branch of the Retail Merchants' Association at their annual meeting passed a resolution expressing the conviction that it was desirable to develop domestic trade and recommending that the Dominion Board be instructed to take steps to organize a Dominion-wide trade club looking toward closer business relations with Great Britain and France. There was considerable discussion regarding the adverse exchange rate and the consensus of opinion was that the only way to make American business accept the Canadian dollar at par was to refuse to deal with them until they would do so. A. J. Freeman was elected president.

At the annual meeting of the Shredded Wheat Co. in Niagara Falls the following officers were re-appointed: Chairman, Alexander J. Porter; president, Fred Mason; vice-president, George A. Mitchell; secretary-treasurer, Frank L. Monin. Directors—Joseph Henderson, Fred Mason, Ogden L. Mills, Geo. A. Mitchell, Alex. J. Porter, Robt. W. Pomeroy, Delancey Bankine, Paul A. Schoellkopf, and Carlton M. Smith.

C. E. McRae, merchant, Stayner, Ont., is going out of groceries.

Wm. Leary, grocer and flour and feed merchant, Parkhill, Ont., is selling out.

Fearman Bros., Hamilton, Ont., have joined the Wholesale Grocers' Association of Ontario.

National Grocers, Ltd., wholesale grocers, North Bay, Ont., have opened an office in Toronto in the Bank of Hamilton Bldg.

Eby-Blain, Ltd., wholesale grocers, Toronto, have adopted the group insurance method and have insured one hundred of their employees. The announcement was made by Hugh Blain, the president, at a banquet given by this firm to the employees.

A delegation of the merchants of Brighton, Ont., waited on the council and presented a petition signed by all the merchants asking for a by-law to be passed closing all places of business at 7 o'clock p.m. and accordingly by-law No. A132 was given its several readings, signed and sealed, to take effect Feb. 14.

G. F. MORROW JOINS CHAIN STORE CONCERN

Gerald F. Morrow, who has been advertising manager of the Atlantic Sugar Refineries, Limited, Montreal, is severing his connection with that firm, and is associating himself with the Atlantic and Pacific Tea Company, of Jersey City, N.J. The Atlantic and Pacific Tea Company is a big chain store concern, capitalized at many million dollars, with a chain of stores in the United States. Mr. Morrow was at one time connected with a wholesale house in New York City, so has had a wide experience in merchandising. He was the editor of the Atlantic Sugar Refineries house organ—the "Red Ball." He has been five years in Montreal.

DOMINION CANNERS DIRECTOR DEAD

David Marshall, former Grocer and Member of Parliament, Passes Suddenly in the West

AYLMER, ONT.—David Marshall, M.P., and for many years a director of the Dominion Canners, Limited, died suddenly in Vancouver, B.C., during the week from influenza.

Mr. Marshall was born at Eden Mills, near Guelph, on October 26, 1846, removing to a farm three miles north of Aylmer with his parents at the age of eight. When sixteen, he hired out to a neighboring farmer for \$8 a month, and

later learned to run an engine, working for \$2 a day. He was employed for some time after that at scaffolding work in the Petrolea oil fields, and a few years later formed a partnership with David Kenzie, of Aylmer, buying and operating a threshing outfit. He continued at this work for five years, when he established a shingle factory at Rogers' Corners, which he ran for three years, when he bought out the grocery business of Thompson Brothers, naming his store the "Red Star Grocery," which name it still bears.

He conducted the grocery for nearly ten years, when he became interested in the Aylmer Canning Company, then just starting, and was one of the promoters of the factory. He was manager of the Aylmer factory for more than twenty years, and was general manager of Dominion Canners for three years.

Mr. Marshall was also one of the promoters of the Aylmer Condensed Milk Company, being president of the company up until the time the business was purchased by Carnation Milk Products Company.

He was on a tour of the Western factories of Dominion Canners, Limited, accompanied by R. L. Innes, of Hamilton, when death overtook him. His remains were brought home to Aylmer for burial.

NEW MONTREAL AGENCY

W. J. Sheely, broker and manufacturers' agent, Montreal, has taken into partnership Arthur F. Mott, the new firm being known as Sheely-Mott Co. Mr. Sheely has been in business in Montreal for a number of years. Mr. Mott, who is 26 years of age, went overseas as a private in 1917 with the 24th Battalion, and returned a Captain in the 87th Battalion in 1919.

The new agency has obtained the account of the Harry Horne Co., Ltd., Toronto, for Quebec Province. Mr. Mott will devote his time exclusively to detail work among the retailers, while Mr. Sheely will look after the wholesale trade. Both Mr. Sheely and Mr. Mott are young men who have many friends among the trade in Montreal and Quebec Province.

DEATH OF W. L. MacKENZIE

Winnipeg.—W. L. MacKenzie, president of the manufacturers' agents firm of W. L. MacKenzie, Ltd., a resident of this city since 1880, died this morning. Mr. MacKenzie was born at Dickinson's Landing, Ont., and was 88 years of age.

WEDNESDAY AFTERNOON CLOSING

Oshawa. — A new departure was inaugurated yesterday, when nearly all the merchants in town closed their stores for the afternoon and gave their clerks a half-holiday. This policy is to be continued throughout the entire year, except weeks in which holidays occur.

The practice of Wednesday afternoon closing in the summer has become very general, but the all-year-round application of the idea is something of an innovation—at least, in the smaller towns.

FIRE DAMAGES OFFICES

The Toronto offices of the Canadian Feed Company, of Fort William, Ont., in the Board of Trade building, suffered from a fire that took place at 10 Front Street East. The flames shot across to the window of the above company's offices, and practically a total loss was the result. It was the only office damaged. The damage was covered by insurance. Wallace J. Baker, the Toronto manager, has temporarily removed his office to his home at 152 Close Ave., Toronto.

SOLD BAD EGGS—FINED TEN DOLLARS

For selling bad eggs, representing them as new laid, a Saskatchewan man was recently fined \$10 and costs. The man, Kumsit by name, a farmer, brought several dozen eggs to town, and disposed of them to a grocer, representing them as fresh laid, and for which he received the highest price. The grocer sold them as strictly fresh. It wasn't long until customers were complaining, and the police were notified. The result was that Kumsit was arraigned in court, and admitted that the eggs had been gathered some months previously. Upon examination, it was found the eggs were unfit for human consumption.

NEW HALIFAX BROKER

T. B. Cooke, for a number of years sales manager of the Dominion Molasses Co., Halifax, N.S., has established a manufacturers' agency business in Halifax under the name of the Cooke Brokerage Co. His lines will include Domolco Molasses for the Maritime Provinces. Among his other lines are Sunkist canned fruits. He will have offices in the McCurdy Building, Halifax.

STOP BUYING IN THE U.S.

Sydney Firm Will Wait Till Exchange Is Normal

Sydney, N. S., Feb. 6. — "We have decided to stop buying from the United States until American shippers are willing to pay the exchange or until the rate becomes normal," said a member of the firm of Wood & McConnell, wholesale grocers.

Export Business For Butter Looks Promising

Great Britain Very Short of Supplies—The Sterling Exchange Cause of the Lack of Exporting At the Present Time

THE best of authorities tell us that Canadian butter will be badly needed in Europe. In Great Britain the butter ration is only one ounce per head per week—striking evidence of the extreme scarcity. At present the controlling factor in the situation is the low level to which the sterling exchange has fallen, which has stopped exports to England.

Another obstacle in the exporting of butter to Great Britain is the Government control. Although home production of butter was free of control on the 31st of January, there is no indications as yet that the free importation of but-

ter will be allowed. In fact, the Food Controller said recently that in his opinion some degree of supervision of food supplies will have to be exercised for at least 3 years to come. Whether this will prove the case or not, the future alone will tell. In the meantime the exporting of butter has practically ceased and the trend of the market has a tendency to decline.

Canadian export trade for butter showed a gratifying increase in 1919; as in the nine months ending December 31 the amount exported was 12,694,150 pounds, an increase of 456 per cent. over the same period in 1914.

CHAIN CANDY STORES IN WESTERN CANADA

Start Made in Edmonton to be Followed Up in Other Centres

EDMONTON. — (Special.) — An all-Edmonton candy company has been organized, to be known as the "Dolly Dimple" Candy Shop. Chocolates and candies are to be manufactured on Namayo Avenue, and a chain of retail stores are planned for the West. The first of the stores is being fitted up in Edmonton, on Jasper Avenue. The formal opening took place on February 14. The second store will open in Regina, and as soon as arrangements can be completed, Calgary and Saskatoon will be included. It is expected that eight stores will be in operation in Alberta and Saskatchewan this year. M. J. Hutchinson, formerly managing director of the "Bulletin," Edmonton, business manager of the Regina "Leader," at one time, connected with the MacLean Publishing Company, Toronto, and the "Examiner," Peterborough, Ont., is a partner in the new company, and has been appointed general manager.

INSURANCE AND BONUS TO EMPLOYEES

Vancouver.—Malkin's "Old Guard Association," an association organized and officered by the W. H. Malkin Co., Vancouver employees, has been in existence for some 15 years. The same rules that were drawn up then are in force now.

During the last year the association held ten meetings, two dances, organized and carried through a splendid picnic, as reported in CANADIAN GROCER, and finished up with a dinner and banquet in the Hotel Vancouver a couple of days after Christmas, whereat the management announced a gift insurance ranging from \$500 to \$3,000 per member.

Here is a feature that has been in existence for fifteen years with the Malkin

employees. On the completion of the fifth year's service and at the completion of every year thereafter, a bonus is paid to each employee, which bonus is arrived at by paying 15 per cent. of the total wages earned up to the 1st of January of the current year, the same percentage as the declared dividend on the common stock of the W. H. Malkin Co., Ltd., for the current year. Each employee of five years' service ranks like a common shareholder in the firm, and it can be depended on that not many leaks escape the notice of the employees, nor many practices long survive that might cost the house a customer.

On Saturday the 7th the "Old Guard" had a banquet at which the bonus cheques on 1919 business were distributed.

NEW CANNING FACTORY

The Silver Lake Canning Company will be established in St. David's, Ont., during the coming season. It is to be carried on by F. R. Parnell, S. Switzer and F. Bentham, all of St. Catharines, and will do a general canning business. C. L. Black has been engaged as manager, and he has contracted for over thirty-five acres of tomatoes. New storerooms and boilerrooms are to be constructed, the estimated cost being \$5,000. Work on this will be started soon.

COCOA PRICES MAY GO HIGHER

The present undertone on cocoa is a very firm one. Already some of the manufacturers have advanced prices. It is not at all improbable that the market will strengthen within the next few weeks to a further extent, and in the meantime a good demand prevails. One large importer stated to CANADIAN GROCER that prices were being held on their present level as long as possible, but that the trend was upward and that advances might come before the end of the year. In any case, it was pointed out that declines were very improbable.

NEWS FROM WESTERN CANADA

WESTERN NEWS

Mr. Stanley, who has been with the Western Grocers, Swift Current, Sask., for some months as credit manager, left this week for Okanagan, B.C.

Howard Agnew, of Parkman, Sask., has sold his general store to Wm. Lees, a farmer. Mr. Lees will take possession March 1.

W. C. Jones, manager for the wholesale firm of Cameron & Heap since their opening in Swift Current, Sask., is leaving to accept an important position at Regina with the Dominion Cartridge Company.

At a figure of \$13,000, the general store of R. A. Webster, of Cochrane, Alberta, has been purchased by the Cochrane U.F.A. Co-operative Association, Ltd. A general store business will be carried on, and Mr. Webster has been appointed manager.

Fire on Wednesday of last week destroyed the big departmental store of B. Willence, at Leader, Sask. The fire was caused through a leakage of gas in the stores lighting plant. The loss is heavy. Mr. Willence was in Winnipeg at the time.

The general store of Kasper Haberk, of Sedley, Sask., was destroyed by fire, together with stock, on January 28. A defective stovepipe was the cause. The loss is estimated at \$10,000, partly covered by insurance.

The following Whitewood, Sask., merchants agree to observe Wednesday afternoon as a half-holiday throughout the year 1920, closing each Wednesday at 12.30 noon, excepting in cases where there should be a holiday on a Thursday following: A. M. Duquette, J. Grierson & Son, J. J. Knowler & Co., J. D. Norton, V. E. Lefebvre, R. Emigh, F. H. McDonald, V. d'Etchegoyen, Whitewood Drug Store, R. S. Park, Whitewood Implement Co., Merchants Bank, J. W. Dayman and Jos. Topinka.

John D. Millar, wholesale grocer, has been elected president of the Saskatoon Board of Trade. S. W. Johns is vice-president and G. H. Harman is treasurer. Malcolm Isbister is honorary president. The executive consists of Aden Bowman, J. F. Cairns, departmental store owner, L. G. Calder, J. D. Gunn, Geo. Hazen, stationer, Harley Henry, J. O. Hettle, Austin Needham, baker, W. A. Porteous, R. H. Potter, Thomas Reynolds, miller, and J. M. Stevenson.

The Regina Retail Merchants' Association have taken up with the management of the General Hospital the question of the purchase of food supplies through retail merchants. Last year the supplies were purchased through a

local firm at the wholesale price plus five per cent. The board declared that if supplies could not be purchased locally, with advantage to the hospital, they would be justified in going to Winnipeg or elsewhere. Tenders for groceries, it was decided, would be called for in a manner to be decided upon by the finance committee, and bread, milk and meat in a similar way.

WARNING TO GROCERS

Vancouver.—Mr. Fairley, of the Dominion Department of Agriculture, draws the attention of the trade to the provision in the Dominion Egg Marks Act requiring the retailers to remove from empty egg cases the Government inspection label. Failure to do this renders the retailer liable to a fine of \$50. It would be well to draw this item to the attention of your clerks now.

RUPEE ADVANCING ADDS TO COST OF TEA

A cable received in Toronto states that rupee has now advanced in value to 2s. 11½d. Before the war the rupee was worth 1s. 4d., and, as money has to be changed into rupees to buy Ceylon and India products such as tea, this greatly enhances the cost to purchasers in Canada.

HERE FOR CANADIAN FOOD PRODUCTS

A. L. Brown, of J. L. Morison, Sons & Jones, importers in London, Eng., is in Canada on a business trip, connecting up with Canadian firms interested in export trade to Britain. He says there is a good demand for certain Canadian goods, such as canned fruits, condensed and powdered milk, sugar, cereals, etc., and that splendid business will be done this year. Mr. Brown was a visitor at the Toronto office of CANADIAN GROCER during the week.

BUYS COFFEE AND SPICE PLANT

Alfred Harvey has purchased the plant of the Pioneer Coffee & Spice Co., Ltd., Victoria, B.C. He is operating the plant under the new name, Harvey Coffee and Spice Mills Ltd. The Pioneer Coffee and Spice Mills are now handling all their business from their Vancouver factory. Mr. Harvey stated to CANADIAN GROCER that he had appointed agents for the products of the Harvey plant in many points.

SOAP FACTORY FOR VANCOUVER

Vancouver. — (Special.) — On his recent visit to Vancouver, Lord Leverhulme, the British soap magnate and head of Lever Bros., investigated sev-

eral locations suitable for the establishment of a soap factory, and although it was not made known at the time selection was made of a desirable piece of water front on Burrard Inlet, adjacent to the Heaps Mills. Negotiations have been continually in progress until this week, when announcement was made by his Vancouver representative, F. T. Schooley, of the Royal Crown Soap Co., that a deal had been completed, involving the initial payment of a sum of \$195,000. It is stated that a modern soap factory will be constructed.

AGENTS APPOINTED FOR "HALL" AND "CASTLE" GOODS

Harry Hall & Co., Ltd., Vancouver, B.C., have appointed J. C. Thompson Co., Montreal, as their agents in that city for their "Hall" brands of salmon, pilchards and herring, and their "Castle" and "Hall" brands of dried and canned fruit.

HARD TO GET ANY CHEAPER SUGAR

Victoria, B.C., on account of the acute sugar shortage, made inquiries, with considerable publicity, about sugar prices, and the importation of some Chinese sugar by the city was mooted. Lately some Vancouver consumers prevailed on the Vancouver council to ask for quotations also. The Vancouver city purchasing agents didn't have any luck.

The city purchasing agent is in receipt of quotations for sugar which show that there is no possibility of securing any of this commodity cheaply. Hong Kong sugar was quoted at \$20.50 per cwt., plus commission, and the price had to be paid in U. S. gold with the collateral in the bank at Hong Kong before the shipment left.

Before Mr. Stuart ascertained the facts he volunteered some statements regarding the Vancouver Refinery, for Blythe T. Rogers appears in print to-day to declare them all false. As the local sugar is quoted wholesale at \$14.50 even after the recent two advances, Mr. Rogers says:

"I can only say that if he thinks \$15.85 a high price on sugar from Montreal, he is going to get a shock when he gets a reply from Hong Kong. Mr. Stuart is finding out that in comparison with other points the present price of sugar in Vancouver is exceedingly low. I welcome the action of the city council in endeavoring to obtain sugar for sale at cost, because the more enquiries they make and the more quotations they receive, the more this point will be driven home.

"I challenge all Mr. Stuart's statements, and publicly demand that he either furnish proof or else retract them."

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

FROM all over the Dominion market reports all indicate a firmness of tone. Many lines of commodities have advanced. The primary markets for teas and coffee are extremely strong and from every source indications are that higher prices are inevitable. Stocks of granulated sugar are in very scant supply. There is an active business reported on all lines and in most cases the demand is greater than the supply.

MONTREAL—Montreal markets are firm this week and many advances have been effected. Sugar remains very strong on an unchanged price basis and dealers state the tendency is decidedly not lower. Canned goods are comparatively quiet and prices are unchanged. Figs have badly broken and have declined sharply. Dates are stated to be practically cleaned up, but shipments expected in March are hoped to help the situation very considerably. Currants are steady and in good demand. Nuts are somewhat easier, particularly shelled walnuts and almonds, both of which have declined a little in the local markets. Peanuts are very strong and it is stated that peanuts in shell are very short on spot. Feeds continue firm and very scarce. Package goods stand firm with higher tendencies, particularly in the lines containing oats. Cereals are firm and in active demand. Peas and beans are very strong. Higher prices are to be expected in both these lines in the very near future. Spices are very firm and cloves have jumped in the primary markets. No changes in the local market are reported this week, but tendencies are undoubtedly higher. Rice markets are very bare and many varieties are stated to be completely out of stock with little hope for further supplies for some time to come. Corn syrup is a good seller. Prices are steady and firm. Teas are very strong and although no actual change is recorded this week it is stated that as soon as the few dealers with small supplies of old stocks are sold out, higher prices are inevitable. Coffee and cocoa are strong and steady and prices are unchanged. Oats are stronger and have advanced about 4 cents on all grades. Lemons have advanced and oranges are stated to be a little easier. Apples in boxes are higher. Potatoes are easier and cabbage (Montreal) has declined to \$4.50 per barrel. The following miscellaneous articles have all advanced: Roasted peanuts, package coffees, "Gem" lye, laundry soaps and washing tablets, table salt, metal polish, baking powder, wheat flakes, washing powder, Old Dutch cleanser and pure lard in pails.

TORONTO—All markets in general grocery lines this week are very firm with a trend toward higher levels. Granulated sugar is very scarce and supplies are being distributed in small quantities. Reports from primary sugar markets, however, are very favorable towards better supplies of raws coming forward in the near future. Labor troubles in Cuba are somewhat improved and the crop is being made very fast. The molasses market is very firm. Fancy Barbadoes molasses is off the market for the time being. The primary market for teas is ruling with a continued strong undertone. All producing markets are practically cleaned up of the better grades and any that are put on the market are quickly snapped up. The exchange rate on the rupee has again advanced and every indication points to higher prices. The coffee market is in the same condition as teas. Supplies are scarce and difficult to procure. The trend from primary markets indicates that higher levels will be reached in the near future. Barley has advanced 50 cents per bag. Graham flour also is higher. Fancy rices are becoming scarce and prices on spot stocks are quoted 3½ cents per pound higher. Dried fruits of all descriptions are very firm and stocks are getting low. Cleansing and soap powders have all registered an advance of 50 cents per case. Many lines of toilet soaps are also higher. Stocks of Ontaric beans in dealers' warehouses are practically depleted, although brokers state that there are plenty of supplies being held by the farmers. Fancy biscuits have all advanced, likewise one brand of baking powder. There has been a tremendous demand for all citrus fruits and prices are quoted 50 cents to \$1 a case higher. Potatoes are selling at \$4 per bag. The produce and provision market is fairly steady. Butter and cheese are inclined to be easier as no exporting is being done. Eggs have shown a firmness owing to the advent of the Lenten season.

WINNIPEG—Many grocery lines have advanced this week. Sugar supplies remain scarce. Rices are ruling at firm prices. Spices are higher. The bean market is very active and advances are looked for. The Japanese bean has shown another advance. The tea market is very strong; information from primary markets all tend toward higher levels. Peanut butter is in a strong market and likely to advance. Nutmegs have advanced 2 to 4 cents per pound. Other spices are firm. Dried fruits are getting scarce. The vegetable market remains unchanged.

QUEBEC MARKETS

MONTREAL, Feb. 20.—The markets generally this week are very strong. Many lines have reached higher levels. Sugar remains firm on an unchanged price basis. Teas are very strong and, although no change in prices are noted on this market, higher prices in the near future are inevitable. Peanuts have advanced, likewise laundry soaps, washing powders and wheat flakes. The potato market is somewhat easier.

