

CANADIAN GROCER

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

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, MARCH 28, 1919

No. 13

Welch's

"THE NATIONAL DRINK"

and

Welch's GRAPELADE

A grape drink—and a grape jam. Two Welch Quality Products of highest food value and sales value.

The fiftieth anniversary of Welch's, "The National Drink," is convincing evidence of its stability.

In two years Grapelade has proved a real side-seller with Welch's "The National Drink." Grapelade is delicious. No other food product approaches it in grape goodness. It is satisfying and it is selling.

The increasing popularity of this product forecasts a future of profit to equal that of Welch's "The National Drink."

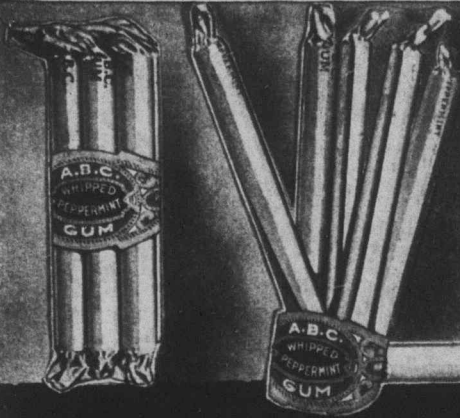
CANADA FOOD BOARD LICENSES:

Canners—No. 14-272

Bottlers—No. 15-164



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



QUALITY & STYLE

CANADA'S QUALITY GUM
In the DISTINCTIVE CYLINDER SHAPE

Buy It by Its Shape —

*It will Sell on its Novelty
and Repeat on its Quality!*

The Novel A. B. C. counter box makes a striking display to gain first attention, the distinctive shape of A. B. C. impresses the customer's memory. But, chief of all, in assuring repeat sales, is Quality. A. B. C. is the smoothest gum made, because it is strained, then steel-rolled — and its flavor, appearance and delicate perfume invite discriminating trade.

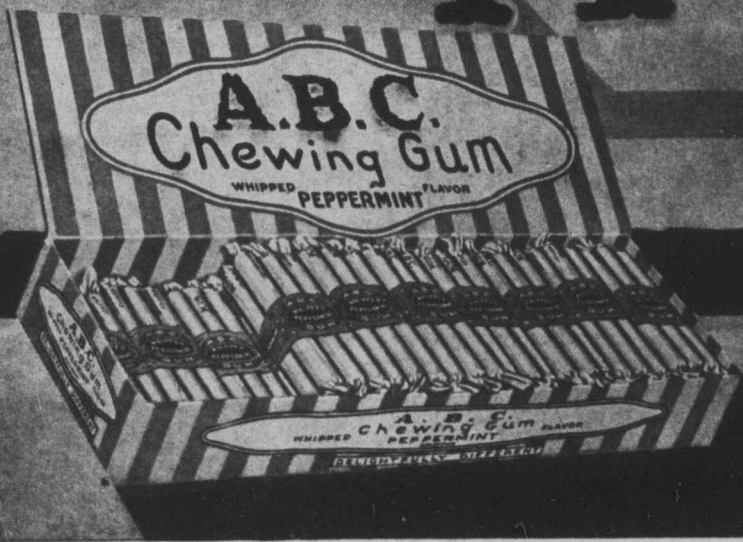
America's

Best

Chew

A · B · C

Chewing Gum



Made in Canada by the
Canadian Chicle Co. Limited
Peterboro, Ont.

Sales Agents
Harold F. Ritchie & Co. Limited
10 McCaul St. Toronto

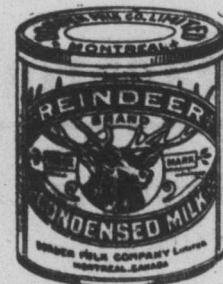
What does Borden Popularity mean to YOU?

To wide-awake grocers everywhere it means steady year round sales of these six quality Milk Products.

These grocers are keenly alive to the business wisdom of always displaying and pushing lines of established quality.

And they know that their selling efforts where Borden Milk Products are concerned are backed by persistent publicity which lessens the selling effort.

Get your share of this business. Get well stocked with Borden's (your wholesaler can fill your order) and keep your stocks well displayed.



Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver



400 WAYS

In our recent peanut butter recipe contest four hundred recipes were submitted to us, thus demonstrating the wide field of usefulness for Bowes' Peanut Butter.

Surely this indicates that there is an extensive market for this well-known brand, and, if you are not handling it, you are certainly ignoring a sure and steady source of revenue.

**YOUR JOBBER CAN
SUPPLY YOU**

GOLDEN SHEAF

Macaroni, Spaghetti, Vermicelli, Etc.

Manufactured in Canada by Experts, with the most up-to-date machinery.

NOW READY FOR SALE

Made from the highest grade of Semolina Hard Wheat and pure Spring Water.

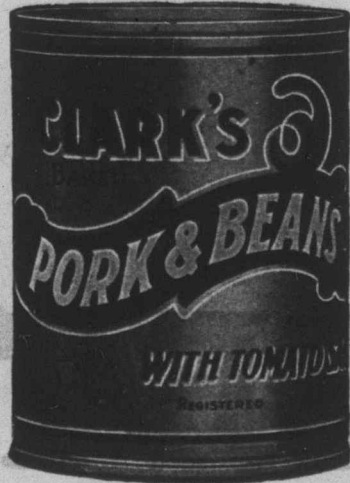
We want Representatives in every Province.

Write or Wire for Information

The Golden Sheaf Co., Limited

620-622 Rue Visitation, MONTREAL

CLARK'S PORK and BEANS



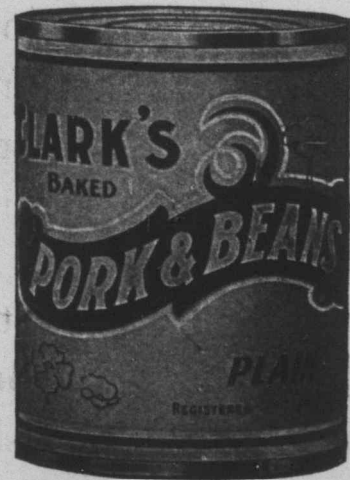
with Tomato, Chili or Plain Sauce.

Sizes Individual, 1, 1½, 2, 3.

We would like to emphasize the fact, Mr. Grocer, that you can always tell your customer that Clark's Pork and Beans are absolutely

THE BEST

The Beans are carefully selected, the Pork is the highest grade, the sauces are delicious, and our long years of experience enable us to prepare them in a manner which preserves the full nourishing power of the ingredients, and to give our patrons a "Pork and Beans" than which there is none better or more appetizing.



YOUR CUSTOMERS WANT CLARK'S.

W. Clark, Limited

Clark's

MONTREAL

Canada Food Board License No. 14-216



He's a Worker!

Does He Work for You?

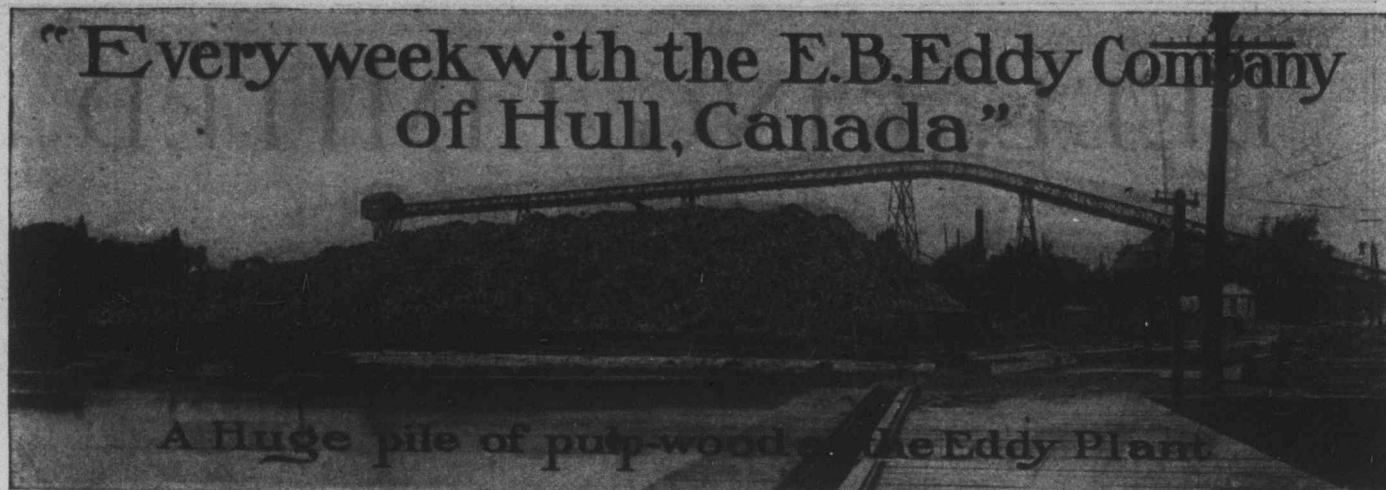
He does, every day, Winter and Summer, without salary, if you have

"NUGGET" Shoe Polish

in your store. He's the "Nugget" Boy who's seen on billboards from Coast to Coast. Folks like him at first sight, just as they like "Nugget" on first trial—and ever after.

Stock "Nugget" in Black, Tan, Toney Red and Dark Brown. They're all good sellers and all good polishes. One price to all retailers—a good profit for everybody.

The NUGGET POLISH COMPANY
TORONTO LIMITED



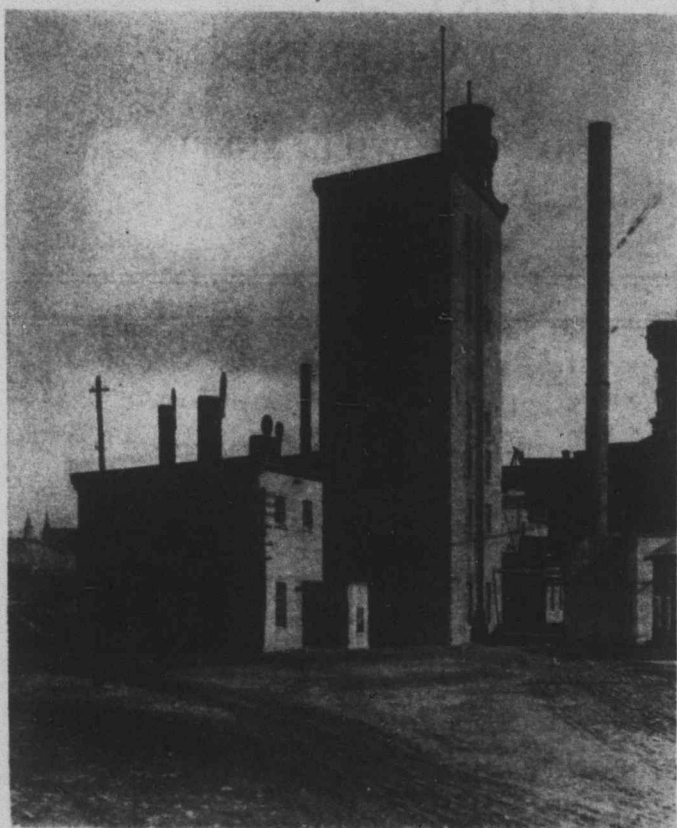
“Every week with the E.B.Eddy Company of Hull, Canada”

A Huge pile of pulp wood at the Eddy Plant

Story for Week Dated March 28, 1919

Being No. 27 in the Series

**THE HOME OF THE E. B. EDDY CO.'S
GIANT SULPHITE PULP DIGESTER**



Every visitor to Ottawa and Hull knows the appearance of this great square stone tower which, like a massive castle keep, looks out over the Ottawa River and watches the long tows of logs arrive for the Eddy Plant. Inside this tall tower there is placed in an upright position the Eddy Company's giant sulphite pulp digester. The big digester is made of steel plate one inch thick, and the whole great boiler is forty-seven feet tall and fifteen feet in diameter. The same process of "cooking" the chips is carried on in this digester as takes place in the smaller ones you read of last week, but this digester is "blown off" instead of shovelled out when the cooking is complete. The tower in the picture is 112 feet high, and its walls at the base are four feet thick. It is a veritable Castle of Industry.



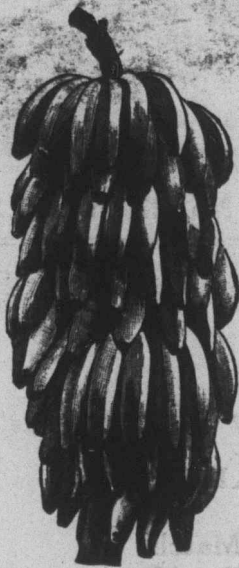
**Some Eddy Matches
You Know**

- Eddy's Silent 5 Match
- Eddy's Golden Tip Match
- Eddy's Buffalo Match
- Eddy's Home Match
- Eddy's Domestic Match
- Eddy's Red Bird Match
- Eddy's Sesqui Match
- Eddy's Safety Match
- Eddy's Comet Safety Match
- Eddy's Little Comet Match
- Eddy's Safe-light Match
- Eddy's Telegraph Match
- Eddy's Safeguard Match
- The Eddystone Safety Match
- Eddy's Capital Safety Match
- Eddy's Gas Lighter Match
- Eddy's Silent 200 Match
- Eddy's Eagle Parlor Match
- Eddy's Royal George Match
- Eddy's Tiger Match
- Eddy's Silent Pony Match
- Eddy's Everready Match
- Eddy's Flaming Wax Vestas
- Eddy's No. 1 Wax Vestas
- Eddy's No. 2 Wax Vestas
- Eddy's No. 5 Wax Vestas
- Eddy's No. 9 Wax Vestas
- Eddy's No. 13 Silent Wax Vestas

BELL, KING LIMITED

187-191 MCGILL ST. - MONTREAL

Bananas Always on Hand at Market Prices



ORANGES

APPLES

TOMATOES


LEMONS


CABBAGE


CELERY

TANGERINES

GET OUR PRICE AND YOU WILL SURELY
BE A CUSTOMER.

 HEAVY TEA STOCKS carried in Canada by importers during the war period due to uncertain conditions, are being rapidly depleted.

 IMPORTS for last nine months are over 28,000,000 *pounds less* than same period previous year.

 IMPORT quotations are several cents higher than local selling prices. The present market offers a favorable basis for purchases by the merchant who studies conditions.

Ask for our quotations and samples before closing your Tea or Coffee purchases.

KEARNEY BROS., LIMITED

Tea and Coffee Importers

(Established 45 Years)

33 St. Peter St.

Montreal

“Back to Normal”

A Life Size Package of



Mellow, Peppermint Flavor
 “Solid” Mint Tablet
 “Good after eating.”

Raw material supplies for manufacturing these delightful confections are now available.

Dealers who were unable to get regular supplies during the sugar shortage can now be supplied promptly by their jobber.



The Old Favorite Wintergreen Flavor
 “The young folks and the old folks like them
 —they all like them.”

Each roll or package wrapped in foil, 20-5c. Rolls packed in a wax paper sealed box will keep indefinitely.

This handy 5c. pocket package is very popular.



Natural Cinnamon Flavor.
 A delicate, “spicy” flavor preferred by many.

There is a good margin of profit for the Dealer. Order a supply from your Jobber—*Now.*



Real Clove Flavor.
 “A favorite of the smoker.”

Attractive Hangers and Cut-Outs Sent on Request.

Manufactured by

O-Pee-Chee Gum Co. Limited.
LONDON, CANADA.

Canada Food Board Confectioners License No. 11-415

JAPAN TEA



—lends genuine distinction to hospitality. Each cup contains the delicate aroma of the blossoms of Japan and the flavor that comes only from tender leaves, properly cured.

The Japan Tea Growers' Association and the Government of Japan place their guarantee on each pound — a guarantee of absolute purity.

"Tea is a medium of no inconsiderable amount of nutriment."

18

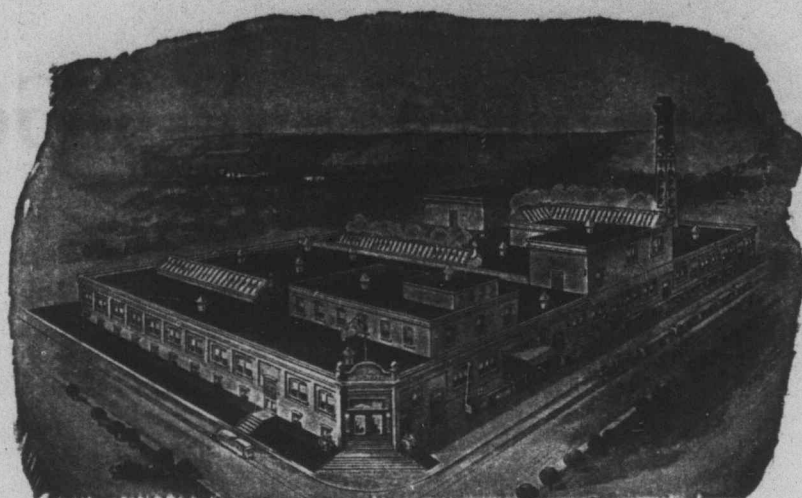
—Enc. Britannica.

*Ads like this in the big Dailies
Keep the Grocer's Stock of Japan Tea Moving*

The amount of profit to be secured through handling any particular product is regulated by the strength of the consumer demand.

Systematic consumer advertising, backed up by its own incomparable goodness, has created a demand for Japan Tea, that you will find it profitable to cater to. Other dealers are reaping better profits from this trade. So can you.

Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass

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

WAGSTAFFE'S

NEW SEASON'S 1919

CELEBRATED SEVILLE Orange Marmalade

Now Ready for Delivery

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

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

Canadian and American Goods

Wanted for the British Market

PRODUCERS and exporters of American Food Products will find it to their interest to correspond with us. We wish to open accounts for lines of goods selling through the Grocery Trade. American producers and exporters visiting England should call on us in London or Liverpool.

Cable Address, "Grecian, London."
Reference: London County Westminster and Parr's Bank.

E. W. GARNHAM LTD.

LONDON

9

Mincing Lane

LIVERPOOL

13 & 15 Union Court

Castle Street



THE DISH THAT CARRIES DISTINCTION

The food container is vitally important.
 All food economy and conservation measures are affected by the container used.
 There are some containers so wasteful and inefficient that to use them is equivalent to throwing good food into the street or garbage can.
 There are other containers that approach economy and efficiency.
 There is one container that meets the proposition squarely and completely.
 That is the Riteshape dish for bulk foods.
 There are all sizes of Riteshapes. You can select a dish neither too large nor too small.
 The Riteshape protects and saves the food it carries.
 The Riteshape serves the housewife in many ways after it reaches the home.
 The Riteshape should be part of every retailer's equipment.

Ask Your Jobber, or

The Oval Wood Dish Co., Inc.
Manufacturers
 TUPPER LAKE, N.Y.

Victoria Paper & Twine Co.
Distributors
 TORONTO, MONTREAL, HALIFAX



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

D. J. MacLeod & Co.
Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

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

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

MacDONALD BROKERAGE CO.

ARE YOU SEEKING REPRESENTATION
IN ANY PART OF CANADA?

Through our complete organization we are in a position to represent some good grocery specialty lines. If interested, address Box 494, Canadian Grocer.

Wholesale Grocery Brokers,
Commission Merchants

410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.
Correspondence Solicited. Established here 1900.

GEORGE ADAM & CO.

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

Joseph E. Huxley & Co.

Wholesale Grocery Commission Agents

WINNIPEG

CANADA

The McLay Brokerage Co.

Wholesale
Commission Merchants and Brokers
Write Us Regarding Your Account

Winnipeg

WHEN WRITING TO ADVERTISERS
KINDLY MENTION THIS PAPER

ALEX. BAIRD LTD.

Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.

Correspondence Solicited

Williams Storage Company, Winnipeg

also Winnipeg Warehousing Company

LARGEST STORAGE, DISTRIBUTING AND FORWARDING
HOUSE IN WESTERN CANADA

Track Facilities

Steam Heating

Total Storage Space 96,000 square ft.

Bonded or Free Storage

SAY YOU SAW IT IN
CANADIAN GROCER

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

LOGGIE, SONS & CO.
Merchandise Brokers and
Manufacturers' Agents
Grocery, Drug and Confectionery
Specialties.
Foy Bldg., 32 Front Street
TORONTO . . . ONTARIO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

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




VOL-PEEK

A Fast Seller with **15 cents**
Big Profits

Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at 1/2 cent per mend. Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory. Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, \$2.25. 60% profit for you.

Order through your jobber or direct to—

N. NAGLE & CO.
(Owning and Operating Vol-Peek Mfg. Co.)
7 BOX 2024, MONTREAL, CANADA




COSTS ONLY 1/2¢ FOR EACH MEND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/78

THE S. G. BENDON UTILITY CO.

Brokers and Commission Agents

30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON

Wholesale Grocery Broker

BOARD OF TRADE BUILDING
MONTREAL

C. B. HART, Reg. Montreal, P.Q.

*Grocery and Chemical Brokers
Commission Agents*

Paul F. Gauvreau

Wholesale Broker, Flour, Feed, Provisions

84 Peter Street, Quebec

I am buyer of Peas, Beans and all kinds of
Feeds and Grains.

J. L. FREEMAN & CO.

Wholesale Grocery Brokers

ROOM 122 BOARD OF
TRADE BUILDING - Montreal

MARITIME PROVINCES

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

Schofield & Beer, St. John, N.B.

Manufacturers Agents

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

GAETZ & CO.

*MANUFACTURERS' AGENTS AND
GROCERY BROKERS*

47-49 Upper Water St., Halifax, N.S.

ATLANTIC MILLING CO., Limited PICTOU, N.S.

Wholesale Grocers, Millers Agents

Manufacturers Flour, Cornmeal and Feeds.
Splendid connections with Western Elevators and P.E.I. Produce Dealers.

The Colwell Brokerage Co., Ltd.

Mdse. Brokers, Man'l's Agents

Liberal Advances Made on Consignments

18 Germain St., St. John, N.B.

Man Left You, Did He?

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

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

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

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

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

Canadian Grocer Want Ads. 143-153 University Avenue
TORONTO

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

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

KELLEY-CLARKE CO. VANCOUVER, B.C.

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

The Robert Gillespie Co. Importers and Exporters

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

M. DESBRISAY & CO. Salmon Cannery and Manufacturers' Agents VANCOUVER, B.C.

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

North West Trading Co., Ltd.

Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

WE CAN HANDLE A FEW MORE GOOD LINES

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

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

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

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

FRESH
BRITISH COLUMBIA

PILCHARD

Your Customers Will Like

ALBATROSS BRAND

PILCHARD

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

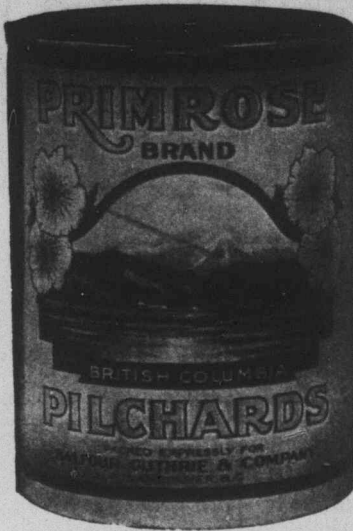
Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

FISH PASTE
in 4 oz.
GLASS JARS

BLOATER
ANCHOVY
SARDINE
SALMON

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

**"PRIMROSE"
PILCHARDS**



*Strictly Prime
Quality*

Ocean Caught

Packed Only By Hand

*Rich in flavor and high
in food value*

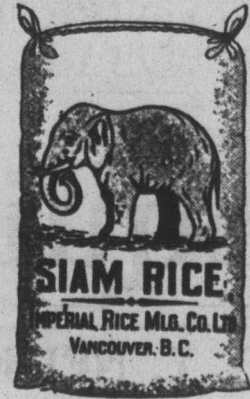
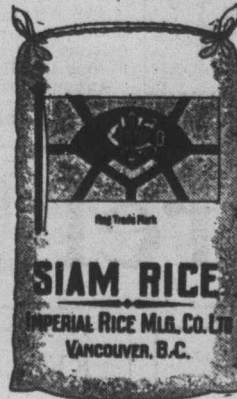
Defiance Packing Co., Ltd.
Head Office: VANCOUVER B.C.

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

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

**Imperial Rice Milling
Co., Ltd.**

VANCOUVER, B.C.



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

**FINEST CRYSTAL
GELATINES**

Powdered and Sheet

FINE LEAF GELATINE

British Manufacture

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

**Wantmore
PEANUT BUTTER**

The Finest Spread
for Bread



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

R. L. Fowler & Co., Ltd.

Manufacturers

CALGARY

SASKATOON

REGINA

License No. 15-241

WHAT IS A PILCHARD?

A Pilchard is a full-grown Sardine with all the delicious flavour for which the true French Sardine is noted.



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

Snow Cap Pilchards are packed under the most Sanitary conditions and are sold at a price which makes them better value in comparison with any other fish sold in cans.

Try a can of Snow Cap--It will convince you.

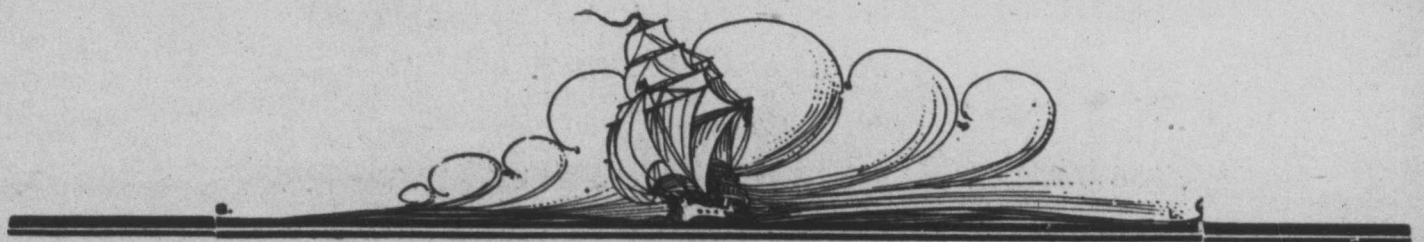
Packed by

The Nootka Packing Co., Ltd.

NOOTKA, B.C.

Dodwell & Co., Limited, Vancouver

Exclusive Distributors



Everybody's Favorite

Make it your
big Summer
Seller



When Old Sol begins to chase the mercury up to the century mark there comes an increased call for a thirst-quenching invigorating beverage like Marsh's Grape Juice.

And it will require very little suasion on your part to make Marsh's a regular item in the weekly grocery order.

One sip of its delicious Concord goodness will captivate. People who buy it once will buy it regularly, and there's a good wide profit for you on every bottle you sell.

Stock Marsh's Grape Juice then and keep it well displayed. Back every sale with your strongest recommendation.

The Marsh Grape Juice Co.

NIAGARA FALLS, ONT.

Distributors

The MacLaren Imperial Cheese Co., Limited, Toronto.
Rose & Laflamme, Limited, Montreal.