Sugar Situation is Unchanged

Montreal.
SUGAR.—The situation in this market is practically unchanged. Prices are very firm, and although the recent labor troubles in Cuba are said to be settled there remains a great shortage of raws and several refineries are closed on this account.

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

Active Demand For Corn Syrup

Montreal.
SYRUP.—There is manifest at the present time an extremely heavy demand for corn syrup. Prices are steady and firm and unlikely to change for some time to come.

MOLASSES.—There is little or no change to report in this market. Supplies are still very poor and there appears no likelihood of any improvement at present. Prices tend upwards and advances are to be expected.

Corn Syrups—	
Barrels, about 700 lbs., per lb.	0 08 1/2
Half barrels	0 08 3/4
Kegs	0 09 1/4
2-lb. tins, 2 doz. in case, case	5 70
5-lb. tins, 1 doz. in case, case	6 55
10-lb. tins, 1/2 doz. in case, case	6 25
2-gal. 25-lb. pails, each	2 70
3-gal. 38 1/2-lb. pails, each	4 00
5-gal. 65-lb. pails, each	6 50
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	6 30
5-lb. tins, 1 doz. in case, case	7 15
10-lb. tins, 1/2 doz. in case, case	6 85
Cane Syrup (Crystal Diamond—	
case (2-lb. cans)	8 50
Barrels, per 100 lbs.	12 25
Half barrels, per 100 lbs.	12 50
Glucose, 5-lb. cans (case)	4 80
Prices for	
Island of Montreal	
Barbadoes Molasses—	
Punchons	1 30 1 35

Barrels	1 33	1 36
Half barrels	1 35	1 40
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case	6 00	
3-lb. tins, 2 doz. in case, case	8 25	
5-lb. tins, 1 doz. in case, case	6 80	
10-lb. tins, 1/2 doz. in case, case	6 65	
Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above 1/2 barrel prices.		

Canned Goods Very Quiet

Montreal.
CANNED GOODS.—Trade in this market remains very quiet although in some cases it is stated little more activity has been manifest during the week. Prices are firm and unaltered, and business is said to be only fairly good.

CANNED VEGETABLES		
Asparagus (Amer.), mammoth green tips	4 50	4 85
Asparagus, imported (2 1/2s)	5 50	5 55
Beans, Golden wax	2 00	2 00
Beans, Refugee	2 00	
Beets, new, sliced, 2-lb.	1 35	
Corn (2s)	1 80	
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2 1/2-lb., doz.	1 50	
Succotash, 2 lb., doz.	1 80	
Do., Can. (2s)	1 80	
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2 1/2 lb. tins	1 60	
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	
Do., 2 1/2s	1 80	1 85
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2 1/2s (doz.)	1 50	1 55
Do., gallons (doz.)	4 00	
Peas, standards	1 85	1 90
Do., Early June	1 92 1/2	2 05
Do., extra fine, 2s	3 00	
Do., Sweet Wrinkle	2 00	
Do., fancy, 2s oz.	1 57 1/2	
Do., 2-lb. tins	2 75	
Peas, Imported—		
Fine, case of 100, case	27 50	
Ex. Fine	30 00	
No. 1	23 00	
Apricots, 2 1/2-lb. tins	6 25	6 50
Apples, 2 1/2s, doz.	1 40	1 65
Do., new pack, doz.	2 20	
Do., 3s, doz.	1 80	1 95
Do., new pack	6 75	
Do., gallons, doz.	5 25	5 75
Blueberries, 1/2s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. tins, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.	16 00	
Cherries, red, pitted, heavy syrup, No. 2 1/2	4 80	5 15
No. 2	20 00	
CANNED FRUITS		
doz., white, pitted	4 75	4 80
Gooseberries, 2s, heavy syrup, doz.	4 50	4 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gallon, "Pic." doz.	9 50	
Do., gallon, table	10 00	
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	1 90	
Do., 2 1/2s	5 25	
Pineapples (grated and sliced), 1-lb. flat, doz.	1 90	
Do., 2-lb. tins, doz.	2 30	
Do., 2 1/2s	4 00	4 50
Plums, Lombard	2 00	2 20
Do., in heavy syrup	2 40	2 45
Do., in light syrup	2 45	
Gages, green, 2s	2 40	2 45
Raspberries, 2s, black or red, heavy syrup	4 50	4 60

Strawberry, 2s, heavy syrup	4 50	4 85
Rhubarb, 2-lb. tins	2 25	
CANNED FISH, MEATS, ETC.		
Salmon—		
Chums, 1-lb. tins	2 00	
Do., 1/2s, flat	1 30	
Sockeye, 4s, 1s, doz.	4 75	
Do., 9s, 1/2s, doz.	2 50	
Red Springs, 1-lb. tall	4 10	4 30
Do., 1/2 lb.	2 00	
Cohoos, 1-lb. tall	3 65	
Do., 1/2-lb. flat	1 90	
Pinks, 1 lb.	2 60	
Do., 1/2 lb.	1 30	
White Springs, 1s	2 00	
Chums, 1 lb., tall	2 00	
Do., 1/2s, flat	1 10	
Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	
Alaska, red, 1-lb. tall	4 25	4 50
Herrings, imported, tomato sauce	3 25	
Do., kippered	2 85	2 90
Do., tomato sauce, 1/2s	1 85	
Do., kipp., Canadian, 4s, 1s.	1 10	
Do., plain, case of 4 doz.	6 75	
Do., 1/2s	1 65	
Haddies (lunch), 1/2-lb.	1 00	
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines, case	6 25	6 75
Whale Steak, 1-lb. flat	2 00	
Pilchards, 1-lb. tall	1 90	2 00
Norwegian sardines, per case of 100 (1/2s)	24 00	25 00
Oysters (canned), 5 oz., doz.	2 60	
Do., 10 oz., doz.	4 20	
Lobsters, 3/4-lb., doz.	3 40	
Do., 1/2-lb. tins, doz.	5 50	6 00
Do., 1-lb. tall	12 00	
Do., 1/2-lb., doz.	6 00	
Do., 1-lb. flats	12 00	
Lobster pas', 1/2-lb. tins	2 40	
Sardines (Amer. Norweg'n style)	14 50	
Do., Canadian brands (as to quality), case	6 25	17 50
Do., French	32 00	34 00
Do., (gam. Norwegian)	21 00	22 25
Do., Portuguese, case	24 00	
Scallops, 1-lb., doz.	3 25	
Do., Eastern trade	2 65	
Do., Winnipeg and Western	2 85	
Scotch Snak, No. 2, doz.	4 50	
Shrimps, No. 1	2 40	2 80
Do., 1 1/2s	4 50	
Crabs, No. 1 (case 4 doz.)	6 75	
Crab meat (Japanese), doz.	6 50	
Clams (river), 1 lb., doz.	1 90	
Scotch Snak, No. 1, doz., Montreal	2 85	
Meats, English potted, doz.	2 00	
Figs Decline;		
Dates Finished		
Montreal.		
DRIED FRUITS. —Figs have badly broken and have sharply declined. Importers state they cannot account for the slump unless the lower prices of Spanish figs are responsible. There is manifest an increased consumption of Spanish figs for manufacturing purposes, such as the making of biscuits and confectionery. Dates are practically cleaned up both in this and the American markets. Shipments are due in March and these are expected to materially help the situation. Higher prices are looked for. Raisins continue very high and the market is very bare. Currants are steady and are being rapidly bought up.		
Apricots, fancy	0 40	
Do., choice	0 34	
Do., slabs	0 30	
Apples (evaporated)	0 23 1/2	0 24
Peaches, (fancy)	0 28	0 30
Do., choice, lb.	0 28	0 29
Pears, choice	0 30	0 35
Drained Peels—		
Choice	0 26	
Ex. fancy	0 30	
Lemon	0 45	
Orange	0 44	
Citron	0 68	
Peels (cut mixed), doz.	3 28	
Raisins (seeded)—		
bulk, 25-lb. boxes, lb.	0 18	0 23
Muscatsels, 2 Crown	0 23	
Do., 1 Crown	0 25	
Do., 3 Crown	0 24	
Do., 4 Crown	0 19 1/2	0 20
Cal. seedless, cartons, 16 oz.	0 22	0 23
Cal. seedless, cartons, 16 oz.	0 22	0 23

Cal. Seedless, loose	0 26	0 28
rancy seeded	0 17	0 17
15 oz.	0 21	0 22
Currants, loose	0 19	0 22
Do., Greek (16 oz.)	0 24	0 24
Dates, Excelsior (36-10s), pkg.	0 15 1/2	0 15 1/2
Figs, 12-lb. boxes	3 20	3 20
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	0 19	0 19
Packages only, Excelsior	0 20	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	0 40	0 40
Do., 2 1/2s, lb.	0 45	0 45
Do., 2 1/2s, lb.	0 45	0 45
Do., 2 1/2s, lb.	0 50	0 50
Figs, white (70 4-oz. boxes)	5 40	5 40
Figs, Spanish (cooking), 22 lbs. boxes, each	0 12	0 12
Figs, Turkish, 3 crown, lb.	0 44	0 44
Do., 5 Crown, lb.	0 46	0 46
Do., 7 Crown, lb.	0 52	0 52
Figs, mats	4 75	4 75
Do. (25-lb. boxes)	2 75	2 75
Do. (12 10-oz. boxes)	2 20	2 20
Prunes (25-lb. boxes)—		
20-30s	0 22	0 22
30-40s	0 30	0 30
40-50s	0 27	0 27
50-60s	0 23	0 23
60-70s	0 22	0 22
70-80s (25-lb. box)	0 20	0 20
80-90s	0 19	0 19
90-100s	0 17 1/2	0 17 1/2
100-120s	0 14	0 17

Shelled Walnuts Easier; Almonds Also Decline

Montreal.
NUTS.—Shelled almonds and walnuts are easier and prices have declined a little. Tarragona almonds are quoted in one quarter at from 32c to 33c, and walnuts are selling at from 75c to 80c. Demands for these nuts are heavy at the present time, and it is thought that although the market is considerably easier it will stiffen up again shortly. Java peanuts are very firm on account of the enormous demands and shortage of supplies. Peanuts in shell on spot are said to be very scarce, but several cars are rolling and will relieve the local situation.

Almonds, Tarragona, per lb.	0 32	0 33
Do., shelled	0 60	0 60
Do., Jordan	0 75	0 75
Brazil nuts (new)	0 28	0 28
Chestnuts (Canadian)	0 27	0 27
Filberts (Stiely), per lb.	0 28	0 29
Do., Barcelona	0 25	0 25
Hickory nuts (large and small), lb.	0 10	0 11
Peanuts, No. 4, Jumbo	0 25	0 25
Peanuts, Jumbo	0 24	0 24
Do., "G"	0 19	0 20
Do., Coons	0 16	0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16 1/2	0 18
Do., No. 1 Virginia	0 14	0 14
Peanuts (Salted)—		
Fancy wholes, per lb.	0 32	0 32
Fancy splits, per lb.	0 32	0 32
Peanuts, new Jumbo, per lb.	0 22	0 25
Do., large, No. 2, polished	0 22	0 25
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	0 60	0 60
Peanuts, shelled	1 60	1 70
Walnuts	0 29	0 35
Do., new Naples	0 34	0 34
Do., shelled	0 75	0 80
Do., Chilean, bags, per lb.	0 33	0 33

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

Feeds Continue Very Scarce

Montreal.
FEEDS.—There is little change to report in the market this week. Supplies continue very short and prices are very firm. The bad weather of the past week has materially affected transportation and the markets are stated to be very bare. Demands for all feeds are heavy.

FEEDS— Bran, mixed cars	45 00	
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Shorts, mixed cars	52 00	
Crushed oats	63 00	71 00
Barley chop	0 22	0 22
Special Middlings	0 22	0 22
Feed Flour, 98 lbs.	3 80	3 80
Gluten Feed—		
F.o.b. Cardinal	66 00	66 00
F.o.b. Fort William	64 00	64 00

Package Goods Stand Steady

Montreal.
PACKAGE GOODS.—Package goods are standing firm, and in view of the reaction in the oat market lines containing these cereals will probably advance shortly. In the meantime there is a fairly good demand for all package goods at prevailing prices, and the undertone is decidedly firmer. White Swan wheat flakes have advanced from \$2.80 to \$2.95 per case.

PACKAGE GOODS		
Breakfast food, case 18	2 85	
Cocoanut, 2 oz. pkgs., doz.	0 78 1/2	
Do., 20-lb. cartons, lb.	0 25	
Corn Flakes, 3 doz. case	3 50	3 50
Oat Flakes, 20s	5 40	5 40
Rolled oats, 20s	6 50	6 50
Do., 18s	2 42 1/2	2 42 1/2
Do., large, doz.	3 00	3 00
Oatmeal, fine cut, pkgs., case	6 75	6 75
Puffed rice	5 70	5 70
Puffed wheat	4 25	4 25
Farina, case	2 35	2 35
Hominy, pearl or granu., 2 doz.	3 65	3 65
Health bran (20 pkgs.), case	2 60	2 60
Scotch Pearl Barley, case	2 60	2 60
Pancake Flour, case	3 60	3 60
Pancake Flour, self-raising, doz.	1 50	1 50
Wheat food, 18-1 1/2s	3 25	3 25
Buckwheat Flour, case	1 40	1 40
Wheat flakes, case of 2 doz.	2 95	2 95
Oatmeal, fine cut, 20 pkgs.	4 71	4 71
Porridge wheat, 36s, case	7 30	7 30
Do., 20s, case	7 50	7 50
Self-raising Flour (3-lb. pack.) doz.	3 05	3 05
Do. (6-lb. pack.), doz.	6 00	6 00
Corn starch (prepared)	0 12	0 12
Potato flour	0 16	0 16
Starch (laundry)	0 10 1/2	0 10 1/2
Flour, Tapioca	0 15	0 16

Cereals Firm; Are Good-Sellers

Montreal.
CEREALS.—There is little change to report in this market this week. Prices are firm with upward tendencies. Business is stated to be very brisk and supplies are ample for all demands.

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

Split Peas Higher; Beans Are Strong

Montreal.
PEAS.—Peas are very strong this week on account, principally, of the barren state of the market. Split peas (new crop) are being quoted at the advanced prices of from \$8.25 to \$9 per 98 pounds, and other grades are on the upward trend.

BEANS.—Beans are also very strong, and although no definite alterations are made this week with the exception of California lima beans, which are selling at from 20c to 21c per pound, general advances are to be expected in view of the present shortage.

BEANS—		
Canadian, hand-picked, bush.	5 40	5 75
Japanese	5 25	5 50
Japanese: Lima, per lb. (as to quality)	0 10	0 12
Lima, California	0 20	0 21
PEAS—		
White soup, per bush.	4 80	5 00
Split, new crop (98 lbs.)	8 25	9 00
Bolling, bushel	4 80	5 00
Japanese, green, lb.	0 10 1/2	0 11

Flour Steady Under Active Demands

Montreal.
FLOUR.—Flour continues a good seller on an unchanged price basis and is very firm. Supplies are found to be none too good, but adequate to meet all present demands.

Standard Wheat Flour—
 Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs. 13 25
 Per bbl., in (2) cotton bags, 98 lbs. 18 45
 Small lots, per bbl. (2) jute bags, 98 lbs. 13 55
 Winter wheat flour (bbl.) Jute bags 6 65

Spices Firm; Cloves Stronger

Montreal.
SPICES.—All spices are very strong and cloves have jumped in the primary markets about 15 per cent., although no changes have been effected in the local markets. Business is only fairly good and supplies are being held up very considerably by the bad weather of the past few days.

Allspice	0 22	0 22
Cassia (pure)	0 33	0 35
Cocoanut, palls, 20 lbs., unsweetened, lb.	0 46	0 46
Do., sweetened, lb.	0 26	0 26
Chicory (Canadian), lb.	0 20	0 20
Cinnamon—		
Rolls	0 25	0 25
Pure, ground	0 35	0 40
Cloves	0 25	0 30
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	0 40	0 40
Ginger (Cochin or Jamaica)	0 31	0 31
Mace, pure, 1-lb. tins	1 00	1 00
Mixed spice	0 30	0 32
Do., 2 1/2 shaker tins, doz.	1 15	1 15
Nutmegs, whole	0 60	0 70
64, lb.	0 45	0 45
80 lb.	0 45	0 45
100, lb.	0 40	0 40
Ground, 1-lb. tins	0 65	0 65
Pepper, blk.	0 33	0 40
Do., special	0 32	0 32
Do., white	0 50	0 50
Pepper (Cayenne)	0 25	0 27
Pickling spice	0 20	0 20
Paprika	0 65	0 70
Tumeric	0 25	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	2 00	2 00
Caraway (nominal)	0 30	0 35
Cinnamon, China, lb.	0 50	0 50
Do., per lb.	0 35	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 18	0 20

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

Rice Markets Are Very Bare

Montreal.
RICE.—Rice appears to be a very scarce commodity these days, and dealers state that Carolina No. 2, Siam, Mandarin, Sparkling, Japans, Patnas, and broken rice are completely off the market for the present with little hopes of further supplies. Carolina, ex, fancy, is selling at from \$19 to \$21, and Carolina fancy is quoted at \$18.

RICE—

Carolina, ex. fancy	19 00	21 00
Do. (fancy)		18 00
Rangoon "B"		14 50
Rangoon "CC"		14 25
Broken rice, fine		14 00
Tapioca, per lb. (seed)	0 12½	0 13
Do. (pearl)	0 12½	0 13
Do. (flake)	0 11	0 12½

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

Roasted Peanuts
Are Advanced

Montreal.
PEANUTS.—In sympathy with the recent advances in peanuts and the firm tone prevailing, several brands of roasted peanuts rule at higher figures. "Bon Ton" are selling at 26 cents a pound; "Suns" at 22 cents, and "G" at 19½ cents per pound.

Package Coffees
Are Advanced

Montreal.
COFFEE.—On account of the shortage of coffee upon the market and strong tone of this commodity, general advances have been effected within the past two weeks, and "George Washington" brand of package coffees are advanced accordingly. Standard size is selling at \$4.85 per dozen; medium, \$9.60, and family, \$15.

Metal Polish
Again Advances

Montreal.
METAL POLISH.—Owing to the recent advances in all oils used in the manufacture of polishes, "parrot" metal polish scores even higher figures, and is quoted at \$5 per case of 3 dozen. This is the second advance within one week.

Laundry Soaps Advance;
Washing Tablets Also

Montreal.
LAUNDRY SOAP.—Owing to the increased cost of fats used in the manufacture of laundry soaps, all standard brands have advanced from \$9.50 to \$9.75 per case.

WASHING TABLETS. — "Toro" washing tablets have advanced \$1.00 per gross, and are now selling at \$6.40.

Salt Scores
Higher Levels

Montreal.
SALT.—Higher figures rule on "Windsor" salt and the following are the recently advanced quotations in barrel lots: 80 3½ lbs., \$6.60; 40 7 lbs., \$6.30; 20 145 lbs., \$6. "Regal" free-running table salt" has advanced 25 cents per case, being quoted at \$2.55 per case of 24 round cartons (about 2½ lbs.). Ice cream salt has advanced 5 cents per bag and is selling at \$1.50.

Baking Powder
Quoted Higher

Montreal.
BAKING POWDER.—Higher prices rule this week for "Egg-O" baking powder. Herewith new quotations: 4 ozs.,

case of 6 doz., \$1.40; 6 ozs., \$1.85; 9 ozs., case of 4 doz., \$2.40; 12 ozs., \$3.10; 16 ozs., \$3.85; 2½ lbs., case of 2 doz., \$8.65; 5 lbs., case of 1 doz., \$16.30.

Advances Rule
on "Gem" Lye

Montreal.
LYE.—"Gem" lye has recently advanced in this market 50 cents per case and is selling at \$5.40 per case.

Washing Powder and
Old Dutch Higher

Montreal.
WASHING POWDER.—"Gold Dust" washing powder is higher, being quoted in this market at \$7.75 per case. "Old Dutch Cleanser" also is advanced 15 cents per case, and is selling at \$4.65.

Pure Lard Easier;
Prices Decline

Montreal.
LARD.—The easier feeling in the hog market is reflected in this, and pure lard in 20 lb. pails has declined about 1½ cents per pound. Pails are quoted at \$6.25.

Teas Continue
To Gain Strength

Montreal.
TEAS.—Teas are gaining in strength and although no definite changes have been effected this week on account of dealers still having small stocks of old supplies on hand, advances are inevitable in the near future. Markets are practically bare, it is stated, and are likely to so continue for an indefinite time.

JAPAN TEAS—

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

Javas—

Pekoes	0 46	0 48
Orange Pekoes	0 49	0 51
Broken Orange Pekoes	0 48	0 50

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

Oats Again Advance;
Hay is Unchanged

Montreal.
HAY AND GRAIN.—Hay stands firm on an unchanged price basis and supplies are stated to be greatly improved. Trade, however, is not very brisk for the time of year. Although oats were considerably easier last week and prices declined on all grades, they have regained in strength owing to the bad weather conditions, and a general shortage. An advance of 4 cents on all grades has been effected. Business is quiet.

Hay—

Good, No. 1, per 2,000 lb. ton	28 00
Do., No. 2	27 00
Do., No. 3	24 00
Straw	15 00

Oats—

No. 2 C.W. (34 lbs.)	1 16
No. 3 C.W.	1 13
Extra feed	1 13
No. 1 feed	1 11
No. 2 feed	1 09
Tough 3 C.W.	1 09

Barley—

No. 3 C.W.	
No. 3	
No. 4 C.W.	
Feed barley	1 85

Prices are at elevator.

Coffee and Cocoa
Strong and Steady

Montreal.
COFFEE.—Business in this market is stated to be very brisk at recently advanced prices, and although it is very steady at the moment the fact of supplies of good coffee being somewhat slow the tendency is upward rather than down.

COCOA.—Cocoa is very firm under active demands, and prices rule unchanged.

COFFEE—

Rio, lb.	0 33½	0 35½
Mexican, lb.	0 50	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 51
Mocha (types)	0 50	0 52
Santos, Bourbon, lb.	0 47	0 49
Santos, lb.	0 47	0 48

COCOA—

In 1-lbs., per doz.	5 80
In ½-lbs., per doz.	3 00
In ¼-lbs., per doz.	1 60
In small size, per doz.	1 15

Lemons Advance;
Oranges Easier

Montreal.
FRUIT.—Under active demands and comparatively short supplies, lemons have advanced and are quoted in this market at \$7.50. California navels are somewhat easier and in some instances have declined to from \$7 to \$8. Apples in boxes are higher, and an advance of 75c over last week's quotations is recorded. Present selling price is \$4.75. Trade is fairly good and dealers express satisfaction with existing conditions.

Apples—

Baldwins	7 50	8 00
Ben Davis, No. 1	6 00	7 00
MacIntosh Red		12 00
Fameuse, No. 1	14 00	15 00
Greenings	7 50	8 00
Gravenstein		
Spies		10 00
Winter Reds	6 50	7 00
Apples in boxes		4 75
Bananas (as to grade), bunch	6 00	7 00
Cranberries, bbl.	12 00	13 50
Do., gal.		0 75
Grapes, Tokay (box), 30 lbs.		
Grape, Emperor, kegs		13 00
Grapefruit, Jamaican, 64, 80, 96		4 25
Do., Florida, 54, 64, 80, 96		4 25
Lemons, Messina		7 50
Pears, Cal.		6 50
Pomegranates (boxes of about 80), box		3 00
Keiffer Pears (box)		2 75
Pears, Cal.		5 00
Oranges, Cal., Valencias		7 00
Cal. Navels	7 00	8 00
Florida, case		4 00

Potatoes Easier;
Cabbages Tomatoes, Also

Montreal.
VEGETABLES.—Potatoes are easier this week and have declined to from \$3.50 to \$4 per bag. Supplies are greatly improved. Montreal cabbage has declined to \$4.50 per barrel. On account of Florida tomatoes being on the market hothouse tomatoes are being quoted at 40c per pound. Florida celery has appeared on the market and is selling at \$7.50 per 4 dozen crate. There is a fairly active demand for all vegetables.

Florida tomatoes, crate (40 lbs.)

Beans, new string (imported) hamper	7 00
Beets, new, bag (Montreal)	2 00
Cucumbers (hothouse), doz.	4 00
Chicory, doz.	0 75
Cauliflower, Am., doz. dble crate	7 00
Do., single crate	3 50

Cabbage (Montreal), barrels	4 50
Carrots, bag	1 75
Garlic, lb.	0 50
Horseradish, lb.	0 20
Lettuce (Boston), head crate	3 00
Leeks, doz.	4 00
Mint	0 60
Mushrooms, lb.	1 50
Do., basket (about 3 lbs.)	4 00
Onions, Yellow, 75-lb. sack	8 50
Do., red, 75 lbs.	8 50
Do., crate	3 00
Do., Spanish, case	8 50
Oyster plant, doz.	0 50

Parsley (Canadian)	1 00
Peppers, green, doz.	0 50
Paranips, bag	1 75
Potatoes, Montreal (90-lb. bag)	3 50
Do., New Brunswick	4 00
Do., sweet hamper	3 50
Radishes, American, doz.	0 75
Spinach, barrel	6 00
Turnips, Quebec, bag	2 00
Do., Montreal	1 50
Tomatoes, hothouse, lb.	0 40
Florida lettuce (hamper)	4 00
American parsley, doz.	2 00
Florida celery (4-doz. crate)	7 50

Do., 20s, family, case	6 80
Cooker Package Peas, 36s, case	4 20
Cornstarch, No. 1, lb. cartons	0 12
Do., No. 2, lb. cartons	0 10 1/2
Laundry starch	0 10 1/2
Laundry starch, in 1-lb. cartons	0 12 1/2
Do., in 6-lb. tin canisters	0 13 1/2
Do., in 6-lb. wood boxes	0 13 1/2
Potato Flour, in 1-lb. pkgs.	0 16
Fine oatmeal, 20s	6 75
Cornmeal, 24s	3 65
Farina, 24s	2 90
Barley, 24s	2 60
Wheat flakes, 24s	5 60
Wheat kernels, 24s	4 50
Self-rising pancake flour, 24s	3 30
Buckwheat flour, 24s	3 30
Two-minute Oat Food, 24s	3 75

ONTARIO MARKETS

TORONTO, Feb. 20.—All grocery lines this week are very firm. Many commodities are higher. Nearly all cleansing and soap powders have advanced 25 to 50 cents per case. Some lines of toilet soap are also up. The sugar market is steady at unchanged prices. The tea and coffee markets are extremely active and higher prices are inevitable. Fancy grades of rice are scarce and prices are quoted higher. Oranges, lemons and grape fruit are higher, due mostly to the high exchange rate. Messina bitter oranges are now on the market and selling at \$6.00 per case. Potatoes are easier, selling at \$4.00 per bag.

Granulated Sugar

Very Scarce

Toronto.

SUGAR.—Supplies of granulated sugar are very scarce, barely enough to meet immediate demands. Yellow sugar is more plentiful. Prices remain steady.

St. Lawrence, extra granulated, cwt.	14 71
Atlantic, extra granulated	14 71
Acadia Sugar Refinery, extra granulated	14 71
Can. Sugar Refinery, extra granulated	14 71
Dom. Sugar Refinery, extra granulated	14 71
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.	
Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.	
Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.	

Syrups Steady

Molasses Firm

Toronto

SYRUPS AND MOLASSES.—Corn syrups are moving very freely at unchanged prices. The market for molasses is very firm. Fancy Barbadoes molasses is not being quoted, the market being bare of this line.

Primary Tea Market

Extremely Firm

Toronto.

TEAS.—From every source of information, CANADIAN GROCER has learned that higher prices on teas are assured. The producing markets are practically cleaned up of supplies of fancy stocks. The exchange rate on the rupee has again advanced, which adds another 2 cents per pound to the cost. This, coupled with the greater consumption, points to higher prices in the very near future.

Ceylons and Indians—

Pekoe Souchongs	0 48	0 54
Pekoe	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66

Javas—

Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Javans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Higher Prices

Likely On Coffee

Toronto.

COFFEE.—The trend of the primary coffee market indicates higher prices. The demand is very great, and growers of many of the finer grades refuse to make shipments to Canada, except through the U.S. ports, thereby getting the exchange. The U.S. are practically the largest consumers of coffee in the world, and will buy the entire crops, and Canadian brokers, in order to get supplies, must pay the exchange. Spot stocks of coffee are very limited.

Java, Private Estate	0 51	0 52
Java, Old Government, lb.	0 49	0 50
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	0 48	0 55
Maraicao, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	0 52	
Mocha, lb.	0 55	
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47 1/2
Ceylon, Plantation, lb.	0 54	
Chicory, lb.	0 25	
Cocoa—		
Pure, lb.	0 31	
Sweet, lb.	0 31	

Package Goods

In Good Demand

Toronto.

PACKAGE GOODS.—There is a good, steady demand for all lines of package goods. One manufacturer of corn flakes is quoting at \$3.50 per case until the 1st of April.

Roller Oats, 20s, round, case	6 50
Do., 20s, square, case	6 50
Do., 36s, case	4 85
Do., 18s, case	2 42 1/2
Corn Flakes, 36s, case	4 00
Porridge Wheat, 36s, regular, case	6 00

Barley Higher

Graham Flour Also

Toronto.

CEREALS.—Barley has advanced 50 cents per 98-pound bag. Pearl barley now quoted at \$8.50 and pot barley at \$7.25. Graham flour is also higher, selling at \$7 for bag of 98 pounds, and 8 cents per pound in smaller quantities.

Single Bag Lots
F.o.b. Toronto

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

Fancy Rice

Getting Scarce

Toronto.

RICE.—The rice market continues very strong. Stocks of many lines are hard to obtain, and particularly the finer grades. Blue Rose now quoted at 20 to 21 1/2 cents per pound.

Honduras, fancy, per 100 lbs.	0 20	0 21 1/2
Blue Rose, lb.	15 00	16 00
Siam, fancy, per 100 lbs.	13 50	14 50
Siam, second, per 100 lbs.	17 00	17 00
Japans, fancy, per 10 lbs.	15 00	15 00
Do., seconds, per 100 lbs.	0 14	0 14
White Sago	14 00	14 00
Do., Pakling	14 00	14 00
Chinese, XX., per 100 lbs.		
Do., Simiu		
Do., Mujin, No. 1		
Tapioca, per lb.	0 14 1/2	0 15

Dried Fruits Firm

Prices Unchanged

Toronto.

DRIED FRUITS.—The market for dried fruits is becoming bare of stocks. Many wholesalers are selling package raisins in lots of not more than one dozen to a customer. The demand for figs is very high. Other lines of dried fruits remain firm at the same prices as quoted last week.

Evaporated apples	0 24	
Apricots, cartons, 11 oz., 48s.	4 65	
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 43	0 46
Currents—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 22	0 23

Dates—	
Excelsior, pkgs., 3 doz. in case	5 50
Dromedary, 9 doz. in case	8 00
Fard, per box, 12 to 13 lbs.	3 50
New Hallowee dates, per lb.	0 21
Figs—	
Taps, lb.	0 17
Malagas, lb.	.....
Comarde figs, mats, lb.	.....
Smyrna figs, in bags	0 16
Cal., 4 oz. pkgs., 70s, case	5 00
Cal., 8 oz., 20s, case	3 25
Cal., 10 oz., 12s, case	2 25
Prunes—	
Per lb.	
90-40s, 25s	0 31
40-50s, 25s	0 28
50-60s, 25s	0 24
60-70s, 25s	0 22
70-80s, 25s	0 21½
80-90s, 25s	0 17½
90-100s, 25s	0 16½
Sunset prunes in 5-lb. cartons, each	1 15
Peaches—	
Standard, 25-lb. box, peeled	0 26½
Choice, 25-lb. box, peeled	0 27
Fancy, 25-lb. boxes	0 29
Raisins —	
California bleached, lb.	.....
Extra fancy, sulphur bich., 25s	0 28½
Seedless, 15-oz. packets	0 26½
Seedless, 15-oz. packets	0 24
Seedless, Thompson's, bulk	0 25
Crown Muscatels, No. 1s, 25s.	0 25
Turkish Sultanas	0 25½

Fresh Cocoanuts
Per Sack \$12.00

Toronto.—There is a steady demand for shelled nuts. Prices are unchanged. Fresh cocoanuts, 100 to the sack, are quoted at \$12 per sack.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	.....	0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 28	0 30
Walnuts, Grenobles, lb.	0 33	0 33
Do., Marbot	0 30	0 30
Filberts, lb.	0 25	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	12 00	.....
Cocanut, unsweetened, lb.	0 45	0 45
Do., sweetened, lb.	0 18	0 19
Peanuts, Jumbo, roasted	0 32	0 33
Brasil nuts, large, lb.	0 32	0 32
Mixed Nuts, bags 50 lbs.	.....	0 32
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, Bordeaux lb.	0 88	0 90
Do., Manchurian	0 68	0 68
Peanuts, Spanish, lb.	0 25	0 25
Do., Chinese, 30-32 to oz.	0 18	0 19
Do., Java	0 19	0 19½
Brasil nuts, lb.	0 88	0 88
Pecans, lb.	1 10	.....

Canned Goods
Remain Steady

Toronto. CANNED GOODS.—There is a good demand for all lines of canned goods. Canned peas are rather scarce. Supplies of other lines are fair. Prices remain unchanged.

Cleansing Powders
Show Advance

Toronto. MISCELLANEOUS. — Old Dutch Cleanser is up 50 cents per case, now quoted at \$4.75. Panshine now selling at \$4.35 per case. Lux is also higher, quoted at \$8.50 per case. Some lines of Toilet Soap are also higher. Baby's Own, now \$1.45 per dozen. Lilac Rose Glycerine soap is quoted at \$6 per case. Goblin Soap up to \$6.50 per case. Crest Castile Soap, 100s, are \$4.70 per box. La France Castile Soap is quoted at \$6.75 per case of 20 bars, and tablets, 100 to case, at \$4.70. Fairy Soap is 50 cents per case higher. Sunny Monday

Soaps now \$9.50 per case. Tip Top Soap Chips advance to \$8.70 per case. Surprise Soap Powder has advanced to \$3.55 per case, also Gold Dust is up 50 cents per case. Sea Foam Soap Chips now quoted at \$5.90 per case. Diam. Dyes are now \$1.13 per dozen.

Honey Market
Remains Unchanged

Toronto. HONEY.—Stocks of honey are getting low. The demand is steady at unchanged prices. Maple syrup is selling freely. No change in price is noted this week.

Beans Are In
Active Demand

Toronto. BEANS.—The market for beans is very firm. Ontario hand-picked are scarce; but splendid samples of Ontario two-pound pickers are offered to the trade at \$5.50 per bushel. Kotenashi are quoted at \$4.50 to \$5 per bushel. The demand is brisk.

Ontario, 1-lb. to 2-lb. pickers, bus.	5 50
Do., hand-picked, bus.	.....
Marrowfat, bu.	6 00
Japanese Kotenashi, per bu.	4 50
Rangoons, per bushel	3 00
Limas, per lb.	0 16
Madagascars, per lb.	0 14

Baking Powder
And Biscuits Higher

Toronto. BISCUITS.—All lines of fancy biscuits have advanced one cent per pound. BAKING POWDER.—Egg-O Baking Powder has advanced. The 4-ounce size now selling at \$1.40 per dozen; 6-ounce at \$1.85; 9-ounce at \$2.40; 12-ounce at \$3.10; 16-ounce at \$3.85; and 2½-pound cans at \$8.65 per dozen.

Manilla Paper And
Clothes Pins Higher

Toronto. CLOTHES PINS. — The ordinary clothes pins have advanced to \$1.75 per box. Manila wrapping paper is also higher, now quoted at 8 cents per pound in single rolls, and 7½ cents in 5 rolls.

Oranges And
Lemons Higher

Toronto. FRUIT.—Oranges, lemons and grapefruit are the feature of the fruit market. The demand is very heavy, on account of the epidemic of sickness. Prices are considerably higher, oranges being quoted at \$6 to \$7.75 per case, according to size. California lemons are selling at \$8 per case. Grapefruit is also higher, quoted at \$4.25 to \$5.50 per case. Apples and other fruit are in good demand.

Cal. Navel Oranges—	
80s, per case	6 00
100s, per case	6 50
126s, per case	7 00
150s, per case	7 50
176s, 200s, 216s, 250s, per case	7 75
Florida Oranges—	
126s, 150s, 176s, 200s, 216s, 250s	6 75

Bananas, Port Limons	0 08½
Lemons, Cal., 300s, 260s	8 00
Do., Messina, 300s	4 50
Grapefruit—	
per case	
28s	4 25
36s	4 50
46s, 54s	4 75
64s, 70s, 80s	5 50
Apples, Nova Scotia—	
Baldwins, bbl.	4 50
Starks	4 50
Fallowatus	6 75
Peewaukie	6 25
Kings	4 50
Other varieties	4 50
Apples, Ontario—	
Spys, No. 1, bbl.	11 00
Do., Nos. 2 and 3	6 50
Baldwins	6 00
Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s.	3 75
Cal. Pears	5 50
Florida Tangarines, 144s, 168s,	
196s, 216s, 224s	4 25
Do., Spanish Malagas, keg.	15 00
Cranberry, Cape Cod, bbl.	13 50
Do., half bbl.	7 50
Do., boxes	4 50
Pomegranates, boxes	4 00

Messina Bitter
Oranges Arrive

Toronto. BITTER ORANGES.—Messina bitter oranges, for making marmalade, are now on the market, and quoted at \$6 per case.

Potatoes Now
Quoted \$4.00 Per Bag

Toronto. VEGETABLES.—The potato market is easier, now quoted at \$4 per bag. Other vegetables remain firm, at unchanged prices. California vegetables are in good demand. Cabbage quoted at \$6.75 per crate; cauliflower at \$5.50 per crate; celery, 6 to 7 dozen to crate, at \$14.

Cabbage, bbl.	6 00
Carrots, per bag	2 25
Parsnips, per bag	2 75
Radishes, Cal., doz.	0 75
Cabbages, Cal., case	6 50
Hothouse Tomatoes, lb.	0 42
Onions, Yellow Danvers, 100 lb.	8 00
sacks	
British Columbia Onions, 75 lb.	7 50
sacks	
Spanish Onions, large cases	7 50
Do., small crates	2 75
Onions, white, large sacks	7 50
Green Onions, doz. bunches	1 00
Celery, 8 doz.	7 00
Cauliflower, Cal., case	4 25
Potatoes—	
Ontario, 90-lb. bags	4 00
Quebec, 90-lb. bags	4 00
Jersey Sweet Potatoes, hamper	3 00
Do., bbl., double-headers	7 50
Turnips, bag	1 25
Mushrooms, 4-lb. basket	4 00
Lettuce, Cal., head, crate 8 doz.	5 50

Flour Is In
Steady Demand

Toronto. FLOUR.—The demand for flour is steady. Prices are unchanged. Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags, 11 70. Ontario spring wheat flour, in jute bags, per barrel, 13 45.

Bran Is Scarce
Shorts Also

Toronto. MILLFEEDS.—Bran is not being offered. Millers are bare of supplies.

MILLFEEDS—	
Bran, per ton	45 25
Shorts, per ton	46 25

WINNIPEG MARKETS

WINNIPEG, Feb. 20—Market conditions this week show an upward tendency. Many lines have advanced. Sugar supplies remain scarce. Rices are ruling at firm prices. A great deal of activity is reported in the bean market. The Japanese bean is quoted higher. Primary markets for tea are very strong and local demands have been very heavy. Spices are higher. Vegetables remain steady.

Sugar Market

Remains Steady

Winnipeg.

SUGAR.—The situation in the sugar market remains the same. Supplies are scant.

Rices Are Holding

Very Firm

Winnipeg.

RICES.—Rices are very firm. American market has advanced \$1.00 per hundredweight and Oriental rices are in scant supply. They are quoted at very high prices.

No. 1 Japan, 50-lb. sacks	0 18
Do., 100-lb. sacks	0 17½
No. 2 Japan, 100-lb. sacks	0 14
Patna, 100-lb. sacks	0 15¼
Fancy head, 100-lb. sacks	0 18
Ground rice, 50-lb. sacks	0 11½
Do., 100-lb. sacks	0 11
Do., 10-lb. bags, per bag	1 00
Tapioca, pearl, 160-lb. bags, per lb	0 14
Sago, 130-lb. bags, per lb	0 14½

Beans Are in

Good Demand

Winnipeg.

BEANS.—The bean market is very firm. Considerable activity is reported by jobbers in buying. Advances are looked for, as Japanese beans show another advance.

Coffee Shows

Very Little Change

Winnipeg.

COFFEE.—The coffee market shows little change. Prices for all well-described coffees are very firm, with slightly higher tendencies. Coffee in tins also shows higher costs.

Primary Market

Very Strong on Teas

Winnipeg.

TEA.—The primary markets are very strong. Indications are that even higher prices must come. There is a very heavy demand for teas of all descriptions. Retailers report consumers are purchasing tea in 5 and 10 pound packages to assure against further advances.

Nutmegs Advance;

Spices Are Firm

Winnipeg.

SPICES.—Nutmegs show an advance of from two to four cents per lb. New York market on all spices is very firm, with advances showing on many lines.

Allspice, 1-lb. tins, per lb.	0 27
Do., 5-lb. tins, per lb.	0 22
Cassia, 1-lb. tins, per lb.	0 41
Do., 5-lb. box, per lb.	0 36

Do., 25-lb. pails, per lb.	0 35
Cloves, 1-lb. tins, per lb.	0 90
Do., 5-lb. box, per lb.	0 85
Do., 25-lb. pails, per lb.	0 80
Ginger, 1-lb. tins, per lb.	0 42
Do., 5-lb. box, per lb.	0 34
Do., 25-lb. pails, per lb.	0 32½
Nutmegs, 1-lb. tins, per lb.	0 47
Do., 5-lb. box, per lb.	0 44
Pastry spice, 5-lb. tins, per lb.	0 34
Do., 35-lb. pails, per lb.	0 32½
Black pepper, 1-lb. tins, per lb.	0 53
Do., 5-lb. box, per lb.	0 48
Do., 25-lb. pails, per lb.	0 47½
White pepper, 1-lb. tins, per lb.	0 60
Do., 5-lb. tins, per lb.	0 55½
Do., 35-lb. pails, per lb.	0 55
Cayenne pepper, 5-lb. box, per lb.	0 37½
Tumeric, 1-lb. tins, per lb.	0 35

Peanut Butter

Likely to Advance

Winnipeg.

PEANUT BUTTER is due for an advance. Peanuts have advanced considerably. American prices on peanut butter show an advance of 2c per lb.

Toilet Papers

Look Higher

Winnipeg.

Some manufacturers of toilet paper

have already advanced their prices from 25 to 50 cents per case. Market on all paper lines is very firm. Higher prices are looked for.