You Can Supply

22
Different
Colors
from
Black and
Navy
to Delicate
Pink



With **Sunset Soap Dyes**

Thousands of dealers are finding these dyes steady profit producers and wonderful repeaters, because with them practically every customer can be satisfied. The wide range of colors includes Black, the ever-popular Navy Blue and U.S. Olive Drab, all of which are proving Big Sellers these days.

Sunset Soap Dyes are being extensively and truthfully advertised in high-class publications to help you do more business. These clean, brilliant home dyes will permanently color any fabric from a sheer waist to a heavy overcoat without staining hands or utensils.

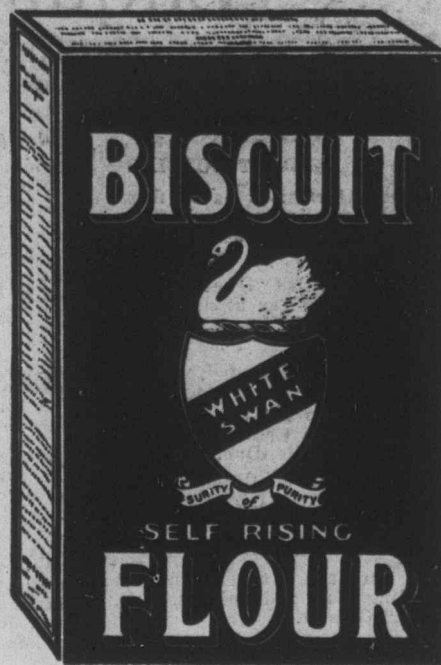
Order a gross now, packed in an attractive sales-stimulating container. Put it on your counter and watch the quick turnover. Sunset, selling at 15c. gives you a very attractive profit, and it's a wonderful repeater.

North American Dye Corporation

New Corporate Name of SUNSET SOAP DYE CO.
MOUNT VERNON, N. Y. TORONTO, CANADA

Sales Representatives for U. S. and Canada:

Harold F. Ritchie & Company, Inc.
NEW YORK TORONTO



Every Woman Can Make
Good Tea Biscuits, Pie
Crust, Etc., With

WHITE SWAN SELF RISING BISCUIT FLOUR

It is practically impossible for the cook to go wrong when the Flour used is White Swan Self-Rising Biscuit Flour.

For White Swan is complete in itself. The mere addition of Shortening and Water or Milk is all that is necessary. And the result! Biscuits light, delicious and digestible—the pride and delight of every good housewife!

Make room in your displays today for a little showing of White Swan Self-Rising Biscuit Flour.

White Swan Spices & Cereals
LIMITED
TORONTO CANADA

Enquiry Department

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

PAPER CAPS FOR EXTRACT BOTTLES

Please give me information as to firms from whom paper caps for extract bottles may be purchased.—W. E. Rudder, 11402 79th St., Edmonton, Alta.

Answer—These are called "Hunt's Bottle Caps," made in England. Can be purchased from Lyman Bros., Ltd., 71 Front St. East, Toronto, Ont.

SYSTEM MAGAZINE

Where do we apply to get the magazine called "System?"—The Chaudiere Mills Store Co., Ltd., Breakeyville, Que.

Answer—Wabash and Madison Streets, Chicago, Ill.

THE TESTING SET

Where can I purchase a tea testing set complete, including scale and weights, cups, etc.?—"Forward," Ottawa.

Answer—You will have to purchase this separately. Brass kettle and cuspidor, Geo. Sparrow & Co., 119 Church Street, Toronto, Ont.; scale and weights, International Business Machines, Ltd., 415 Yonge St., Toronto, Ont.; cups from Gowans, Kent & Co., Ltd., 16 Front St. East, Toronto, Ont.

BUTCHERS' EQUIPMENT

As I have started in butchering business I want to know if you can give me some addresses as to where I can get some good outfits, such as fixtures, show cases and refrigerator cases, etc.?—M. J. O'Brien, 42 Gower Street, St. John's, Newfoundland.

Answer—This information has been forwarded.

WHERE TO GET FERRETS

Kindly advise where we can buy ferrets?—N. Dean & Son, Renfrew, Ont.

Answer—Harry Cawker, Western Hill, St. Catharines, Ont.

WHERE TO GET HONEY

Would you kindly give me information regarding honey? Where can I purchase as quoted in your markets of March 7, page 69?—A. J. B., Asquith, Sask.

Answer—Names of firms quoting have been supplied.

DRINK COOLERS

Please send us names of some manufacturers of drink coolers for counter use. We

would like to get catalogues and jobbers' prices on this line.—Mason & Dean, Sydney, N.S.

Answer—J. J. McLaughlin, 145 Sherbourne St., Toronto, Ont.; Cordely & Hayes, Alice St., Toronto, Ont.; Fletcher Manufacturing Co., 41 Hayter St., Toronto, Ont.

WANTED—A DYE

Could you tell me the name of a firm that makes a dye put up in small cloth bags and used like bluing? It is not a soap dye.—C. J. Lash, Sault Ste. Marie.

Answer—We have not been able to locate this firm from description given. Could any of our readers suggest an answer?

SALT IN CAR LOTS

Will you please advise us the best and cheapest sources of supply in Canada, the United States and England for rock salt for large quantities, car lots, etc.?—Stan. Payette, St. Nicholas Bldg., Montreal, Canada.

Answer—Canada: Canadian Salt Co., Ltd., Windsor, Ont.; Dominion Salt Co., Ltd., Sarnia, Ont.; Elarton Salt Works, Hyde Park, Ont.; Exeter Salt Works, Exeter, Ont.; North American Chemical Co., Ltd., Clinton, Ont.; Ontario People's Salt & Soda Co., Kincardine, Ont.; Parkhill Salt Co., Parkhill, Ont.; Western Salt Co., Ltd., Courtwright, Ont.; Western Canada Flour Mills Co., Toronto, Ont.; Toronto Salt Works, 60 Jarvis St., Toronto, Ont.; Stewart, Verrat & Co., Montreal, Que. U.S.A.: Wadsworth Salt Co., Wadsworth, Ohio; Avery Salt Mining Co., Scranton, Pa.; Retson Mining Co., Scranton, Pa. England: Bumsted, D., & Co., 39A King William St., London, E.C. 4.

CHOCOLATE EASTER EGGS

We want to know the names of manufacturers or jobbers who make or sell chocolate or fancy cream Easter eggs and novelties in all sizes.—Cahill & Co., 60 Sackville Street, Halifax, N.S.

Answer—The following firms are handling chocolate and fancy cream Easter eggs and novelties: Chas. Lauder & Co., 95-97 Ontario St., Toronto, Ont.; W. G. Patrick & Co., 51 Wellington St. West, Toronto, Ont.; Robertson Bros., 103 Queen St. East, Toronto, Ont.; MacGregor Specialty Co., 446 Spadina Ave., Toronto, Ont.

A VIEW OF TEA OUTLOOK

W. H. Halford, of the Meiji Trading Company, Montreal, has returned from

an extensive trip which took him into parts of the United States as far as Cleveland, Buffalo, etc. He also covered many Ontario centres and left early this week for New York.

Speaking to CANADIAN GROCER, Mr. Halford intimated that there was a growing tendency for better grade teas in most parts of the country. Parties who had been buying a certain line of teas now were wishing to raise their standards, and there was a growing demand on the choicer qualities carried. Added to this, the use of choice teas in Japan had increased, and in many instances the first pickings were in demand at home—quite a reverse from former times. In addition to this, or really partly because of this fact, the buying was usually keen in Japan on early crop tea. It would not be surprising if this condition were repeated this year, and if prices opened on a high level. This was a likely condition, Mr. Halford thought.

COFFEE FIRM'S HONOR ROLL

One of the most attractive and carefully-executed honor rolls yet seen is that just placed in the office of Chase and Sanborn, Montreal. It bears real testimony to the sacrifices made by the many former employees who donned the uniform and served actively overseas in the service of humanity.

The roll consists of a beautifully illuminated parchment like an ancient missal, and is in rich illumination and Oriental gold. The names of the Chase and Sanborn men who entered the service are embossed in several columns in the centre of the parchment, while at the top of the roll the design is very effectively executed in real engraving, and with the Allied flags worked skilfully into an illuminated design. Beneath this trophy are the words: "An Appreciation," reading as follows: "They did their full duty, manfully and courageously when their country called. All honor to these men who, donning the khaki, followed the Colors and the Blue."

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers
INFORMATION WANTED

Date.....191..

Please give me information on the following: Name

Address

.....
.....
.....

Chocolate Decorated EASTER EGGS

Buy Them Now

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

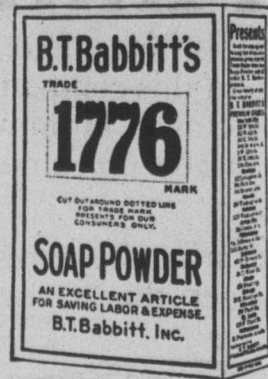
Also some good novelties in feather and cotton chicks, etc. Do not wait. Order while we have a good selection.

**Lauder's Fine Chocolates—
Cent Goods**

Chas. Lauder Co.

95 and 97 Ontario Street, Toronto

BABBITT'S "1776" SOAP POWDER



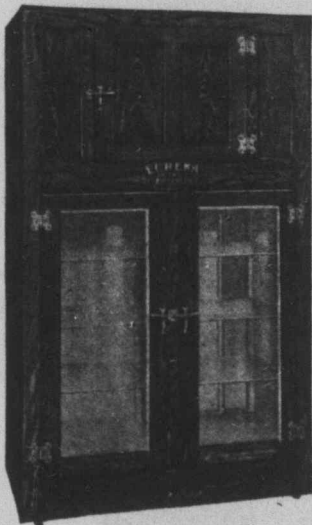
Not simply a washing compound but a true-to-name SOAP Powder.

Will not hurt the hands nor injure the most delicate fabrics.

Premiums for the Trade Marks.

Canadian Headquarters:
180 St. Paul St. West, Montreal

Canadian Selling Representatives:
Eastern Canada: W. H. Dunn, Ltd., Montreal
Ontario: Dunn-Hortop, Ltd., Toronto
Man., Sask., Alta.: Watson & Truesdale, Winnipeg



EUREKA REFRIGERATORS

are
Made in Canada
by
Canadian Workmen
Guaranteed to give
Satisfaction

Eureka Principle
Cold Dry Air Circulation

PATENTED 1886, 1900, 1910, 1914, 1917.

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

Eureka Refrigerator Co., Limited

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

Florida Tomatoes

Arriving Daily

Florida Celery
Spinach
Florida Head Lettuce
Cucumbers, Rhubarb
Oranges and Grapefruit

Mail your orders for
complete assortment.

McBRIDE BROS.

House of Quality

35 Church St. - Toronto

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

Building up Trade in Ammonia Powder

The advertising of this company has been a strong factor in building up the profitable trade in ammonia powder.

Whatever educational work has been done to get the women of

Canada to use ammonia powder has been done almost entirely by this company.

It is creating new business.

It is making money for the grocers of Canada.

Snowflake Ammonia stands alone in quality. It is the best known ammonia powder on the market.

It will give both the grocery trade and the consuming public the best satisfaction.

Order through your wholesaler.

S. F. LAWRASON & CO.
LONDON, ONT.

WS S

Snowflake
THE FULL STRENGTH
Ammonia

**CUTS GREASE
SOFTENS WATER
SAVES SOAP**

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

KEEPS TAPS & SINKS BRIGHT

for the bathroom
Keeps the closet clean
Brightens taps.
Whitens the bath and basin

Snowflake
THE FULL STRENGTH
Ammonia

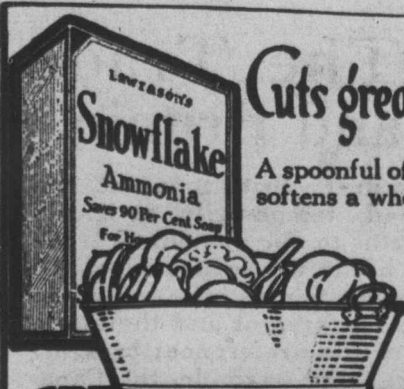
**Softens the Water -
Makes the Bath More Refreshing**

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

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

Snowflake
THE FULL STRENGTH
Ammonia
Softens Water Cuts Grease
Makes blankets soft & white

Snowflake
THE FULL STRENGTH
Ammonia
**CUTS GREASE
SOFTENS WATER
SAVES SOAP**



Cuts grease - Saves Soap

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

Use it in kitchen, bath-room, laundry.

Snowflake
THE FULL STRENGTH
Ammonia



Snowflake
THE FULL STRENGTH
Ammonia

Cleans Dishes Without Soap - Quicker - Easier - More Sanitary - **CUTS GREASE**



Snowflake
THE FULL STRENGTH
Ammonia

MAKES HARD WATER SOFT

A spoonful to a pail of water

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



Snowflake
THE FULL STRENGTH
Ammonia

Cuts grease with less rubbing - Softens water

10 cts.

LAWSON'S
Snowflake
Ammonia
Saves 90 Per Cent Soap
S.F. LAWSON & CO.
LONDON, ONT.



Snowflake
THE FULL STRENGTH
Ammonia

Makes Quick Work of What Used to be Disagreeable Tasks



Snowflake
THE FULL STRENGTH
Ammonia

CUTS GREASE SAVES SOAP

10 cts

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

Great Possibilities Under The Trade Agreement Between Canada and Britain.

THE wiping out of the handicap which Canadian products met in the British market, and the granting of what is equivalent to a preference for Canada temporarily, at least," says THE FINANCIAL POST, "should result in a great impetus to our immediate trade with the mother country. If permanent, as it is almost certain to be, if we keep men of the Borden, Lloyd Harris capacity on the job, it means tremendous immigration and the settling of millions of acres of farm lands. It means the extensive development of present and the establishment of numerous new industries in Canada, to take advantage of the preference; bringing in hundreds of thousands of mechanics and mine and forest workers. For example, the Canadian subsidiary of the U. S. Steel Corporation, which has been marking time, will, in all probability, now go ahead energetically with their twenty or thirty million dollar plant development here. In fact, it is quite probable that within a week plans will be completed and action taken for the immediate erection of about 1,500 workmen's houses at Ojibway, Ont. As we go to press we read in cables to U.S. papers that scores of American manufacturers and other business developers who have been in Great Britain are returning home feeling that there is now little hope of overcoming the handicaps of prohibition of imports and preferences unless they establish branch plants in Canada or the United Kingdom."

The above is a portion of an important leading article in THE POST of March 15th—an issue of exceptional interest. A full reprint of the article accompanies this. In addition to this

THE FINANCIAL POST OF MARCH 15th CONTAINS:

F. P. JONES SPEAKS OF EMBARGO REMOVAL

Believes it Will Result in a Number of Large Orders for Canada

Note These Contents of THE POST Dated March 22nd

Tariff Revision Must Be Made On Scientific Basis Manufacturing Situation Misunderstood

No Six Hour Day for Brains
Unemployment and Bolshevism
Housing Bills Make Progress in Two Provinces
One Year's Result of Government Railroad Control
Royal Bank Now Owns Merchants National N. Y.
Hamilton Bank Aided Business and Government

Uncertainties of Tariff Hold Market Back
South Alberta for Big Irrigation Scheme
C. P. R. Earnings Fell to 10.79 Per Cent on Common
C. P. R. Earnings and Government Tax
Slow Decline in Prices Boom to Retailers

Big Decline in Munitions End of Canada Cement
Scotia Earned 11 Per Cent. in Common in 1918
United Farmers of Ontario in Retail Field
Steel Prices Sliced \$7.00 a Ton
Budget Speech of B. C. Minister Comprehensive

Business Building News Items Appear Each Week in *The Financial Post*

The above are only a few of the many subjects of real profit making interest to Canadian men of affairs which have been dealt with by experts writers and editors in THE POST of March 15th and March 22nd. THE POST will keep you informed on Canadian business matters in a way unrivalled by any other publication. Send for a subscription to-day. The price is \$3.00 per year, and you have only to fill in this form:

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

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

Name.....

Address.....

When the Price of Tea Drops—

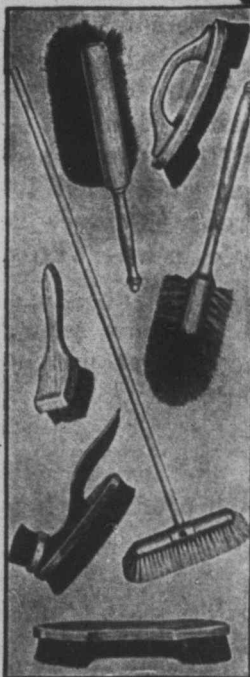
you will lose very little, if any, of your profit on Red Rose Tea if you buy according to our NEW Plan.

Ask us about it

T.H. Estabrooks Co., Limited

St. John Montreal Toronto Winnipeg Calgary

KEYSTONE



Household Brushes

"Keystone" Household brushes are the right brushes for you to stock and push—because they are the best brushes that can be made for the prices asked.

The housewife appreciates the fact that brushes which hold their bristles will save time and money. You can sell "Keystone" Household Brushes with this assurance, and your customers will depend on your statements when buying again.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

For prices, etc., write

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

REPRODUCTION of SPECIALITIES MANUFACTURED BY HENRY THORNE & CO LTD LEEDS

ESTABLISHED
OVER 80 YEARS.

ENGLAND.



TOFFEE

MILK CHOCOLATE

VANILLA CHOCOLATE

A PERFECT FOOD.

IN DAINTY
PIECES WHEN TRIED,
BECOMES A FAVOURITE.

COCOA & SUGAR ONLY.

HOUSEHOLD COCOA
A PURE COCOA
OF
HIGH QUALITY.

HEALTH
COCOA
A PURE COCOA
OF HIGHEST
QUALITY.

ASSORTED CHOCOLATES
FINEST INGREDIENTS ONLY USED.



**Here's a card
that will win you
extra business**

The card shows the Colman-Keen Products in their natural colors — eye catching — sales tempting — just the thing to keep your stock of Colman-Keen lines moving. It's yours for the asking — free of charge.

Magor Son & Co., Ltd.

191 St. Paul St.

Montreal

Toronto Branch: 30 Church St.

It Spreads Like Butter



A popular and wholesome line is Ingersoll Cream Cheese. Dealers who handle it are well aware of its customer pleasing qualities — they know that the housewife, having once tried Ingersoll Cream Cheese, is partial to it ever afterwards.

If you are not now selling this product we recommend a trial order to-day.

You'll like the way it sells and the good profit it brings you.

The Ingersoll Packing Company, Limited
INGERSOLL, ONTARIO

CANADIAN GROCER

Vol. XXXIII.

TORONTO, MARCH 28, 1919

No. 13

Food Conditions on British Market

Conditions Prevailing at Present Which Indicate the Probabilities of the British Trade Being Able to Go After Export Business—Some Information Regarding Various Lines of Foodstuffs

From our correspondent in London, Eng.

LONDON, Eng., March 18.—The conditions that obtain on the English market are matters of the most vital importance to the Canadian trade. Either the trade must be supplied by English goods in fair proportions, as was the case prior to and early in the war, or the Canadian manufacturer must take up the task of supplying this extra demand. The British manufacturer is unquestionably going to return to the Canadian market at the earliest possible moment, and therefore it is a point of interest as to whether the British manufacturer or exporter is to be a factor on this market in the near future or whether the Canadian trade are going to have the field to themselves for some time longer.

Various British interests who were prominent on the Canadian market in past years have expressed their opinion on the matter, and do not appear to feel that they will be in a position to go after Canadian business for some time to come. There are still numberless restrictions, some are officially imposed, others the result of scarcity of supplies, all of which tend to make the obtaining of export business a difficult matter.

No Immediate Export of Biscuits

Although the embargo on the export (outside Europe) of British biscuits has been removed by the Government, the restrictions on sugar are not altogether freed. Difficulty is still encountered in obtaining an adequate supply of high-class ingredients suitable for sending to Canada on the same scale as before the war. The opinion given by one leading London biscuit firm, which may be taken as representative of the trade, is that some months must elapse before business can be resumed on the old basis.

Jam Manufacturers Warned

The British Food Controller is taking steps to see that there is no speculation in fruits for jam manufacture. In a

recent notice sent out the following warning was given:

"The attention of the British Food Controller has been drawn to contracts which have been and are being made between jam manufacturers and fruit dealers, and fruit growers for goods to be delivered during the coming season at prices greatly in excess of those obtaining last season. Should evidence continue to accumulate that fruit prices are likely to reach unreasonable limits in the United Kingdom during the approaching season through speculation in the trade, the Controller will have to reimpose the control exercised during the past two seasons.

The orders controlling jam prices are still in force, and will not be revoked until it is certain that the prices will, as a result of supply and demand, fall below the present maximum prices; further that should there be a crop of average size during the coming season, any revision of the jam prices will be in the nature of a reduction.

Jam Manufacturers' Denial

Several of the big jam firms have made statements as a result of the Food Controller's warning. The following is the substance of their remarks: "We see no sense in making such contracts as the Food Controller suggests. We have made no contracts at all yet. It is to be hoped that there will be more jams of every kind for the civil population this year, but as to prices much will, of course, depend upon the fruit crops, and no one can forecast prices. Certainly no reputable firm would make these ridiculous contracts at this juncture."

Cause and Effect on the Market

A slight idea of how the English fruit market works in normal times is especially interesting in view of the foregoing. The British manufacturers in some cases make contracts with fruit growers to have fruit conveyed direct to them, paying the average market price at the end of the season. This

gives the fruit grower, who has wages and freightage to think about, some definite financial basis to work upon. The weather experienced in the British Isles naturally imparts another aspect of uncertainty into the market. In the London area for instance, where the fruit and jam preservers secure considerable quantities of fruit, if it rains on Thursday in Kent, making it impossible to pick fruit, Friday's pickings will be very heavy. In fact the markets would be unable to assimilate it in the ordinary way were it not for certain firms of manufacturers who keep their plants running over the week-end especially to deal with surpluses of this kind.

Scarcity of Sugar for Marmalade

The British Ministry of Food proposes to revoke the order prohibiting dealings in bitter oranges almost immediately, but the Royal Commission on the Sugar Supply are unable to make a special issue of sugar, since sufficient supplies of white sugar are not available, and other sugar is not suitable for the purpose of household marmalade making. This is not likely to affect the manufacturers.

English Smoked Fish—Shortage Only Temporary

Since the British Ministry of Food suspended the controlled prices of fish the general tendency has been towards a cheaper market with the exception of haddock, of which there is a somewhat short supply to meet a large demand for smoking purposes. It seems likely, therefore, that a rise will take place in the prices of exported smoked fish of the variety affected. Herrings, which are still on the controlled list, continue to be plentiful and cheap.

The Scotch market at Aberdeen reports that haddocks and other kinds of fish reached heights far beyond controlled figures.

Scotch Haddock Prices Still High

The increased prices for haddock are said to be largely due to the fact that

Continued on page 31

Dealers' Preference Sells Canned Milk

Traveller Often Forms an Important Part in Getting the Retailer to Decide.

THE travelling salesman, according to retail dealers, plays a very important part in the securing of distribution for a particular product. One Eastern Ontario grocer pointed out that a traveller could very easily, by his attitude in talking to the retailer, make or mar the sale.

"We naturally cannot stock up on every brand of goods that is offered to us," this retailer stated, "so we have to decide for ourselves which line we will get behind. We require, naturally, a lot of information about various products, such as the quality, margin of profit, the standing of the manufacturer, the attractiveness of the package, jar or can, as the case may be. But if we cannot decide as far as these points are concerned, the personality of the travelling salesman very often causes us to make the final decision.

"A traveller came in not long ago to sell me a certain article. I replied I did not see any reason why I should buy and push it in preference to the line I was stocking. He stated before some of my customers that he had the best quality line, that it was being extensively advertised, and that I would soon have to handle it. I appreciate the importance of general publicity and like to handle well advertised lines, providing the manufacturer gives us some inducement. But I could not see any reason why I should stock this line in preference to the one I was selling. I told him so, but he claimed that his product was of a much better quality and was well known to my customers. Both lines, in fact, have been extensively advertised to my customers, but, so far as I know, we have never had a call by name for the line, and I declined to purchase it. The traveller went out feeling quite sore.

"It will surely be a long time before I buy anything from him," the merchant added.

Travellers Have Not Convinced Trade
T. B. Crothers, grocer, Oshawa, Ont., stated a traveller had called to see him not long ago to sell him a brand of canned milk, which he had not stocked previously. "After hearing what he had to say and getting his price," Mr. Crothers said, "I did not see very much of an inducement for me to discard the line on which I had built up a good trade and declined to purchase it. The traveller claimed the quality of the goods he was selling was superior. My reply was that all the salesmen told me that."

Mr. Crothers maintained that if he

There are a number of brands of canned milk on the market. It is a fact, that many dealers are not particularly well versed in their actual qualities, and uses so far as condensed and evaporated milks are concerned.

They are as a rule, featuring one brand or another, because they have been users of it themselves, and have so convinced themselves that it is a good product. They are ready to admit that other brands may be as good, but they have not been convinced of the fact, and therefore devote their attention to the line they know.

It is a fact too, that a large number of customers ask their dealer's opinion, or are ready to accept his suggestion. That this opinion or suggestion is strengthened by the customer's previous knowledge of the brand is shown by investigation. But it is a fact the initiation of the sale lies with the merchant in the great majority of cases.

had stocked the line he certainly could have sold it. The traveller had not convinced him.

The travelling salesman undoubtedly has much to do with getting the retailer to stock the particular line he sells. Investigations among the trade show that retailers are more likely to stock a line if they know something about it in advance. Travelling salesmen also state that it is easier for them to sell a line that the retailer already knows considerable about.

P. J. Gerard, a Sherbrooke, Que., retailer said not long ago that very seldom did a traveller sell him a new line the first time he called. It was necessary for him to know in advance about the product and the firm before he placed the order.

Few People Ask for Milk by Brand Name

"I buy — milk in ten case lots, and other brands in single case lots, because I believe that — milk will best satisfy my customers." So stated Charles Shields, Queen St. West, Toronto.

"Of course, this gives me a little better price," he continued, "but it is an advantage that I could have had on others, if bought in the same quantities. But while we do get a better profit, it is not so much the matter of profit, but the matter of quality that induces us to emphasize this line. You see, I spent about a year in the North, where there wasn't much fresh milk available, and we had a pretty good chance of judging all these lines of prepared milk. I happened to like the brand I sell most of the best. I know about it, and I am

Many Customers Depend on Advice of Dealer and Buy on His Recommendation.

confident that it will give satisfaction. I am not stating that other brands will not give equal satisfaction. They may, but I know that this one will.

"As a matter of fact, few people ask for milk by a brand name. They ask for condensed or evaporated milk, and, of course, whenever possible we give them the brand we favor. Even where they do suggest a name, and seem in the least bit uncertain, we speak of the merits of the line we favor."