Counter Check

Books Advance

Winnipeg.

Last week **CANADIAN GROCER** pointed out that conditions were such that check book manufacturers were compelled to advance their price, and advised those in need to purchase their requirements for some time to come. The price has now been advanced 10 per cent. A further advance is also looked for.

Dried Fruits

in Scant Supply

Winnipeg.

DRIED FRUIT.—Many lines of dried fruits are in scant supply. Seeded raisins are practically all bought up; prices are advancing rapidly.

Vegetables Reported

Unchanged

Winnipeg.

VEGETABLES.—Vegetables are very steady, there has been very little change for some weeks past.

Beets, per lb.	0 03
Turnips, per lb.	0 02½
Carrots, per lb.	0 03½
Cabbage, per lb.	0 05
Potatoes, per bushel	2 25

VANCOUVER MARKETS

VANCOUVER, Feb. 20—For the most part all markets are ruling firm. Sugar has advanced one cent per pound. Syrups also are quoted higher. Macaroni and soda biscuits have reached new levels, while laundry soaps and cleansing powders have registered another advance. The peanut market is holding very firm and higher prices are expected. A serious shortage of salt is reported, attributed to labor troubles. Lemons and oranges are quoted higher. Potatoes are ruling steady.

Sugar Prices

Quoted Higher

Vancouver.

SUGAR.—Sugar was advanced another cent locally on the arrival of the "Mont Cervin" with 4,500 tons of raws. The wholesalers and retailers have been without sugar for several days. This makes the second advance in a month, the price wholesale now standing at \$14.50.

Shelled Walnuts

in Poor Demand

Vancouver.

WALNUTS.—Manchurian walnuts in the shell are not at all active. To quote one authority, "For a while it appeared that the price was going to continue to climb on walnuts, and many importers bought for speculative purposes. Added to this, there were many shipments

came over from the Orient on consignment. There have been, then, greater stocks on this side than usual, and although the primary markets continue strong, spot stocks can be obtained at less money."

Syrups Have

Made an Advance

Vancouver.

SYRUP.—Local brands of syrup have been advanced, according to size, from 25c to 45c per dozen.

Shortage of

Salt Reported

Vancouver.

SALT.—There is a very distinct shortage of salt in Vancouver. It is thought by some that the shortage indicates a failing supply in the wells, but it is stated that this is not so.

Continued on page 49

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Feb. 20.—The markets this week are all very firm, with an upward tendency. Rolled oats have advanced 30 cents per bag. Pot and pearl barley also advanced 70 cents on a 98-pound bag. Chase and Sanborn's coffee is quoted 2 cents per pound higher. Several brands of baking powder are higher. Old Dutch Cleanser now selling at \$4.75 per case. Lye, washing powders and salt have all advanced. Ontario cheese quoted at 23½ to 32 cents per pound. Supplies of eggs are rather short. American new-laid eggs quoted at \$21.50 per case, and locals selling at \$22.50. Best local potatoes are higher now, selling at \$75 per ton. Lemons quoted at \$8.00, and oranges \$6.50 to \$8.00 per case.

Flour, 96s, per bbl.	12 95
Beans, B.C.	7 50 9 00
Roller oats, 80s	4 90
Rice, Siam	12 75 14 75
Japan, No. 1	15 50 18 00
Tapioca, lb.	0 14
Sago, lb.	0 13½ 0 15½
Sugar, pure cane, granulated, cwt	15 35
Cheese, No. 1, Ont., large	0 29½ 0 32
Butter, creamery, lb.	0 65
Do., dairy, lb.	0 50 0 55
Lard, pure	20 40 21 60
Eggs, new laid, local, case	22 50
Do., No. 1, storage, case	15 00 17 00
Tomatoes, 2½s, standard, case	4 50 4 75
Corn, 2s, case	4 00 4 45
Peas, 2s, standard, case	4 20 4 75
Strawberries, 2s, Ontario, case	10 30
Raspberries, 2s, Ontario, case	10 30
Cherries, 2s, red, pitted	9 00 9 50
Apples, evaporated	0 22½ 0 25¼
Do., 25s, lb.	0 26¼
Peaches, evaporated, lb.	0 25¼
Do., canned, 2s	7 50
Prunes, 90-100s	0 16
Do., 70-80s	0 17
Do., 50-60s	0 20
Do., 30-40s	0 26
Do., 20-30s	0 31
Raisins, bleached Sultanias	0 27
Do., bulk, seedless	0 21
Do., package, 11 os.	0 18½
Philatras Currants, lb.	0 26
Salmon, pink tall, case	10 25
Do., Sockeye, tall, case	17 50
Do., halves	18 00 19 00
Potatoes, Alta., per ton	75 00
Oranges	6 50 8 00
Lemons	8 50
Grapefruit	6 00 6 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Feb. 20.—Very few changes are noted in the markets this week. All commodities remain firm. Currants and pot barley have advanced. Stocks of raisins are becoming

low and prices are higher. Choice raisins are quoted at 25½ and 26 cents per 15-ounce package, and the fancy quoted at 26½ cents. Corned beef shows a slight decline, now quoted at \$3.75. Pure lard has advanced one cent per pound. Butter is easier, likewise new-laid eggs. Potatoes are very scarce, a slightly higher rate being quoted this week.

Flour, No. 1 patents, bbls., Man.	14 90
Cornmeal, gran., bags	6 00 6 10
Cornmeal, ordinary	3 85 3 90
Roller oats	12 50
Rice, Siam, per 100 lbs.	14 75
Tapioca, 100 lbs.	13 50 15 00
Molasses	1 30
Sugar—	
Standard, granulated	14 60
No. 1, yellow	14 10
Cheese, New Brunswick	0 32
Cheese, Ont., twins	0 32
Eggs, fresh, doz.	0 65 0 68
Eggs, storage	0 58
Breakfast bacon	0 40 0 42
Butter, creamery, per lb.	0 66
Butter, dairy, per lb.	0 60
Butter, tub	0 55 0 57
Lard, pure, lb.	0 33 0 33½
Lard, compound	0 31 0 31½
American, clear pork	58 00 63 00
Beef, corned, 1s	4 00 4 20
Tomatoes, 2½s, standard case	4 20
Raspberries, 2s, Ont., case	4 40 4 45
Peaches, 2s, standard, case	7 25 7 35
Corn, 2s, standard, case	3 75
Peas, standard, case	4 10
Apples, gal., N.B., doz.	4 75 5 00
Strawberries, 2s, Ont., case	10 30
Salmon, Red Spring, flats, cases	19 50
Pinks	11 00 11 50
Cohoos	15 00 15 50
Chums	9 00
Evaporated Apples, per lb.	0 22½ 0 23
Peaches, per lb.	0 27½ 0 28
Potatoes, Natives, per bbl.	7 00
Onions, Can., 100-lb. bag	7 00
Lemons, Cal., case	10 00
Oranges, Cal., case	6 00 7 50
Grapefruit, Cal., case	7 00
Apples, Western, box	4 50 5 00
Bananas, per lb.	0 10 0 11
Grapes, Malaga, keg	11 00 13 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Feb. 20.—Supplies of sugar are very low this week, but supplies promised both from the East and B.C. No change in quotations; the market remains firm. Peanut butter has advanced. A car of California vegetables expected. Regina potatoes quoted at \$2.50 per bushel.

Beans, small white, Japans, bus.	4 50
Beans, Lima, per lb.	0 12½
Roller oats, brails	5 00
Rice, Siam, cwt.	12 00
Sago, lb.	0 11¼
Flour	5 40
Tapioca, lb.	0 14
Sugar, pure cane, gran., cwt.	13 50
Cheese, No. 1, Ontario, large	0 33
Butter, Creamery	0 70
Lard, pure, 3s, per case	21 60
Bacon, lb.	0 47
Eggs, new laid	0 75 0 80
Tomatoes, 2½s, standard case	4 47
Corn, 2s, standard case	3 96
Peas, 2s, standard case	4 80
Apples, gal.	3 25

VANCOUVER MARKET

Continued from page 48

Labor troubles, followed by severe storms, are credited with the shortage. Cars are arriving all the time from the East and it is not thought that the zero mark will be touched, but many merchants are making small deliveries to their customers only. There is lots of salt in California, but the high exchange rate discourages importation of the California salt.

Laundry Soaps

Have Advanced

Vancouver.

SOAP.—Two well-known brands of laundry soap advanced 50c a case; washing powders also made advances. Local soap went up 35c. Shortage of fats is the reason given.

Potatoes Are Now

Ruling Steady

Vancouver.

VEGETABLES.—There has been no change in the potato market for a month. Ashcroft and Lillooet potatoes rule at \$90 and \$95, and lower mainland spuds at \$80 to \$85.

Fresh Meat Market

Ruling Firm

Vancouver.

FRESH MEATS.—The market for fresh meats stands very firm. Beef is quoted at 22 cents per pound, lamb at 40 cents; mutton, 38 cents, and pork at 33 cents per pound.

Smoked Meats

Show Advance

Vancouver.

PROVISIONS.—There is a steady demand for cured meats of all descriptions. A general advance is noted on all smoked meats.

Fresh Eggs Are

65 Cents Per Dozen

Vancouver.

EGGS.—Supplies of local fresh eggs are arriving in sufficient quantities to meet the demand. Price quoted this week is 65 cents per dozen.

Butter Market

Has Declined

Vancouver.

BUTTER.—There is a good demand for fresh butter. The price has declined one cent per pound, now selling at 71 cents per pound.

PRODUCE AND PROVISIONS

Want Margarine Imports Permanent

Canadian Produce Association at Hamilton Convention Pass Resolution to This Effect
—Standards Set for Canadian Eggs—New Officers for 1920

Reported by CANADIAN GROCER Staff Correspondent.

HAMILTON, Ont., Feb. 18.—The Canadian Produce Association, which met in session here last week, once again went on record in favor of the elimination of the bad egg from the Canadian market and of the permanent importation of oleomargarine.

As mentioned in last week's issue, Harper R. Gray, of Gunn, Langlois, Ltd., Montreal, occupied the chair in the absence, through illness, of E. J. Smith, of Brockville. Mr. Gray is the new president for 1920.

Report of Committee on Egg Standards

The committee approve of the principle of Government inspection for eggs.

Moved by R. Gray, seconded by H. R. Gray.—That the matter of inspection for provincial and interprovincial shipments be optional with buyer and seller.

Moved by A. W. Bayman, seconded by J. A. Cook.—That this committee ask the Government to enact legislation making it an offence to buy or sell eggs unfit for food. Passed unanimously.

Moved by H. Gray, seconded by R. C. Hunter.—That the Government have inspectors at all large centres to verify the grading of any dealer in the interests of dealer and shipper alike.

Moved by R. H. Gray, seconded by A. W. Bayman.—That the proposed standards for fresh eggs be agreed to with the following changes: "That the maximum allowance at time of inspection shall not exceed sixteen eggs below grade, and of these not more than four shall be unfit for food."

Moved by H. S. Johnston, seconded by A. I. McTaggart.—That proposed standard for grading storage eggs be changed as follows: That the grade extra firsts be eliminated and the standards suggested for extra firsts be applied as extras, with the change that the air cell be not less than $\frac{3}{8}$ -inch in depth, and that the maximum allowance at time of inspection not to exceed sixteen eggs per case, under grade of which not more than four shall be unfit for food.

J. F. Fraser moved that the standard for No. 1 storage eggs should be 22 oz. to the dozen and 42 lbs. to the case.

No Stop to Oleomargarine

Among the resolutions adopted were the following:

Resolved that this association express their thanks and appreciation to the entertainment and banquet committee and all associated with them, with special reference to Harry H. Fearman, who by their untiring

the American dealers and particularly appreciate the attendance of the members of this association who have come from distant provinces to attend this convention.

Resolved that this association, met in annual convention, strongly recommend that our Federal Parliament enact such further legislation as will permit the importation into Canada and the manufacture in Canada of Oleomargarine, beyond period ending August 31st, 1920, as now specified on our statute books and that copy of this resolution be forwarded by the President of our association to the Hon. Dr. Tolmie, Minister of Agriculture, Ottawa, accompanied by a special letter giving full and complete details.

Resolved that inasmuch as Great Britain is the logical export market for Canadian eggs, poultry and dairy products, combined with the fact that Canadian farm products have already acquired such a favorable reputation on the British market that we, the Canadian Produce Association, assembled in Hamilton at our annual convention place ourselves on record as emphasizing to the Federal Government the urgent need of the immediate appointment of a Canadian Poultry and Dairy Product Representative in England for the year 1920. The duties of this Canadian representative would, in our estimation, be:—

(a) To visit all present and prospective purchasers of Canadian eggs, poultry and dairy products and explain to them Canada's ability to supply.

(b) To keep Canadian exporters fully advised as to market conditions in Great Britain.

(c) To report upon and follow up all shipments of Canadian eggs, poultry and dairy products and report upon their condition upon arrival as far as this would be possible.

Resolved that inasmuch as the poultry industry, now being one of the largest in Canada, aggregating the grand sum total of one hundred and twenty million dollars' annual production, that we, the Canadian Produce Association, now assembled in our annual convention, place ourselves on record as emphasizing to the Federal Government the urgent need of an educational campaign for and to the consumer so that the proper food value of poultry products might become better known and that our executive in making this request offer at the same time all the support and co-operation that our association could render in such a campaign.

Changes in Egg Regulations

There were a number of amendments to former egg regulations adopted, the report being submitted by J. F. Fraser,



E. J. SMITH

Brockville, Ont., past president of the Canadian Produce Association, prevented from attending the Convention through illness.

efforts and careful planning have made our convention of 1920 not only profitable but pleasant for all.

Resolved that this association express the appreciation of all its members for the excellent work accomplished by the retiring officers, making special mention of the retiring president, E. J. Smith, whom we regret has been unable to attend this convention through illness.

Resolved that this association recommend to our Executive Committee for 1920, that they secure suitable office space in Toronto for our secretary-treasurer.

Resolved that we express our appreciation of the representative attendance from

chairman of the committee on egg regulations, as follows:

Page four, section (b). Moved by A. W. Bayman; seconded by H. S. Johnston; that this clause read as follows:—

Every case or container containing eggs in the shell imported into Canada for domestic consumption shall be marked on both ends in a legible and indelible manner and with the name of the country of origin. The letters in such markings on the cases mentioned in this section shall be block letters not less than one and one-quarter inches in height.

The cases mentioned in this section shall be marked by the importer or first receiver as soon as examined and before they have been delivered or shipped or offered for sale.

The importer or his representative shall cause to be removed, erased or obliterated all marks or lettering on cases containing imported eggs when such markings are different from, or inconsistent with the marks or brands required by the egg regulations.

Clause (c). Moved by R. H. Ashton; seconded by A. W. Bayman; Read as follows: Every case containing eggs that are shipped or sold to the retail trade within Canada in shipments in case lots or more shall be marked on both ends with the name of the class and grade of the eggs contained therein and with the name of the country of origin when other than domestic product. The letters in such markings on the cases specified in this section shall be block letters not less than one and one-quarter inches in height.

Clause 7, page 5, shall read:—Cases containing Canadian eggs in lots of twenty-five cases or more intended for export out of Canada shall not be shipped or delivered until they have been inspected and marked by an inspector and certificates issued.

Clause 9, page 6 to be eliminated.

Clause 15, page 7. Following words shall be added:—Or the dealer receiving same when returned from a foreign country.

Clause 16 shall read:—Collectors of customs throughout Canada shall not allow any Canadian eggs to be shipped for export out of Canada that are not marked in accordance with these regulations.

Clause 17 shall read:—These regulations shall come into operation after being passed and assented to by the Governor-General-in-Council and advertised in the *Canadian Gazette*.

Transportation Problems

H. R. Gray, Montreal, read the following, the report of the Transportation Committee:

1. I would suggest that where difficulty is met with in regard to express rates or in getting express claims paid, that the matter be taken up through the Transportation Committee, or direct with Mr. C. N. Ham, secretary, Express Traffic Association of Canada, Canadian Express Building, Montreal.

2. This association should recommend to the incoming Transportation Committee, that efforts should be made to have our claims on transportation companies settled more promptly. We must pay our transportation charges on delivery of the goods, or in the case of the railways, shortly after, and it is only fair to ask the transportation companies to pay our claims within a reasonable time. I would suggest thirty days for express claims, and sixty days for railway claims; incidents are known, where claims have been outstanding for at least two years, and this state of affairs should not be allowed to exist.

3. Then again, there is a disposition on the part of the transportation company's claim departments to settle claims on a fifty-fifty basis. This may be alright in a doubtful case, but if a claim is correct, it is one hundred per cent. correct, and members of this association should be very careful in settling claims, so that their settlement will not be a precedent, and

result in prejudicing claims of fellow members.

4. There are still serious complaints with regard to the poor quality of poultry crates which are used in shipping live poultry. The attention of the express companies should be directed to this matter,

Officers For 1920

OFFICERS:—

President, H. R. Gray, Montreal.
1st Vice-president, F. F. White.
2nd Vice-president, Richard Gray.
Secy.-treasurer, Jas. T. Madden, Toronto.

DIRECTORS:—

R. B. Colwell, Halifax.
J. Emond, Quebec.
A. E. Bailey, Belleville.
R. J. McLean, Toronto.
H. B. Clemes, Toronto.
J. J. Fee, Toronto.
H. H. Fearman, Hamilton.
A. A. Pomeroy, Charlottetown.
W. J. Skinner, Forest.
A. A. McKergow, Montreal.
J. Wilson, Montreal.
M. Lemon, Owen Sound.
A. P. Slade, Vancouver.
J. W. Atherton, St. Thomas.
T. S. Anderson, Listowel.
J. A. Kennedy, St. John, N.B.
H. Johnston, Lindsay.
C. M. Thacker, Montreal.
A. E. Silverwood, London.
A. Vaillancourt, Montreal.
C. J. Smith, Brockville.

RESOLUTIONS:—

Chairman, I. W. Steinhoff.
E. J. Smith.
J. J. Fee.
Richard Gray.
J. F. Fraser.
A. E. Silverwood.
J. I. Brown.
C. M. Thacker.
N. H. Eden.
J. A. Kennedy.

TRANSPORTATION:—

Chairman, Richard Gray.
J. F. Fraser.
H. Johnston.
T. J. Coyle.
H. B. Clemes.
Jas. T. Madden.
C. P. Rhodes.
F. F. White.
C. M. Thacker.
R. J. McLean.

ARBITRATION:—

General Chairman, H. B. Clemes.
Toronto sub-committee:
H. B. Clemes.
Jas. T. Madden.
L. M. King.
H. H. Fearman.
A. E. Silverwood.
Winnipeg sub-committee:
P. A. McLean.
T. J. Coyle.
T. Elliott.
Montreal sub-committee:
C. M. Thacker.
John Wilson.
Richard Gray.
A. A. McKergow.
Wm. Champagne.
Maritime sub-committee:
J. A. Kennedy.
R. P. Proctor.
Geo. Lictizer.
J. F. Fraser.
R. B. Colwell.

LEGISLATION:—

Chairman, R. J. McLean.
C. M. Thacker.
W. G. Jackson.
F. M. Watt.
C. G. Stuart.
A. E. Silverwood.
John Wilson.
A. W. Bayman.
R. H. Ashton.
W. R. Erskine.

and they should instruct their agents to see that when live poultry is shipped, it is shipped in the proper size, and standard make of coops.

5. Recently a manufacturer has put on the market, round wire for binding cheese boxes, which is much more satisfactory and more easily adjusted than the flat wire, which has been used during the past two or three years.

6. Complaints have been received with respect to the delay in transit, and also delays in deliveries of eggs, butter, cheese and poultry. Where these delays occur, if the member cannot secure prompt redress, the matter should be taken up through the secretary of our association, or through the Transportation Committee.

7. With a view to improving the handling of eggs, I would suggest that our association get out a printed card, or booklet, "PRACTICAL HINTS RE PRODUCTION, PACKING AND MARKETING EGGS," as follows. These could be ordered in large quantities and distributed by the members—the name of the company could be inserted with a rubber stamp, and we believe that this information, which could be sent wide-spread, would do a great deal to educate all handlers of eggs in the proper method of handling them.

Canadian Produce Association

Practical Hints Re Production, Packing and Marketing Eggs

1. Feed hens on clean, wholesome food, and provide plenty of pure water in clean utensils.

2. Keep the poultry house clean, sanitary and free from vermin. Provide plenty of clean, dry nests in darkened places.

3. Gather eggs at least once a day in cool weather, and twice a day in hot weather.

4. Kill off, dispose of, or at least remove from the flock the male bird after the breeding season. Their presence in the flock after June 15th is costing Canadian farmers a great deal of money each year through the sale of partially incubated eggs.

5. Always keep eggs in a cool, dry place and have them covered with a cloth or other means to prevent fading or evaporation. Do not keep eggs near kerosene, onions, fish or other strong smelling substance; they readily absorb odors.

6. Do not sell eggs known to be bad; it is dishonest.

7. Each party handling eggs should candle them to make sure that nothing but good, sound, wholesome eggs are marketed.

8. Do not wash eggs.

9. Ship eggs as regularly and as frequent as possible; at least twice a week in the summer, and one in the winter.

10. Never expose eggs to direct sunlight, rain or to extreme heat.

11. Do not ship eggs in damp, worn or otherwise damaged fillers.

12. Make sure that there is a good supply of excelsior in the bottom of the case, just sufficient to make the filler come level with the top of the case. Also have a flat and a good supply of excelsior, or paper on top of the eggs immediately under the lid.

13. Put the fillers in with the straight edge up and parallel with the centre board and end of the case; this gives the eggs much better protection than if the cut edge is up and parallel with the end of the case.

14. When the eggs are put in the fillers, and just before putting on the next flat, brush your hand across the top of the eggs, so that any eggs which are long or unusually large will be levelled with the top of the filler; the flat should sit snugly on the top of the fillers, otherwise broken eggs will result.

15. If the case has a patent fastener it is not necessary to nail the lid; a tack will suffice to fasten the patent nail. When opening cases at destination they are often badly broken, due to too many nails having been used in the fastening of the lid.

Continued on page 53

Possibility of Export of Butter and Eggs in 1920

J. S. McLean, of the Harris Abattoir Co., Toronto, Tells Canadian Produce Association at Annual Convention That Canadian Eggs Have Preferred Place in British Market

Continued from last week

In addition to the superior quality of Canadian eggs, Canada has earned a good reputation in regard to pack. In this field, too, our aim should be not so much to rest on laurels already won, as to further improve our methods of handling. Above all markets of the world, Great Britain's is the quickest to recognize and to pay a premium for products of superior pack and equally ready to impose a penalty for inferior methods of pack. This Association has already done much, and can do much more, to improve methods and it is only fair to add that the Departments of Agriculture, both Federal and Provincial, have done work of the highest importance in this respect. This phase of the subject will probably be dealt with in this conference by others better informed than myself, but it cannot be too often emphasized that the interests of all are involved in the improvement of the quality and pack of our product, and, therefore, that the farmer who produces, the merchant who packs and exports, and the Departments of Agriculture who are concerned in the problem from the point of view of increasing the value of our national production, should continue to work hand in hand to secure the highest reputation in foreign markets for our agricultural products.

Up to this point I have touched upon only what may be called the normal factors of the export trade. This year, however, we are confronted with another problem which seems likely to dominate and over-ride all other factors. I mean the exchange situation. This problem of exchange enters fundamentally into every export transaction to-day. It enters particularly into the business of exporting eggs because it is the practice of egg exporters to make contracts in the spring for fall delivery. Last year some exporters received a sharp lesson as to the penalties which may accrue from fluctuating exchange. Eggs sold in June when exchange was about 4.70 were delivered in October and November when exchange had fallen to about 4.20. This drop in exchange represented a shrinkage of nearly \$2 per case and the exporter who had not protected himself on exchange was let in for very heavy losses.

The difficulties of last year, however, were trifling as compared with those which confront us at the present time. The exchange situation has steadily gone from bad to worse. The pound sterling to-day is at a discount as compared with Canadian currency, of more than twenty per cent., and the situation is still further complicated by the fact that Canadian funds are at a discount in United States of sixteen per cent. I shall not attempt, because I do not feel I am able, to deal with the conditions which have brought this situation about. My remarks will be confined to an examination of exchange as it is likely to affect egg exporting during the coming season.

In the first place as regards British exchange. The first thing to be said is that the shrinkage in value of sterling adds greatly to the cost of the eggs to the British consumer. For years we have been accustomed to convert Canadian into British currency on the basis of one penny for two cents, that is, if eggs are sold to the Britisher at 60 cents per dozen delivered England, we have thought of these eggs as costing the Britisher 30 pence. But these eggs now cost the Britisher not 30 pence, but 30 pence plus twenty per cent., that is 36 pence per dozen, thus the price of imported food is tremendously increased to

the Britisher and his power to buy is correspondingly decreased. Great Britain has continued to import tremendous quantities of foreign product, but it is only a question of time until she will be forced to greatly curtail her imports.

This reflection must enter into the calculations of every merchant in this country who puts up product for shipment to Great Britain. No matter how badly Great Britain wishes foreign food the time will come when she will have to cut down her importations to a bare minimum. The working out of this is already apparent in all other European countries. In France and Belgium, but more particularly in Germany and Austria, the depreciation in currency has far exceeded that of Great Britain. To-day we see in Germany this situation carried to its logical conclusion. The German mark is worth about one-twentieth of its pre-war value. If Canadian eggs were sold to Germany at a price of sixty cents per dozen delivered in Hamburg, these eggs cost the Germans not two and a half marks per dozen as would have been the case before the war, but fifty marks per dozen. The result is that the price of imported foods in Germany is absolutely prohibitive and no matter how badly Germany needs foreign foods, she is unable to buy them.

I have used the above German illustration as typical of a situation which may conceivably arise in Great Britain. A year ago the man who predicted that the pound sterling would decline to 4.50 would have been looked upon as an extreme pessimist. When sterling fell to 4.50 most people thought that the bottom had been reached. The few persons who then predicted that the pound might go to four dollars were looked upon as croakers. But sterling has gradually fallen until to-day the pound is worth in New York about 3.35. In view of what has happened, who can predict how low exchange will go or how long it will remain depressed?

All of these questions must enter into the exporter's problem.

Canadian egg dealers are assured that Great Britain will wish all the surplus eggs of Canada during 1920. They have no assurance whatever that Great Britain will be able to buy them. The factor which will decide whether or not the Britisher will buy them will be their price, delivered England, expressed in sterling. Even at a high price there will presumably be some demand from Great Britain, but unquestionably if our price is as high this year as last, the Britisher will be a very unwilling buyer. Contracts for Canadian eggs, fall delivery, were made last year on a basis of about thirty shillings per long hundred, c.i.f. English ports. These eggs cost the British importer thirty-six pence or three shillings per dozen. At the present time eggs costing exactly the same in this country, with the same transportation charges added, would, on account of the lower exchange, cost the Britisher seventeen per cent. more, or forty-two pence per dozen.

Now, if the egg merchant in Canada is this year able to make c.i.f. sales for fall delivery with exchange pegged at a certain price as the basis of the contract, then he will know exactly what he is able to pay, and the Canadian price will thereby be set. If, however, the Britisher declines to make c.i.f. contracts on a specified basis of exchange, the Canadian dealer will be very much at a loss to know on what basis

it is safe to put away eggs for export. If he does store eggs for export he must take the chance of fluctuations in exchange. If sterling declines still further, eggs will be worth a correspondingly lower price. If, on the other hand, sterling advances, there will be a corresponding gain.

I should think it would be the part of wisdom for those who wish to take on export business to try and agree on terms which will constitute the basis of sale. As to these terms, I should think that Canadians should be willing to quote a c.i.f. price, British ports, in dollar exchange, or in sterling at a specified rate of exchange which would relieve the Canadians of the chance of fluctuations. There may be some difference of opinion as to whether the Canadian should offer his eggs free alongside Atlantic seaboard, or c.i.f. British ports. During the last two years Canadian exporters have made an effort to sell their eggs free alongside Atlantic seaboard and the conditions then existing justified their demand, for at that time shipping conditions were greatly disturbed on account of the war. Someone had to take a serious risk of damage on the ocean, and as the Canadian dealer, in making contracts, was operating on a narrow margin, I think it was quite fair to ask the Britisher to assume this risk.

Now, however, that shipping has got back more nearly to normal I think the Britisher may fairly ask the Canadian to follow his goods across the Atlantic. The shipper can and should see that his eggs are carefully handled at seaboard and are loaded in a safe position on the ship. The Britisher having no representative here cannot fairly be asked to do this.

If the Britisher declines to make contracts for fall delivery then it will be very difficult to arrive at a safe price basis and there will probably be a greater element of risk in putting away eggs this year than in any year since the beginning of the war.

There will, of course, as usual be some guide in the price of eggs in United States, but here again the element of exchange creates a very difficult problem. For instance, let us suppose that April eggs are bought in Chicago at forty cents and suppose the exchange rate as between United States and Canada at that time is the same as to-day, namely, sixteen per cent. Forty cents Chicago would then be equivalent to 46.4 cents Canada, and if the Chicago price were considered safe the Canadian dealer might assume that he could pay 46.4 cents per dozen.

However, these eggs will be going into storage to come out six months later. How can the Canadian dealer estimate what the rate of exchange will be when his eggs come out of storage? During the last six weeks I have talked with several leading bankers and exchange brokers in the city as to the probable course of exchange. In each case they have begun by saying, "We know no more about this than you do. Some persons guess that exchange will continue to rise, others that it will decline. Every prediction is a guess and nothing more."

When, therefore, the Canadian wishes to take out of storage the eggs which have cost him 46.4 cents per dozen, exchange may be 25 per cent., in which case he is assured a profit, or it may be ten per cent., or even five per cent., in which case he is assured a loss.

It will be seen that in addition to all the normal elements of risk there attaches this season a new element of risk arising out of exchange, which is more difficult to calculate, and may be more serious in regard to results than all other risks combined.

This question of exchange affects similarly all exportable articles of food, and the effect of it has been seen on the American hogs and provisions market within the last ten days. Immediately following the spec-

tacular drop in exchange about ten days ago. American hogs and provisions suffered an equally spectacular decline. During the last ten days hogs have fallen one and a quarter cents per pound, provisions about two cents per pound, and the end is not yet. The decline is very easy to understand. The cost of these food products expressed in terms of European currency was so greatly increased by the slump in exchange that the purchasing power of European countries was greatly curtailed and for the most part they completely ceased buying.

These countries will not come into the market again until either their exchange advances or until the price in America declines to a point where, at the lower rate of exchange, they can afford to buy.

Grading and Marketing of Eggs

H. S. Johnston in discussing the subject of the proposed changes in grades and regulations in marking eggs said:

We have now had two years' experience in handling eggs under the "regulations respecting the grading and marking of eggs," as they now stand and should, we believe, be in a fair position to judge of the effectiveness and efficiency of same. Mr. Brown, who has been the head of the poultry division of the Department of Agriculture for some years past, has given a great amount of thought and study to the betterment of the egg industry. He has accumulated a very valuable fund of information gathered from all sources of the globe which should be of great assistance to the handlers of eggs in Canada. Mr. Brown and his assistants have done their best to stimulate the production of eggs and to bring the industry to the forefront in Canada and Great Britain and we believe the trade in general appreciate his work and that of his staff.

Because this work is being carried on by the Government, it does not necessarily mean that we should not help, nor that we must not criticize what has been, or is being done. On the contrary, we believe it is the duty of everyone interested in the development of the industry to give every possible assistance in the carrying out of such measures as are for its betterment and to oppose only such measures as we have reason to believe are detrimental to it, and it is with this in view that we make certain suggestions relative to the "regulations respecting the grading and marking of eggs."

Have the Regulations Been a Help to the Production of Eggs?

During the stress of war, when Great Britain was hungry for eggs, there was a danger of the unscrupulous dealer who grew up over-night, like a mushroom, with no financial and less moral responsibility, taking advantage of the situation, and shipping goods which would reflect discredit on Canadian egg shippers as a whole. The regulations as they have been, undoubtedly were a protection to the English importer, and also to the credit of the Canadian exporters, but with conditions in England fast becoming normal again, will not competition be the best guarantee to the English importer, as in the days past? We are of the opinion to be very frank, that there are many of the oldest and best established English and Scotch importers with whom the shippers brand comes first, and who care little whether or not the case bears the stamp of the Government inspector. This is largely because it is difficult to get uniformity of inspection and, after all, inspection is at best but a cursory examination. We, in Ontario, hear it rumored, that in Montreal anything goes, while with us nothing goes. Be that as it may, there is no doubt but that eggs have been branded as seconds which have given entire satisfaction in Great Britain, and brought the top market there, while other eggs have gone over branded as "Extras" and "Extra Firsts" which apparently were

not even good "Seconds." Personally our experience with inspectors this year has been everything that could be desired and they have been absolutely fair in their inspections.

But this emphasizes two things:

1.—That if inspection is to be a success, there must be a more uniform application of the rules of grading.

2.—There must be a board of appeal to which differences of opinion between shipper and inspector may be referred. The board must be one easy of access and able to give quick action, and we are assured will eliminate much of the difficulty which has been experienced in the past by providing a means of benefiting by the judgment of more than one man.

We question very much the benefit that may accrue to the industry through the proposed changes in the regulations and firmly believe that if some definite legislation were enacted prohibiting the sale of bad eggs, much more would be accomplished than we can ever hope for under these new features, principally owing to the fact that we feel these regulations are not enforceable except with an army of inspectors and with a heavy expense to the country. If this be right, then the act cannot be a success.

However, if this convention decides in favor of recommending to Mr. Brown that these rules be adopted, and if Mr. Brown concurs in the same, we presume it will be in the best interests of all to have same adopted, but before these are adopted, we beg to propose some changes in the suggested rules.

Before referring to the regulations, we might suggest some changes which we think are desirable in the grading of the various classes: Class 1—Grade B—Extras—the last paragraph should read as follows:—

"Maximum allowance at time of inspection not to exceed 16 eggs per case below the grade stated, and of these not more than 4 eggs to be unfit for food."

This same wording to apply to Sub-Grade—Pullet Extras—Grade C—No. 1's or Firsts—Grade D—No. 2's or Seconds.

Class 2—Grade A—Extras—Grade B—Extra Firsts—Grade C—No. 1's or Firsts—Grade D—No. 2's or Seconds.

Suggested Changes in Regulations

Class 2—Section B.—"Every case or container containing eggs in the shell imported into Canada for domestic consumption shall be marked on both ends in a legible and indelible manner, with the name of the class and grade of eggs contained therein, according to the Canadian standards and with the name of the country of origin, if other than the United States; the letters in such markings of cases mentioned in this section shall be block letters not less than 1 1/4 inches in height. The cases mentioned in this section shall be marked by the importer or first receiver as soon as examined and before they have been delivered or shipped or offered for sale."

Section C.—Reading "Every case containing eggs that are shipped or delivered within Canada in shipments of case lots shall be marked on both ends with the name of the class and grade of the eggs contained therein and with the name of the country of origin when other than domestic production; the letters in such markings of cases specified in this section shall be block letters of not less than 1 1/4 inches in height."

We must protest against this clause, which we feel sure is impracticable and further, it means that it will be necessary to scrape every case received every time it is received, and before it is shipped back to the country shipper. This is an unnecessary expense, and can result in no good but must add to the cost of the egg.

Clause 7.—Reading "Cases containing Canadian eggs in lots of 25 cases or more intended for export out of Canada and eggs intended for shipment or delivery within Canada in case lots of 100 cases or more shall not be shipped or delivered until they have been inspected and marked by an inspector and certificates issued." Add to this—"But in case of emergency and to conserve

food and prevent deterioration, if it be found necessary to make shipment of greater quantities in one shipment in one day, special permit may be granted by the department to provide for such shipment."

Clause 9.—Reading "No person shall ship or accept for shipment within Canada in any one day, shipments of eggs in excess of the quantity stated in Clause 8, unless all the requirements of the regulations have been fulfilled." Insert, after the words "shipments of eggs," the words "addressed to one consignee."

Clause 16.—Reading "Inspectors of Customs throughout Canada shall not allow any Canadian eggs to be shipped for export out of Canada nor foreign eggs to be imported into Canada for domestic consumption that are not marked in accordance with these regulations." Delete the words "nor foreign eggs to be imported into Canada for domestic consumption."

The paper to be given by Mr. Atherton, who is also leading in this discussion, will, we are sure, be much more valuable to you than the above, but we hope that the two will promote a healthy and free discussion, as we believe that this is one of the most important matters before us, as egg merchants, at the present time.

If all shippers will try to co-operate with the Department and have the eggs shipped in the best possible condition, we think it will mean much to the egg business in this country, but if on the other hand, shippers simply try to evade the law, it may mean considerable trouble and expense, without any advantage whatever. If these regulations are all put in effect, we believe many of the country shippers will have to change their method of doing business—some may have to go out of business altogether.

If we are to save this business and if we are to render a service to our country, at this time, we must have INCREASED PRODUCTION—INCREASED PRODUCTION, and still INCREASED PRODUCTION, and the manner in which we handle our part of the egg industry will play a large part in the amount of the increase in our particular line.

Let us remember that criticism is cheap—constructive ideas count. Onlookers are always good wrestlers, and to be worth while to-day, we must take off our coat, roll up our sleeves, and do a man's job.

WANT IMPORTS OF MARGARINE PERMANENT

Continued from page 51

16. When shipping, insist on the eggs being carefully handled; placed under cover when waiting for shipment, and forwarded in clean, sweet cars.

17. Have your name, and railway shipping point, and Post Office address on a proper card on the end of each case; this card tacked, using at least three tacks.

18. When shipping eggs, if the value of your shipment exceeds \$50.00 make sure that the value is shown on the express shipping receipt.

If you can use a further supply of these, write to Gunn, Langlois & Company, Limited, Montreal, Que.

I would suggest this item be referred to the Resolution Committee, and definite action taken at this convention.

PAPERS SERVED ON HAMILTON FIRMS

On Saturday, A. McMillan, Hamilton, Ont., acting for the Attorney-General's Department, served papers on a number of wholesale and retail grocers and manufacturers in connection with charges that they combined to fix prices, contrary to the Anti-Combines Act. Those on whom papers were served are asked to return answers to the charges by February 25. The inquiry will open here on March 8.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL.—The Montreal markets are somewhat easier this week and declines are recorded on many lines. The hog market is decidedly easier and the weakness is attributed to the more liberal offerings which, in some cases, are in excess of the requirements of the trade. Live hogs are selling at \$19.00, and dressed, from \$23.50 to \$24.50. Beef is much firmer with higher tendencies. Hams and bacon are unchanged but the undertone is not so strong as formerly and declines may be expected in view of the hog situation. Cured meats are unchanged and are stated to be good sellers. Margarine is steady under moderate demands. Lard and shortening are easier, and prices have declined in each case. Butter is not so strong and although no actual changes are recorded no further advances are to be expected for some time to come. New laid eggs are selling at 75c per dozen. Supplies are very poor and it is stated that most of available stocks are from the U.S.A. Cheese is very quiet. Twins, Triplets and old cheese have all declined a little. Poultry is a good seller and stands firm. With the approach of Lent brisk business is reported in all lines of fish and even greater demands for this commodity are anticipated during the coming six weeks. Frozen salmon and halibut are offered at slightly lower prices. Demand for pickled and salt fish is better and stocks are gradually being reduced. Codfish and herrings in barrels are selling freely at normal prices, and oysters in shell and bulk are still very scarce with very high prices.

Hogs Easier; Beef Stronger

Montreal.
FRESH MEATS.—There is a decidedly weaker feeling in the hog market this week and prices have declined to \$19.00 for live hogs, and from \$23.50 to \$24.50 for dressed. This weakness is attributed to the more liberal supplies that were offered at all the centres, which, in some cases, is in excess of the requirements of the trade.

Beef is much firmer, and although no alterations to prices have been effected this week, it is felt that advances are to be expected. Business is stated to be but fairly good for the time of year.

FRESH MEATS

Hogs, live (selects)	19 00
Hogs, dressed—	
Abattoir killed, 65-90 lbs.	23 50 24 50
Fresh Pork—	
Leg of Pork (foot on)	0 31½
Loins (trimmed)	0 35
Loins (untrimmed)	0 32
Bone trimmings	0 18 0 21
Trimmed shoulders	0 25
Untrimmed	0 23
Pork Sausage (pure)	0 23
Farmer Sausages	0 18
Fresh Beef—	
(Cows)	(Steers)
\$0 19 \$0 22 ..Hind quarters..	\$0 24 \$0 28
0 12 0 14 ..Front quarters..	0 13 0 16
0 27 ..Loins	0 38
0 22 ..Ribs	0 28
0 12 ..Chucks	0 14
0 18 ..Hips	0 19
Calves (as to grade)	0 22 0 28
Lambs, 50-80 lbs. (whole carcass), lb.	0 28
No. 1 Mutton (whole carcass), 45-50 lbs., lb.	0 18

Cooked Meats Are Good Sellers

Montreal.
COOKED MEATS.—Although no definite changes have been effected in the market this week, the feeling is somewhat easier, and in view of the slight decline in hogs, lower prices are to be expected. Brisk business is being done in the market and for the present, at least, prices are steady.

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

Hams and Bacon Remain Steady

Montreal.
CURED MEATS.—There is a brisk demand for all kinds of cured meats, which remain unchanged, although the undertone is not as firm as last week.

Hams—	
Medium, smoked, per lb.—	
(Weights) 8-10 lbs.	0 35
12-14 lbs.	0 36
14-20 lbs.	0 35
20-25 lbs.	0 35
25-35 lbs.	0 30
Over 35 lbs.	0 28½
Boneless (for slicing), 4c advance over above prices.	
Bacon—	
Breakfast	0 48
Cottage Rolls	0 32½
Picnic Hams	0 24

Barrel Pork—	
Canadian short cut (bbl.), 25-35 pieces	54 00
Clear fat backs (bbl.), 40-50 pieces	55 00
Heavy mess pork (bbl.)	52 00
Plate Beef	30 00
Mess Beef	23 00 28 00
Bean Pork	48 00

Moderate Demands For Margarine

Montreal.
MARGARINE.—There are no fresh developments to report in this market. Prices are unchanged and the moderate demands for this commodity are being maintained in a steady market.

MARGARINE—	
Prints, according to quality, lb.	0 39 0 40
Tube, according to quality, lb.	0 31 0 34

Lard Easier Price Declines

Montreal.
LARD.—In sympathy with the easier feeling manifest in the hog market, lard has declined slightly and pails are quoted in this market at 31c per pound. Other sizes have declined in proportion. Business continues active.