Ask Only for Kind Not by Name

Wm. Hughes, Queen St. West, Toronto, states that he handles most of the brands of prepared milk, but that his special sale is in —. I am buying this line now in eight and ten times the quantity I did a little while ago. Our trade has changed entirely, as formerly there was little, if any, business to be done in this line. Many people ask only for evaporated or condensed milk. Our practice is then to show them the brands we carry. We have found in a great many instances the customer will ask: "What do you think is best?"

"We have used — and like it best ourselves. There is no effort to force our opinion on the purchaser, but in the great majority of cases this decides the sale in favor of the line we prefer to sell."

It is an interesting point, that these two merchants, situated only a block or so apart, each state that there is a very small demand for prepared milk, by actual name. It is an interesting fact also that these merchants favor brands manufactured by different firms, showing again that the retailer selects for himself.

Customers Want Advice

Mr. Girvin, of Girvin and Robinson, Queen St., Toronto, stated that their sales in canned milk had changed a good deal of late.

"It is not our practice," said Mr. Girvin, "to try to substitute lines other than the customer asks for. But there are many people who do not ask for goods by name, and there are many others who ask our advice, believing that we should know something about it. If the customer just asks for a can of milk, we usually tell her what we have and leave the decision to her. But if she asks our opinion we say unhesitatingly — brand. Whether from this cause or not, our sales in this line have increased greatly of late. We used to sell more of — brand, but some time ago there was an advance in price, while we were able to get a stock of

the other brand at the old figure. A good many people protested at the price we had to charge for the first brand. This gave us our opportunity to suggest that they try a tin of —. In most cases they took it, and more than that, they became steady customers. I think that was probably the real reason why we changed the bulk of our sales from one brand to another."

In the case of canned milk, investigations show that retailers appreciate the beneficial results of general publicity. They point out it helps them sell the line they select. Their customers, they say, are always more ready to accept a brand they have heard of themselves. But the investigations also demonstrate that different retailers in the same town or district get behind different brands of milk. They choose the brand for various reasons.

O. S. Matchett, of Goheen and Matchett, Peterborough, Ont., stated their best milk seller was a powdered milk. Asked his reasons, Mr. Matchett said that he told his customers it was handy, that there was no danger of freezing, that it couldn't go sour or bad, that it could be used for all kinds of baking and give just as satisfactory results as fresh milk from the cow, etc., etc. Here is a striking case showing that when a retailer gets behind a particular line, he talks it up to his customers and sells them on it. It illustrates, too, that the dealer can create demand for a line which he gets behind.

It is a well established fact that the merchant, who simply hands out the goods asked for and who never attempts to introduce new lines or suggest others than those actually requested, will never make an outstanding success in the grocery business.

Recommends Particular Brands for Different Purposes

"There are a lot of people who ask us for milk, saying that it is for babies," said W. R. McCaw, Roncesvalles Ave., Toronto. "In that case I always give them — brand, because I believe it to be the best for that purpose, and because I know that a good many doctors advise that brand for the feeding of babies, that the customer will probably have a hazy remembrance of something of the sort, and will be better satisfied to get that brand. If there is no mention of it being used for baby food I always suggest —, which is known to my customers through advertising.

"This is the brand I sell the most of. I stock both these lines in five case lots. I also stock —, another widely advertised line, but I buy it only by the dozen."

"Are you prejudiced against the quality of this latter brand?"

"No, I suppose the quality of these lines is about the same, but this particular brand I refer to costs slightly more, and I can see no advantage in selling it. In fact I only keep a very light stock of this line, buying it a dozen at a time."

This shows once more that the retailer selects the brand.

"What would you do when customers ask for this line?"

"Very few customers do ask for it in a very decided way. They usually ask for a can of milk, and then maybe as a sort of afterthought suggest the name."

The conversation often runs something like this when the customer asks for a tin of milk.

"—?" I say.

"Yes, I suppose so," and then as a kind of afterthought, after I have had the opportunity to show her a tin of the brand I favor, "Have you any —?"

"Yes, we have it in stock."

"Do you think it is any better?"

"It's not a bit better, madame. It has been advertised fairly extensively of late; that has a tendency to make people think it may be better, but I don't think it is. I'll give you a tin if you wish and you can see for yourself."

"No, perhaps I had better have this kind," is her reply.

"You see, we actually let the customer decide the matter, but we give her a little argument that in most cases has the effect of deciding the sale. The evidence is, as I said before, in the fact that we buy the one brand by the five cases and the other by the dozen."

D. McLean, Roncesvalles Ave., Toronto, carries three brands of milk, and distributes the sales pretty well among them.

"If the customer merely asks for milk, I ask whether she wants sweetened or unsweetened, and I give her one or other of the brands that meets her requirements."

"Do you sell —. It is a line that is prominently before the public?"

"No, I stocked it for a while, but found no advantage in having it, so I have discontinued stocking it, and where it is asked for, suggest one of the other brands instead, and have little difficulty in selling them."

His Advice Based on Knowledge

James L. Hewson, Oakville, Ont., states that the bulk of his sales are in —. When asked what was the reason for this, he stated he believed it was the line that would best suit his customers.

"If my customers ask me if it is good," he stated, "I tell them that it is the best value for the money, and the line most likely to please. I know it is good, because I always use it myself when on hunting trips, and have found it very satisfactory. That argument is usually sufficient to make the sale, and I push it because I do believe that it will give the greatest satisfaction, and my experience with the sales I have made in this way, is that the customer actually has been pleased, and in the great majority of cases becomes a more or less regular user of this line."

Changes the Brand Sold

H. Smith, Oakville, has been in his present store for two and a half years. When he took over the store, he found

that — was the big seller. In fact, practically all of his sales were in that line. It had been well introduced to his trade by his predecessor, and he followed the line of least resistance, and sold it to all his customers asking for milk, though he had two other brands on his shelves, and still has them and the same tins.

"Last fall," he states, "I started to stock —, another line offered to me. I tried it and convinced myself that it was a good one. So when a customer came in and asked for a tin of any other line, I usually pick up a tin of — and show it to her. 'Did you ever try this?' I ask. 'I have used it, and think it is about the best on the market, and I am sure it would please you.'

"In the great majority of cases the customer takes the suggestion at once, and becomes a steady user of that line. In fact, the bulk of my sales now are in that line. I sell five cases of it, to one of the line I formerly featured. I think this is good business, and I will certainly never go back to some of the lines I have carried in the past."

A Question of Profit

Spencer Smith, Burlington, Ont., sells two brands of milk in about equal quantities.

"I also carry —," he said, "but sell it in very small quantities."

"How do you account for that?" he was asked. "It is a well-advertised line, and is being extensively sold by many merchants."

"There's not enough profit in selling it, so there is no reason to push it, and I don't do so. If people ask for milk, I sell them one or other of the brands I carry that show me a better profit."

A. Anderson, Princeton, Ont., stocks three kinds of prepared milk. He states that it is his custom to give the customer —, unless some very definite desire is expressed for another brand. He does this because he believes it to be as good a brand as any, and he is able to sell it on his personal recommendation.

These interviews show very clearly that the retail trade, generally speaking, show preferences for certain brands of goods for various reasons. Practically every brand referred to above has been given considerable general publicity, which helps the dealer very much in getting acceptance readily from the customer. But from among the brands offered him, he chooses one that he buys in large quantities. This is the one that the majority of his customers take home with them and use.

OSHAWA, ONT., ADOPTS UNION DELIVERY

Most of the grocers in Oshawa, Ont., are going into a general delivery system. One man will take over the delivering of all grocers, deliveries to be made at certain set hours in the day. They anticipate they will save considerable money by adopting this system.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

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DON'T FORGET THE WINDOW CONTEST

THE time limit for the window contest for clerks is drawing to a close. It will be necessary to have your window photographed, and mailed to this office promptly.

This contest is aimed to help the store. Therefore, not all the points will be awarded for the artistic nature of the display, but the matter of the actual selling value will be a point that will bulk largely in the decision. The window that helps you sell the most goods may be the window that wins the prize, and you win both ways. In any event, it is worth trying.

Send in the photo and tell us of the results it obtained. This is part of the conditions of the contest.

CANADA'S FOOD CONTROLLER PASSES

THE sudden death of the Hon. W. J. Hanna came as a great surprise and grief to the people of Canada. He was the first Canadian to fill the unthankful position of Food Controller. He managed to energetically conduct the duties of that office without entailing any enmities, no small achievement in itself. There were plenty of people who disagreed with the actions of the department under his control. Some of these disagreements were possibly well found,

some were the result of a lack of understanding of the necessities of the case. It was a thankless office, and it is well that it is practically a thing of the past. The Hon. Mr. Hanna was a big man in every way, and he gave the best he had to his country, in his service, and of his own blood. He will be remembered with gratitude.

THE DAY OF THE CANADIAN MANUFACTURER

THE Canadian manufacturer of foodstuffs is facing his day of opportunity. He is getting back to the place where he is not hampered on every side by the scarcity of essential materials, and he is putting his products on a market in a large measure free from competition.

Canada has been an enormous purchaser of vast varieties of foodstuffs from the United Kingdom, but for the time being that competitor has ceased to be a factor. Great Britain's needs are so great, and her difficulties are so many, that it may be many months before she is again a large factor on this market. It is the chance of the Canadian manufacturer to assure his market by establishing in the minds of the people the essential point of the quality of Canadian goods. He has a practically free hand, and with the opportunity well used there is little to be feared from future competition. His opportunity is here and now.

DAYLIGHT SAVING

THE Retail Merchants' Association of St. John, N.B., has put itself on record as strongly favoring a return to the daylight saving plan, this summer. This is only one of a thousand mercantile and commercial interests that are keenly in favor of this plan. The farmers, for reasons best known to themselves, are opposed to the measure and are taking vigorous steps to oppose it. There may be trifling inconveniences to those on the farm, but they do not appear to be over burdensome, nor in any way insurmountable. If he cannot get on the land before a certain hour, it surely cannot make any material difference if the clock says that it is an hour later than his accustomed time.

To the worker in the city, the change was a real boon; it meant a long, bright evening after the day's work, with a real chance for diversion, or for work about his garden.

It caused no real harm to anyone and it made for the comfort of a large majority of the people.

With the United States having adopted the system, it will mean that the Canadian railroads will either have to adopt the new time, or subject their patrons to serious inconvenience. There certainly do not appear to be many reasons for discontinuing an improvement once adopted.

Bank Would Assist Merchants to Meet Competition of Mail Order Houses

From "The TELLER." Issued by the Sterling Bank

AN important part of the bank's clientele in a small town are the local merchants. Their business is good business for these reasons. Firstly, it is profitable. Secondly, the local merchant deals with many of the bank's customers in the big cities—and profitable banking transactions are the result. Thirdly, the merchant fills an unusual position in the small community's life. His business opinions as a rule carry weight. The fact that he himself uses a certain bank's services influences other people to go to the same bank. It is therefore doubly important that every branch manager should win the merchant's friendship. And he can do this most effectively by helping the merchant solve his merchandising problems.

To-day the biggest problem facing the small town merchant is the mail order house. He looks upon it as a giant octopus, which will some day squeeze the life out of his business. The big, aggressive mail order houses catalogue not only every farmer but every prospective purchaser. To-day you cannot go into a single community in Canada where the services of the mail order concerns are not available. Indeed, so keen has competition become that for the past few years the retail merchants have been crying out and demanding that mail order houses be legislated out of existence.

Must Give Service

Every banker must realize that this is an impossible, indeed a retrograde step. Three things have built up the mail order business to its present stay positive—low prices, variety of goods, dependable service. Those three factors are the very breath of competitions in merchandising. The concern that falls down in any one of them, whether it is a retail store or a mail order house, is a concern that will eventually go to the wall. It is every banker's duty therefore to impress upon local merchants that they must answer the competition of mail order houses with three weapons.

True, the small merchant has not the same chance of buying at so low a price as do the mail order houses. He has to deal with a jobber, whereas they deal direct with the manufacturer and buy at jobber's prices. But he can show a great deal more keenness in his buying than he displays to-day. He can point out to the jobber, for example, that the mail order houses are invading his territory; that the jobber should give him advantageous prices from time to time so that he can "Put on a Special" which will convince the local people that there is nothing to be gained by buying "Out

of town." In this way both the jobber and merchant will be protecting their business.

The Merchant's Advantage

On the other hand, the local merchant has important advantages over the mail order house. He is immediately at hand. His goods can be inspected before purchase. He can put a personal touch into his transactions. He can show his customers that his goods, too, come from the big cities. Pressing these advantages home—at every opportunity, upon every customer—is a better answer to mail order competition than holding up his hands in despair and calling on the gods to witness his ruin.

Getting Farmer to Pay Cash

There is another suggestion that the banker can make to his merchant clients. The average farmer regards the retailer in his own town as one upon whom he can lean when accommodation is required, as one who, for example, can take butter and eggs off his hands in exchange for goods. This condition exists and has existed for years, and in addition to this burden the retailer is expected to carry the farmer from crop to crop—himself being compelled in turn to seek accommodation from his jobber in the way of dating. This is a ridiculous situation to-day because the farmer is educated to cash payment—he actually pays cash in advance to the mail order houses. Why, therefore, shouldn't the local merchant begin to refuse this accommodation? All's fair in business. "Mr. Farmer," he shall say, "I've been on this spot serving you for years. I've given you many favors. But you make your most important purchases by mail—pay cash in advance. Now, surely, it is only fair that you pay me cash in advance also for the small purchases you now make here. Every time I pay cash the jobber gives me a discount of 2 to 5 per cent. Each year he allows me also 9 per cent. for prepayment of my bills. You pay me cash and I'll turn this advantage over to you. Both of us will be better off."

The Community Aspect

The merchant is too important a customer of the bank for any branch manager to overlook the problem of mail order competition. Then again there is a community aspect to the question.

Were the retail mail order houses called upon to support every public enterprise in all the towns in which they sell goods as all the retailers do, and are expected to, a considerable hole would be made in their profits. The more the farmer and local community patronize the retail mail order houses

Bank Magazine Urges That Bank's Interests Lie With Small Town Merchant—Must Help Them Meet This Outside Competition — The Farmer Must Give Retailer a Fair Deal —The Banker to be the Go-between.

just by that much do they retard the building up of their home town, and if the present expansion in this way of trading is kept up, it is not hard to vision that this short-sighted policy will eventually result in the practical elimination of the small town.

Banker Should Favor Retail Store

The banker should induce his farmer customers to see that they are deliberately, for the sake in many instances of a very small difference in price, and in a great many cases none whatever, destroying the advance in price of their greatest asset, namely their farm lands. He should urge them to use the mail order houses only to procure from them such commodities as they cannot get from their home merchant. With the increase in the volume of business done by the country merchant which would naturally result by this action on the part of the farming community, the overhead charges of conducting a store would be less in proportion and with the cost of selling goods materially reduced, a closer pricing of merchandising would naturally follow.

FOOD CONDITIONS ON BRITISH MARKETS

Continued from page 27

for spawning, April, is the worst time for getting North Sea haddock.

The Food Controller announces that Government control in Ireland of prices and distribution of imported bacon, hams and lard will be suspended on March 31, but that this decision does not affect bacon, hams, and lard produced in Great Britain or Ireland.

Cheese to be Decontrolled

It is likely that cheese will be released from Government control at an early date.

One Government Department Prosecuting Another

A prosecution under the Foods and Drugs Act in London, Eng., has revealed the fact that people are in many cases paying 60 cents a pound for Government butter which contains more than the legal limit of water. A letter was read in court from the Ministry of Food saying that the butter in question was Government butter invoiced through Government agents and sold in good faith by retailers as such. The case, therefore, resolved itself into one Government department prosecuting another for not complying with the provision of the Foods and Drugs Act. The Minister of Food therefore asked that the case be withdrawn.

There have been previous cases of Government margarine containing more than the legal quantity of moisture.

ST. JOHN MERCHANTS HAVE SUCCESSFUL YEAR

Retail Merchants' Association of Maritime City Shows Marked Increase

A busy and successful year was reflected in the reports submitted at the annual meeting of the St. John, N.B., branch of the Retail Merchants' Association, and the interest displayed gives promise of results at least as satisfactory for the coming year.

In his annual report, the secretary, T. F. Drummie, showed that every branch of the association's undertakings had been most successful and that a large increase in membership had taken place during the year. He urged the executive to take a more active part in public affairs of a nature beneficial to the community generally as well as to the merchants in particular.

The secretary of the dollar day committee reported that two dollar days had been held, on February 21 and August 21, and that both had been highly successful.

The report of the treasurer, M. E. Grass, showed the finances of the association to be in satisfactory condition.

The provincial secretary, Miss F. P. Alward, reported that all the larger firms in the city are taking an active interest in the work of the association and are co-operating heartily with the provincial branch.

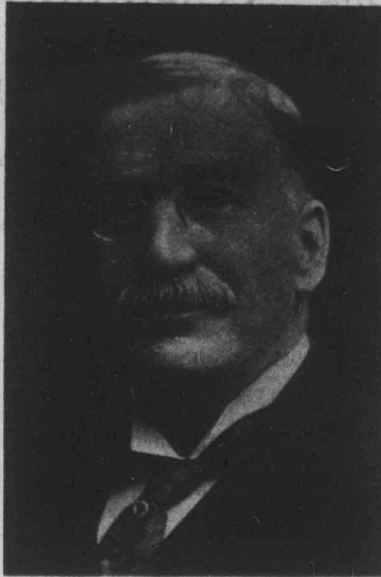
The association went on record in favor of the holding of a peace carnival in St. John during the summer or fall months.

A resolution in favor of daylight saving, copies of which were ordered sent to Sir Thomas White, the city's federal representatives and to the secretary of the Dominion association, was passed, as follows:

Resolved, that inasmuch as daylight saving has proved itself of great advantage to the business community; enabling employees of stores and other workers to have the benefit during the summer months of some 180 hours of free daylight for recreation—equalling eighteen full days of ten hours each added to their holidays and at no cost to any one;

Therefore resolved, that the Retail Merchants Association, St. John branch, endorse the continuing of the daylight saving movement and hereby petition our Government to so enact for the year 1919.

Officers elected for the year 1919 were as follows: honorary president, A. O. Skinner; president, F. W. Daniel; first vice-president, A. N. McLean; second vice-president, S. E. Fisher; third vice-president, J. H. Vaughan; treasurer, M. E. Grass; secretary, T. F. Drummie; advisory board, G. M. Ross, H. Mont Jones, D. J. Barrett, J. H. Marr, K. D. Spear, William Hawker, Harry Warwick, C. H. Smyth, S. E. White, J. A. McKay, F. A. Dykeman, T. A. Armour, A. A. McIntyre, S. C. Young, H. W. Risin, R. E. Werk, W. E. Ward, I. Chester Brown, B. R. Macaulay, H. H. Scovil, S. C. Webb, S. S. Francis, G. W. Morrell and G. C. Emerson.



J. A. BANFIELD, WINNIPEG
Elected president of the Dominion Executive Council of the Retail Merchants' Association in Ottawa last week.

DOMINION BOARD WILL MEET IN VANCOUVER NEXT YEAR

The aims of the Retail Merchants' Association were outlined by speakers from the various provinces at the banquet held Tuesday night.

The part played by the Dominion in the

great struggle just concluded was touched upon, as was the question of a lower tariff by Mr. Coulson, of Regina.

A big excursion of the association will take place next September, when delegates will take a trip to Vancouver, where the next session of the Dominion board is to be held.

B. C. MANAGER FOR PAPER HOUSE DIES SUDDENLY

Vancouver, B.C., March 25—Special.—E. A. Baker, British Columbia manager of the J. C. Wilson & Co., Ltd. wholesale paper distributors, died very suddenly this morning. He was born in Cornwall, Ontario, sixty years ago and was one of the founders of the Baker-Leeson Co. in 1902, which later became the R. W. Leeson Co., then the Leeson, Dickie, Gross and Co., and later still became the Western Jobbers, Ltd. At one time Mr. Baker worked for Oppenheimer Bros. He has been a manager for Wilson Co. since 1904. He was thirty-second degree Mason, a prominent Oddfellow and a Presbyterian.

PACKAGE GOODS ORDER WITHDRAWN

Licenses for the sale of breakfast foods in packages of less than twenty pounds are no longer necessary. The order-in-Council of October, 1917, making such licenses compulsory, has been rescinded.

Canada's Enormous Fire Waste

Dominion Commissioner Speaks of Canada's Carelessness in Regard to Fires—A Condition That Could Be Remedied—Credit Men Favor Daylight Saving

"IN all Europe the fire loss is only 33 cents per capita, while in Canada it is \$4.25 per capita," stated J. Grove Smith, Dominion Fire Commissioner, speaking before the Canadian Credit Men's Association at the Hotel Carls-Rite, Toronto, on Tuesday evening.

"With the cessation of war every country in the world is faced with economic conditions that are shaking them to their foundations.

"We have been careless of the wealth that we have been endowed with. We have allowed our forests to be ravaged by fire time and time again by human carelessness.

"We cannot continue as a people in our indifference to the enormous fire waste in the Dominion. The fire waste in European countries does not compare with that in Canada. In all of Europe the loss is only 33 cents per capita, while in Canada the loss is \$4.25 per capita.

"We will have to compete with Germany and Austria and the Central Powers in the open trade markets, and will have to beat them just as we did on the plains of France, and we cannot do it while we have the heavy taxations, the result of fire loss."

Suggested Change in Criminal Code

The speaker referred to the proposition that the criminal code be amended to read along these lines: "Any person who causes fire by being negligent is guilty of an indictable offence and liable to be arraigned before the proper courts to be further dealt with."

He stated that his department could reduce the fire waste in the Dominion, in three years, by fifty per cent., if given a free hand. He attributed considerable slackness of the fire laws to political "pull."

Five or Six Fires Represent Bulk of Loss

The large fire waste in Canada, he stated, was not the result of fires that occurred in ordinary homes, but from large fires in business sections. He also stated that 75 per cent. of the total loss of fire could be laid at the door of five or six fires in a year.

Endorse Daylight Saving

J. F. Monypenny moved a resolution, seconded by J. Bowman, that the daylight saving plan be adopted by the Dominion to run concurrently with the dates set by the United States. The resolution was passed by the association, and forwarded to Sir Thos. White, Acting Premier, by telegraph.

CURRENT NEWS OF THE WEEK

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

MARITIME

Mrs. John W. Munro, general merchant, Five Fingers, N.B., has suffered loss by fire.

J. E. Bitten, after a year in Winnipeg and the coast, is again on the road in Nova Scotia for Moirs, Ltd., Halifax.

W. G. Scovil of St. John, and Howard Ryan of Hampton, have formed a partnership and will open a cash grocery store in Hampton, N.B.

Allan A. McIntyre, who is associated with his father, Peter McIntyre, retail grocer, has returned to St. John, after spending seven weeks in the Western provinces and on the Pacific coast.

QUEBEC

V. Bouthillier, 24 Maguire street, succeeds J. Soucy.

Z. Legare, grocer, Montreal, has sold out to J. Beauregard.

J. H. Mondor, 589 Galt Street, Verdun, has succeeded E. Monette.

J. A. Dagenais, grocer, has moved to 401 Duluth Street, East.

Hammel and Frere, Bordeaux, have succeeded R. Hammelin & Fils.

O. Chevalier, of O. Chevalier and Fils, Joliette, was in Montreal last week.

Arthur Hellyer, of A. Hellyer and Co., Chicago, was in Montreal during the past week.

Trottier and Mainville, 268 Carriere Street, have registered a partnership as butchers.

Joseph Gilbeault, 945 Henry Julien Street, has opened a new store at this address.

Binkley & Fahrner, general merchants, Drumbo, have been succeeded by M. W. Binkley.

A. and R. Atkinson, general merchants, Mitchell Square, have sold out to Atkinson.

H. P. Merrick & Son, general merchant, Mitchell Square, has sold out to T. G. Love.

Mr. Irwin, a director of Irwin, Harrisons and Crosfield, Inc., Philadelphia, was in Montreal last week.

V. Olivier, retail provision and fish dealer, Sherbrooke, Que., was in Montreal this week on a buying trip.

Mrs. L. Pothier has moved her stock to 343 Marquette Street, where she recently bought the stock of O. Cousineau.

ONTARIO

James Tremblay has disposed of his grocery business at 104 Balaclava street, St. Thomas, to John Pressey and his son, Gale, and Ernest Cox. Mr. Pressey and son reside southwest of the city and have conducted a milk route in St. Thomas for a number of years. Mr. Cox, the other partner, has been in the employ of Mr. Tremblay about nine

years. Mr. Tremblay has been in business at his present stand for fifteen years, and built up one of the largest grocery businesses in the city.

The store on Main street, Palmerston, now occupied by Alfred D. Symons, has been sold to Zurbrigg & Son, who will move their grocery stock to the new premises in the near future.

W. Dunlop Stewart has returned from France and is resuming his duties with Wm. B. Stewart & Sons, Toronto, sales agents for the Hamilton Cotton Co., Ltd. Mr. Stewart served in the ranks for nearly two years. The wholesale trade particularly will be glad to welcome him back again.



JOHN E. TURTON, MONTREAL
Canadian Representative for Austin, Nicholas & Co., New York, and Geo. Mollison & Son, Aberdeen, Scotland.

TO SELL SUNBEAM LINES

John E. Turton, manufacturer's representative, Montreal, has taken the agency for Austin, Nichols & Co., Inc., New York, importing and exporting grocery specialists. Mr. Turton will, it is understood, represent this firm in Canadian territory.

Mr. Turton has also been appointed as Canadian sales representative for George Mollison & Son, Aberdeen, Scotland. The principal line made by this firm is that of potted meats, etc.

WESTERN

E. A. Ord, grocer, Moose Jaw, Sask., is selling out.

B. Rattee, general merchant, Brownlee, Sask., has sold out.

U. Stephen, grocer, Edmonton, Alta., has been succeeded by C. M. Clark.

E. E. Neale, Winnipeg, has been succeeded by C. L. Poustie.

Richard Marvin, general merchant, Pope, Man., has sold to B. E. Hardy.

J. Asbell, general merchant, Moreland, Man., has been succeeded by E. W. Byers & Co.

Johnson Walker, Limited, Edmonton, Alta., are closing out their grocery department.

Horace Atkins, takes over on April 1 the grocery business of W. B. Cort, Daphin, Man.

Mrs. W. Aexander, general merchant, Innisfail, Alta., has been succeeded by E. Alexander & Co.

Raymond Bros., general merchants, Aneroid, Sask., has sold out.

Hornstein & Goldman, general merchants, Bengough, Sask., have dissolved partnership.

B. J. Beach, general merchant, Consort, Alta., has disposed of his business to H. A. Sanderson.

E. P. Magowan, manager at Saskatoon for Donald H. Bain Co., was a visitor at head office, Winnipeg, last week. A. J. Chalmers, the Vancouver manager, visited Winnipeg this week.