LARD—	
Tierces	0 30½ 0 31¾
Tubs	0 30¾
Pails	0 31
Bricks	0 33

Shortening Declines In Easier Market

Montreal.
SHORTENING.—Shortening is easier this week and has declined a little. Bricks are selling at 31 cents, and although business is not quite as brisk as formerly, there is a fairly good demand for this commodity.

SHORTENING—	
Tierces, 400 lbs., per lb.	0 30 0 31¼
Tubs, 50 lbs., per lb.	0 30¾
Pails, 200 lbs., per lb.	0 29 0 30
Bricks, 1 lb., per lb.	0 31

Butter Weaker; Declines Probably

Montreal.
BUTTER.—Butter is much easier, with downward tendencies. Stocks on hand are stated to be much larger than a year ago at this period, and the demands for the same are very limited on account of the more or less demoralized condition of the foreign exchange situation. Supplies on hand are found quite adequate for present demands and little buying is being done.

BUTTER—	
Creamery, prints, quality storage	0 65 0 67
Creamery, solids, quality storage	0 63 0 64
Dairy, in tube, choice	0 55 0 61
Dairy prints	0 55 0 61
Bakers'	0 55

New-Laid Eggs Decline To 75c Doz.

Montreal.
EGGS.—New-laid eggs are selling in this market at 75c per dozen, although

the supplies coming in are still very poor. Most of those available are from the U.S.A., and it is stated that Canadian eggs are very scarce. This week will see the end of storage eggs and within a few weeks' time it is hoped that enough Canadian eggs will be available for local demands.

EGGS—
No. 2 0 45
No. 1 0 50 0 52
Selects 0 60
New laids 0 75

Little Movement
In Cheese Market

MONTREAL. CHEESE.—Little movement is being shown in this market, and although in some cases slight declines are recorded, business is stated to be very dull and unsatisfactory.

CHEESE—
New, large, per lb. 0 31
Twins, per lb. 0 30
Triplets, per lb. 0 30
Stilton, per lb. 0 35
Fancy, old cheese, per lb. 0 33

Poultry Is In
Good Demand

MONTREAL. POULTRY.—A fairly brisk demand is manifest for poultry, which remains firm, although no definite price changes have been effected. Supplies are coming in better and are now found sufficient to meet all local demands.

POULTRY (dressed)—
(Selling Prices)
Chickens, roasting (3-5 lbs.).... 0 37 0 40
Chickens, roasting (milk fed).. 0 42 0 44
Ducks—
Brome Lake (milk fed green).. 0 46
Young Domestic 0 42
Turkeys (old toms), lb..... 0 55
Do. (young) 0 58
Geese 0 34
Old fowls (large) 0 34 0 36
Do. (small) 0 36
(Buying Prices)
Chickens, light weights 0 19 0 24
Do., heavy weights 0 22 0 27
Ducks, young 0 30 0 34
Geese—
Young 0 23 0 26-0 28
Old 0 17 0 20-0 21
Fowls 0 18 0 21
Turkeys 0 43 0 43-0 50

Codfish and Herrings
Are Selling Freely

MONTREAL. FISH.—No fresh developments, as far as prices are concerned, have appeared in this market and trade is stated to be very brisk. Even greater business is anticipated for the next period of six weeks. Lent commenced on Wednesday, and with two more fast days for people who observe Lenten customs, the demands for all kinds of fish should be heavy. The stormy spells we are getting are interfering with supplies of fresh fish, particularly haddock and codfish, which have advanced a cent or two in some quarters. Frozen haddock is also very short and higher prices may be expected. Frozen salmon and halibut are offered at slightly lower prices. Demand for pickled and salt fish is stated to be better and stocks are gradually being reduced. Codfish and herrings in barrels are selling very freely, with prices about normal. Oysters in shell

and bulk are still very scarce and prices continue high.

PICKLED FISH
Herrings, Scotch cured, half bbl. 12 00
Do., Scotia, barrel 12 00
Do., half barrel 6 50
Mackerel, barrel 25 00
Salmon, B.C., 200 lbs. 25 00
Labrador Salmon, barrels 26 00
Sea Trout, 200-lb. barrels 22 00
Turbot, 200 lbs. 20 00 22 00
Codfish, tongues and sound, lb. 0 13
Eels, lb. 0 15 0 16
SMOKED FISH
Haddies, BXs, per lb. 0 11 0 12
Fillets, 0 17 0 18
Bloaters, box 2 50
Kippers 2 15 2 50
Digby Chicks, in bundles, per box 0 24
Boneless Smoked Herring, 10-lb. box, per lb. 0 20

OYSTERS
Cape Cod, per barrel 16 00
Batouche, per barrel 13 00
Malpeques shell oysters, choice, bbl. 15 00
Do., XXX, bbl. 13 00
Scallops, gallon 4 50
Can No. 1 (solids) 2 50 3 00
Can No. 3 (solids) 7 50 9 00
Can No. 4 (solids) 11 20 15 00
Can No. 1 (selects) 3 50
Can No. 3 (selects) 6 75 10 50

SUNDRIES
Paper Oyster Pails, 1/2 per 100 1 50
Paper Oyster Pails, quart size, per 100 2 25
Crushed Oyster Shells, 100-lbs. 1 50

FRESH FISH
Haddock 0 11 0 12
Steak cod 0 12 0 13
Market cod 0 08 0 09
Mackerel 0 18
Flounders 0 10 0 12

Prawns 0 40
Live Lobsters 0 70
Salmon (B.C.), per lb., Red 0 30
Skate 0 12
Shrimps 0 40
Whitefish 0 16

FROZEN FISH
Gaspereaux, per lb. 0 06 1/2 0 07
Halibut, large and chicken 0 18 1/2 0 19
Halibut, Western, medium 0 20 0 21
Haddock 0 08 0 08 1/2
Mackerel 0 15 0 16
Dore 0 15 0 16
Smelts, No. 1, per lb. 0 17 0 18
Smelts, extra large 0 25
Smelts, extra large 0 26
Pike, headless and dressed 0 11 0 12
Market Cod 0 07 0 07 1/2
Whitefish, small 0 12 0 13
Sea Herrings 0 07 0 07 1/2
Steak Cod 0 09 0 09 1/2
Gaspereaux, per lb. 0 24 0 25
Salmon, Cohoes, round 0 19 0 20
Salmon, Qualla, hd. and dd. 0 13 0 14
Whitefish 0 15 0 16
Lake Trout 0 19 0 20
Lake Herrings, bag, 100 lbs. 5 00
Alewives 0 07 0 08

SALTED FISH
Codfish—
Large bbls., 200 lbs. 18 00
Toronto.

FRESH MEAT.—There are no changes
No. 1, medium, bbl, 200 lbs. 16 00
No. 2, 200-lb. bbl. 14 50
Strip boneless (30-lb. boxes), lb. 0 20
Boneless (24 1-lb. cartons), lb. 0 20
Ivory (2-lb. blocks, 20-lb. boxes) Shredded (12-lb. boxes) 2 40 2 50
Dried, 100-lb. bbl. 15 00
Skinless, 100-lb. boxes 16 50
Pollock, No. 1, 200-lb. barrel 13 00
Boneless cod (2-lb.) 0 23

ONTARIO MARKETS

TORONTO, Feb. 20.—The produce and provision market is fairly steady. Live hogs are steady and are quoted at \$18.25 on the fed and watered basis. Pork cuts are inclined to be easier than prices quoted last week. Fresh beef is in good demand; prices are steady. Spring lamb is not being offered but yearling lamb is quoted at 28 to 32 cents per pound. The cheese market is very dull, likewise butter. The advent of Lent is having a tendency to firming the egg market. New laids quoted at 76 cents per dozen. There is a steady sale for margarine and prices are a half cent per pound higher. Lard and shortening are steady.

Fresh Meats
Slightly Easier

TORONTO. FRESH MEATS.—There is a good demand for fresh meats and prices are somewhat easier, the decline registered being one to two cents per pound on all lines.

FRESH MEATS
Hogs—
Dressed, 70-100 lbs., per cwt. 24 00 25 00
Live off cars, per cwt. 19 50
Live, fed and watered, per cwt. 19 25
Live f.o.b., per cwt. 18 25
Fresh Pork—
Loins of pork, up to 18 lbs. 0 31
Loins of pork, lb. 0 38
Tenderloins, lb. 0 50
Spare ribs, lb. 0 25
Picnics, lb. 0 26 1/2
New York shoulders, lb. 0 28
Boston butts, lb. 0 32
Montreal shoulders, lb. 0 29
Fresh Beef—from Steers and Heifer—
Hind quarters, lb. 0 22 0 25
Front quarters, lb. 0 14 0 16
Ribs, lb. 0 24 0 28
Chucks, lb. 0 14 0 16
Loins, whole, lb. 0 32 0 36
Hips, lb. 0 20 0 22
Cow beef quotations about 2c per pound below above quotations.
Calves, lb. 0 22 0 26
Spring lamb, lb.
Yearling lamb 0 28 0 32
Sheep, whole, lb. 0 14 0 18
Above prices subject to daily fluctuations of the market.

Cooked Meats
Are Unchanged

TORONTO. COOKED MEATS.—A steady brisk business is noted in all lines of cooked meats. Jellied meats are selling especially well. Prices rule the same as quoted last week.

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

Hams And Bacon
Ruling Steady

TORONTO. PROVISIONS.—There are no changes noted in the market for provisions this week. The demand is keeping steady.

Hams—
Medium 0 34 0 35
Large, per lb. 0 29 0 30
Heavy 0 28 0 29
Bacon—
Skinned, rib, lb. 0 49 0 50
Boneless, per lb. 0 52 0 55
Breakfast, ordinary, per lb. 0 40 0 45
Breakfast, fancy, per lb. 0 45 0 52

Roll, per lb.	0 29	0 30
Wiltshire (smoked sides), lb.	0 33	0 35
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	0 27	
Do., av., 80-90 lbs.	0 25	
Clear bellies, 15-30 lb.	0 23	
Sausages in brine, keg, 35 lbs.	7 35	
Fat backs, 16-20 lbs.	0 30	
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	42 00	
Short cut backs, bbl. 200 lbs.	50 00	
Picked rolls, bbl., 200 lbs.—		
Heavy	50 00	
Lightweight	60 00	
Above prices subject to daily fluctuations of the market.		

Egg Market Shows Tendency To Firmness

Toronto.
EGGS.—The advent of Lent is having a tendency to firm up the market for new laid eggs. Supplies of American fresh eggs are arriving quite freely, but local new lays are in scant supply.

EGGS—

No. 1 storage, doz.	0 60	0 62
Special new lays, in cartons.	0 76	

Prices shown are subject to daily fluctuations of the market.

Shortening Stands At Unchanged Prices

Toronto.
SHORTENING.—There is no change in the price of shortening this week, although higher prices can be expected, on account of the American exchange rate on the oils which go into the making of shortening.

SHORTENING—

1-lb. prints	0 31
Tierces, 400 lbs.	0 28½

Laid Market Stands Firm

Toronto.
LARD.—The market for lard is unchanged. The demand is steady, and prices firm.

LARD—

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

Butter Market Inclined To Be Flat

Toronto.
BUTTER.—There is a dullness noted in the butter market this week. Although no actual changes have taken place, prices can be expected to decline, as all exporting has practically ceased.

BUTTER—

Creamery prints (fresh made)	0 67	0 68
Dairy prints, fresh, lb.	0 59	
Dairy prints, No. 1, lb.	0 56	

Cheese Market Reported Very Flat

Toronto.
CHEESE.—There is practically no demand for cheese; the market is very flat. Although the British control is off on the consumption of cheese, the control on the prices still remains, and shippers state that they cannot export at the prices paid by the British. A great quantity of New Zealand cheese is arriving in England at lower prices than the Canadian. The local market stands at the prices quoted.

CHEESE—

Large	0 30	0 32
Stilton	0 35	0 36
Twins 1c. higher than large cheese. Triplets 1½c. higher than large cheese.		

Margarine Has Slightly Advanced

Toronto.
MARGARINE.—The market for margarine has advanced one-half cent per pound on all grades. The demand is keeping steady.

MARGARINE—

1-lb. prints, No. 1	0 33½
Do., No. 2	0 34
Do., No. 3	0 30
Nut margarine, lb.	0 34

A Brisk Demand Noted On Fish

Toronto.
FISH.—There is an active demand for all lines of fish, and particularly now that the Lenten season has commenced. Chicken halibut is quoted at 15 cents per pound. Oysters are higher. Smoked fish is in steady demand.

FRESH SEA FISH.

Cod Steak, lb.	0 11	0 13
Do., market, lb.	0 4½	0 07
Haddock, heads off, lb.		0 09
Do., heads on, lb.		0 08
Halibut, chicken	0 15	0 29

Pork Market is Very Strong

Winnipeg.
FRESH MEAT.—The hog market is reported very steady, with the bulk of selects selling at 18c. Heavies ranged from \$16 to \$17, and light from \$14 to \$17 per hundredweight.

Cured Meats Show Strong Advance

Winnipeg.
PROVISIONS.—Cured meats this week show a strong advance of 1½c to 2c per lb. on most lines of hams, bacon, etc.

Hams, average, 8-16 lbs.	0 40
Do., 16-20 lbs.	0 40
Do., 20-25 lbs.	
Bellies, average, 6-12 lbs.	0 40
Do., 12-14 lbs.	0 38½
Do., 14-16 lbs.	0 36
Cottage Rolls	0 31
Briskets	0 23½
Picnics	0 29½
HAMS, ENGLISH CURED.	
Hams, 8-12 lbs., average	0 43½
Do., 12-16 lbs. average	0 43½
Do., 16-20 lbs. average	0 39½
Breakfast bacon, 4-6 lbs. average	0 55
Do., 8-10 lbs. average	0 39

Cheese Market Remains Firm

Winnipeg.
CHEESE.—Cheese is in good demand; market has been steady, but firm.

CHEESE—

Large, Ontario	0 33
Twins, Ontario	0 33½
Large, Manitoba	0 31
Twins, Manitoba	0 31½

Creamery Butter Shows a Decline

Winnipeg.
BUTTER.—Creamery butter shows a

Do., medium	0 19
Fresh Whitefish	
Fresh Herring	
Flounders, lb.	
Oysters, glass jars, 13 oz., doz.	4 80
Do., No. 3 can	10 50
Do., No. 5 can	17 00
Blue Point oysters, 800s	15 75
Do., 1000s	14 00
FROZEN FISH	
Salmon, Red Spring	0 24
Do., Cohoe	0 20
Do., Qualla	0 13
Halibut, chicken	0 15
Do., medium	0 19
Do., jumbo	0 19
Whitefish, lb.	0 13
Herring	0 09½
Mackerel	0 12
Flounders	0 10
Trout	0 17
Pickered, dressed	0 14
Smelts	0 15
Spanish Mackerel	0 30
Pike, round	0 08
Do., headless and dressed	0 09
SMOKED FISH	
Haddies, lb.	0 13
Fillets, lb.	0 18
Kippers, box	2 40
Bloaters, box	2 25
Ciscoes, lb.	0 20

Good Demand For Chickens

Toronto.
POULTRY.—All lines of poultry are selling freely. Chickens are being snapped up upon arrival. Prices are unchanged.

WINNIPEG MARKETS

decline of two cents per lb. Dairy butter is reported very scarce and some jobbers are not quoting it at all. The market generally is considered firm.

BUTTER—

Finest creamery, 1s.	0 66
Do., solids	0 65
Do., choice	0 65
Do., solids	0 64
Dairy, finest, No. 1, prints.	0 62
Do., solids	0 61
Margarine, 1s	0 39

Eggs Show Another Decline

Winnipeg.
EGGS.—Eggs have dropped from 3 to 4c per dozen this week. Supplies are more plentiful.

EGGS—

Fancy, in cartons, per doz.	0 63
Candled, per doz.	0 50
Strictly fresh from farmers.	

Lard Firm; Prices Unchanged

Winnipeg.
LARD.—Lard is very steady; prices remain unchanged, with a good demand.

1 lb. bricks	0 34½
3 lb. tins, per case	19 50
5 lb. tins, per case	19 43
10 lb. tins, per case	19 35
20 lb. tins, per case	25 50
20-lb. wood pails, each	6 80
50 lb. tins, each	15 88
Tierces	0 31½

Fish Market Remains Unchanged

Winnipeg.
FISH.—Fish market is very steady. Prices are held firm. Supplies are good, with a heavy demand reported.



Davies Pure Lard

is a product you can recommend
with confidence to your customers

GIVE this HIGH-GRADE PRODUCT a prominent place in your store. Feature it. Let it build up for you a profitable business and a worth-while reputation—just as it is doing for hundreds of other Canadian Merchants.

Here is a pure, white lard of even consistency, and day in and day out quality—a lard that will meet the needs of your domestic trade, and give the highest satisfaction to your customers.

For family use Davies Pure Lard is sold in 1-lb. sanitary cartons, and in 3-lb., 5-lb. and 10-lb. attractive blue, white and gold pails.

Place your order with our salesman, or write us to-day for quotations.

THE **DAVIES** COMPANY
WILLIAM **DAVIES** LIMITED
TORONTO

MONTREAL

CHICAGO



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

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

CANADIAN DISTRIBUTORS:

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

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec



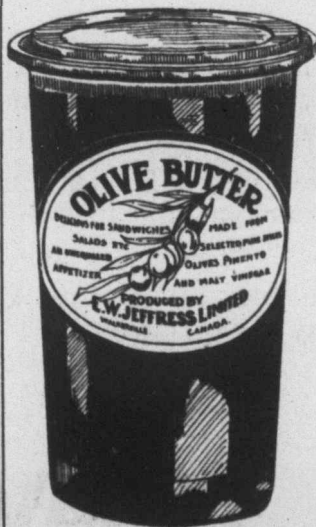
Salt Plant, Windsor, Ont.

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

Windsor
Table
Made in Canada
Salt

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

THE CANADIAN SALT CO., Ltd.



OLIVE BUTTER

Unquestionably appetizingly popular.

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

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

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

Sold and Manufactured by

E. W. Jeffress, Limited
WALKERVILLE, ONT.

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

Big EASIFIRST Advertising to make sales for you

It will be good business for you to display EASIFIRST from now on. Let the people know you have it. Have your clerks bring it to your customers' attention.

In that way you will be "cashing in" on our big newspaper advertising. Many of the best papers will run these handsome, new, forceful advertisements which will make thousands of new EASIFIRST customers—and will send them to the store that displays and pushes "EASIFIRST"—the shortening that every woman likes.

Gunns Limited

WEST TORONTO

Light, tasty Tea Biscuits
The EASIFIRST way

Codfish Croquettes
The EASIFIRST way

Real English Plum Pudding!
The EASIFIRST way

No man could resist this Chocolate Cake
The EASIFIRST way

Doughnuts that melt in your mouth!
The EASIFIRST way

Southern Beefsteak Delight
The EASIFIRST way

Stuffed Baked Whitefish
The EASIFIRST way

Gingerbread that delights the kiddies!
The EASIFIRST way

Irresistible Lemon Pie!
The EASIFIRST way



*Reduces
Table
Expense*

**Armour's
Nut-ola**

BUY a pound carton of Armour's *Nut-ola* Margarine today. You can use it for every table and cooking purpose and satisfy your family. Its use is Economy without sacrifice of good food. Fine on hot cakes, waffles, toast and for delicate cake-making.

In Ordering Specify Armour's Nut-ola

ARMOUR & COMPANY

Co-operate with Armour Advertising and Increase your Profits

Effective advertising of Armour's Nut-Ola is appearing in newspapers that go into your own locality. Customers of yours will be interested in it.

You can increase your profits by taking advantage of this advertising—by co-operating with it. Stock Armour's Nut-Ola—display it in a prominent place in your store, so that customers will see it and know that you sell it.

Make it a point to let customers know that you carry other Armour food products—that take the guess work out of buying.

ARMOUR & COMPANY

General Offices and Plant:
HAMILTON, ONT.

Branch Offices: TORONTO, MONTREAL, SYDNEY, N.S., ST. JOHN, N.B.

It will pay you to keep these Armour products well displayed.

Veribes Hams with the Stockinet Covering.

Bacon, sides and sliced.

"Devonshire" Pure Pork Sausages, Frankfurts, Dry Sausage, (Many kinds) Bologna, etc.

Veribes Leaf Lard.

Veribes Rolled Oats.

Veribes Corn Flakes.

Announcing the Arrival of



Swift's "Gem Nut" Oleomargarine

HERE'S the tastiest spread for bread you could offer your customers. It's a companion in quality to Swift's "Premium"—but differs from it in being

A Purely Vegetable Product

comprising oil from the white meat of the cocoanut, highly-refined peanut oil, pasteurized milk, and dairy salt. It's the only product of its kind Made in Canada—consequently it is not only always fresh, but

Can be Sold at a Considerably Lower Price,

as the loss on prevalent exchange rate between Canada and the United States is eliminated. It is packed in **A Most Attrac-**

tive Package, which of itself invites attention. In order to quickly establish it in the market we are now undertaking

Extensive Advertising to Popularize this Product

Your store will reap direct benefit by cooperation on **YOUR** part in the matter of counter and window displays, and judicious suggestion to your customers.

ORDER FROM OUR SALESMAN, OR DIRECT

Swift Canadian Co.

Limited

Toronto

Winnipeg

Edmonton



The Grocer Can Increase His Business By Reducing Living Costs of Customers!!

YOU—Mr. Grocer! hold the key to a normal scale of Living Costs. You have the means to save every customer an important percentage of food costs, and at the same time make a *better margin* of profit for yourself—and enjoy a larger trade. The method in question is to

Sell Bulk Goods Wisely

**MAKE 12%
more profit**

This is the average additional profit you make on your bulk goods as compared with the same merchandise sold in packages. Even more important in its influence upon your future welfare is the fact that you save your "By the Pound" customer 38%, which is the average gain to the customer. The great point is that you should *utilize* this fact to stimulate and increase your own business.

**SAVE Your
Customers
38 Per Cent**

We have prepared a very interesting and useful pamphlet suggesting how the Grocer can "cash in" on this by a little *home advertising* of the right sort. The title of this pamphlet is—"Handling the H.C.L. with Gloves."

It is prepared for our customers; but we will have some extra copies for all who write for it.

Cut Out This Coupon and MAIL to us.

THE SHERER-GILLETT COMPANY
Dept. 57, Guelph, Ont.

Kindly send us pamphlet mentioned in your ad—and also information about the counter.

Name

Store Name

Street Address

City Province

**Nearly 70,000
Now in Use**

The Sherer Counter has made the selling and buying of bulk groceries profitable and highly desirable.

It *Sells* through the attractive *display* of 31 little show-windows; offering its appetizing suggestions; a silent salesman.

It *Protects* from Dust, Dirt, Handling, Evaporation—and from animals.

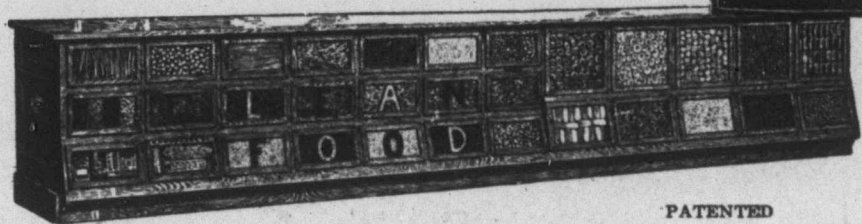
Saves Space by its Compactness and Capacity.

Saves Time of Clerks because every Commodity is quickly accessible.

SHERER SANITARY GROCERY DISPLAY COUNTER

Displays and Sells Bulk Goods—Making Them More Attractive in Price and Appearance than Package Goods.

**By the
Pound**



PATENTED

SHERER-GILLETT COMPANY
Patentees and Manufacturers
Guelph, Ont.



A. New Drink Champagne de Pomme

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

Put up in pints, bottles or splits.

Every grocery store in Canada can sell this delicious beverage.

Packed 2 doz. to the case.

Order from your wholesaler or direct to

Cie Canadien Importations
140 St. Catherine St. E., Montreal

It's Profitable Because—



**100%
PURE**

**COSGRAVE'S
PURE MALT
Vinegar**

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



RETAILS

15c and 25c

WELL ADVERTISED

Write us or ask your jobber for trade prices.



MARSH'S

The name of a high-class grape juice, that means greater profits and repeat sales for you, Mr. Grocer.

Marsh's Grape Juice possesses all the wonderfully rich flavor of the full, ripened, juicy Concord grapes from which it is made.

It is an all-year seller that deserves a prominent place in your displays. Keep your stock of Marsh's in good shape.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:

The McLaren Imperial Cheese Company Limited
Toronto and Montreal

Y & S

STICK LICORICE in 10c Cartons



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

Made in Canada by

National Licorice Company
MONTREAL

"NOBILITY"

"PEERLESS"

"ELGIN"

Three 'winners' that will 'boost' candy sales

Order a supply of these high quality chocolates, display them in a prominent place preferably near the front of your store, and you'll find the weekly candy sales will astonish you.

One prominent Ontario grocer reports through "Canadian Grocer" that his week-end candy sales total \$60. Get busy, Mr. Grocer, stock up now with our lines of bulk or box candy. You'll find the increased revenue worth while.

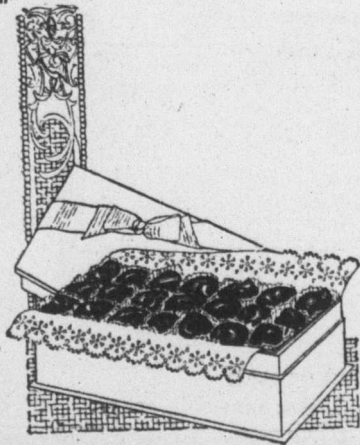
NOBILITY CHOCOLATES, LIMITED

ST. THOMAS, ONT.

Selling Agents:

Scott & Thomas, Foy Bldg., Front St. W., Toronto

Maclure & Langley, Limited
Montreal Winnipeg



Malcolm Milk Products are made from the purest milk from Canada's finest dairying district.



We deliver 5-case lots to any part of Ontario, Quebec, Maritime Provinces, paying freight charges up to 50c per 100 lbs.



The "All-Canadian" Favorites

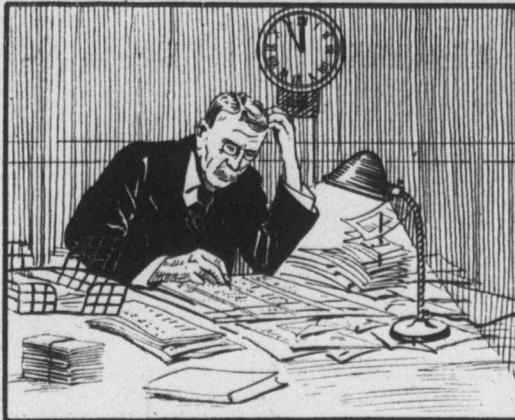
Canadian housewives were quick to realize the high standard of quality of

Malcolm's Milk Products

and the fact that Malcolm Milk sales are increasing tremendously each week is vivid proof that this high standard has always been maintained.

**The Malcolm Condensing Co.,
Limited, St. George, Ont.**

THIS

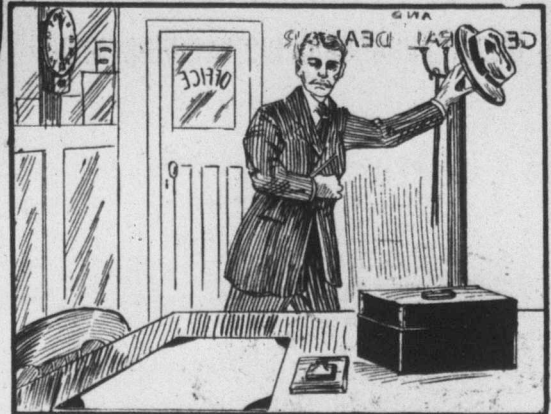


Everything disorder and worry.

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



THIS



Everything in order and contentment.

*If You Must Keep Credit Records,
Then*

THE SECURITY ENVELOPE FILE CHECK SYSTEM OF KEEPING ACCOUNTS

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

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



WESTERN CANADA
The Western Distributors
205 McIntyre Block - - Winnipeg

KING GEORGE'S NAVY

**CHEWING
TOBACCO**

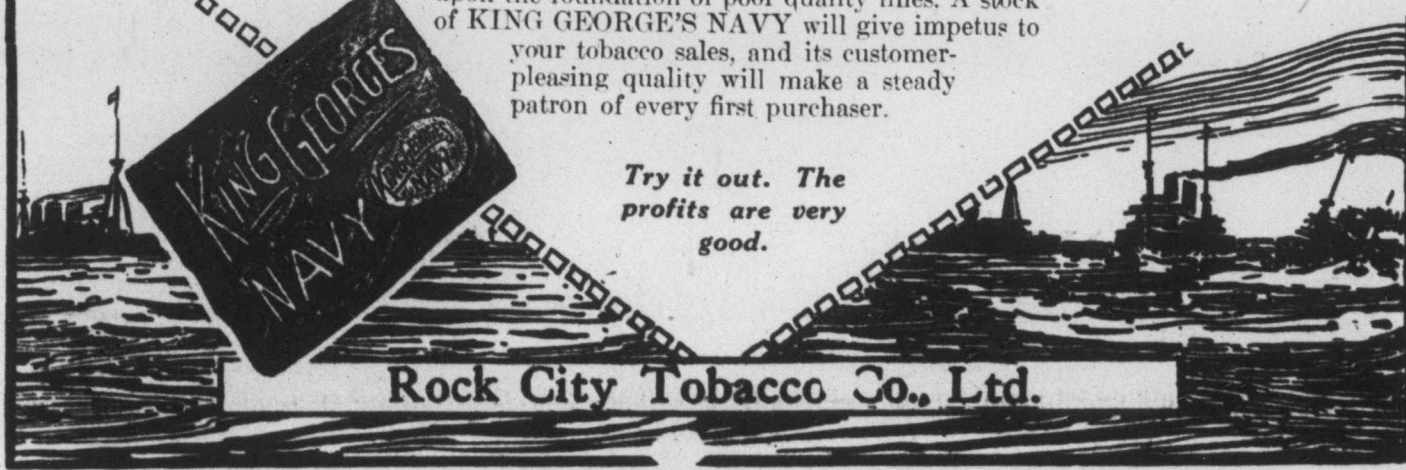
**will build up your tobacco
department**

You cannot expect to build a big tobacco business upon the foundation of poor quality lines. A stock of KING GEORGE'S NAVY will give impetus to your tobacco sales, and its customer-pleasing quality will make a steady patron of every first purchaser.

*Try it out. The
profits are very
good.*



Rock City Tobacco Co., Ltd.





The Lenton Season Means a big demand for Fish Foods

Have a good stock of Brunswick Brand on hand to supply the big Lenten demand. Your customers will appreciate their superior flavor and goodness.

Brunswick Brand Fish Products have been proven by Government test to contain a higher food value than any other canned fish, and their price is no higher.

Stock up adequately for the big Lenten selling.



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



SALE OF MILITARY AND OTHER GOVERNMENT STORES

Equipment and Supplies for Hospitals, Institutions, Bunk-houses, Camps, Dining-Rooms, Kitchens,, etc.

Bedsteads, Furniture, Hardware, Dry Goods, Rubber, Overshoes and other Footwear, Blankets, Sheets, Pillows, Baskets, Woodenware, Brushes, etc.

**CONSTRUCTION EQUIPMENT AND MACHINERY—
AMBULANCES.**

The Stores are located at various places throughout Canada

Instead of or in addition to sales by sealed tender

PRICE LISTS WILL NOW BE ISSUED

for most articles—the goods being offered in lots for purchase by wholesale houses, jobbers, and the trade generally.

TRADE ONLY SUPPLIED

except that arrangements previously announced for sale to returned soldiers and sailors and widows and dependents of same through the G. W. V. A. and similar organizations and to hospitals and philanthropic institutions will be continued.

SALES WILL CEASE IN MARCH. Any balances left will be cleared by public auction shortly thereafter. This advertisement will not be repeated. Those interested should therefore apply **AT ONCE** for price lists and other information to the.....

SECRETARY OF THE WAR PURCHASING COMMISSION. BOOTH BUILDING, OTTAWA

When once your customer has experienced the ease and simplicity of a

"Magic" Wash Day

she'll never again

DO WASH-BOARD VIOLENCE to herself and the clothes as long as she can get MORE "MAGIC" FROM YOU.

If your jobber is unable to supply you, get in touch with

The Herald Brokerage Company, Winnipeg, Man.

For Absolute Performance

Sell Them

"MAGIC"

WASHING TABLETS



Easter Eggs

Solid, to retail at 5 and 10c. each

Hollow, decorated at 5, 7, 10, 20, 25, 35, 50, 75c \$1.00 and \$2.00.

Quantity limited.

Quality and value the best.

Send in your order, or write for prices

Chas. Lauder Co.
97 ONTARIO STREET
TORONTO



Our prices are the lowest for guaranteed

ROLLED OATS

ROLLED WHEAT

SPLIT PEAS

STANDARD OATMEAL

Write for prices of Oat Feed, Shorts and Hominy Feed

The Parkinson Cereal Co.

THORNBURY, ONT.

Selling Agents:

T. M. Sibbald & Son

311 King Street East
TORONTO

RICE

RICE FLOUR

RICE MIDDINGS

Mount Royal Milling

and

Mfg. Coy., Limited

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

D. W. ROSS COMPANY

Agents
MONTREAL



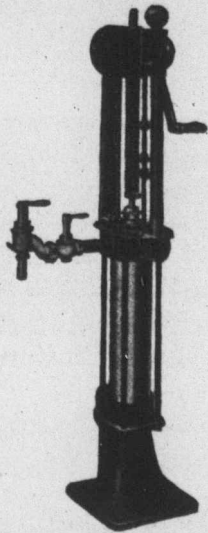
Profit in Cleanliness

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

Cleanliness?

Neatness and order?

Or is the look within merely depressing and disgusting?



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

BOWSER SYSTEMS

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

Bowser pumps are accurate, clean and economical.

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

Signify your interest by asking for literature.

S. F. BOWSER COMPANY, Ltd.

66-68 Fraser Ave., TORONTO, Ont.

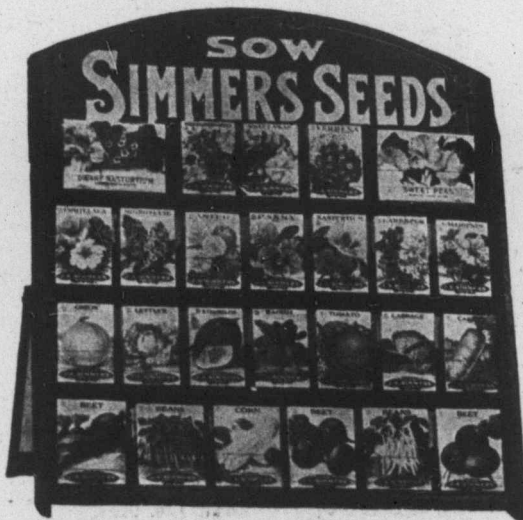
*Successful
since 1856*

SELL

SIMMERS' SEEDS

*They sell
They grow*

Over 100% Quick Profit



Let us send you this handsome Simmers "Silent Salesman" and 500 assorted packets of Simmers Famous Seeds.

Outfit Costs you only \$22.50

Retails quickly at \$50

Many a dealer clears 3 months' rent in 3 weeks rapid-fire sale of Simmers' Seeds—*"THE SEEDS THE PEOPLE WANT."*

**Special Trade Quotations
on Grasses and other Seeds**

Write today for same. They will make you money.

J. A. SIMMERS LTD., Toronto

SALMON!

500 cases Fancy Pink Talls
WARD'S
"FLATTERY"
BRAND

delivered 10cts. Lots up, any
Ontario point, \$9.00 per case,
subject to sample, and being
unsold.

*This is a Regular \$10.50--\$11.00 Line,
but we are overstocked*

T. KENNY & CO., Ltd.
SARNIA, ONT.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.
"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and
Pure Sugar Only.

Screw Vac. Top Glass Jars, 16 oz.	
Strawberry	\$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 85
Gooseberry	4 50

**"AYLMER" PURE ORANGE
MARMALADE**

	Per doz.
12 oz. Glass, Screw Top, 2	
doz. in case	3 15
16 oz. Glass, Screw Top, 2	
doz. in case	3 85
16 oz. Glass, Tall, Vacuum,	
2 doz. in case	3 85
2's Tin, 2 doz. per case	5 95
4's Tins, 12 pails in crate,	
per pail	0 95
5's Tin, 8 pails in crate, per	
pail	1 18
7's Tin or Wood, 6 pails in	
crate	1 64
30's Tin or Wood, one pail in	
crate, per lb.	0 23

PORK AND BEANS
"DOMINION BRAND"

	Per doz.
Individual Pork and Beans,	
Plain, 75c. or with Sauce,	
4 doz. to case	\$0 85
1's Pork and Beans, Flat,	
Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat,	
Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall,	
Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall,	
Tomato or Chili Sauce, 4	
doz. to the case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain,	
2 doz. to the case	1 50
2's Pork and Beans, Tomato	
or Chili Sauce, Tall, 2	
doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family,	
Tomato Sauce, \$1.95 doz.; Family,	
Chili Sauce, \$1.95 doz. The above	
2 doz. to the case.	

CATSUPS—In Glass Bottles

	Per doz.
¼ Pts., Aylmer Quality	\$1 90
12 oz., Aylmer Quality	2 85
	Per jug
Gallon Jugs, Aylmer Quality	\$1 62½
	Per doz.
Pints, Delhi Epicure	\$2 70
¼ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK
Terms—Net 30 days

Eagle Brand, each 48 cans	\$10 25
Reindeer Brand, each 48 cans	9 80
Silver Co, each 48 cans	9 35
Gold Seal, Purity, each 48 cans	9 20
Mayflower Brand, each 48 cans	9 20
Challenge Clover Brand, each	
48 cans	8 70

EVAPORATED MILK

St. Charles Brand, Hotel, each	
24 cans	\$7 15
Jersey Brand, Hotel, each 24	
cans	7 15
Peerless Brand, small, each 24	
cans	3 15
St. Charles Brand, tall, each 48	
cans	7 25
Jersey Brand, tall, each 48	
cans	7 25
Peerless Brand, tall, each 48	
cans	7 25
St. Charles Brand, Family, 48	
cans	6 25
Jersey Brand, Family, each 48	
cans	6 25
Peerless Brand, Family, each	
48 cans	6 25
St. Charles Brand, small, each	
48 cans	3 30
Jersey Brand, small, each 48	
cans	3 30
Peerless Brand, small, each 48	
cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each	
24 cans	6 75
Reindeer Brand, small, each 48	
cans	6 50
Cocoa, Reindeer Brand, large,	
each 24 cans	6 25
Reindeer Brand, small, 48 cans	
6 50	

HARRY HORNE & CO.
Toronto, Ont.

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

**COLMAN'S OR KEEN'S
MUSTARD**

	Per doz. tins
D.S.F., ¼-lb.	\$2 80
D.S.F., ½-lb.	5 30
D.S.F., 1 lb.	10 40
F.D., ¼-lb.	

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

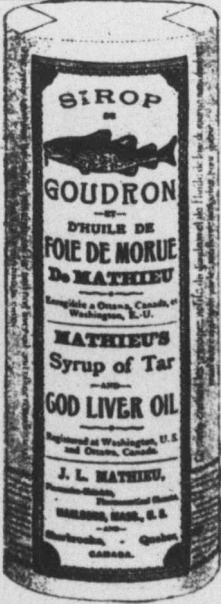
KLIM
8 oz. tins, 4 dozen per case \$12.50 || 16 oz. tins, 2 dozen per case | 11.50 |
| 10 lb. tins, 6 tins per case | 25.00 |
| Prices f.o.b. Toronto. | |

THE CANADA STARCH CO., LTD.
Freight allowance not to exceed
50c per 100 lbs., to other points, on
5-case lots or more.

Manufacturers of the
Edwardsburg Brands Starches
Laundry Starches—

	Boxes	Cents
40 lbs., Canada Laundry	30	10
100-lb. kegs, No. 1 white	0	10½
200-lb. bbls., No. 1 white	0	10½
30 lbs., Edwardsburg Silver		
Gloss, 1-lb. chromo pkg.	0	12
40 lbs., Benson's Enamel,		
(cold water), per case	3	25
Celluloid, 45 cartons, case	4	70
Culinary Starch.		
40 lbs., W. T. Benson & Co.'s		
Celebrated Prepared	0	11½
40 lbs. Canada Pure or		
Challenge Corn	0	10½
20 lbs. Casco Refined Potato		
Flour, 1-lb. pkg.	0	10½
(20-lb. boxes, ¼c higher, except		
potato flour.)		

Stop Influenza



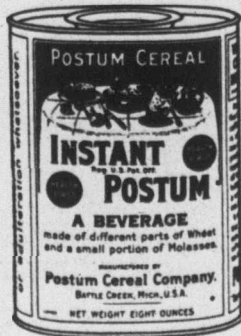
Influenza is here again
and the only way to
meet it is with prepared-
ness. You can help
make this preparedness
a real safeguard if you
recommend

**Mathieu's Syrup of Tar
and Cod Liver Oil**

This reliable profit earn-
er not only cures colds
but it also builds up the
system to throw-off in-
fluenza germs. Keep
your stocks well sup-
plied.

J. L. Mathieu Co.
PROPRIETORS
SHERBROOKE - QUEBEC

The Growing Demand for
Postum Cereal
and
Instant Postum



is due to the increasing favor these beverages enjoy under the practical test of use.

Sale is guaranteed — and the steady, generous profit from growing volume commends this staple table drink to progressive grocers. Keep well stocked and supply the demand.



Canadian Postum Cereal Co., Ltd., Windsor, Ontario

A. Escoffier



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

SIX DAINTRIES FROM ENGLAND

The ESCOFFIER

**SAUCE
 DIABLE**

For Grilled Soles and
 Fish dishes.

The ESCOFFIER

**SAUCE
 ROBERT**

For Chops and Steaks.

The ESCOFFIER

**SAUCE
 MELBA**

For Sweet Puddings and
 Fruit dishes.

The ESCOFFIER

PICKLES

Delightfully mild and
 appetising.

The ESCOFFIER

CHUTNEY

Mons. Escoffier's own
 blending.

The ESCOFFIER

**MEAT and
 FISH
 PASTES**

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

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

A B C. Code, 5th Edition.



Combine Two Sales in One

Tell customers of the delicious maple-tasting syrup they can make by diluting corn syrup with warm water and flavoring it with

Mapleine

They will enjoy the flavor Mapleine gives to cakes, frostings, desserts, candies—the maple taste the American palate craves.