New Goods Department

White Swan Spices and Cereals Ltd., Toronto, are again putting out their Wheat Flakes, and in an attractive round package. This is an hermetically sealed tube, the label being in red, white and



blue. Wheat Flakes are wheat rolled into thin flakes, and are used as a breakfast porridge. The company point out the tube package in color makes an attractive one for the shelf or display.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THERE appears to be a generally improved feeling among the trade, business generally showing a considerable improvement. There are some lines that have been brought startlingly to the fore during the week. Notably is this the case in butter, where there have been advances of upwards of 5 cents a pound, with no indication of any tendency toward recession. American buyers are on the Canadian market replenishing their stocks, and this substantial buying movement in the face of general stocks already none too ample has forced the market upward rapidly. Beef and lards and shortening are also showing advances as a result of strong export buying.

MONTREAL—Many advances are made this week in the markets here. Coffee, which has shown firming tendencies, has gone up one cent per pound all around. Custard powder is advanced ten cents a dozen. Laundry blues are up, and new pack lobster is being booked at much stiffer prices than those obtaining last year. Nuts are steadily firm, and even peanuts are firmer at producing points. Dried fruits are firm, and some expect advances to be made for prunes, while raisins are scarce and high. Evaporated apples and peaches and pears are also firm. Coffee essence is higher in each of three sizes. Hay has advanced one dollar per ton, and oats are up in some grades five cents over last week's figures. In the vegetable list carrots, parsnips and onions are higher.

Among the declines registered is one for soap powder and several for spices of various kinds. Rosin is down one cent. Corn syrup is very firm, due to the high price obtaining for corn, and advances may come. Rolled oats are selling at an unchanged price, but with the market for oats strong, some expect an advance to be made.

TORONTO—There is a markedly stronger feeling this week in both tea and coffee. Well-posted authorities state that

present prices of tea do not represent the present market value within three cents a pound, and there is a reasonable likelihood that advances will be the order of the day before long.

The coffee situation that has been unsettled for some time has finally become active, the advances that had been anticipated for some time past become definitely effective this week, showing a general advance of about 3 cents a pound on all grades. This is due to the fact that stocks have been practically exhausted, and that handlers are now working on new importations. Cereals show a somewhat stronger feeling, also cornmeal and hominy registering advances. Rolled oats remain at the same figures, though there are indications that advances are coming, as present prices do not reflect the grain market. There are some new arrivals in fruit and vegetables, Florida tomatoes and celery are arriving now in good quantities and in fine quality. In fruits, bananas, oranges and grapefruit show an upward tendency. Coconuts have appeared on the market.

WINNIPEG—There has been an active demand noted for coffee on this market, and there is the possibility of advancing prices in the near future. Tea, too, is showing a much firmer feeling than has been the case for some time to come, as wholesalers realize that stocks available are becoming light owing to light imports. Dried fruits are selling well, and at figures that do not represent market conditions, the stocks offering being those of fall contracts that could hardly be replaced at present selling figures.

There is an uncertain feeling in canned goods. Some dealers are anxious to unload stocks, while others are confident that higher prices will be the order of the day later in the season. There is only a very light demand for beans, but rice shows a considerably improved feeling.

Mill feeds have advanced \$2 per ton.

The Manufacturers' Agents Section

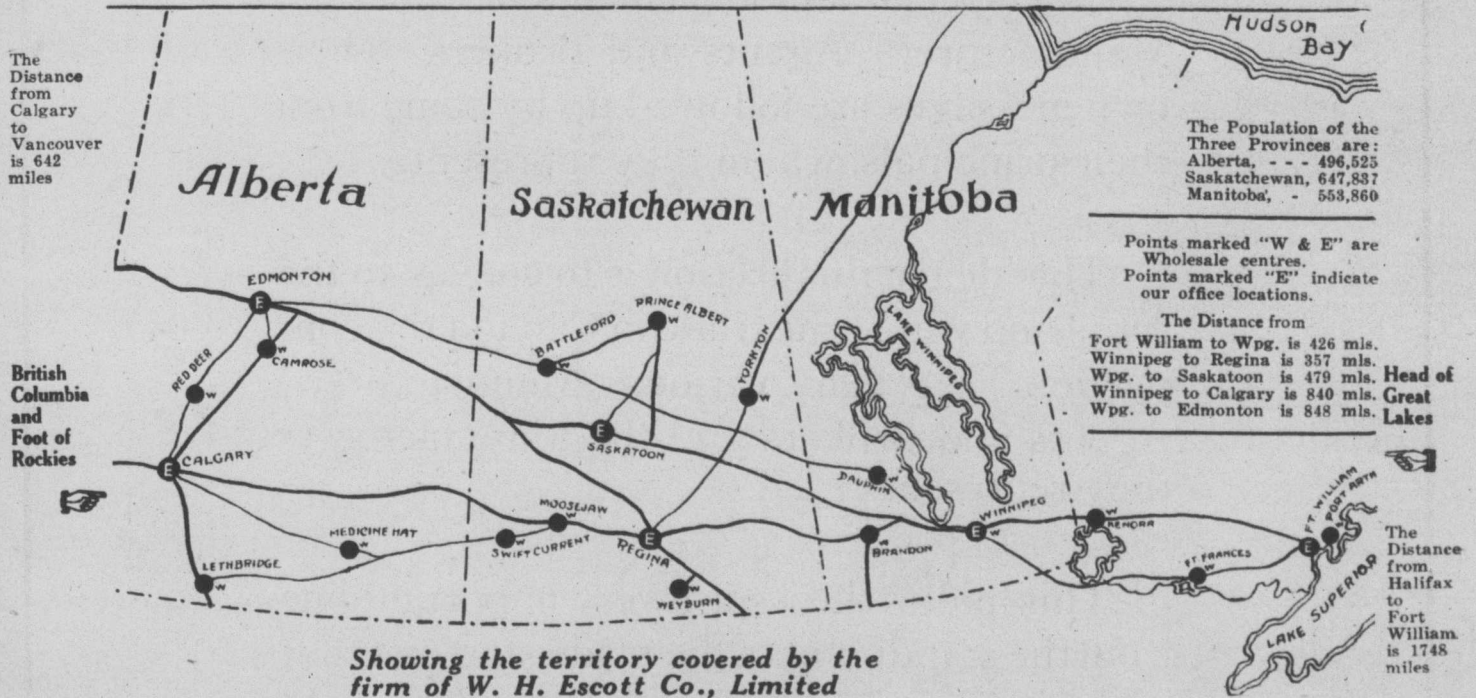
THE section following is devoted chiefly to the special announcements of Canadian Manufacturers' Agents and Brokers. Their own messages are followed up by some from their principals, whom they represent.

The idea of this section is to convey to the retail and wholesale trade in Canada the connection between various Manufacturers' Agents and Brokers and the Manufacturers they represent.

This makes the issue a very important one from the standpoint of the trade, and one that both the retail and wholesale trade should keep for reference purposes. Frequently retailers are interested in securing information on the products of a certain manufacturer, but do not know his address or where the line can be purchased. The announcements in the following section will be a splendid help in cases of this kind. Don't forget to file this issue where it can be got at easily at any time.

W. H. Escott & Co. Have Six Big Houses Covering the Western Field

A Live Organization with Representatives Calling Upon the Wholesale Trade in all the Large Centres. "Aggressive Service" Their Motto.



MANUFACTURERS contemplating a vigorous selling campaign in the markets of Western Canada should consider the advantages of connecting with a well established and well regarded firm such as W. H. Escott & Company.

Since its inception this big firm of Wholesale Grocery Brokers, Manufacturers' Agents and Importers has steadfastly adhered to the policy of a square deal to every client. The men

who are to-day directing the policy of the company are energetic and far-sighted business men who are determined to give the firms they represent the very utmost in resultful service. Those who have had dealings with W. H. Escott & Company in the past can rest assured that the present management will carry on the business in the same courteous and practical manner as formerly.

New firms who are breaking into the Western field will find it difficult to secure better representatives than the W. H. Escott Company. The strategic location of their houses—illustrated on the map appear-

ing above—their recognized prestige in Western business circles, their big staffs of experienced, hustling salesmen—these are factors well worthy the consideration of the man who is anxious to introduce his product to the West under the proper success making auspices.

The W. H. Escott Co. will be glad to communicate with any manufacturer who is planning on entering the Western Canada markets. A post card request addressed to W. H. Escott Co., 181-183 Bannatyne Ave., East, Winnipeg, will bring all particulars by return mail.

TIGHT BARRELS AND KEGS

The Best Food Containers

Pork Barrels and Half Barrels
Lard, Oleo and Compound
Tierces
Fish Barrels and Kegs
Oil Barrels
Beer Kegs



Cider Barrels and Kegs
Vinegar Barrels and Kegs
Pickle Barrels and Kegs
Glucose, Syrup and
Molasses Barrels and Kegs

Established 1872

The Charles Mueller Co., Limited

Waterloo - Ont.

Western Representatives: W. H. Escott Co. Ltd.
Winnipeg, Fort William, Regina, Saskatoon, Calgary, Edmonton

British Columbia Representatives: Oppenheimer Bros.
Vancouver Victoria Prince Rupert

Eastern Representatives: B. C. Woodworth, Halifax, N. S.

O'LOANE, KIELY & CO., LTD.

VANCOUVER, B. C.

Wholesale Grocery Brokers, Manufacturers Agents and Distributors

We offer first-class Intelligent and Reliable Service.

25 years' experience in Wholesale Grocery and Kindred Lines.

WE HAVE experienced specialty Salesmen; Free and Bonded Storage Facilities and Trackage.

We have Reliable Brokerage Connections in every Wholesale City in Canada and in many United States Cities.

WE SOLICIT RELIABLE ACCOUNTS

Import and Export Departments

IMPORTERS—Specializing Oriental produce, including Beans, Peas, Seeds, Rice, Tapioca, Spices, Tea, Coffee, Ceylon Cocoanut, Peanuts, Walnuts, Sulphur, Kauri Gum, Hemp Oil, Cocoanut, Peanut, Cottonseed, Soya Bean, Castor, Chinawood Oil, Fish Oil, Australian Mutton; Packers' By-Products, including Tallow, Grease, Lard, Sausage Casings, Hides, etc.; Cordage, Glassware, Matches, Raw Materials, etc.; Dried Fruits, Honey, Jams, Fruit Pulp, Australian Currants and Produce.

EXPORTERS—Including Canned Salmon, Herring, Clams, Pilchards, Salt Herring and Salmon in barrels, and other Cured Fish; Canned Milk, Canadian and American Canned Fruits and Vegetables, Dried Fruits and Vegetables and other Food Products, Paper, Pulp, Lumber, Box Shooks, Potatoes, Apples, Beans, Peas, Seeds, etc.

Mason & Hickey's Strongest Advertisement Is the Results They Achieve

This Firm of Manufacturers' Agents Have the Organization and the Equipment for Putting a Line on the Market to Stay

IT is not necessary to tell the average man in Western Canada anything about the standing and ability of this thriving Western business. The prestige they enjoy with the manufacturers whom they represent from Fort William to Victoria speaks well for their capability and integrity.

Mason & Hickey realized from the first the big field awaiting an organization sufficiently big and capable to put manufacturers' lines on the Western markets to stay. And they built their business accordingly. They secured a large staff of experienced and courteously aggressive detail salesmen to whom was entrusted the actual selling of the goods they represented. Sometimes a jobber was not inclined to handle certain of these lines but he was soon led to see their selling possibilities through the fact that retailers were sending in orders for that particular line as a result of business developed by the Mason & Hickey salesmen.

With a chain of offices stretching right across Western Canada from the Great Lakes to the Pacific coast, Mason & Hickey are in a particularly well-favored position to give their clients live representation in every part of this rich territory. No other house in the West covers so many large centers and maintains branch houses at so many different points. They have recently opened up a new branch at Fort William, Ont., to take care of their growing business at the head of the lakes.

Manufacturers entrusting their product to Mason & Hickey can look for conscientious service and satisfactory results. This firm is always open to entertain new lines where such do not conflict with those they already handle, a list of which is appended.

ARBuckle Bros. New York, N.Y.	FEDERICO GARRET & CO. Malaga, Spain
GREEN COFFEES.	OLIVE OIL.
BORDEN MILK CO., LTD. Montreal, Que.	HARPER PRESNAIL CO., LTD. Hamilton, Ont.
CONDENSED AND EVAPORATED MILK.	PATHFINDER, IRENE AND ELK CIGARS.
BRODER CANNING CO. New Westminster, B.C.	INGERSOLL PACKING CO., LTD. Ingersoll, Ont.
CANNED GOODS.	LARGE ROYAL OXFORD, INGERSOLL CREAM,
CALIFORNIA PACKING CORPORATION..... San Francisco, Cal.	PIMENTO AND CHILI CHEESE, AND BEAVER BRAND
Griffin & Skelley Co., Division.	MEATS.
CANNED AND DRIED FRUITS.	W. K. KELLOGG CEREAL CO.
C.F.C.A. Division.	Toronto, Ont., and Battle Creek, Mich.
DEL MONTE CANNED FRUITS AND VEGETABLES,	CORN FLAKES, KRUMBLES, ETC.
CATSUP, DRIED FRUITS, RAISINS, ETC.	KELLY CONFECTION CO., LTD. Vancouver, B.C.
CANADA STARCH CO., LTD. Montreal, Que.	MOLASSES.
FACTORIES—CARDINAL, BRANTFORD AND FORT	KING BEACH MFG. CO., LTD. Mission City, B.C.
WILLIAM—STARCH, SYRUP, GLUCOSE.	JAMS AND JELLIES.
CANADA NUT CO., LTD. Vancouver, B.C.	W. S. LOGGIE CO., LED. Chatham, N.B.
SQUIRREL BRAND PEANUT BUTTER.	BLUEBERRIES, CODFISH AND LOBSTERS.
CREAMETTE CO. Minneapolis, Minn.	MANFORD SCHIER Dunnville, Ont.
CREAMETTES, MACARONI, VERMICELLI, SPAGHETTI	EVAPORATED APPLES.
AND EGG NOODLES.	NATIONAL LICORICE CO. Montreal, Que.
CRESCENT MFG. CO. Seattle, Wash.	LICORICE.
MAPLEINE.	NICHOLSON & BROCK Toronto, Ont.
CROWN BROOM WORKS, LTD. Vancouver, B.C.	BIRD SEED AND GRAVEL.
BROOMS, WOODENWARE.	PROCTOR & GAMBLE DIST. CO. OF CANADA, LTD.,
DOMINION SUGAR CO., LTD. Chatham, Ont.	Hamilton, Ont.
FACTORIES — WALLACEBURG, CHATHAM AND	CRISCO, IVORY, GOLD, LENOX, THE P. & G. WHITE
KITCHENER — GRANULATED, LUMP, ICING AND	NAPHA SOAP, SOAP CHIPS, SOAP POWDERS,
POWDERED SUGAR.	COTTON SEED OIL AND FLAKEWHITE.
D. URQUHART Hensall, Ont.	WM. ROGERS & CO. Denia, Spain
WHITE BEANS.	VALENCIA RAISINS.
ESSEX CANNING & PRESERVING CO., LTD. Essex, Ont.	W. A. TAYLOR Winnipeg, Man.
CANNED GOODS.	HORSE RADISH.
FOSTER & HOLTERMANN, LTD. Brantford, Ont.	THORNTON & CO. Malaga, Spain
"PRIDE OF ONTARIO" HONEY.	MALAGA RAISINS.
GORMAN, ECKERT & CO., LTD. London, Ont.	J. H. WETHEY, LTD. St. Catharines, Ont.
OLIVES, SPICES, EXTRACTS.	JAMS, BULK AND PACKAGE MINCEMEAT.

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead

—
*When buying
 insist
 on this brand*

Canada Food Board License No. 14-128

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

\$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay \$1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

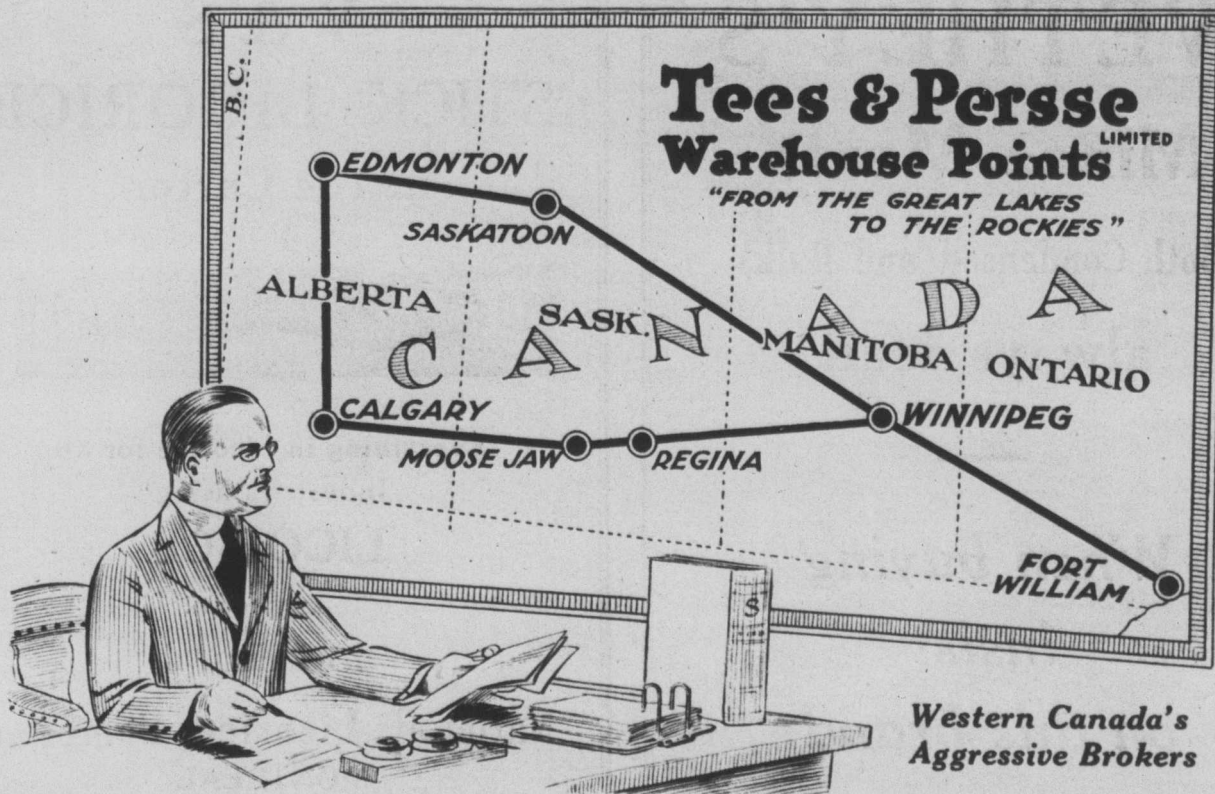
Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,300 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,300 and more likely places—remember that. No other single newspaper in the world gets into 5,000 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.
 153 UNIVERSITY AVENUE, TORONTO



Western Canada's Aggressive Brokers

Tees & Persse Distribution

Seven warehouses, totalling 31 acres of floor space, extending from the "Great Lakes to the Rockies." Each warehouse is located in a centre of population and radiating from these warehouses are the benefits and influences of individual selling staffs. Thirty-six years of progressive effort has built our organization to such a point of efficiency that the following comment was made by one of our American clients—a very large organization—"We always consider Tees & Persse as being the most aggressive brokers in Canada—and this is proven by the results they have obtained for us." Operating from Winnipeg are eight missionary and promotion men.

Your Products In Canada

We are essentially brokers and with an organization such as ours we could put any pressure you may desire upon the field. A quick intensive selling plan or the longer and more thorough educational plan. You would have the equivalent of 7 selling organizations—one in each section shown on the map. Is there a field for your product in Canada? Let us give you some actual figures and some of the exceptional information relative to the people of Western Canada.

Your products will be given the stamp of the Tees & Persse quality goods. "Birds of a feather flock together"—where quality is already located you look for additional quality.

Let Us Get Together

To obtain the most thorough distribution and have your products sold by the right men—Tees & Persse organization is at your service. Our knowledge of Western Canada is the result of 36 years of organization building. We have grown with the West—that's progress. Your products need introduction—that's selling. Let us get together.

TEES & PERSSE, LIMITED

Regina
Moose Jaw
Calgary

WINNIPEG

Edmonton
Saskatoon
Ft. William

TOMATO CATSUP

AYLMER BRAND

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

GLASS BOTTLES

8 oz. 12 oz. 17 oz.

2 DOZEN TO CASE

GLASS AND STONE JUGS

1 GAL.

4 TO CRATE

THROUGH YOUR JOBBER OR DIRECT

DOMINION CANNERS LIMITED

HAMILTON, CANADA

Canada Food Board License No. 14-12

RICE FLOUR

*Healthy
and
Nourishing*

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

*Wholesome
and
Nutritious*

Use anywhere from 10% to 20% Rice Flour.

Mount Royal Milling and Mfg. Co., Limited

Agents:
D. W. Ross Co., Montreal

Mills at
Montreal and Victoria, B.C.



Purity
TABLE
SALT

In sanitary cotton bags and handy free-running packages.

You cannot recommend a better salt to any housewife than Purity. For table or dairy use there is no better salt—a fact good housewives are quick to appreciate. You'll get a good margin of profit on every sale of Purity.

THE WESTERN SALT CO., LIMITED
COURTRIGHT
ONT

PURITY BRAND
FREE RUNNING
TABLE
SALT
The Western Salt Co. Limited
COURTRIGHT ONTARIO

ORIENTAL PRODUCTS

Desiccated Coconut, Coconut Oil, Rice, Beans, Preserved Ginger, etc.

Our quotations are very attractive.

Dodwell & Co., Ltd.

Importers and Exporters

VANCOUVER, B.C.

Head Office at Exchange Chambers, St. Mary Axe,
London, E.C., England

Branches at

Hong Kong, Shanghai, Foochow, and Hankow, China. Yokohama, Kobe and Tokio, Japan, Colombo, Ceylon. New York, N.Y., U.S.A. Seattle and Tacoma, Wash., U.S.A. Portland, Ore., U.S.A. San Francisco, Cal., U.S.A. Victoria, B.C., Canada. Antwerp, Belgium.

To Manufacturers and Packers

It is your duty to secure the most efficient sales and distributing organization possible.

We owe it as a duty to you and ourselves to give it. Years of experience in the West enables us to render manufacturers valuable service and guidance in placing their goods both economically and efficiently.

It is not our policy to make extravagant promises but we can give you a service that brings results.

Watson & Truesdale

Regina Saskatoon WINNIPEG Calgary Edmonton

For
Sandwiches
Croquettes
Scallops
Salads
Seasoning



Folder of
Appetizing
Recipes
furnished
with all
Orders

MANUFACTURERS, BLENDERS AND PACKERS OF
FISH PRODUCTS

SCOTCH SNACK

*Something New in a Delicious, Pure,
Appetizing Fish Blend*

with a SNAPPY NAME and CATCHY LABELS—put up in
GLASS.

The Neatest Package on the Market.

RETAILS AT 30c and 50c Ontario,
Montreal and Maritime Provinces; 35c
and 60c Western Canada.

WILL EARN 25% on GROSS SALES.

SEND YOUR WHOLESALER AN ORDER TO-DAY for a
SAMPLE DOZEN OR MORE OF EACH SIZE.

WE WILL GUARANTEE THE SALE or TAKE BACK ALL
UNSOLD SCOTCH SNACK.

ARGYLL BUTE,
637 ST. URBAIN STREET, MONTREAL
Phone East 8271

Ontario Selling Agent :

Walter S. Bayley, 20 Front Street East, Toronto, Main 2226

Western Agents: Watson & Truesdale - - Winnipeg

West, Taylor, Bickle & Co., Limited

Norwich, Ontario, Canada

Manufacturers of

HIGH GRADE BROOMS

of the following brands:

I Carpet, Regina, Earl Grey, Oxford, Extra Carpet, on red or yellow polished handles.

Alberta, 6 Carpet, Gem, 7 Carpet, on selected, oiled handles.

3 Warehouse, I Warehouse, I Cable Corn and Split Hickory, with one or more No. 9 gauge wire band and heavy warehouse handles, suitable for factory use.

REPRESENTED BY

Watson & Truesdale, Winnipeg; Dominion Brokerage Co., Edmonton; W. C. Shaw Co., Montreal, 11 St. Sacramento Street; Fleming & Laidlaw, Halifax, 71 Henry St.



Have No Hesitation

in choosing

'Bluenose' Butter

it always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax . N.S.

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

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

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

CANADIAN GROCER

ADDRESS

143-153 UNIVERSITY AVE., TORONTO

BOOTH FISHERIES CO. OF CANADA, LIMITED TORONTO

PRODUCERS OF

OCEAN, LAKE AND RIVER FISH

Fresh, Canned, Frozen, Salted, Smoked

Let us quote you on the first quality kind that your customers expect, right from the Producer to You.

Plants at Prince Rupert, B.C.; Port Arthur, Wiarnton, Kingston, Ontario; Montreal, Quebec; Winnipeg, The Pas, Winnipegosis, Selkirk, Manitoba.

SARDINES

Canneries at St. Andrews, N.B., and St. John, N.B.

Ask or write any Wholesale Grocer, Distributor or our Representatives:

- R. F. Cream Co., Ltd. - - - - - Quebec
- F. G. Evans Co., Ltd. - - - - - Vancouver
- J. W. Gorham & Co. - - - - - Toronto
- C. A. Munro - - - - - St. John, N.B.
- Watson & Truesdale - - - - - Winnipeg
- Watt & Scott, Ltd. - - - - - Montreal
- Globe Trading Co. - - - - - St. John's, Nfld.

Canadian Sardines Packed for the Canadian Trade.

BOOTH FISHERIES CO. OF CANADA, LTD.

QUALITY AND SERVICE

F. D. Cockburn is known by the Trade from Quebec City to the Rockies

Personality a factor in the success of the F. D. Cockburn Company

F. D. Cockburn, manager of The F. D. Cockburn Co., knows the Western field thoroughly and puts into the work of this thriving organization all the experience and knowledge acquired through years of active participation in the industrial life of the West. Mr. Cockburn's personality, too, is no small factor in the success of this popular Western House.



That the firm of Cockburn is well regarded in manufacturing circles is indicated by the fact that these agents have for years represented such well known firms as:



Pugsley, Dingman & Co., Ltd., Toronto, Ont.; John Taylor & Co., Ltd., Toronto, Ont.; Shurly & Derrett, Ltd., Toronto, Ont.; Quaker Candy Co., Toronto, Ont.; James Epps & Co., Ltd., London, England; W. Symington & Co., Ltd., Market Harborough, Eng.; Peter MacNutt & Son, Malpeque, P. E. Island; Jireh Food Co., Maitland, Ont.; Wm. Edge & Sons, Ltd., Bolton, Eng.; Canada Preserving Co., Ltd., Hamilton; John Bull Mfg. Co., Hamilton.

Reliability and Aggressiveness, a wide connection, a prestige for handling only the highest line of goods—these are the ear-marks of the F. D. Cockburn Co. They are factors worthy the consideration of any manufacturer who seeks a real, live Western Brokerage firm to push his line in this big field.

F. D. Cockburn Co. are now open to receive one or two more lines of quality and will give them the aggressive representation that ensures success in Western territory.

Shurly & Derrett, Limited

1080 Bloor Street West

Toronto

Manufacturers of



Twines of All Kinds

Fish Lines

Clothes Lines

Cotton and Jute Rope

Representatives:

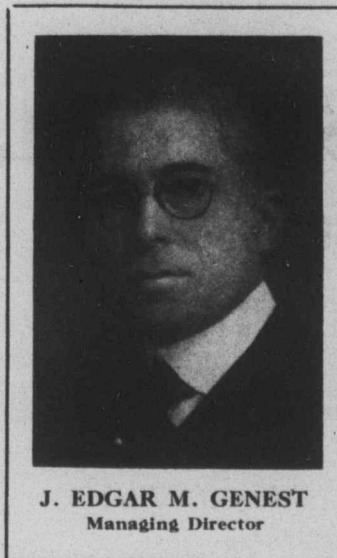
F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg, Man.

A. T. Chambers, 505 W. Hastings St., Vancouver, B.C.

Jas. Brodie, 34 Bank of Ottawa Bldg., Montreal, Que.



J. R. GENEST
Vice-President



J. EDGAR M. GENEST
Managing Director



A. L. GENEST
President

We Want Agencies

Manufacturers—Look—Here

LET US REPRESENT YOU IN THE PROVINCE OF QUEBEC
OUR TRAVELLERS COVER THE TERRITORY THOROUGHLY

We require agencies for the following products:

Canned Vegetables, Fruits, Fish, etc. Also Jams of
all kinds, Preserved Fruits, Flour, Cereals and
Food Products.

Big demand for the above lines in Quebec Province. If you are
interested in marketing your goods in this Province, get in touch
with us immediately.

REFERENCES: ROYAL BANK OF CANADA

*English and French Manufacturers of Foodstuffs—Now is your
opportunity to get on the Canadian market.*

GENEST, GENEST, LIMITED
BOARD OF TRADE BLDG. MONTREAL, QUEBEC

The House of Scott-Bathgate Co., Ltd.

What it stands for

The steady growth and development of our business indicates progressiveness.

Service, Integrity and Reliability are the corner stones on which our business has been built.



The Home of the Scott-Bathgate Co.

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

Seven of our salesmen do retail selling exclusively.



Mr. Scott

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

To the manufacturer who is looking for an efficient Western House to represent him, this Company cannot be excelled in efficiency, reliability and result-getting.



Mr. Bathgate

We are always glad to furnish those interested with particulars of our organization, financial standing, etc., and information about the Western Market.

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents



SALES force of competent men.

Ample capital—and the reliability that goes with it.

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

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

Are all at your disposal if WE represent you.

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

All varieties of Food Products.

If you want results, get in touch with us.

Note the strategic location of our Offices—

WINNIPEG
MANITOBA

EDMONTON
ALBERTA

CALGARY
ALBERTA

REGINA
SASKATCHEWAN

VANCOUVER
BRITISH COLUMBIA

SASKATOON
SASKATCHEWAN

Also **LONDON ENGLAND**
60 CHEAPSIDE E.C.

QUEBEC MARKETS

MONTREAL, March 26.—There are many changes this week of an upward nature and a few declines. The markets are generally steady and the volume of trade will increase with a clearing-up of the roads, but which will be deferred some little time yet.

Coffee Essence Up; Rosin Down

Montreal
VARIOUS LINES.—Coffee essence has advanced in price. The small size is advanced from \$2.50 to \$3 per dozen; medium, \$4.50 to \$5.25, and the large, \$8.50 to \$10. Khovah custard powder is up 10c to \$1.35 per dozen. Rosin is reduced 1c per pound to 6c for "G" in barrel lots, gross weights considered. Bar-salou soap powder in bulk is down 1c to 7½c-7¾c per pound.

Blues Are Up; Lobster Will Be

Montreal
BLUES, LOBSTER.—Blues of Keen's make are higher. The quotation now is 24c per pound in small lots, or in cases, 23½c. Lobster of new pack is higher, and half pound tins which sold at \$4 per dozen before are expected to be worth \$5.10, and the 1 pound flats and talls selling last year at \$6 will be sold at \$9.70.

Firm Undertone For Sugars

Montreal
SUGAR.—The steadiness of the market continues, and from all sources the same confidence is expressed in the maintenance of the price basis for some time to come. There is a steady and satisfactory delivery at present, and the trade is reasonably good.

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

Canned Goods On the Move

Montreal
CANNED GOODS.—The movement of canned goods is reported fair, and with the return of spring there will be a resumption of a much better trade, some believe. The demand is better for fruits

than for vegetables and prices are steadily held without change.

Canned Fish—		
Salmon—		
"Clover Leaf," ½-lb. flats	2 45	2 80
Sovereign, 1-lb. flats	4 62½	2 30
Do., ½-lb. flats	2 30	4 80
1 lb. talls, cases 4 doz., per doz.	4 50	2 00
½ flats, cases 8 doz., per doz.	1 50	2 17½
Chums, 1-lb. talls	2 05	1 25
Do., ½ lb. flat	1 17½	2 25
Pinks, 1-lb. flat	2 60	2 75
Pinks, 1-lb. talls	1 87½	2 87½
Pale, ½-lb. doz.	1 62½	3 75
Pale, 1 lb., doz.	3 75	2 25
Pinks, ½-lb. doz.	1 76	2 25
Cohoos, 1-lb. talls	2 25	2 50
Cohoos, ½ lb., flat	2 25	1 00
Herrings, kippers, ds. (4 ds. case)	2 25	4 00
Herrings (tomato sauce), doz.	2 25	2 45
Haddies (lunch) (½-lb.)	1 00	2 30
Red Springs, 1-lb. talls	4 00	2 25
Red Springs, ½ lb.	2 45	2 30
White Springs (1s)	2 30	2 25
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	3 60
Labrador salmon, 1-lb. flat	3 60	1 90
Pilehards, 1-lb. talls	1 90	1 90
Whale Steak, 1-lb. flat	1 90	6 75
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (¼s)	22 00	20 00
Lobsters, ¼-lb. doz.	2 25	2 25
Do., ½-lb. tins, doz.	3 60	2 75
Do., 1-lb. talls	6 90	7 00
Do., ½-lb. doz.	6 00	7 00
Do., 1-lb. flats	7 00	14 50
Sardines (Amer. Norweg. style)	14 50	22 00
Sardines (gen. Norwegian)	22 00	7 00
Sardines—Canadian brands (as to quality), case	7 00	16 50
Sardines, French	32 00	3 25
Scallops, 1-lb., doz.	3 25	2 50
Scotch Snack, No. 1, ds., Montreal	2 50	2 65
Do., Eastern trade	2 65	2 85
Do., Winnipeg and Western	2 85	4 50
Scotch Snack, No. 2, doz.	4 50	2 25
Shrimps, No. 1	2 25	6 75
Crabs, No. 1 (es 4 doz.)	6 75	2 25
Clams (river) (1 lb.), doz.	2 25	
Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	4 00	1 95
Beans, Golden Wax	1 95	1 42½
Beans, Refugee	1 40	2 35
Beets, new sliced, 2-lb.	2 10	1 45
Corn (2s)	1 45	2 45
Carrots (sliced), 2s	2 45	7 50
Corn (2½s)	7 50	3 00
Corn (on cob), gallons	3 00	10 00
Spinach, 30	10 00	0 95
Do. (wine gals.)	0 95	1 35
Tomatoes, 1s	1 35	1 80
Tomatoes, 2½s	1 75	1 85
Tomatoes, 3s	1 85	7 02½
Tomatoes, gallons	6 00	1 40
Peas, standards	1 40	1 57½
Peas, early June	1 57½	2 30
Peas, extra fine, 2s	2 30	1 87½
Do., fancy, 20 oz.	1 87½	2 75
Potatoes, Can. sweet, 2½-lb. tins	2 75	1 35
Do., 2-lb. tins	1 35	Per gal.
Oilves (in bls, 49 wine gals.), gal.	Per gal.	7 50
Specialties		8 00
Olive oil (pure), 1 gal. tins	8 00	7 00
Do., ¼ gal. tins	7 00	32 00
Do., 5 gal. tins	32 00	33 00
Tomato Paste, 100 tins (case)	33 00	39 00
Do., 200 tins (case)	39 00	2 50
Do., 12-10 lbs.	2 50	1 45
Salad oil (bbls. 50 gals.), gal.	1 45	
Oilves, Queen, gal.		
Canned Fruits, Heavy Syrup—		
Apples, 2½s, doz.	1 55	1 60
Do., 3s, doz.	1 60	4 50
Do., gallons, doz.	4 50	1 90
Blueberries, 2s	1 90	4 00
Currants, black, 2s, doz.	4 00	13 00
Do., gallons, doz.	13 00	2 90
Cherries, red, pitted, doz.	2 90	3 00
Gooseberries, 2s, doz.	3 00	2 77½
Do., 2s (pails)	2 77½	2 50
Peaches, 20 oz., doz.	2 50	2 75
Do., No. 2	2 75	3 25
Do., 2½	3 25	2 50
Pears, 2s	2 50	2 65

Jobbers Report Small Bean Sales

Montreal
BEANS, PEAS.—Beyond a continued dearth of large orders there is little new feature in beans or peas. Jobbers would welcome a greater volume of actual business, but with all sources supplied on a satisfactory basis from stock, and with orders small, there is a lethargic condition from a trading standpoint.

Beans—		
Canadian, hand-picked, bush	4 20	4 50
British Columbia	4 50	5 00
Brown Beans	3 50	4 00
Japanese	4 50	6 50
Yellow Eyes	6 50	0 10
Lima, per lb.	0 10	0 14
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 00	3 50
Peas, split, new crop (98 lbs.)	5 25	0 08
Peas (blue)	0 08	4 00
Barley (pot), per bag 98 lbs.	4 00	5 00
Barley, pearl, per bag 98 lbs.	5 00	5 60

Rice Has Moved; Price is Held

Montreal
RICE, TAPIOCA.—Jobbers report a fair and steady amount of business in this market and there is no reduction of price on the various grades. Some look for a firming of the market as shipping becomes available for transporting any surplus to Europe. Stocks are much smaller than they were some months ago, it is stated.

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

Nuts Generally Are Firmer

Montreal
NUTS.—There is a tendency to higher levels for nuts of various kinds. Almonds and walnuts are steadily firm and advances are not unexpected, while even peanuts are steadily firm and somewhat higher at growing points. There is no indication of reduced prices coming into effect at this time.

Almonds, per lb.	0 26	0 28
Almonds (shelled)	0 50	0 53
Almonds (Jordan)	0 70	0 22
Brazil nuts (new)	0 22	0 15
Brazil nuts (med.)	0 15	0 20
Filberts (Stieff), per lb.	0 20	0 24
Filberts, Barcelona	0 21	0 10
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Extra large	0 20	0 17
Large	0 16	0 14
Medium	0 12½	0 16½
Shelled, No. 1 Spanish	0 16½	0 21
Salted Spanish, per lb	0 21	0 15
Shelled, No. 1 Virginia	0 15	0 14
Do., No. 2	0 14	
Peanuts (salted)—		
Fancy wholes, per lb.	0 33	0 28
Fancy splits, per lb.	0 35	0 28
Pecans (new Jumbo), per lb.	0 28	0 28
Pecans, large, No. 2, polished	0 28	0 32

Pecans, New Orleans, No. 2 ...	0 21	0 24
Pecans "paper shell," extra large		
Jumbo	0 60	
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 72½	0 80
Walnuts (Spanish)	0 30	0 33

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

Raisins Scarce; Will be High

Montreal
DRIED FRUITS.—In a general sense there is a decidedly firm market for dried fruits. Apricots, pears and apples are all firm and there is a good demand for supplies yet from abroad. Raisins are scarce and high. One importer reports that he had purchased a large quantity of these in a Canadian city. Before he had taken delivery the party selling again bought these back at an advance. There is said to be a real shortage of large supplies and prices may go higher.

Apricots—		
Choice	0 24	0 25
Slabs	0 22	0 23
Fancy		0 30
Apples (evaporated)	0 17	0 19
Peaches (fancy)	0 22	0 23
Faced		0 19
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 22½	0 24
Drained Peels (old)—		
Citron		0 46
Lemon		0 40
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb. case		12 75
Cut, 10-lb. boxes (lb.)		0 48
Raisins—		
Bulk, 25-lb. boxes, lb.		0 17½
Malaga, table box of 22 lbs., 3-crown cluster, \$8.75.		
crown, \$7.50; 6 crown cluster, \$7.00-		
Cal. seedless, cartons, 16 oz.	0 14½	0 15½
Malaga Raisins		
Do., 5 cr.		2 25
Muscatels, loose, 3-crown, lb.		
Do., 4 cr.		
Muscatels, loose, 2-crown		
Do., 6 cr.		
Choice seeded, 12 oz.	0 10¾	
Fancy seeded, 16 oz. pkgs.	0 14	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
Seedless, 11 oz. pkge.	0 11¾	0 12
Do., 15 oz. pkge.	0 14	0 14½
Do., bleached, 15 oz. (choice)		0 15
Do., (fancy)		0 15½
\$5.50; 4-crown cluster, \$6.50-\$6.75; 5		
Valencias, selected	0 11½	
Valencias, 4-crown layers	0 11¾	
Sultanas (bleached) 50-lb. boxes	0 16½	0 20
Currants, old pack., 15 oz.	0 29	0 31
12 oz.	0 23	0 24
50-lb. boxes, loose		0 28
Cartons		0 32
15 oz. pkgs.	0 23	0 24
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 00	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatels, 4-crown, lb.	0 13	
80 lb. Ainslia	0 28	
12 oz.	0 26	
Do., new	0 32	
Cal. currants (loose)	0 18	0 22
Cal. "Kurrants," 15 oz. pkge.	0 20	0 22
Dates, Excelsior, per case (36-10s)		7 00
Do., Dromedary (36-10 oz.)	8 00-8	50-8 64
Packages only, Excelsior		0 20
Packages only	0 19	0 20
Do., Dromedary		0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. bxs)		5 40
Do., (28 8-oz. bxs)		3 50
Do., (12 10-oz. bxs)		2 20
Figs (cooking), 50-lb. boxes, lb.		0 16
Prunes—		
California (25-lb. boxes)—		
30-40s	0 25	
40-50s	0 19	0 24
50-60s		0 22
60-70s		0 20
80-90s	0 16	
90-100s		0 14
50-lb. boxes, 80-90s		0 14½

90-100s	0 13	0 14
70-80s	0 16½	0 17
80-90s	0 15½	0 16½
90-100s	0 13½	0 14
100-120s	0 10½	0 11
Oregon, 30-40s		0 23
50-60s		0 22
60-70s	0 18½	
70-80s	0 17½	

Cinnamon, Pepper, Cream Tartar Down

Montreal
SPICES.—As pointed out in CANADIAN GROCER last week, the tendencies of the market have been easier, and actual reductions are now in effect, cassias, cinnamon, cream of tartar and black pepper all being revised to lower levels. There is just a fair movement to the trade.

Allspice	0 30	0 32
Cassia (pure)	0 35	0 40
Cinnamon—		
Rolls		0 35
Pure ground	0 35	0 40
Cloves		0 65
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	0 30	0 40
Ginger (Cochin or Jamaican)		0 30
Mace	0 30	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 45	0 65
Do., ground	0 70	0 80
Pepper, black	0 40	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)		1 30
Cardamon seed, per lb., bulk		2 00
Carraway, Dutch, nominal	0 30	0 30
Cinnamon, China, lb.		0 30
Cinnamon, per lb.		0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 35	0 90
Shredded cocconut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Corn Syrups Are Very Firm

Montreal
SYRUPS, MOLASSES.—The strength of the corn market has been such as to make a very firm undertone all around, and it is not improbable that if present corn levels hold, corn syrups will move up. There is not a great deal of heavy buying, but in view of the market's strength the movement has appreciably increased for syrup. Molasses is steady and unchanged, and while prices on new crop are not announced, it is expected by some that the levels will be somewhat lower than they were last year.

Corn Syrup—		
Barrels, about 700 lbs.	0 06¾	
Half bbls.	0 07	
Kegs	0 07¾	
2-lb. tins, 2 doz. in case, case	4 55	
5-lb. tins, 1 doz. in case, case	5 15	
10-lb. tins, ½ doz. in case, case	5 85	
20-lb. tins, ¼ doz. in case, case	5 80	
2-gal. 25-lb. pails, each	2 60	
3-gal. 38½-lb. pails, each	3 15	
5-gal. 65-lb. pails, each	5 25	
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	5 05	
5-lb. tins, 1 doz. in case, case	5 65	
10-lb. tins, ½ doz. in case, case	6 35	
20-lb. tins, ¼ doz. in case, case	5 30	
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per case	7 00	
Barrels, per 100 lbs.	9 75	
Half barrels, per 100 lbs.	10 00	
Glucose, 5-lb. cans (case)	4 80	
	Prices for	
Barbadoes Molasses—	Island of Montreal	
Punchons	1 08	
Barrels	1 06	
Half barrels	1 08	

For outside territories prices range about 3c lower.

Syrup Weather Will Improve Supplies

Montreal
HONEY, MAPLE PRODUCT.—The present weather conditions are favorable to a good yield of sap, and if the cold nights and warm days continue there should be a satisfactory yield. The present basis of prices for syrup and sugar is unchanged and there is not a great deal of movement. Honey is steady and fairly active.

Maple Syrup—		
10-lb. cans, 6 in case, per case	\$15 10	
5-lb. cans, 12 in case, per case	17 10	
2½-lb. cans, 24 in case, per case	18 50	
Maple Sugar (nominal), small lots	0 26	0 28
Honey, Clover—		
Comb (fancy)	0 30	
Comb (No. 1)	0 28	
In tins, 60 lbs.	0 26	
30-lb. pails	0 27	
10-lb. pails	0 28	
5-lb. pails	0 28	
Honey—Buckwheat, tins or bbls.	0 22	

Coffee is Up One Cent Pound

Montreal
COFFEE, COCOA.—An advance of 1c per pound is made in the price of various coffees, and this is in definite accord with the firming tendencies referred to in last week's CANADIAN GROCER market report. There is a decided firmness. Cocoa is steadily held without change and a good movement continues.

Coffee, Roasted—		
Bogotas, lb.	0 39	0 42
Jamaica, lb.	0 33	0 36
Maracaibo, lb.	0 35	0 37½
Mocha (types)	0 38	0 42
Mexican, lb.	0 38	0 40
Rio, lb.	0 31	0 33
Santos, Bourbon, lb.	0 36	0 38
Santos, lb.	0 35	0 37
Cocoa—		
Bulk cocoa, 200-lb. bbls. (lb.)	0 24	
Do., 100-lb. bbls. (lb.)	0 25	
Do., 50-lb. cans (lb.)	0 26	

Best Teas Firm; Will Rule So

Montreal
TEAS.—The market is ever firm for teas of the better grade. Two of the larger distributors stated this week to CANADIAN GROCER that there was every indication of the higher qualities being high, and with demand for these promising to be big there is little likelihood of the surplus being large, though it will be some weeks before first pickings are available.

Pekoe, Soucheongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Java—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 41	0 43
Small lots		11 20

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

Cereals Now Move; Oats May Firm

Montreal
CEREALS.—There is a better movement of various cereals, and this is taken to indicate a moving out of stocks held by the retail trade down to this time.

The oat market is such as to justify prices being much higher for rolled oats, say the millers, and some anticipate advances again. In the meantime there is no change. The range on cornmeal is a trifle better, this being from \$4.50 to \$4.75 for the best.

Self-raising Flour—		
3-lb. pkgs., doz.	2 85	
5-lb. pkgs., doz.	5 60	
Cornmeal, Gold Dust	4 50	4 75
Cornmeal	3 20	4 15
Barley, pearl	6 00	6 50
Barley, pot, 98 lbs.		4 00
Barley (roasted)		7 50
Buckwheat flour, 98 lbs.	6 75	7 00
(As to grade)		
Cornflour, white	4 50	4 60
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 50
Hominy, pearl, 98 lbs.	4 75	5 00
Graham flour	5 50	5 60
Oatmeal (standard-granulated and fine)		
	4 75	4 90
Oatmeal (packages) fine cut		5 70
Peas, Canadian, boiling, bush	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Rolled oats, 90-lb. bags	4 00	4 25
Rolled oats (family pack), case		5 60
Rolled oats (small size), case		2 00
Rolled wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case		6 00
Packages, 20 in case (family pack)		5 80
Rye flour (Can.), 98 lbs.	5 75	6 05
Tapioca flour, lb.	0 15	0 16

Bran and Shorts
Sold Actively

FEEDS.—While there has been some dearth of supply, it is said that stocks of bran and shorts have been ample for the past short while to meet requirements when distributed. The near approach of spring weather has served to make the outlook more favorable, for the farmers will soon be turning their herds out. Oat feeds are steadily firm and may be moved up if grain prices continue to soar as they have done.

Shorts—		
Mixed cars	\$42 25	
Straight cars	\$44 60	47 00
Bran—		
Mixed cars	40 25	
Straight cars	48 00	45 00
Crushed oats	54 00	60 00
Barley chop	47 00	55 00
Gluten Feed (22% Protein)—		
F.O.B. Cardinal		52 00
F.O.B. Fort William		48 00

Flour Demand
is Erratic

FLOUR.—There is not a great deal of satisfaction, say the millers in the flour situation. Business will be fair for a day or so and then relapse into its former quiet state. The export trade cut off, there is little demand, and the situation as to prices is unchanged.

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

Hay is Higher;
So Are Oats

HAY, STRAW, GRAIN.—Hay has advanced in price one dollar per ton and there is a fairly good demand. The increase is due to poorer delivery by the farmers, who find the roads very bad for travel. Oat prices are again advanced

ed this week from 2c to 5c per bushel being added to the former quotations.

Hay, Straw, Grain (wholesale prices in car lots)—		
Good No. 1, per 2,000-lb. ton		\$26 00
Do., No. 2		25 00
Do., G. M.		23 00
Do., No. 3		23 00
Straw		10 00
Oats—		
No. 2 C.W. (84 lbs.)		0 88
No. 3 C.W.		0 83
Extra feed		0 83
No. 1 feed		0 81
No. 2 feed		0 78
Barley—		
No. 3 Extra		1 12

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

Fruits Are Steady
And Selling

FRUITS.—There is really no actual change in the price basis this week and a steady demand exists for best fruits of the popular varieties. The deliveries are very good from outside points and the trade well supplied with seasonable varieties of fruit.

Montreal		
Ben Davis		9 00
Baldwins		9 50
Baldwins, No. 1	9 00	10 00
Greenings	9 00	10 00
Spys	10 00	12 00
Russets	9 00	10 00
Kings, No. 1	9 00	10 00
Wagners	9 00	10 00
Apples (in boxes)		4 25
Winesaps (box)		4 75
Bananas (fancy large), bunch	5 00	6 00
Cranberries, bbl.	20 00	25 00
Do., gal.	1 00	1 25
Grapes—		
Spanish Almeria, keg (heavy)	16 00	
Do., (med.)	7 50	8 00
Grapefruit (fancy Porto Rico)	4 75	5 00
Lemons (fancy new Malagas)		6 00
Lemons (California)	5 25	5 50
Pears, Cal., eating, small box		4 00
Pears, California (110 size)		5 50
Oranges, Porto Rico	4 50	5 00
Oranges, Florida		5 00

Oranges, Calif. (200 size)	7 00	7 50
Oranges, Calif., navels	6 00	6 50
Oranges (Mexican)		4 50

Carrots and Onions
Are Moved Up

VEGETABLES.—The strength of the market for coarse vegetables is occasioned by the inferior quality found in much of the supply. Carrots are selling at \$2 per bag for the better variety and parsnips at \$2.50, these prices being very high. Onions are also very much higher and are selling at \$3 per bag. The quality has been deteriorating in some cases, it is reported.

Beans, new string (American)		
basket		5 00
Beets, bag		1 00
Brussels sprouts, quarts		0 25
Cucumbers, Boston (doz.)		6 00
Caulliflower (imported), doz.		3 50
Cabbage, bbl.	1 50	1 75
Carrots, bag		2 00
Celery (Wash.), doz.		2 50
Horseradish, lb.		0 20
Lettuce (curly), box (3-4 doz.)		3 00
Lettuce, Boston, box		4 00
Leeks		3 50
Mint		0 60
Mushrooms, lb.		1 25
Basket (about 3 lbs.)		3 00
Onions, Can., bag (75 lbs.)		3 00
No. 1 Yellow (75 lbs.)		3 00
No. 1 Red (75 lbs.), crate		3 00
Onions, Spring (Imported), doz.	0 40	0 50
Oyster Plant		1 00
Parsnips, bag		2 50
Paralely (C-nadian)		0 75
Paralely (American)		2 00
Potatoes, Montreal new (90-lb. bag)		1 50
Potatoes (New Brunswick), bag	1 50	1 75
Potatoes (sweet), han.per	3 50	
Romane		0 50
Spinach, box		1 00
Turnips, per bag, Montreal		1 50
Turnips, Quebec		1 75
Tomatoes (hothouse), lb.		0 40
Tomatoes, crates	6 00	7 00
Watercress (Can.)		0 60
Spinach, bbls.		4 00

ONTARIO MARKETS

TORONTO, March 26.—There have been a number of changes during the week, but few of them are of first importance. There is a markedly stronger feeling in several lines, notably tea and coffee, and a general dullness in the market for sugar, and for beans and sago and tapioca. Otherwise the market for the week in general grocery lines is somewhat lacking in interest.