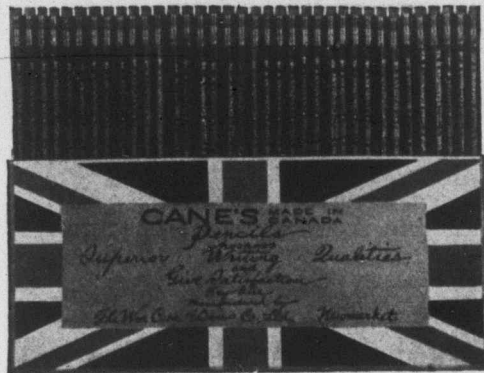
Order now of your jobber or

F. E. Robson & Co., 25 Front St. East, Toronto
Mason & Hickey Box 2949 - Winnipeg
 M-530

“FISH”

We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

LEMON BROS.
 Owen Sound, Ont.



Good Pencils
Attractively Displayed

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

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

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

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case... 5 45
 5-lb. tins, 1 doz. in case... 6 85
 10-lb. tins, 1/2 doz. in case... 5.75
 20-lb. tins, 1/4 doz. in case... 5.70
 (Prices in Maritime Provinces 10c per case higher.)

Barrels, about 700 lbs. 0 00 1/2
 Half bbls., about 350 lbs. 0 00 1/2

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case... 35 06
 5-lb. tins, 1 doz. in case... 6 55
 10-lb. tins, 1/2 doz. in case... 6 25
 20-lb. tins, 1/4 doz. in case... 6 20
 (5, 10, and 20-lb. tins have wire handles.)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz... \$1 75

INFANTS' FOOD

MAGOR, SO N & CO., LTD.
 Robinson's Patent Barley— Doz.
 1-lb. \$4 00
 1/2-lb. 2 00
 Robinson's Patent Groats—
 1-lb. 4 00
 1/2-lb. 2 00

NUGGET POLISHES

Dea
 Polish, Black, Tan, Toney Red and Dark Brown \$1 16
 Card Outfits, Black and Tan 4 16
 Metal Outfits, Black and Tan 4 26
 Creams, Black and Tan 1 26
 White Cleaner 1 26

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 10s, lb. \$1 20
 Bobs, 12s 1 13
 Currency, 12s 1 13
 Stag Bar, 9s, boxes, 6 lbs. 1 08
 Pay Roll, thick bars 1 30
 Pay Roll, plugs, 10s, 6-lb. 1/4 caddies 1 26
 Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs. 1.25
 Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes 1 30
 Forest and Stream, tins, 9s, 2-lb. cartons 1 44
 Forest and Stream 1/2s, 1/4s, and 1-lb. tins 1 60
 Master Workman, 2 lbs. 1 25
 Master Workman, 4 lbs. 1 25
 Derby, 9s, 4-lb. boxes 1 30
 Old Virginia, 12s 1 70
 Old Kentucky (bars), 8s, boxes, 5 lbs. 1 35

BLUE

Keen's Oxford, per lb. 0 24
 In cases, 12 12-lb. bxs to case. 0 25

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Sterling Road, Toronto, Ont.

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. \$5 80
 Perfection, 1/2-lb. tins, doz. 1 60
 Perfection, 1/2-lb. tins, doz. 3 00
 Perfection, 10s size, doz. 1 15
 Perfection, 5-lb. tins, per lb. 0 42
 Supreme Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box, doz. 3 25
 Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. 0 28
UNSWEETENED CHOCOLATE
 Supreme Chocolate, 12-lb. bxs, per lb. 0 45
 Supreme Chocolate, 10c size, 2 doz. in box, per box. 2 25
 Perfection Chocolate, 10c size, 2 doz. in box, per box. 1 90

SWEET CHOCOLATE

Per lb.
 Eagle Chocolate, 1/4s, 6-lb. boxes 0 36
 Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case. 0 36
 Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case. 0 36
 Diamond Chocolate, 3s, 6 and 12-lb. boxes, 144 lbs. in case. 0 36
 Diamond Crown Chocolate, 28 cakes in box 1 26
CHOCOLATE CONFECTIONS
 Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. \$0 47
 Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. 0 47
 Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. 0 47
 Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. 0 47
 Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. 0 47
 30 boxes in case, per lb. 0 47
 Milk Croquettes, 5-lb. boxes,

No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 47
 Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. 0 43
 Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. 0 43
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 No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 43
 No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 40
 Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60
 Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60

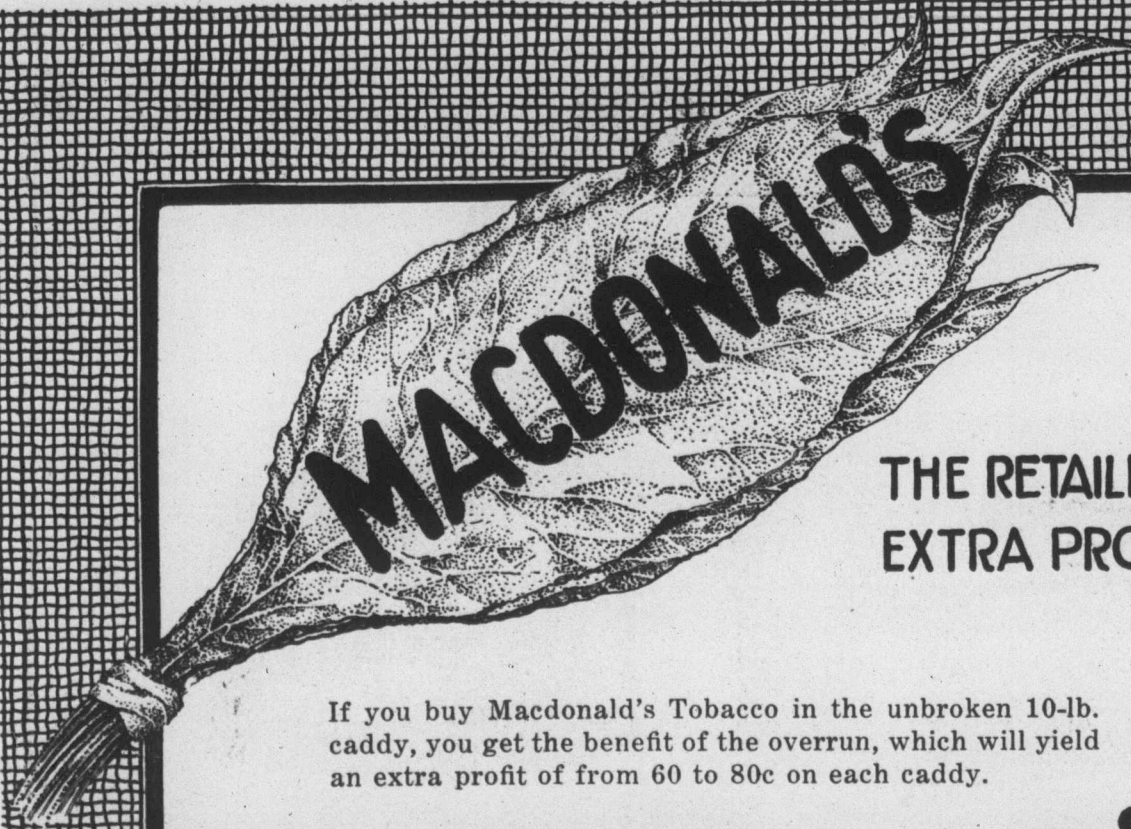
NUT MILK CHOCOLATE, ETC.
 Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per box. 2 35
 Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per box. 2 35
 Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb. 0 47
 Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box. 2 45
 Fruit and Nut Milk Chocolate Slabs, per lb. 0 47
 Milk Chocolate Slabs, with Assorted Nuts, per lb. 0 47
 Plain Milk Chocolate Slabs, per lb. 0 47

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., 1/2 doz. in box, per doz. \$6 00
 Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz. 3 20
 Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz. 6 00
 Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz. 8 20
 Chocolate Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 35
 Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 35
 Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per box. 2 06
 Triumph Chocolate, 1/4s, 4-lb. boxes, 36 boxes in case, per box. 2 06
 Triumph Chocolate, 1/2-lb. cakes, 4 lbs., 36 boxes in case, per box. 2 06
 Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross 1 14
 120-1c Milk Chocolate Sticks, 60 boxes in case. 0 80

6c LINES

Toronto Prices Per box
 Filbert Nut Bars, 24 in box, 60 boxes in case \$1 06
 Almond Nut Bars, 24 in box, 50 boxes in case 1 06
 Puffed Rice Bars, 24 in box, 50 boxes in case 1 06
 Ginger Bars, 24 in box, 50 boxes in case 1 06
 Fruit Bars, 24 in box, 50 boxes in case 1 06
 Active Service Bars, 24 in box, 50 boxes in case 1 06
 Victory Bars, 24 in box, 50 boxes in case 1 06
 Queen's Dessert Bar, 24 in box, 50 boxes in case 1 06
 Cream Bars, 24 in box, 50 boxes in case 1 06
 Victory Bar, 24 in box, 50 boxes in case 1 06
 Royal Milk Chocolate Bar, 24 in box, 50 boxes in case. 1 06
 Royal Milk Cakes, 24 in box, 50 boxes in case 1 06
 Maple Buds, 5c display boxes, 5c pyramid packages, 5c glassine envelopes, 4 doz. in box 2 10
 Queen's Dessert, 10c cakes, 24 in box, per box. 1 90
W. K. KELLOGG CEREAL CO.
 Kellogg's Toasted Corn Flakes, Waukita 4 15
 Kellogg's Toasted Corn Flakes, Ind. 2 00
 Kellogg's Dominion Corn Flakes 4 15
 Kellogg's Dominion Corn Flakes, Indiv. 2 00
 Kellogg's Shredded Krumbles, 3 50
 Kellogg's Shredded Krumbles, Ind. 2 00
 Kellogg's Krumbled Bran 1 85



THE RETAILERS
EXTRA PROFIT

If you buy Macdonald's Tobacco in the unbroken 10-lb. caddy, you get the benefit of the overrun, which will yield an extra profit of from 60 to 80c on each caddy.

MACDONALD'S TOBACCO

Smoking and Chewing

Selling Agents

HAMILTON—Alfred Powis & Son.
 LONDON—D. C. Hannah.
 MANITOBA AND NORTH-WEST—The W. L. Mackenzie & Co., Limited, Winnipeg.
 BRITISH COLUMBIA—George A. Stone, Vancouver.

QUEBEC—H. C. Fortier, Montreal.
 NOVA SCOTIA—Pyke Bros., Halifax.
 NEW BRUNSWICK—Schofield & Beer, St. John.
 KINGSTON—D. Stewart Robertson & Sons.
 OTTAWA—D. Stewart Robertson & Sons.
 TORONTO—D. Stewart Robertson & Sons.

W. C. MACDONALD, REG'D, Incorporated, MONTREAL





LENT IS HERE!

Have you stocked up on the tit-bit of the Atlantic?

CHICKEN HADDIES

(Lily Brand)

Order a few cases from your wholesaler to-day.

Packed at Canso, N.S., by the

MARITIME FISH CORPORATION, Limited

Head Office and Sales
Department: MONTREAL

Plants at: CANSO, N.S.,
and DIGBY, N.S.

Packers of the Celebrated MAPLE LEAF Canned Codfish Flakes

Ludella

This splendid tea is climbing ahead in popularity.

There are many reasons for this. Take the main one, for instance Ludella Blue Label is as good quality as other package teas which sell at ten cents higher in price.

The Blue Label is the line that we make our special drive on, and you who have not taken an interest in it are missing an opportunity of putting before your customers a tea which, although at a reasonable price, is everything that can be desired in quality.

Send us a trial order and put our statements to the test.

	Cost	Sells
Ludella Tea Blue Label $\frac{1}{2}$'s and 1's	50	60

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

Sani-Flush

(TRADE MARK REGISTERED)

The sale of *Sani-Flush* in 1920 will be stimulated by more extensive advertising to consumers. In due course, we intend to call *Sani-Flush* to the attention of every prospective user. Merchants will find it profitable to supply all of the demand created by our advertising.

We recommend that you exhibit *Sani-Flush* by carrying your stock on a conspicuous shelf, by placing packages on counters, and by other forms of display.

Harold F. Ritchie & Co.

LIMITED

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



**Canada
Beaver
Brand
Brooms**

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

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

**Make out a trial order
to-day.**

The Canada Broom & Brush Co., Ltd.
RIDGETOWN, ONT.

Sales Manager—M. Webber, London, Ont.

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

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

BRODIE AND HARVIES	
XXX Self-Raising Flour, 6 lb. packages, doz.	5 80
Do., 3 lbs.	2 95
Superb Self-Raising Flour, 6 lb.	5 60
Do., 3 lb.	2 85
Crescent Self-Raising Flour, 6 lb.	5 70
Do., 3 lb.	2 90
Perfection rolled oats (50 oz.)	3 00
Brodie's Self-Raising Pancake Flour, 1 1/2 lb. pack., doz.	1 50

BLACKWOODS' BAKING POWDER

Per doz.	
8-oz. tins, 4 doz. to case	\$ 1 60
12-oz. tins, 4 doz. to case	2 25
16-oz. tins, 4 doz. to case	2 50
Qt. Sealers, 1 doz. to case	5 00
3-lb. tins, 1 doz. to case	6 50
5-lb. tins, 1 doz. to case	10 50

CORDIALS

Black Cherry	St. Julien Claret
Mondego Port	Grape Wine
Hot Todd	Ginger Wine
Sloe Gin	Crema de Menthe
Packed 1 doz. qts. to case	
Per case	\$4 50
Bulk, per gallon	1 85

LIQUORS

H. T. Special	Ginger
Crema de Menthe	Black Cherry
Hot Todd	Port
Grape	Claret
Sloe Gin	Trench Rum
Packed 1 doz. qts. to case	Per case \$6 85
Bulk, per gallon	2 85

CONCENTRATED FRUIT CIDERS

Orange	Cherry
Peach	Loganberry
Lemon	Strawberry
Grape	Raspberry
Blackberry	Per doz.
Packed 24, 2 1/2-lb. tins to case	\$7 20
Apple, pkd. 24, 2 1/2-lb. tins to case	7 40

EXTRACTS

Blackwoods' Government Standard	
All flavors. Per doz.—	
2-oz. 2 1/2-oz. 4-oz. 8-oz. 16-oz.	
\$1 75 2 00 3 25 6 75 11 25	
Heather Brand. Fifty per cent. over Government Standard. Per doz.—	
2-oz. 2 1/2-oz. 4-oz. 8-oz. 16-oz.	
\$2 25 2 90 4 25 7 50 14 00	

OYSTER COCKTAILS

Per doz.	
Pimento Stuffed, 24, 6 oz. to case	3 00
Packed 5-doz. 4-oz. bottles to case	\$9 25

OLIVES

Per doz.	
Queens, packed 24, 8 oz. to case	\$2 20
Queens, packed 24, 16 oz. to case	3 25
Pimento Stuffed, 24, 16 oz. to case	4 50

BLACKWOODS' DE LUXE PICKLES

Oms.	10	16	18	20	Qts.
Sr. Mix.	2.25	3.15	3.35	3.75	4.65
Chow	2.35	3.25	3.40	3.85	4.90
Onions	3.45				

Gherkins	3.50				
Sw. Mix.	2.50	3.35	3.60	4.00	5.15
Sw. Onions	3.75				
Sw. Gherkin	3.75				
F.o.b. jobbing points add the following freight per dozen:—					
10 oz., 10c; 16 oz., 15c; 18 oz., 20c; 20 oz., 25c; qts., 30c.					

PICKLES IN TINS

Per doz.	
Sr. Mix, 2 1/2-lb. tins	\$3 25
Chow, 2 1/2-lb. tins	3 40
Sw. Mix, 2 1/2-lb. tins	3 50
Sr. Gherkin, 2 1/2-lb. tins	4 25
Sw. Gherkin, 2 1/2-lb. tins	4 50
Dills, 2 1/2-lb. tins	2 50
Kraut, 2 1/2-lb. tins	1 90

PICKLES IN BULK

Per doz.	
Spring Top Gallen Jars	
Sr. Mix	\$1 15
Chow	1 25
Sw. Mix	1 40
Dills	1 10
Pails	1 gal. 5 gal. 5 gal.
Sr. Mix	\$1 40 \$3 00 \$4 00
Chow	1 45 3 25 4 00
Sw. Mix	1 70 4 25 6 50

RELISHES

Per doz.	
Horse Radish, 10-oz. bottle	\$2 40
English Picalilli, 8-oz.	2 25

RASPBERRY VINEGAR, HEAVY SYRUP

Per doz.	
Packed 1 doz. Qts. to case	\$5 50
Packed 2 doz. Pts. to case	3 25
Packed in bbls., 6 doz. Qts.	5 25
Packed in bbls., 10 doz. Pts.	3 00

BRAMBLE BRAND RASPBERRY VINEGAR

Per doz.	
Packed 1 doz. Qts. to case	\$4 00
Packed 2 doz. Pts. to case	2 50
Packed in bbls., 6 doz. Qts.	3 25
Packed in bbls., 10 doz. Pts.	2 25

SAUCES

Per doz.	
Gravy Sauce, 1/2-pt. bottles	\$2 50
B.B. Sauce, 1/2-pt. bottles	2 25
Worcester, 1/2-pt. bottles	1 40
Worcester, pt. bottles	2 00
Mustard, 4-oz. bottles	0 95

TOMATO BOUILLON

Case \$12 00	
Packed 1 doz. qts. to case	

BLACKWOODS' NO. 1 BROWN AND WHITE SPIRIT VINEGAR

Per doz.	
Packed 2 doz. Qts. to case	\$2 25
Packed 2 doz. Pts. to case	1 50

BULK

Per doz.	
50 O.P. Spirit, per gallon	\$0 52
Proof Spirit, per gallon	0 37
Spirit, per gallon	0 28 1/2
Cider, per gallon	0 45
Artificial Proof, per gallon	0 28
Artificial, per gallon	0 22

ARTIFICIAL HONEY

Case \$12 00	
Packed 2 doz., 8-oz., per doz.	\$2 50

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.

Turn to page 80 of this issue. It will interest you.

FISH for LENT

We have arranged for a good supply of all varieties of frozen and cured fish, and will be able to interest you both in quality and in price.

Let us have your order for—
Qualla Salmon—Halibut—Haddies—Fillets—Smelts—Ciscoes—Kippers—Fletcher—Bloaters—Lake Herring (Pickled and Frozen)—Oysters (Bulk and in Glass).

"The House of Quality"

HUGH WALKER & SON, Limited
ESTABLISHED 1861
GUELPH ONTARIO

**Pet Brand Sunkist Navel
Oranges**
**Pet Brand and Greyhound
Lemons**

**Stripes Brand
Florida Grape Fruit**

The best in their respective Lines

**Also Florida Cabbage
Florida Celery
Cauliflower, Lettuce, etc.**

Fancy Boxed Apples

WHITE & CO., Limited

Fruits de Luxe
TORONTO

Brooms Brushes Baskets

Walter Woods & Co.
Hamilton and Winnipeg



Went to War
1914
Home Again.

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

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

G. Washington's REFINED **Coffee**

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

Arm and Hammer Brand Sal Soda

is packed in handy, attractive cartons of 2½ lbs. each—36 packages to the box.



Have your jobber send you a supply at once and save time and money by selling Sal Soda "the New Way."

Church & Dwight, Limited
Montreal



For Lenten Baking

Urge your customers to use

**BRODIE & HARVIE'S XXX
SELF-RISING FLOUR**

It is a health promoter

Wire or write for your needs to

Brodie & Harvie, Limited
BLEURY STREET, MONTREAL

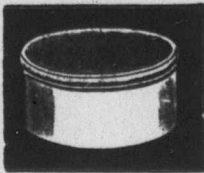
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Latest Editorial Market News



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Manufacturers TORONTO, Ontario

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The coffee market has a decidedly upward trend. The U.S. exchange with Canada is the cause to a great extent of this upward movement. There is such a big demand for coffee in the U.S. that growers are refusing to make shipments of certain grades to Canada except through the U.S. ports in order that the growers might benefit by the exchange rate. Spot stocks of coffee are very low and every indication from primary markets point toward advance prices.



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ALL STEEL-FIRE-PROOF
"Turns Waste
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12 SIZES

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1/4-INCH CUSHION FILLERS
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FOR SALE—IN NOVA SCOTIA—A GENERAL store, small stock, new building, small village on railroad, thirty miles from city. Apply Box 52, Canadian Grocer, 143 University Ave., Toronto, Ont.

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Canadian Grocer

143-153 University Ave. Toronto



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Better than the old smoke
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Parke's Smoke Essence

A liquid, easy to use, just apply it with a brush.

Retails 35c and 75c

35c size, enough for about 100 lbs. is packed in compartment corrugated cases, 36 bottles in each. Price, \$8.40 per case. 75c size, enough for about 300 lbs., is \$6 per dozen.

Parke & Parke Limited
MACNAB ST. AND MARKET SQ.
Hamilton, Ontario

AGENCIES WANTED

MONTREAL IMPORTER VISITING ENGLAND in spring is open to act as buying or selling agent for Canadian manufacturers. Strong connection on candies and grocery lines in England. Can undertake care of exhibits at Canadian Exhibition in London. D. F., Canadian Grocer, Southam Bldg., Montreal.

MANUFACTURERS' AGENTS, MONTREAL, are looking for agencies in connection with grocery and candy trade. 250 open accounts in Montreal. A.B.C. Canadian Grocer, Southam Bldg., Montreal.

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Get our prices on Split Peas,
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Wheat Flours.

Win New Customers with

This New Package

of delicious Quality Rolled Oats. This fine, big moth-proof and dust-proof package is proving a mighty big seller with Canadian grocers.

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