Sugar Market Dull;
Supplies Ample

SUGAR.—Despite the fact that the new summer rate is in effect which means a noticeable reduction in freight charges and consequently in price, there is no evidence of any keen desire to take advantage of this opportunity. As a matter of fact the sugar market is very dull at the moment, with no indication of any immediate improvement in the demand. There are ample stocks reported to meet all the requirements of the trade. Prices remain as follows:

Atlantic, extra granulated	\$10 16
St. Lawrence, extra granulated	10 16
Acadia Sugar Refinery, extra granulated	10 16
Can. Sugar Refinery, extra granulated	10 16
Dom. Sugar Refinery, extra granulated	10 16

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c. barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c. Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Molasses Firm;
Demand Good

MOLASSES.—Under practically unchanged prices there has been a fair demand for molasses and syrups. The situation in both molasses and syrups shows no change.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.		30 06%
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/4c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case		5 05
Cases, 5-lb. tins, white, 1 doz. in case		5 65
Cases, 10-lb. tins, white, 1/2 doz. in case		5 35
Cases, 2-lb. tins, yellow, 2 doz.		

in case	4 55
Cases, 5-lb. tins, yellow, 1 doz. in case	5 15
Cases, 10-lb. tins, yellow, 1/2 ds. in case	4 85
Cane Syrups—	
Barrels and half barrels, lb. 0 08 .....	....
Half barrels, 1/4c over bbls.; 1/4 bbls. 1/4c over .....	....
Cases, 2-lb. tins, 2 doz. in case	7 00
Molasses—	
Fancy, Barbadoes, barrels	1 05 1 10
Choice Barbadoes, barrels	0 95 1 00
West India, bbls., gal.	0 44
West India, No. 10, kegs	6 50
West India, No. 5, kegs	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50
Tins, No. 3, baking grade, case of 2 doz.	4 70
Tins, No. 5, baking grade, case of 1 doz.	3 75
Tins, No. 10, baking grade, case of 1/2 doz.	3 60
West Indies, 1 1/2s, 48s	6 95

Prices Unchanged Under Fair Movement

Toronto.
CANNED GOODS.—There has been little change noted during the week. There has been a fair demand in most lines. A price of \$4.25 a doz. has been made on Alaska Reds tallis, and some tomato quotations are showing a little higher range, otherwise the list prices are practically unchanged.

Salmon—	
Soekeye, 1s, doz.	4 00 4 50
Soekeye, 1/2s, doz.	2 40 2 50
Alaska reds, 1s, doz.	3 75 3 85
Chums, 1-lb. tallis	2 25 2 60
Do., 1/2s, doz.	1 35 1 45
Pinks, 1-lb. tallis	2 25 2 60
Do., 1/2s, doz.	1 35 1 50
Cohoes, 1/2-lb. tins	1 35 1 90
Cohoes, 1-lb. tins	3 45 3 75
Red Springs, 1-lb. tallis	3 65 3 95
White Springs, 1s, dozen	2 30 2 35
Lobsters, 1/2-lb., doz.	8 75 8 75
Whale Steak, 1s flat, doz.	1 75 1 90
Pfichards, 1-lb. tallis, doz.	1 90 2 15
Canned Vegetables—	
Beets, 2s,	1 90 2 30
Tomatoes, 2 1/2s	1 65 1 92 1/2
Peas, standard	1 60 1 95
Peas, early June	1 67 1/2 2 25
Beans, golden wax, doz.	2 00 2 10
Asparagus tips, doz.	3 42 1/2 3 45
Asparagus butts	2 00 2 02 1/2
Corn, 2s, doz.	2 35
Pumpkins, 2 1/2s	0 90 1 00
Spinach, 2s, doz.	1 90
Do., 2 1/2s, doz.	2 52 1/2 2 80
Do., 10s, doz.	10 00
Succotash, 2s, doz.	2 20 2 35
Pineapples, sliced, 2s, doz.	3 20 3 50
Do., shredded, 2s, doz.	3 00 3 02 1/2
Rhubarb, preserved, 2s, doz.	2 07 1/2 2 10
Do., preserved, 2 1/2s, doz.	2 05 2 07 1/2
Do., standard, 10s, doz.	4 50 4 52 1/2
Peaches, 2s	2 97 1/2 2 97 1/2
Pears, 2s	2 35 2 37 1/2
Plums, Lombard, 2s	1 97 1/2 2 22 1/2
Plums, Green Gage	2 17 1/2 2 37 1/2
Raspberries, 2s, H.S.	4 50
Strawberries, 2s, H.S.	4 50
Blueberries, 2s	2 10 2 35
Preserved Fruits, Flat Sealers—	
Peaches, pint sealers, doz.	3 40 3 45
Jams—	
Apricot, 4s, each	0 84
Black currants, 16 oz. doz.	3 40 3 90
Do., 4s, each	0 98
Gooseberry, 4s, each	0 84
Peach, 4s, each	0 82
Red currants, 16 oz. doz.	3 45
Raspberries, 16 oz. doz.	3 90 4 25
Do., 4s, each	0 98 1 10
Strawberries, 16 oz. doz.	3 90 4 25
Do., 4s, each	1 08 1 10

Prepared Coffees Again on Market

Toronto.
MISCELLANEOUS. — George Washington coffee, that has been off the market

for some months past, is once more available. It is quoted at the following figures: Smalls, \$3.55; medium, \$7.10; large, \$11.15. Barrington Hall coffee in tumbler four dozen cases have advanced to \$4.62. Bird's custard powder is quoted \$1.70 a dozen; Brasso No. 6, \$2.25 a dozen; K1 five string brooms, \$9.00 a dozen; Artificial Extracts in the 10 cent bottle show a decline of 5 cents a dozen.

Seedless Raisins Short; Demand Good

Toronto.

DRIED FRUITS.—There have been no price changes in dried fruits during the week. Conditions as a whole are very satisfactory, demand for most dried fruits being exceedingly good. Seedless raisins and California bleached are very scarce.

Apples, evaporated, Ontario	0 16 1/2 0 17
Apricots, unpitted	0 16 1/2
Do., fancy, 25s	0 30
Do., choice, 25s	0 23 0 27
Do., standard, 25s	0 22 1/2 0 26
Candied Peels, American—	
Lemon	0 38 0 43 1/2
Orange	0 46 1/2
Citron	0 47
Currents—	
Grecian, per lb.	0 26 0 28
Australiana, re-cleaned, lb.	0 30
Cherries, 2s	2 75 2 90
Dates—	
Excelsior, kgs., 3 doz. in case	7 00
Dromedary dates, 3 doz. in case	8 00
Figs—	
Taps, lb. ....	....
Malagas, lb. ....	....
Comadre figs, mats, lb.	0 13 0 14
Cal., 4 oz. pkgs., 70s, case	5 00
Cal., 8 oz., 20s, case	3 25
Cal., 10 oz., 12s, case	2 25
Prunes—	
30-40s, per lb.	0 18
40-50s, per lb.	0 19
50-60s, per lb.	0 18 1/2 0 18
60-70s, per lb.	0 16 0 17
70-80s, per lb.	0 14 1/2 0 16
80-90s, per lb.	0 13 1/2 0 14 1/2
90-100s, per lb.	0 11 1/2 0 12 1/2
100-120s, per lb.	0 09 1/2 0 10 1/2
Peaches—	
Standard, 25-lb. box, peeled	0 24
Choice, 25-lb. box, peeled	0 25
Fancy, 25-lb. boxes	0 22
Practically peeled, 25-lb. boxes	0 22 1/2
Extra choice, 25-lb. box, peeled	0 28
Raisins—	
California bleached, lb.	0 17 0 18
Extra fancy sulphur bleached, 25s	0 17
Seedless, 15 oz. packets	0 14 1/2 0 14 1/2
Seeded, fancy, 1-lb. packets	0 15 1/2 0 16
Seeded, 16 oz. packets	0 13 0 15
Seedless, Thompson's, 25s	0 14 0 16
Seedless, 16-oz. packets	0 14 1/2 0 15
Do., Bakers, Thompsons	0 16 0 17 1/2
Do., Bakers, Thompsons, 50s	0 15 0 16
1 Crown Muscatels, 25s	0 13

Rise Somewhat Easier; Also Tapioca

Toronto.

RICE.—There is a somewhat easier feeling on the rice market, though most grades remain unchanged in price. Blue Rose Texas shows a slight decline, being quoted \$11 to \$11.25. Tapioca and sago also both show a slightly weakened feeling, being quoted 11 1/2c to 12c.

Texas, fancy, per 100 lbs.	12 50 13 00
Blue Rose Texas, per 100 lbs.	11 00 11 25
Honduras, fancy, per 100 lbs.	13 90 13 50
Siam, fancy, per 100 lbs.	10 50 11 00
Siam, second, per 100 lbs.	10 00 11 00
Japans, fancy, per 100 lbs.	11 00 12 00
Japans, second, per 100 lbs.	10 00 11 00
Chinese XX, per 100 lbs.	8 75
Do., Simiu	11 00
Do., Mujin, No. 1	10 50
Do., Pakling	10 00
Tapioca, per lb.	0 11 1/2 0 12
White Sago	0 11 1/2 0 12

Some Demand for Beans; Stocks Heavy

Toronto.
BEANS.—There has been a somewhat better demand for beans since the prices declined, but even at that the demand is not very keen, and there are very substantial stocks on hand. There have been no marked price changes, but there continues to be an easier feeling on the market.

Ontario, 1-lb. to 2-lb. pickers, bu. \$....	\$3 75
Do., hand-picked	4 25
Japanese Kotenashi, per bush.	4 50
Rangoons, per bushel	3 00
Limas, per pound	0 12 1/2 0 13

Teas in Strong Position; Advances Expected

Toronto.
TEAS are in a very strong position at the present time, stocks are growing very light and there is unquestionably more of a tendency toward buying among the trade. It is generally conceded that stocks could not be replaced under a three cent advance in price. There is a very general feeling that the trade will have to revise its ideas in the matter of tea prices and be prepared for higher figures.

Pekoe Souchongs	0 46 0 48
Pekoes	0 48 0 50
Broken Pekoes	0 50 0 50
Orange Pekoes	0 58 0 59
Broken Orange Pekoes	0 58 0 63
Javas—	
Broken Pekoes	0 45 0 48
Japans and Chinas—	
Early pickings, Japans	0 50
Second pickings	0 49 0 48
Hyson Thirds, lb.	0 50 0 48
Do., Seconds	0 50 0 50
Do., sifted	0 50 0 52

All Grades Coffee Advance Three Cents

Toronto.
COFFEE.—The advance in coffees that has been forecast in recent issues of CANADIAN GROCER has become effective this week, a general advance of approximately three cents a pound being noted. All spot stocks bought at favorable prices have been exhausted and many dealers are having to meet their trade demands from recent importations bought at high prices. The scarcity and delay in shipments has entailed a considerable hardship upon many coffee roasters, who have had to buy on a rapidly advancing market, and to compete against lower priced spot stocks.

Coffee—

Java, Private Estate	\$ 48 50 48
Java, Old Government, lb.	0 45 0 48
Bogotas, lb.	0 42 0 45
Guatemala, lb.	0 42 0 44
Mexican	0 42 0 44
Maracalbo, lb.	0 39 0 41
Jamaica, lb.	0 36 0 38
Blue Mountain Jamaica	0 48
Mocha, lb.	0 44 0 46
Mocha, Arabian, lb.	0 46 0 48
Rio, lb.	0 30 0 32
Santos, lb.	0 37 0 38
Santos, Bourbon, lb.	0 38
Ceylon, Plantation, lb.	0 44 0 45
Chicory, lb.	0 30
Cocoa—	
Pure, lb.	0 24 0 28
Sweet, lb.	0 24 0 28

Spice Unchanged; Demand Fair

Toronto.
SPICES.—There is a fair general demand for all lines of spices, but no

tendency toward any change in prices.

Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Gloves	0 65	0 80
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 22	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 42	0 44
Peppers, white	0 49	0 52
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	0 50	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole	0 75	0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 70	0 75
Tumeric	0 30	0 30
Cream of Tartar— French, pure	0 80	0 85
American high test		
2-oz. packages, doz.	3 00	
4-oz. packages, doz.	3 50	
8 oz. tins, doz.	0 75	

**Package Goods Prices
Remain Unchanged**

Toronto.
PACKAGE GOODS.—There has been no change noted in any of these lines during the week, the trade in general report a fair business in these lines.

PACKAGE GOODS		
Rolled Oats, 20s round, case	5 60	5 60
Do., Do., 20s square, case	5 10	5 60
Do., Do., 26s, case	4 00	4 00
Do., Do., 18s, case	2 00	2 00
Corn Flakes, 36s, case	4 00	4 25
Shredded Wheat, 36s, regular, case	4 50	4 50
Porridge wheat, 36s, regular, case	6 00	6 00
Do., Do., 20s, family, case	5 50	5 50
Cooker Package Peas, 36s, case	3 60	3 60
Wheat Flakes, 24s	5 20	5 20
Cornstarch, No. 1, lb., cartons	0 11	0 11
Do., No. 2, lb. cartons	0 09 1/2	0 09 1/2
Laundry Starch, in 1-lb. cartons	0 11 1/4	0 11 1/4
Do., Do., in 6-lb. tin canisters	0 12 1/2	0 12 1/2
Do., Do., in 6-lb. wood boxes	0 12 1/2	0 12 1/2
Potato Flour, in 1-lb. pkgs.	0 20	0 20

Peanuts Show

Slight Decline

Toronto.
NUTS.—With the exception of peanuts which show a slightly easier feeling, there has been no change in the situation during the week. Stocks are comparatively light, and there is every probability that prices will be maintained.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	0 08	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 05	0 30
Walnuts, Bordenaux, lb.	0 34	0 35
Filberts, lb.	0 16	0 20
Peanuts, lb.	0 00	0 00
Cocoanuts, Jamaica, sack	7 50	7 50
Peanuts, Jumbo, roasted	0 18	0 20
Brazil nuts, lb.	0 30	0 32
Shelled— Almonds, lb.	0 45	0 50
Filberts, lb.	0 29	0 45
Walnuts, lb.	0 79	0 80
Peanuts, Spanish, lb.	0 16	0 17
Do., Chinese, 30-32 to ca.	0 14	0 15
Brazil nuts, lb.	0 35	0 35

**Honey in Light Demand;
Prices Easier**

Toronto.
HONEY.—There is practically no market at the present time for honey. Buyers are few and there is a possibility of further declines. Maple Syrup will be on the market shortly. Advance quotations show the following prices: 8 1/2 lb. tins, 10 to case, \$15.75; Wine half-gallon, 12 to case, \$14.00; Imperial 5-gallon cans, 1 to case, \$12.00; Wine quart tins, 24 to case, \$14.00; Wine gallon cans, 6 to case, \$13.00.

Honey—

Clover, 1/2-lb. tins	0 25	0 28
5-lb. tins	0 27	0 27
10-lb. tins	0 25	0 26
60-lb. tins	0 25	0 26
Buckwheat, 60-lb. tin, lb.	0 15	0 21
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	3 00	3 00

**Corn Products Advance,
Hominy Also**

Toronto.
CEREALS.—There is a much stronger feeling in cereals. Gold dust cornflour, hominy grits and pearl hominy all show an advance of ten cents. This is a result of the firmer feeling on the grain market. Oat products are in a very strong position, and it is expected that advances will be noted in these lines in the near future, as present prices do not represent a grain market basis.

Single Bag Lots F.o.b. Toronto		
Barley, pearl, 98s	\$6 00	\$6 25
Barley, pot, 98s	4 50	4 75
Barley Flour, 98s	4 50	4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	4 75	5 00
Do., fancy yellow, 98s	4 25	4 50
Corn flour, white, 98s	4 60	4 85
Do., Government standard, 98s	4 25	4 25
Hominy grits, 98s	4 85	4 85
Hominy, pearl, 98s	4 60	4 60
Oatmeal, 98s	4 55	4 55
Oat Flour	4 50	4 50
Rolled Oats, 90s	4 25	4 50
Rolled wheat, 100-lb. bbl.	6 50	7 00
Rice Flour, per 100 lbs.	3 00	3 00
Linseed Meal, 98s	6 75	6 75
Rye Flour, 98s	6 50	7 25
Peas, split, 98s	5 50	5 50
Blue peas, lb.	0 10	0 10

Above prices give range of quotations to the retail trade.

**Flour Sales Light;
No Prices Changes**

Toronto.
FLOUR.—Sales of flour continue to be light. Export business is not available at the moment and most of the larger mills have closed down, domestic business not being sufficient to care for total output.

FLOUR
Government Standard, 74% Extraction.
Manitoba Wheat Flour, in carload shipments, on track, bbl. \$11 35
**Florida Tomatoes Easier;
Celery Also Arriving**

Toronto.
VEGETABLES.—Shipments in Florida tomatoes have been arriving somewhat more freely during the week, and prices are somewhat easier. Florida and California celery are also on the market and are of a fine quality. Florida cabbage in both cases and hampers are another novelty. Root vegetables generally are inclined to be higher.

WINNIPEG MARKETS

WINNIPEG, March 26.—Business continues to be very quiet in Western Canada. Jobbers are buying hand-to-mouth on practically everything. There seems to be a general feeling among the buyers that it is up to them to reduce their stocks. However, the trade has been much better during the past week than it has been for some time, but there has been no big buying.

**No Changes Expected
In Sugar Prices**

Winnipeg.
SUGAR AND SYRUP.—All refineries

Beets, bag	0 65	0 65
Cabbage, Can., bbl.	3 25	3 25
Do., Florida, crate	7 00	7 00
Do., hampers	3 25	3 25
Cauliflower, Cal., case	4 75	4 75
Do., Do., pony crate	3 00	3 00
Celery, Florida, 3s to 6s	7 00	7 25
Do., California	14 00	14 00
Carrots, bag	1 00	1 00
Do., Cal., 6 to 10 doz.	13 50	13 50
Cucumbers, doz.	3 75	4 00
Endives, dozen	0 85	0 85
Lettuce, head, Cal., 5 doz. boxes	6 00	6 00
Do., Do., Florida, large hampers	7 00	7 00
Do., leaf, dozen	0 30	0 35
Onions, Can., Yellow, 75-lb. bag	3 00	3 00
Do., Do., 100-lb. bag	4 00	4 00
Do., green Shallots, doz.	1 00	1 00
Parsley, jumbo bunches, doz.	0 65	0 75
Parsnips, bag	1 00	1 00
Peppers, Green, doz.	1 00	1 25
Potatoes, sweet kilm dried, hamper	3 50	3 50
Potatoes, Ontario, bag	1 50	1 50
Do., N.B., Delaware, bag	1 75	1 75
Spinach, Louisiana, bush, hamper	3 00	3 00
Tomatoes, Florida, 6 baskets to case, case	6 50	8 00
Turnips, bag		

**Fruit Slightly Higher;
Cocoanuts Arrive**

FRUIT.—There have been some advances in fruits during the week. The better sizes of oranges and grape fruit are quoted a fraction higher. While bananas also are slightly higher in price. The quality however is materially improved. Jamaica cocoanuts have arrived on the market.

Apples—		
Do., Rome Beauty, box	3 50	3 75
Do., Winesaps, box	4 25	4 25
Do., Spys, box	4 00	4 00
Do., in Barrels.	No. 1	No. 2
Spys	12 00	11 00
Bananas, per lb.		0 08
Grapefruit—		
Florida, 46s		4 75
Do., 54s	5 00	5 75
Do., 64s	6 00	6 25
Do., 70s	6 00	6 00
Do., 80s, 96s	6 50	7 00
Do., 126s	6 00	6 00
Cuban, 54s	4 75	5 00
Do., 64s	5 50	5 50
Do., 70s, 80s	6 00	6 00
Oranges—		
California navels, 100s	5 50	5 50
Do., 126s	6 00	6 25
Do., 150s	6 50	6 50
Do., 176s	6 75	7 00
Do., 200s 216s, 250s	7 00	7 00
Do., 288s	7 00	7 00
Lemons, Cal., 300s, case	4 75	5 00
Strawberries, box		1 00
Cocoanuts—		
Per sack, 100s		10 50

**No Changes Noted
in Mill Feeds**

Toronto.
MILL FEEDS.—The week has been uneventful as far as mill feeds are concerned. There is a fair demand in evidence but no price changes noted.

In carlots, track	
Bran, per ton	\$40 25
Shorts, per ton	\$42 25

are selling in Winnipeg at the same basis. A representative in Winnipeg of one of the large refineries stated that he did not expect any change in the price of sugar for the next six months at

least. He said he could not see how it could be expected, as refiners bought their raws ahead, and a reduction in freights was the only thing that would cause a drop. Rogers' syrup is arriving here in limited quantities, the price being the same as has prevailed for some time, viz., \$6 for 2's.

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

**Feed Prices Advance
Two Dollars Ton**

Winnipeg.
FLOUR, FEEDS, CEREALS.—Feed prices have advanced \$2 per ton this week. Millers attribute this advance to a lack of export demand for flour combined with a light domestic demand. Millers expect large orders for flour from the British Government through the Wheat Export Company, but owing to difficulty in securing tonnage these orders are delayed until some time in April. Millers do not expect the receipt of export orders will affect the local flour market to any extent for some time at least.

Government Standard Flour—		
Cash carload price		\$10 40
To bakers and flour and feed dealers		10 40
To storekeepers paying cash or 30 days, ton lots		10 60
Do., less than ton lots		10 70
Credit Prices—		
Manitoba points		10 50
Saskatchewan points		10 40
Cereals—		
Rolled oats, 80s		3 50
Rolled oats, pkgs., family size		5 65
Cornmeal, 98's		4 85
Oatmeal, 98's		4 75
Feeds—		
Bran, per ton		39 00
Shorts, per ton		43 00
Bran, B.C. and Vancouver Isld.		45 00
Shorts, B.C. and Vancouver Isld.		49 00
Barley—		
Pearl, Ontario, 98-lb. bags, per bag		6 30
Pot, 98-lb. bag, per bag		4 35

**Firmer Feeling
Noted in Rice**

Winnipeg.
RICE.—There is a much firmer feeling in the market, and prices are up on Siam. Members of the trade predict that prices will be much higher. They state that the market went too low when the armistice was signed, resulting in holders getting weak-kneed. The result was that rice went to other markets. Now it is firming up.

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

**Bean Prices Decline;
Demand Light**

Winnipeg.
BEANS.—The market seems to be go-

ing down with a crash in Western Canada. Beans are selling as low as \$4.25, whereas not long ago the same beans were selling at about \$5.75 a bushel. There are large quantities of Rangoon beans in Western Canada and sales are not very big. The belief of the trade is that the demand for beans will not be heavy until some railway construction has started.

**Fruits Will Advance
Over Present Price**

Winnipeg.
DRIED FRUITS.—The market is very firm, and it is stated that jobbers are selling at lower prices in Winnipeg today than in the primary market. The reason for this is that the trade are getting the benefit of the purchases which were made last fall. There has been an embargo on dried fruits and some of the goods which were bought then are just beginning to arrive. Predictions made by a local broker were that prunes were almost sure to advance. Evaporated apples were selling in Winnipeg much lower than in Eastern Canada and were moving very slowly. He predicted, however, that they would have to go up as they were selling in Toronto 1 1/2c higher than here. Currants are moving very slowly here, and there is no change in the market. A car of dates has arrived, which will relieve the situation. There have been no dates here for the last three months. The raisin market is firm in the South, and some packers have advanced their prices 1c per pound. Brokers state they will be very scarce later on when prohibition comes into force in the United States. Stocks of dried fruits in the primary markets are pretty well cleaned up and the market is very firm.

Prunes—		
40-50s, 25-lb. boxes, per lb.		0 18 1/4
50-60s, 25-lb. boxes, per lb.		0 16 1/4
60-70s, 25-lb. boxes, per lb.		0 15 1/4
70-80s, 10-lb. boxes, per lb.		0 16
80-90s, 25-lb. boxes, per lb.		0 14 1/4
70-80s, 25-lb. boxes, per lb.		0 15 1/4
Pears, choice, 10-lb. boxes, faced, lb.		
		0 20
Evaporated Apples, Ontario, 50s		
		0 17
Peaches, choice, 25-lb. boxes		
		0 21
Apricots, choice, 25-lb. boxes		
		0 25
Do., standard, 25-lb. boxes		
		0 22
Raisins—		
Muscatels—		
1 Crown, 25-lb. boxes		0 12 1/4
Seeded—Bulk, 25-lb. boxes		0 12 1/4

**Canned Goods Market
Shows Uncertainty**

Winnipeg.
CANNED GOODS.—Brokers state that the market in Winnipeg is in a very peculiar state as far as the jobbers are concerned. Last week it was stated by a prominent broker here that there were likely to be higher prices before the year was out on all lines of canned goods. If this is so that condition will contrast in a marked degree with the condition existing now. A broker states that all jobbers are selling their stock of canned goods at different prices. Some are selling at absolute cost, and some even below cost. It is stated that they are simply cutting in order to reduce their stocks. Jobbers state that the high prices of the past year have reduced sales, and that they have considerable stocks on hand. The primary market in

canned goods shows nothing to warrant a general decline, and reduction being made by individual jobbers is only temporary and is the result of being overstocked.

Corn—		
2s		\$4 45
Peas—		
Standard, 24 x 2's		3 25
Tomatoes—		
2 1/2s, Can.		3 80
3 95		
Peaches—		
Heavy Syrup, 24 x 2s		5 50
6 65		
Pears—		
Light syrup, 24 x 2s		3 90
4 15		
Plums—		
Lombard, light syrup, 24 x 2s		3 70
4 55		
Lombard, heavy syrup, 24 x 2's		3 80
Strawberries—		
2s		3 15
Salmon—		
Chums, 48 x 1-lb. talls		8 40
Pinks, 48 x 1-lb. talls		10 25
Cohoos, 48 x 1-lb. talls		13 75
Sockeye, 48 x 1-lb. talls		16 25
Pinks, 48 x 1-lb.		10 40
Sardines—		
100 x 1/4s		7 05

**Demand For Jam Active;
Heavy Export Selling**

Winnipeg.
JAM.—The market shows an upward tendency with an active demand for all lines. Stocks are moving freely and difficulty is being experienced in procuring goods to fill orders owing to heavy export demands.

**Coffee Advance Slight;
Other Advances Probable**

Winnipeg.
COFFEE.—The market is reported much firmer with an advance of 3/4c. Brokers state that it has been selling too low here. What coffee is being sold now is what was bought last June. Based on to-day's price the jobbers will have to ask a much higher figure for coffee before very long.

**Peanuts Decline
2 Cents Pound**

Winnipeg.
NUTS.—The market on peanuts is much lower this week, price of peanuts is down 2c per pound.

**Tea Market Firm;
Prices Remain Steady**

Winnipeg.
TEAS.—Java teas are reported to be in active demand. The market is very firm with prices remaining steady.

TEAS		
Black, Bulk—		
Broken Pekoe, No. 15, chests, lb		0 46
Do., Orange Pekoe, No. 19, chests, lb.		0 48
Less than chests, one cent per pound more.		
Choice broken Pekoe, No. 10, black, 30 x 3-lb. wooden boxes, lb.		0 50

**Little Variety Shown
In Fruit Offerings**

Winnipeg.
FRUIT.—New varieties of fruit are slow in coming forward, and nothing new is expected on this market for some weeks yet. The small shipments of Florida strawberries which have been received during past weeks have been practically cleaned up. The Florida market is closed and there will be no more strawberries until the Tennessee market opens up in April, when prices

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., March 25.—California Lima beans are selling at 14½c; British Columbia white at 8½c. Corn, twos, \$2.35. Evaporated peaches, \$26.00. Grapefruit, \$4.00. Boxed apples, \$4.25 to \$4.50.

BRITISH COLUMBIA:

Sugar, granulated	\$10 05
Do., yellow	9 40
Do., icing	10 45
Rolled oats, 80s, each	4 40
Flour, Govt. standard, 24s	11 20
49s	11 00
98s	10 80
Cornflour, 98s, per bbl.	18 50
Cornmeal, 98s	11 50
Barley, pot, 98s	0 06½
Do., pearl	0 06
Beans, lima, Manchurian, 100s	0 13½
Do., lima, California	0 14½
Do., white, 100s	0 08½
Do., Kotenashi, 100s	0 08
Rice, Siam, No. 1, per ton	160 00
Do., Do., No. 2, per ton	160 00
Do., China, No. 1, per 40 mats	140 00
Do., Do., No. 2, per 40 mats	226 00
Do., California	0 10¾
Tapioca, 140s	0 10¾
Sago, 140s	0 10¾
Canned tomatoes, 2½s, doz.	2 00
Do., peas, stand., 2s, doz.	1 75
Do., early June, 2s, doz.	1 90
Do., corn, 2s, doz.	2 35
Do., beans, green, doz.	2 25
Do., Do., yellow	2 25
Do., raspberries, 2s, doz.	4 10
Do., strawberries, 2s, doz.	4 25
Do., peaches, 2½s, doz.	3 75
Do., plums, 2s, doz.	2 10
Do., pineapple, 2s, doz.	3 25
Do., pumpkin, 2½s, doz.	1 40
Do., salmon, sockeye, 1s, tall, per case	17 50
Do., cohoes	14 00
Do., pinks	9 50
Do., chums	9 50
Do., pilchards	7 50

Dried Fruits—

Choice peaches, 25s	0 26
Do., apricots	0 22
Do., apples	0 19
Do., prunes, 70-80, 55s	0 17½
Oranges, run, per case	7 00
Lemons, per case	5 00
Grapefruit, per case	4 00
California	3 75
Bananas, lb.	0 09
Apples—Yellow Newtons, per box	4 25
Do., Winesaps, per box	4 25

PRODUCE

Dressed hogs	0 25	0 28½
Breakfast bacon, medium	0 48	0 39
Hams, medium	0 39	0 32
Pure lard, tierce basis	0 32	0 25
Do., compound	0 25	0 54
Butter, New Zealand prints	0 54	0 64
Do., Alberta Cr., prints	0 64	0 34½
Margarine, prints	0 34½	0 31½
Eggs, fresh	0 31½	0 31½
Do., storage	0 31½	36 00
Cheese, large	0 31½	0 31½
Do., twins	0 31½	
Potatoes, Lalooet, per ton	36 00	

Fish—

Frozen Halibut, per lb.	0 15	0 17
Salmon, Qualla, per lb.	0 10	0 16
Salmon, Cohoe, per lb.	0 16	0 17
Salmon, Spring, per lb.	0 17	

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., March 25.—Number one creamery butter 54½c, and is very scarce. Eggs are selling at \$17.50, with supplies a little better. Cheese, 31 to 32c. Bran and shorts advanced two dollars ton. Smoked hams and evaporated apples, each showed an advance of one cent. Barrington Hall soluble coffee increased 42c dozen; Chase and Sanborn 1c a pound. Red Rose coffee was reduced 4c, presumably to come more in line with others. There has been a temporary reduction of 65c on Gold Dust and Fairy soap. There are no 60-70 prunes offering here. Lemons, \$6.25 and \$6.50. Dried green peas to arrive, 9½c.

Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.	10 50	10 50
Rolled oats, 80s	3 65	3 75
Rice, Siam, cwt.	8 30	9 50
Rice, China mat., No. 1	4 80	4 10
Do., No. 2	4 10	0 10½
Tapioca, lb.	0 10½	0 12½
Sago, lb.	0 11	0 12½
Sugar, pure cane, granulated, cwt.	11 02	0 31
Cheese, No. 1, Ontario, large	0 32	0 54½
Butter, creamery, lb.	0 54½	0 35
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	18 30	17 50
Eggs, new-laid, local	17 50	3 60
Tomatoes, 2½s, stand. case	4 25	4 80
Corn, 2s, case	5 00	3 40
Peas, 2s, standard case	3 50	2 50
Apples, gals., Ontario, case	3 00	8 10
Strawberries, 2s, Ontario, case	8 75	8 40
Raspberries, 2s, Ontario, case	8 75	0 18
Cherries, 2s, red, pitted	6 40	0 26
Apples, evaporated, 50s, lb.	0 18	0 22
25s, lb.	0 18½	0 20
Apricots, evaporated, lb.	0 26	0 20
Peaches, evaporated, lb.	0 20	0 16½
Prunes, 80-100s	0 16½	0 60-70s
Do., 60-70s	0 21	0 16-50s
Do., 40-50s	0 21	9 00
Salmon, pink, tall, case	10 25	16 50
Salmon, Sockeye, tall, case	16 50	18 50
Do., halves	18 50	30 00
Potatoes, per ton	30 00	6 00
Oranges, navel's	6 00	6 25
Lemons, case	6 25	7 50
Grapefruit	7 50	8 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., March 25.—There have been sensational increases in local butter prices to conform with higher price in Eastern markets. A record for Regina was established when creamery butter was commanding 58c wholesale here yesterday. Retail prices have gone as high as 65c per pound, but even this is lower than Winnipeg and American prices. It is not anticipated that these prices will be maintained very long. Lard has also advanced 60c per case.

Fresh fruits remain high in price. Sweet potatoes are on the market.

Beans, small white Japans, bu.	5 40
Beans, Lima, per lb.	0 12½
Flour, standard, 98s	5 45
Rolled oats, boils	3 65
Rice, Siam, cwt.	8 40
Sago, lb.	0 12
Tapioca, lb.	0 13
Sugar, pure cane, gran., cwt.	10 99
Cheese, No. 1 Ontario, large	0 30
Butter, creamery	0 58
Lard, pure, 3s, per case	19 35
Bacon, lb.	0 47
Eggs, new-laid	0 52
Eggs, storage	0 65
Tomatoes, 3s, standard case	4 25
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18½
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 60
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	10 25
Salmon, pink, tall, case	41 00
Pork, American clear, per bbl.	59 00
Onions, ton	1 15
Potatoes, bushel	2 90
Apples, Washington, box	7 50
Grapefruit	6 50
California oranges	5 75
Pineapples	8 00
Lemons	8 00

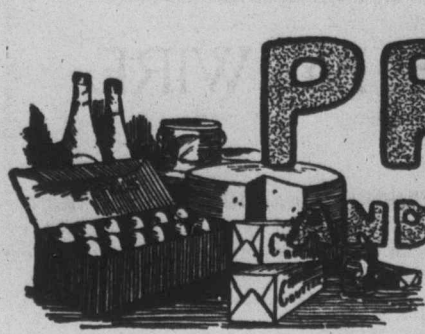
New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 25.—The market is steadier this week. Jobbers are not looking for much further reduction. Rice, Siam, \$8.75-\$9.00; cheese, Ontario, twins, 31-31½c; butter, creamery, 50-52c.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	\$12 50
Cornmeal, gran., bags	5 75
Cornmeal, ordinary, bags	3 25
Rice, Siam, per 100	8 75
Molasses	0 90
Sugar—	
Standard, granulated	10 25
No. 1, yellow	9 75
Cheese, Ont., twins	0 31
Eggs, fresh, doz.	0 43
Eggs, case	0 40
Breakfast bacon	0 30
Butter, creamery, per lb.	0 50
Butter, dairy, per lb.	0 47
Butter, tub	0 42
Margarine	0 33
Lard, pure, lb.	0 30
Lard, compound	0 27
American clear pork	56 00
Tomatoes, 3s, standard, case	4 90
Raspberries, 2s, Ont., case	8 80
Peaches, 2s, standard case	6 00
Corn, 2s, standard case	4 30
Peas, standard case	2 90
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case	8 20
Salmon, Red, spring, cases	
Pinks	11 00
Cohoos	14 50
Chums	8 50
Evaporated apples, per lb.	0 18
Peaches, per lb.	0 22
Apricots, per lb.	0 23
Potatoes—	
Natives, per bbl.	3 25
Onions, Can., 75-lb. bags	2 50
Lemons, Cal.	6 50
Oranges, Cal., case	7 00
Grapefruit, case	6 50
Bananas, per lb.	0 09
Apples, box	5 50



PRODUCE AND PROVISIONS

Preparing to Defend Margarine

Information to be Obtained From Retailers to Assist in the Campaign to Defend Need For This Product in Canada

The Ontario Provincial Board of the Retail Merchants' Association are sending out a questionnaire to the entire trade of the province, grocers, general merchants, butchers, and provision dealers, enquiring how they stand on the question of margarine.

There seems to be little doubt that there will be a definite effort to have the prohibition imposed on the sale of this product in Canada some years ago, reimposed, and it is desired to combat this campaign with definite knowledge gained from those who have been handling the product. That there is still an urgent need for this product seems evident.

Due to the war, the entire world is still deficient in fats, and although the armistice has been signed and the peace delegates are at work, it will be years before the world supply of fats will be sufficient to meet demands.

When Canada, as a war measure to save fats, let down the bars which kept oleomargarine off the market, the butter alternative at once made a deep impression on the Canadian population. Consequently to-day, after about sixteen months of usage, oleomargarine is being used widely throughout the Dominion, and the demand for it is heavy, especially in the big centres of population.

This is not surprising, for oleomargarine, besides being cheaper than butter, is nutritious and tasty. The people of Canada found this to be a fact at once. Denmark and Holland, both noted for their dairy products, use more oleomargarine than they do butter.

The purity of oleomargarine is assured, for it is manufactured under the strictest kind of Governmental supervision. It is made from pure vegetable or animal oils, with the most up-to-date and sanitary equipment that money can buy. Everything that goes into its manufacture does so under the most sanitary conditions existing in the manufacture of any product, and its purity from the first moment of manufacture to its sale to the consumer is never in danger.

The demand for oleomargarine in Canada, especially from the larger centres

of population, has been very heavy since the restrictions were removed. This demand, which is now general throughout the entire Dominion, indicates that oleomargarine is wanted by the people, and any attempt to legislate against it would not be in accord with their interests.

ENORMOUS EARNINGS PER SHARE DUE TO TURNOVER

Wilson & Co., American Packers, Show Surprising Earnings Per Share—This Condition Due to Huge Business on Low Capitalization

The secret of the very large earnings per share earned for Wilson & Co., one of the large American packing companies, common stock, in the last few years is the enormous increase in the annual turnover of business on a stationary stock capitalization.

In this connection, it is rather interesting to compare the figures of gross sales and common stock of Wilson & Co., with those of Swift & Co. for the last two years, which may be pictured as follows:

	Wilson & Co.	Swift & Co.
Gross sales, 1916	\$159,000,000	\$ 575,000,000
Common stock, 1916 ..	20,000,000	75,000,000
Gross sales, 1918	400,000,000	1,200,000,000
Common stock, 1918..	20,000,000	150,000,000

It will be seen that, in 1916, the proportion of gross sales to common stock was, roughly, about the same in each case, the ratio being a little less than 8—1. In 1918, however, the ratio of sales of common stock in the case of Wilson & Co. was 20—1, while that of Swift & Co. remained the same as in 1916—8—1. On the other hand, Wilson & Co. had, proportionately, a considerably larger indebtedness, its bonds at the close of 1918 amounting to \$40,000,000, in addition to which it had notes payable of \$30,000,000, while Swift & Co., had bonds of a little under \$31,000,000 and no notes payable. In other words, Wilson did a much larger proportion of its business with borrowed capital.

The funding of its obligations has, however, placed Wilson & Co. in a much

stronger position as regards working capital, as will be seen from the following:

	1918	1917	1916
Cur. assets...	\$81,995,000	\$60,237,000	\$36,480,000
Cur. liabilities	38,808,000	41,291,000	20,989,000
Work. capital	43,187,000	18,946,000	15,491,000

In the last three years, Wilson & Co. has earned for its common stock, respectively, \$34.49, \$38.95 and \$21.06—a total of \$84.50, all of which has been reinvested in the business, none having been distributed in dividends.

With the war pressure removed, and some tendency toward lower prices, it is conceivable that there might be some falling off in the volume of sales, though there is no doubt that this will continue to be a very large amount.

On the other hand, the margin of profit, which last year was only 1.9 cents per \$1.00 of sales should, normally, show considerable increase, perhaps more than enough to offset any decrease in the turnover.

WOULD ENLARGE FAMOUS BONSECOURS MARKET

The Administrative Commission of Montreal are to be strongly urged to enlarge and improve Bonsecours Market, so that the cultivators from the surrounding district may dispose of their produce under more convenient conditions, while the commissioners are also to be urged to construct stables and dormitories for the horses and drivers of the farm carts. The agricultural committee of the Legislature adopted a motion to this effect.

LEA & PERRINS APPOINT AGENTS

Lea & Perrins, through their Sales and Advertising representative, Harold Seddon, have appointed Wm. H. Dunn, Montreal, to handle the distribution of their product in Quebec and the Maritime Provinces, and their territory extending from Ottawa eastward.

The Ontario territory will be handled by R. S. McIndoe, Toronto. This firm will have as their territory the Province of Ontario from Fort William east, while Western Canada territory is already arranged for. Other appointments may be made later when shipping and supply conditions are more settled.

Mr. Seddon, the Canadian representative, has offices in the Shaughnessy Building, Montreal.

WEEKLY MARKET REPORTS

Continued from page 56

should be a little easier than on the Florida crop. Some small offerings of Washington winesaps at \$5 a box represent practically all the available supplies of apples. Oranges and grapefruit are very firm. Supplies of all seasonable fruits are coming forward fairly well and the demand continues good.

Fruits—		
Oranges	\$7 00	\$8 00
Lemons, Cal.		7 00
Bananas, lb.		0 09
Grapefruit, case	6 50	7 50
Oranges (marmalade)	5 50	6 00
Strawberries, Florida, quart		0 85
Japanese bitter oranges		5 50
Apples—		
No. 1, bbl.		9 00
No. 3, bbl.		7 50
Boxes	4 00	4 50

*Florida Rains Curtail
Tomato Offerings*

Winnipeg.

VEGETABLES.—Heavy rains in Florida have seriously interfered with the winter tomato crop which last week was beginning to come on this market. The damage to the tomato crop is estimated at \$5,000,000. Onions are firm, there being no Manitoba or Minnesota red onions on the market, and the British Columbia and Ontario yellows have recently show decided strength. Cauliflower is still fairly plentiful on this market at the recent decline in price. Cucumbers have dropped from \$5.50 to \$4 a dozen and are fairly plentiful. The

shipments of tomatoes recently received have been of excellent quality owing to the fact that they have been graded and boxed in Chicago. Some ungraded varieties are selling around \$10 a case.

Vegetables—		
Cucumbers, doz.	4 00	5 00
Cabbage, Cal., new		0 06
Cabbage, lb., local		0 03
Beets, with heads on, hampers		4 00
Carrots, with heads, hampers		4 00
Head Lettuce, per doz.		3 50
Turnips, cwt.		2 00
Onions, silvers and yellows, lb.		0 05
Radishes, doz.		0 30
Parsley, imported, doz.		0 90
Tomatoes, Florida, case	10 00	16 00
Celery, lb.		0 16
Cauliflower, doz.		2 75
Potatoes, 10-20 bush, lots, bush.		0 90

A GROWING TRADE FOR LONG CLEAR BACON

A large number of storekeepers—particularly those in country towns—are finding “long clear” bacon a very satisfactory and popular line, and many of them have been able to build up a substantial and remunerative business by handling this product.

Besides being very largely sold to lumber camps, “long clear” (on account of its comparative economy) is being used in a great many country homes in place of fresh meat and the more expensive cuts of bacon. Comprising the shoulder, back and belly, with nearly all the bones taken out, it is easy to handle, and, when boiled, makes a very acceptable dish of considerable nutritive value.

Judging Dressed Pork

Useful Helps to the Retail Butcher on How to Judge and Grade Dressed Pork

From the Packer

Published by the Wm. Davies Co.

IN continuation of our series of articles on the grading of fresh carcass meat, we believe the following information will prove helpful, particularly to the younger salesmen, who may not, as yet, have acquired so wide an experience in the retail butchering business as some of the older hands. This article refers to dressed pork as it leaves the slaughter-house ready to be cut up for the retail trade.

Shape.—The shape demanded by the retail trade for dressed butcher hogs is good width of side and back in proportion to the length of the carcass. The lines should be as straight and even as possible and the hams and shoulders well filled.

Finish.—This relates to the evenness and depth of covering fat on the carcass, particularly on the sides and along the back. The amount of leaf fat (the internal fat, including kidney fat and fat down to the flanks and diaphragm) is also an indication of good finish. This fat should be fairly liberal and well distributed, and should be white in appearance and firm to the touch.

Quality.—The lean flesh should be bright, firm and smooth grained, the fat being well distributed. The skin

should be smooth, thin and unwrinkled, without blotches or bruises. The head and shanks should be fairly small, and the bones soft and of a reddish color. There should be no appearance of coarseness. Heavy or unusually large shoulders, neck and jowls are undesirable from the retail butcher's standpoint.

Weight.—Weight is a very important factor in grading hogs. The following weights will give some idea as to the class into which hogs are usually graded:

Dressed Weight.—Smooth, heavy or heavy loin hogs, suitable for heavy loins, heavy fat backs and pickled bellies, 180 lbs. to 220 lbs.

Butcher or light loin hogs.—All straight hogs as sold to the retail trade, 70 lbs. to 110 lbs.

Heavy packing hogs.—Including mixed hogs of all weights, coarse quality and rough shape. Used chiefly for short ribs, mess pork, etc., 250 lbs. and upwards.

Bacon hogs.—Selected for their long, deep smooth sides, with light even covering of fat. These are all straight hogs, and are graded according to quality rather than by weight, 112 lbs. to 200 lbs.

Fairly light-weight hogs are mostly used for export trade, and, in consequence of war conditions, the demand for this export product is far greater than the supply. As a result of this, packers are now offering somewhat heavier weights for “long clear” than formerly, and dealers are coming to recognize that selected hides of from 70 to 90 lbs. average are suitable in every way for their local trade.—The Packer.

REMEMBER THE CLERKS' WINDOW CONTEST

The contest for window dressing addressed especially to clerks is drawing to a close. It is necessary to act quickly in order to participate in the contest. If you have not done so already, dress this window immediately and enter it in the contest. The following are the conditions on which the windows will be judged:

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

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

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

The contest will close April 5.

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

All displays not winning a prize, but suitable for reproduction, will be purchased at \$1 each.

MAY BE EXPORTED WITHOUT LICENSE

Advices have been received by G. T. Milne, Montreal, and F. W. Field, Toronto, British Trade Commissioners in Canada, that the following additions have been made to the list of goods which may be exported without license: Fancy goods made of morocco and light leathers; iron and steel manufactures generally except high-speed steel and certain special articles; machinery of all kinds except textile machinery and machinery wholly made of brass or copper; toys and dolls; games of all kinds.

Lists of export restrictions recently removed: Binder twine, barrels and casks, boilers, chrome ore, chestnut extract cork, fuel economizers for boilers, goldbeaters' skin, gluestock, dry white lead, hide clippings, rosins, lead-coated sheets, paraffin, wax, pigskins, cast iron pipes, iron or steel wire, wire rope, quebracho extract, cast iron radiators, solid glucose, railway sleepers, or iron or steel, railway springs, railway wheels, axles and tires, railway constructional material except rails, silk manufactures, spirits except whiskey, terneplates, tinplates. Import prohibition relaxed on bacon, lard, hams, and hardwood, the latter until January 1. Import relaxations revoked licenses will be now necessary on brooms, brushes, buttons, gloves of leather, and fabric gas mantles, vegetable tape, cotton piece goods.

Would Regulate Shipping Rates

Retailers and Manufacturers Interested in Bill Which Aims to Place Water Carriers Under the Direction of the Railway Board — Question of Interest on Overcharges to Be Taken Up by Manufacturers

OTTAWA.—J. E. Armstrong, M.P., is again endeavoring to bring ships acting as carriers under the operation of some authority which shall be able to regulate their rates and time and manner of calling at ports. At present shipping in Canada, whether inland or coastal, is under no control. The firms claim that they differ from railways in several important respects. There is no public franchise given to any one company. The railroad enjoys a monopoly on the road it uses, and which the Government helped to build. It operates between definite points and on a definite schedule on a fixed roadway. It is not subject to marine risks which require it to carry insurance of from 5 to 8 per cent. Shipping men say that as long as they have no public franchise, they should have no special burdens. They claim that absolute competition insures fair rates.

Not Common Carriers

"We are not common carriers," they say. "We can say with perfect right and freedom: 'I will not take your grain, I will take somebody else's that I get one-eighth of a cent a bushel more for. I will not go to Colborne or Midland because of unloading conditions there. I would rather run my boat through to Montreal so that I can get a return cargo.' The boatowner does that and nobody can say he is wrong, he is not a common carrier and cannot be ordered to do what he does not wish to do."

Mr. Armstrong presents the conditions which obtain as a result of this freedom which the shipping men of Canada claim for themselves. He says:

Have 8,500 Ships

"At the present time we have 8,500 ships, with about 45,000 employees, under Canadian register. None of those, with the exception of the few operated in connection with the railways, are under any control with regard to tariffs, tolls, tariff agreements, places of stopping or whether they shall stop at all. They may take a shipper's goods or leave them, as they wish. There is no control over rates on grain from the Northwest. Canada has spent over four hundred million dollars on dredging rivers, buoying and lighting water-ways, building docks and piers and canals, in order that the transportation facilities may be cheapened and improved; but rates have gone on increasing from year to year. Grain carriers have increased enormously in size and carrying capacity, which should make for lower rates; but the rates have gone up.

There is practically a monopoly in the lake traffic, as the Canadian Steamship Company claims it controls over 90 per cent. of the traffic. This Bill (Bill 6; an Act to Amend the Railway Act)

will place us in a position by which we can enter into an agreement with the United States and Great Britain to get control of our shipping. We are the only country in the civilized world which has no such control now. The United States has passed a law by which the United States Shipping Board has control on coastal and inland waters."

"There will, of course, be objections. The millers will object, as well as the sugar men and others who have been getting special rates and privileges. The millers, for example, have been allowed to load a boat with grain but need not take delivery of it for a long time."

Rates Increased

"The matter has been up several times since 1912, and rates have increased very materially. Lake vessels have been passing the small ports and ignoring the small shippers, and there seems to be no control over them.

"Generally speaking, those who are strongest in demanding the passing of this bill are the farmers of the West, the fruit growers of both Ontario and British Columbia, the Vegetable Growers' Association, and small shippers generally who are at the mercy of the boats, not only as regards rates, but as to whether their goods shall be carried at all or not."

Wants Same Tariff

When the joint Committee of the Senate and the House had under consideration the consolidation of the Railway Act, Mr. Armstrong introduced an amendment urging that, so far as was deemed applicable, the Railway Act should apply to tariffs for water carriers. The Consolidated Railway Act has passed the Senate and will next come before the House. Mr. Armstrong will introduce an amendment following along the principles of the following bill, which received its first reading February 27th.

The section in the Railway Act which applies is Section 358: "The provisions of this Act shall, so far as deemed applicable by the 'Railway Board, extend and apply to the traffic carried by any railway company by sea or inland water, between any ports or places in Canada, if the company owns, charters, uses, maintains or works, or is a party to any arrangement for using, maintaining or working vessels for carrying traffic by sea or by inland water between any such ports or places."

Special Cases

This is applicable only to cases where railways have water carriers in connection. The Senate struck out the following, which would cover what Mr. Armstrong has in mind: "..... and the provisions of this Act in respect of tolls, tariffs, and joint tariffs, shall, so far as deemed applicable by the Board, ex-

tend and apply to all freight traffic carried by any carrier by water from any port or place in Canada to any other port or place in Canada."

Follow It Closely

The Canadian Manufacturers' Association has appointed a committee to take up matters in connection with this bill. It is stated that it may, unless handled wisely, work out so that not only many manufacturers but many retailers who depend upon water carriers to get their shipments at the lowest rates may be seriously affected. In some cases it is feared they might lose the shipping altogether and this would materially affect their business.

Question of Overcharges

There is also the question of interest on overcharges in connection with shipments. This matter has been under discussion before but no satisfactory settlement has ever been arrived at. The committee of the Canadian Manufacturers' Association will take this up when the bill is under consideration and endeavor to have something definite settled.

The Amendment

Bill 6.—An Act to amend the Railway Act, is as follows: Subsection one of section thirty of the Railway Act, Revised Statutes of Canada, 1906, chapter thirty seven, is amended by inserting the following paragraphs immediately after paragraph (g):—

"(ga) With respect to any privilege or concession given by any company or express company or by any person owning or controlling any such steamboat or vessel as is in the next paragraph mentioned, and where any privilege or concession is given by any such person or by any company or express company to any person or class of business or in any part of Canada, the Board may order that such privilege or concession be discontinued or modified or granted to any other person or class of business, or in any other part of Canada, either the same or in a modified form.

"(gb) With respect to the traffic accommodation, classification of freight, traffic agreements, tolls and tariffs to be furnished, made, entered into and charged in connection with and by steamboats, and other vessels engaged on a regular route carrying passengers or freight or both from one port or place in Canada to another port or place, or to a port or place outside of Canada and with respect to the places along the line of route where such steamboats and vessels shall call for traffic, the time of call and duration of stay."

2. All tariffs of tolls, tariffs agreements, and classifications of freight charged, entered into or adopted in connection with any steamboat or vessel mentioned in paragraph (gb) of this Act shall be submitted to the Board.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, March 25.—The butter market furnishes the big item of interest this week, prices on finest creamery soaring to 61c in prints. There is a keen consumptive demand, and the supply is getting rather limited. Margarine is also higher, best grade in prints selling at 38c. Hogs are higher to \$20 per cwt. for abattoir stock. The beef market is steady and decidedly firm, without change. There is an increase in the price of old turkeys and old fowl, too. Eggs are firmer under a distinctly heavy demand, and cured meats are firm and may advance. Live lobsters are down considerably.

Expected Advance

Made in Hogs

Montreal
HOGS.—As pointed out last week, the price of live hogs was expected to advance. In accordance with the undertone and the keen buying demand, prices again scored an increase and the basis for abattoir live hogs is \$20 this week. There was some falling off in the buying interest early in the week, but no weakness has developed and the market is steady. Dressed abattoir stock is selling at \$28.

The beef market is high and firm, but the range below is maintained without change. Trade is fairly well maintained.

Hogs, Dressed—	
Abattoir killed, small	\$ 28 00
Sows	25 00 27 00
Hogs (country dressed)	24 50 25 00
Hogs, live	20 00
Fresh Pork—	
Leg of pork	0 36
Loins	0 38 0 40
Tenderloin, lb.	0 46 0 48½
Spare ribs	0 24
Trimmed shoulders	0 29 0 30
Fresh Beef—	
(Steers and Heifers)	
\$0 25	\$0 31
0 16	0 20
0 31	0 36
0 21	0 29
0 16	0 18
0 23	0 27
Calves (as to grade)	0 27 0 28
Lambs—fresh killed	0 27 0 29
Do. frozen	0 26 0 27
Sheep	0 20
(Cows)	
0 15	0 17
0 26	0 29
0 21	0 27
0 15	0 17
0 18	0 23
0 27	0 28
0 27	0 29
0 26	0 27
0 20	

Firmness Still in

Cured Meats

Montreal
CURED MEATS.—While there is no change from the basis of last week, the increases made for live and dressed pork is a firming feature on cured meats and these are decidedly firm. There is a reasonably good sale for hams and bacon. Barrel pork is steady and very firm, but without change in a quotable way.

Cured Meats—	
Hams—	
Medium, smoked, per lb.—	
(Weights) 10-16 lbs.	0 37
16-20 lbs.	0 36
20-35 lbs.	0 34
Bacon—	
Plain	0 43 0 44
Boneless, per lb.	0 46 0 47
Bacon—	
Breakfast, per lb. (as to qual.)	0 40 0 45
Roll, per lb.	0 32½ 0 33½
Dry Salt Meats—	
Long clear bacon, ton lots	0 25 0 26
Long clear bacon, small lots	0 26 0 27
Fat backs, lb.	0 30

Barrel Pork—	
Canadian short cut (bbl.)	54 00
Clear fat backs (bbl.) (40-50 pieces)	60 00
Do. (30-40 pieces)	61 00
Short cut clear pork (bbl.)	53 00 54 00
Heavy mess pork (bbl.)	42 00 44 00
Bean pork (bbl.)	42 00 45 00

Fair Sale For

Cooked Meats

Montreal
COOKED MEATS.—Ham and tongue continue to be favorite sellers in the list and while the undertone is firmer on these, there is no change of price. The movement continues fair all around.

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

Another Advance

Makes Lard 30c

Montreal
LARD.—The tendencies of the market are taking lard back to near its former position as regards price. Thirty cents per lb. is now the quotation for tierces and the undertone is pretty firm. Sales are maintained on a steady basis and a big volume of business is carried out from week to week.

Lard, Pure—	
Tierces, 400 lbs., per lb.	0 30
Tubs, 50 lbs., per lb.	0 30¼
Pails, 20 lbs., per lb.	0 30½
Bricks, 1 lb., per lb.	0 31½

Shortening Firm

But Unchanged

Montreal
SHORTENING.—There is no change from the basis quoted last week on shortening, but the undertone is steadily strong under the influence of high lard price. Demand is steadily fair.

Tierces, 400 lbs., per lb.	0 26 0 26¼
Tubs, 50 lbs., per lb.	0 26¼ 0 26¾
Pails, 20 lbs., per lb.	0 26½ 0 27
Bricks, 1 lb., per lb.	0 27½ 0 28

Four Cent Advance

on Margarine

Montreal
MARGARINE.—Influenced by the strong position assumed in the butter market, margarine is firmer and recorded an advance of four cents in some

cases. Best grade is selling at 38c and there is a better demand, some report, even at this.

Margarine—	
Prints, according to quality, lb.	0 34 0 38
Tubs, according to quality, lb.	0 32

Creamery Butter

Goes to 61c

Montreal
BUTTER.—A record price of 61c for print creamery butter has been reached in this market, and this is a high level indeed. There is some doubt expressed as to stocks in hand holding through until the new make is available. The advance in creamery is naturally followed by one for dairy, and print price on the latter is given at 48c.

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

Cheese Firmer;

Little Surplus

Montreal
CHEESE.—Twin cheese is selling at 30c per lb. and there is a steadily good demand, with stocks just fair. In fact there is said to be very little surplus, and as export has been steadily taking stocks down from time to time all through the making season, there is likely to be a firmly maintained basis for the various grades.

Cheese—	
Large, per lb.	\$0 28½
Twins, per lb.	0 30
Triplets, per lb.	0 30
Stilton, per lb.	0 30 0 32
Fancy, old cheese, per lb.	0 30

Eggs Advance 2c;

Immense Sales

Montreal
EGGS.—The demand for eggs has been extremely heavy, and this has absorbed supplies to such an extent that prices reacted slightly to 44c per dozen. It is probable that there may not be a great deal of reduction further.

Eggs—	
New-laid	0 44

Turkeys Advanced;

Old Fowl Too

Montreal
POULTRY.—Higher prices are in effect for old turkeys, these being quoted, dressed, at 46c, and which is 3c up. There is a good demand in a domestic way, while the export movement still continues. Old fowls are firmer at 34c for large.

There has been a considerable movement of live birds to this market, but the same is not so marked as formerly. The laying season will, it is thought, have a retarding effect in this respect.

Chickens, roast (3-5 lbs.)	\$0 35
Chickens, roast (milk fed)	0 43
Broilers (3-4 lb. pr.)	0 45
DUCKS—	
Brome Lake	0 47
Young Domestic	0 40
Turkeys (old toms), lb.	0 46

Turkeys (young)	0 46
Geese	0 30
Old fowls	0 34
Large	0 34
Small	0 30

**Lobster Prices Off;
Are Now 50c**

Montreal
FISH.—A stiff falling off in the price of live lobsters makes the price basis much lower at 50c per lb. This is practically the only quotable change, although there is an easier feeling for various frozen fish, the surplus of this being reported large. East Coast fishing has been better and cod are on an easier basis, and the market for halibut is a lower one, too. General movement is fair only.

FRESH FISH	
Haddock	0 09 0 10
Steak Cod	0 10 0 11
Market Cod	0 08 0 09
Flounders	0 09 0 10
Prawns	0 40
Live lobsters	0 50
FROZEN FISH	
Halibut, large and chicken	0 20 0 21
Halibut, medium	0 22 0 23
Haddock	0 07 0 07½
Mackerel	0 15 0 16
Dore	0 14 0 15
Smelts, No. 1, per lb.	0 13 0 15
Smelts, No. 2, per lb.	0 10 0 11
Pike, Headless and Dressed	0 10 0 11
Market Cod	0 06½ 0 07½
Whitefish, small	0 11 0 12
Sea Herrings	0 07½ 0 08
Steak Cod	0 08½ 0 09
Gaspe Salmon, per lb.	0 24 0 25

Salmon Cohoes, round	0 17½ 0 18
Salmon, Qualla, Hd. and Dd.	0 13 0 14
Whitefish	0 15 0 16
Smelts, extra large	0 22
Lake Trout	0 19 0 20
Tom Cods, per bbl.	3 50 4 00
Lake Herrings, bag, 100 lbs.	6 00
Alewires	0 05½ 0 06

SALTED FISH

Codfish—	
Codfish, large bbl., 200 lbs.	\$20 00
Codfish, No. 1, medium, bbl., 200 lbs.	18 00
Codfish, No. 2, 200 lb. barrel	17 00
Pollock, No. 1, 200 lb. barrel	15 00
Codfish, strip boneless (30-lb. boxes), lb.	0 20 0 25
Codfish (boneless) (24 1-lb. cartons)	0 20 0 25
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18 0 23
Boneless cod (2-lb.)	0 23
Shredded codfish (12-lb. box)	2 50
Dried codfish (100-lb. bbl.)	20 00

PICKLED FISH

Herrings (Scotch cured), barrel	12 00
Scotia, barrel	12 00
Do., half barrel	6 50 7 25
Mackerel, barrel	34 00
Salmon, Labrador (200 lbs.)	26 00
Salmon, B.C. (200 lbs.)	25 00
Sea Trout (200-lb. bbls.)	25 00
Turbot (200 lbs.)	17 00
Codfish, tongues and sound, lb.	0 15
Eels, lb.	0 16 0 17

OYSTERS

Cape Cod, per barrel	\$15 00
Batouche, per barrel	15 00
Scallops, gallon	4 00
Can No. 1 (Solids)	2 25
Can No. 3 (Solids)	6 50 7 25
Can No. 5 (Solids)	11 00
Can No. 1 (Selects)	2 50 3 00
Can No. 3 (Selects)	8 40

SUNDRIES

Crushed Oysters Shell, 100-lbs.	\$1 60
Paper Oyster Pails, ¼-lb. per 100.	2 25
Paper Oyster Pails, ⅓ per 100.	1 75

ONTARIO MARKETS

TORONTO, March 26.—The spectacular advance in butter prices during the week is one of the most interesting factors in the provision markets this week. Feverish buying by American handlers has resulted in a much stronger market here, reaching advances of 5 to 6 cents a pound. There is also an advance in lard of about a cent a pound. Beef prices show a much stronger feeling, and mean considerably higher figures in almost all cuts of beef. This also is due to export demand. Eggs, too, are being influenced by the same cause, and are maintaining firm figures, where a decline might have been expected.

**Beef Prices
Show Sharp Advances**

Toronto.
FRESH MEATS.—There has been a sharp advance in beef prices during the week. This is the result of an actual scarcity, which is usual at this time of year coupled with heavy buying on the part of the United States. That this latter factor is a serious one is evidenced by the fact that of 2,500 beef cattle on the Toronto market last week 1,100 went to the United States. The demand from that source is for the best grades. There is no probability of any appreciable declines in prices until grass cattle begin to come on the market.

FRESH MEATS

Hogs—	
Dressed, 70-100 lbs., per cwt.	\$25 00 \$27 00
Live, off cars, per cwt.	19 00 19 25
Live, fed and watered, per cwt.	18 75 19 00
Live, f.o.b., per cwt.	17 75 18 00
Fresh Pork—	
Legs of pork, up to 18 lbs.	0 28 0 30
Loins of pork, lb.	0 36 0 38
Tenderloins, lb.	0 42 0 50
Spare Ribs, lb.	0 20

Picnics, lb.	0 24
New York shoulders, lb.	0 27
Montreal shoulders, lb.	0 28
Boston butts, lb.	0 32
Fresh Beef—From Steers and Heifers—	
Hind quarters, lb.	0 24 0 29
Front quarters, lb.	0 17 0 20
Ribs, lb.	0 22 0 30
Chucks, lb.	0 13 0 18
Loins, whole, lb.	0 28 0 33
Do., short, lb.	0 35 0 40
Hips, lb.	0 23 0 25
Cow beef quotations about 2c per lb. below above quotations.	
Calves, lb.	0 23 0 26
Lams, whole, lb.	0 28 0 32
Sheep, whole, lb.	0 20 0 22
Above prices subject to daily fluctuations of the market.	

**Cured Meats
in Good Demand**

Toronto.
PROVISIONS.—There are only a few changes in the provision list this week, but business is reported as satisfactory, with a very fair demand in most lines.

Hams—	
Medium	\$0 36 \$0 39
Large, per lb.	0 25 0 35
Bacon—	
Skinned, rib in	0 45 0 47½
Boneless, per lb.	0 49 0 52
Bacon—	
Breakfast, ordinary, per lb.	0 39 0 41½
Breakfast, fancy, per lb.	0 44 0 47

Roll, per lb.	0 29 0 31
Wiltshire (smoked sides), lb.	0 34 0 38
Dry Salt Meats—	
Long, clear bacon, av. 50-70 lbs.	0 27 0 29
Do., av. 70-100 lbs.	0 25 0 26½
Fat backs, 16-20, lb.	0 30
Out of pickle, prices range about 2c per pound below corresponding cuts above.	
Barrel Pork—	
Short pork, 200 lbs.	42 00 45 00
Shork cut backs, bbl., 100 lbs.	53 00 55 00
Pickled rolls, bbl., 200 lbs., heavy	48 00 52 00
Do., Do., Do., lightweight.	52 00 53 00
Above prices subject to daily fluctuations of the market.	

**Cooked Meats Firm;
No Changes Noted**

Toronto.
COOKED MEATS.—There are no changes noted this week in cooked meats. There is a fairly strong demand noted however, and prices are firmly held.

COOKED MEATS	
Boiled hams, lb.	\$0 48 \$0 49
Hams, roast, without dressing, lb.	0 47 0 48
Shoulders, roast, without dressing, per lb.	0 45 0 47
Head Cheese, 6s, lb.	0 14
Meat Loaf with Macaroni and Cheese, lb.	0 24
Choice Jellied Ox Tongue, lb.	0 50 0 52
Ham and Tongue, lb.	0 32
Veal and Tongue, lb.	0 25
Above prices subject to daily fluctuations of the market.	

**Lard Advances Sharply
Due to Export Demand**

Toronto.
LARD has shown a sharp advance during the week. This is due largely to the fact that actual stocks are light, and that an export demand has opened, that shows a tendency of making them lighter still. This has resulted in a feeling that higher prices are justified.
Lard, tierces, 400 lbs., lb. \$.... \$0 20
In 60-lb. tubs, ¼ higher than tierces, pails ¼c higher than tierces, and 1-lb. prints, 2c higher than tierces.

**Shortening Develops
Firm Tendency**

Toronto.
SHORTENING.—There is a firmer feeling in shortening this week due to the scarcity of lard which naturally is reflected in the shortening market. There are no marked changes in price however. The following figures tierce basis per pound are quoted to-day: Easi-first, 26c; Domestic, 26c; Peerless 25½ to 26c; Cotaset, 26c. Other brands are covered in the range herewith.
Shortening, tierces, 400 lbs., lb. \$0 25½ \$0 26
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ¼-¾c higher than tierces, and 1-lb. prints, 1¼-1½c higher than tierces.

**Margarine Demand Fair;
Prices Unchanged**

Toronto.
MARGARINE.—There is little change in the situation in regard to this product. There is about the usual fair demand, with no change in prices noted.
Margarine—
1-lb. prints, No. 1

**Butter Advances Sharply;
U.S. Buying the Cause**

Toronto.
BUTTER.—There was a spectacular advance on the butter market this week,

creamery butter showing an advance of 5 to 6 cents a pound. The advance is due to export buying from the United States. American dealers have apparently just realized that at least half the stocks on hand are in the possession of the Government, and that therefore they are facing a very light market. Consequently there has been a sudden demand for Canadian butter that has sent the prices soaring.

Butter—

Creamery prints (storage)	\$0 53	\$0 54
Creamery solids (storage)	0 52	0 53
Creamery prints (fresh made)	0 56	0 57
Creamery solids, fresh made	0 55	0 56
Dairy pr'ts, fresh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.	0 45	0 47

Export Selling Keeps Egg Prices Up

Toronto.
EGGS.—There has been a considerable business in eggs for export selling recently. This is a more or less serious matter, as it has a tendency to prevent the movement into storage. It will have a tendency to hold prices firm at the moment and to depress them sharply a little later in the season.

New-laid, in cartons, doz.	\$0 43	\$0 45
New-laid, doz.	0 42	0 43

Prices shown are subject to daily fluctuations of the market.

No Change Noted in Cheese Prices

Toronto.
CHEESE.—There is no change noted in the market for cheese though there is a somewhat easier feeling noted. There are only light stocks offering at the present time.

Cheese—

Old, large	\$0 30	\$0 31
New, large	0 29	0 30
Stilton (new)	0 31	0 32
Twins, 1/2 lb. higher than large cheese. Trip-lets 1 1/2 higher than large cheese.		

Fresh Poultry Almost Unobtainable

Toronto.
POULTRY.—There is practically no poultry to be had on this market at the present time. There were some small quantities offered on the market this week, that sold at the prohibitive figures of 45 cents for dressed chicken, and 40 cents for dressed fowl. Practically the entire demand for poultry, is being met by cold storage stocks, on which there are no price changes.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	\$0 35	\$0 35
Geese, lb.	0 15-0 20	0 20-0 25
Turkeys, old, lb.	0 28-0 30	0 35-0 36
Do, young, lb.	0 32-0 35	0 43
Roosters, lb.	0 22	0 25
Fowl, 4 to 6 lbs., lb.	0 30	0 30
Fowl, over 6 lbs., lb.	0 32	0 32
Fowl, under 4 lbs., lb.	0 25	0 25
Chickens, under 5 lbs., lb.	0 26	0 28
Chickens, over 5 lbs., lb.	0 26-0 27	0 30
Chickens, over 6 lbs., lb.		0 30
milk fed, lb.		0 32

Prices quoted to retail trade:

	Dressed
Hens, light	\$0 32
Do, heavy	0 34
Chickens, spring	0 38
Ducks	0 35
Turkeys	0 46
Geese	0 25

Salt Fish Getting Scarce; Fresh Arriving Soon

Toronto.
FISH.—There is a good demand for fish continuing, with supplies showing a lighter tendency. Salt fish is becoming scarce, but fortunately fresh fish will soon be on the market again, it is expected, and this will have a tendency to meet the difficulty. Lake Erie frozen herrings are arriving in good quantities, and are selling well at a slightly lower figure.

FRESH SEA FISH

Cod Steak, lb.	\$0 11	\$0 12
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 09	0 10

FRESH FROZEN SEA FISH

Cod Steak, lb.	0 08 1/2	0 09
Do., market, lb.	0 05	0 07 1/2
Flat Fish, B.C., lb.	0 08	0 10
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 05 1/2	0 07
Haddock, headless, lb.		0 10
Do., heads on, lb.	0 09	0 10
Do., small case, 200 lbs., lb.		0 05
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 20	0 21
Do., large, lb.	0 21 1/2	0 22
Herring, lb.	0 06	0 07
Mackerel, lb.	0 12	0 13
Salmon, Cohoe, lb.	0 21	0 22
Do., Qualla, lb.	0 12 1/2	0 15

Do., Red Spring, lb.	0 28	0 24
Do., Gaspe, lb.	0 24	0 25
Smelts, No. 2, lb.		0 15
Do., No. 1, lb.	0 12	0 15
Do., Extra, lb.		0 24
Tomcods, lb.		0 07

FROZEN LAKE FISH

Herrings, Lake Superior	0 83 1/2	0 04
Do., Lake Erie, lb.	0 06	0 06 1/2
Mullets, lb.	0 07	0 08
Pickrel, lb.	0 14	0 15
Pike, round, lb.	0 09	0 10
Trout, lb.	0 17	0 18
Tulibeas, lb.	0 09	0 10
Whitefish, lb.	0 09 1/2	0 10

SMOKED FISH

Bloaters, 40 Count, box	1 30
Cod, smoked, lb.	0 11
Ciscoes, lb.	0 12
Digby Chicks, bble.	1 85
Boneless Digbys, box	2 00
Haddies, chicken	0 08
Do., fillets, lb.	0 16
Do., Finnan, lb.	0 11
Herring, Kippered, box	1 30

DRY AND PICKLED FISH

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

OYSTERS, No. 3 size package

Do., No. 5 size package (4 1-6 (2 1/2 gallons))	9 50
gallons)	15 50
Do., No. 1 size package	3 30
Shell Oysters, 800 count, bbl.	14 50
Do., Do., 1,000 count	13 00

WINNIPEG MARKETS

Hog Market Advances Strongly

Winnipeg.
PROVISIONS.—The local hog market shows extensive fluctuation in sympathy with U. S. prices. The present price is 19 1/4c, compared with 18 1/4c last week. There has been a steady advance in price throughout the week and a 21c market is said to be a possibility before long. The supply of hogs is insufficient to meet demands.

Hams—

Light, lb.	0 34	0 36
Medium, per lb.		0 34
Heavy, per lb.		0 33

Bacon—

Breakfast, select, lb.	0 40
Backs	0 44

Dry Salt Meats—

Long clear bacon, light	0 29
Backs	0 33

Barrelled Pork—

Mess pork, bbl.	52 00
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Lard, Pure—

Tierces	0 30
20s	6 30
Cases, 5s	18 52
Cases, 3s	18 60
Tierces	0 25 1/2
Tubs, 50s, net	12 87
Pails, 20s, net	5 40

Cheese—

Ontario, large fresh	
Manitoba, large fresh	

Butter Holdings Light; Prices Advance

Winnipeg.
BUTTER.—A considerable advance has been made in the price of butter due to the large exportation of storage stocks, which are now practically cleaned up. Fresh butter is all that is now available and receipts are as yet very light. Butter prices now range from 56c to 57c per lb.

Egg Market Firm; Due to Cold Weather

Winnipeg.
EGGS.—The egg market is very

firm, owing to the continuance of cold weather. Prices range from 45c to 48c per doz.

Light Movement in Poultry Stocks

Winnipeg.
POULTRY.—Receipts of fresh poultry are very light and there is little movement of cold storage stocks.

Fish Demand Active; Fresh Fish Soon

Winnipeg.
FISH.—Fresh fish are expected on the market in a week. Dealers expect very little fluctuation of prices. Supplies are coming forward in good quantity and the demand is active. The market is a little unsettled owing to the quantity of stocks held by purveyors and the fact that some of them are trying to get rid of supplies before the new season's fish come in.

LAKE FISH

Whitefish (cleaned), lb.	0 13 1/2
Whitefish (frozen), lb.	0 12 1/2
Pickrel, lb.	0 13
Pickrel Fillet, lb.	0 35
Frozen Trout, lb.	0 18
Round Jackfish, lb.	0 09
Dressed Jackfish, lb.	0 09 1/2
Frozen Goldeye, lb.	0 07 1/2
Speckled Trout, lb.	0 35

SEAFISH

Frozen Halibut, lb.	0 22
Fresh Halibut, lb.	0 23
Frozen Salmon, lb.	0 18
Frozen Mackerel, lb.	0 09 1/2
Red Carp, lb.	0 12
Sable Fish, lb.	0 10
Haddock, lb.	0 09
Soles, lb. (50-100)	0 08 1/2
Soles (less)	0 08
Plaice, lb.	0 08
Skate, lb.	0 18
Smelt, lb.	0 16
White Salmon, lb.	

SMOKED FISH

Finnan Haddie (30-lb. boxes), lb.	0 16
Finnan Haddie (15-lb. boxes), lb.	0 17
Smoked Goldeye, lb.	0 20
Smoked Codfish, lb.	0 22
Smoked Fillet (15-lb. boxes), lb.	2 85
Bloaters (35-lb. boxes), case	2 30
Kippers, Western, fancy	2 30

FREEMAN Dry Air Refrigerator

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

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

Branches at

Toronto

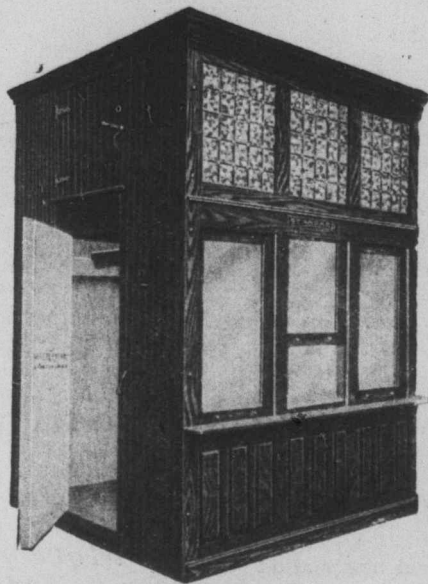
114 York St.

Montreal

Winnipeg

209 McDermot Ave.

Write for Catalogue



EGGS

If you want to sell
Eggs we can handle
them for you.

If you want to buy
Eggs we can supply
you.

Let us hear you calling

F. W. FEARMAN CO.
LIMITED
HAMILTON

57

HEINZ Baked Beans

Display and recommend them

Heinz Products are half sold when you
put them on your shelves. Your cus-
tomers know that they are wholesome
and nutritious, economical, and of a
rich, nut-like flavor.

*Baked Beans with Pork
and Tomato Sauce*

*Baked Pork and Beans
without Tomato Sauce*

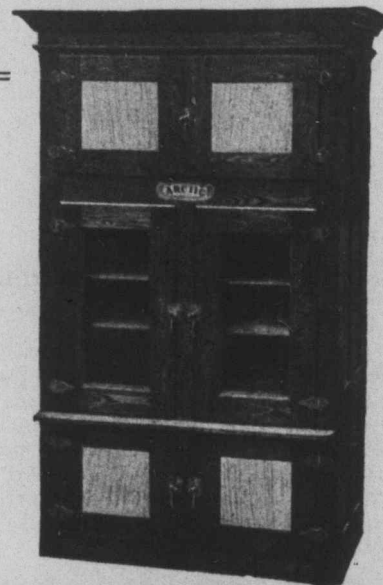
*Baked Beans in Tomato
Sauce without Pork*

ALL HEINZ GOODS
Sold in Canada are
Packed in Canada

57

57

Are your
perishables
secure against
spoilation
during the
moist
Spring days?



Get an Arctic Refrigerator like this and your stocks of cooked
meats, fruits, etc., will be always fresh and sweet, no matter
what the temperature.

Besides—the Arctic will show those stocks in a way that will
assure quick selling.

Write for the Arctic Catalogue.

John Hillock & Company
Limited
TORONTO

Agencies: A. Tilley, 86 Crescent St., Montreal; Geo. Cameron,
Spartan St., Ottawa; J. McMillan, 200 Main St., Winnipeg;
Western Butchers Co., Regina, Sask.; M. E. Watt, 572 Howe
St., Vancouver, B.C.



Schneider's Breakfast Bacon and Cottage Rolls

Put these two popular lines on your Provision Counter and recommend them to the woman that is hard to please.

You will find them builders of bigger business.

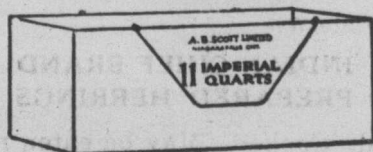
J. M. Schneider & Sons, Ltd.
KITCHENER - ONTARIO

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

BUY

BUTTER BOXES, EGG CRATES
and
BASKETS

Your customers will buy them if you take the trouble to introduce them.

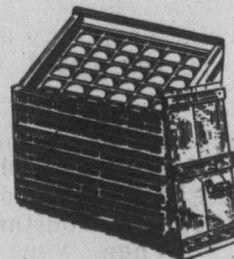


3-qt., \$4.50; 6-qt., \$6.50; 11-qt., \$8.00 per 100.
Send for trial order.

A. B. SCOTT, LIMITED, Niagara Falls, Ontario.

EGG CASE FILLERS and EXTRA FLATS

For
30 Doz.
Egg
Cases



And
12 Doz.
Egg
Crates

The 12 Dozen Crate

THE MILLER BROS. CO., LTD. 20-38 Dewd St. Montreal, Que.

PRIDE OF CANADA PURE MAPLE SUGAR AND SYRUP

New supply will be on the market soon. Order your supply now. We guarantee our Goods to be absolutely pure. Order direct or from our Agents.

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

MAPLE TREE PRODUCERS ASSOCIATION LTD.

OFFICES: 58 WELLINGTON ST. W., MONTREAL

Mention this Paper When Writing to Advertisers



Brunswick Brand Sardines In Oil

As fine a line of quality domestic sardines as you could wish to handle.

The high quality of our goods has given us a large trade which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connors Bros.' Brands you sell goods that are trade-winners.

Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the Brunswick Brand sea foods.

Our plant is operated under the most ideal conditions, and our goods come perfect to the consumer.

If you are not already a Brunswick Brand dealer, order a trial supply from the following:

- 1/4" Oil Sardines
- 1/4" Mustard Sardines
- Finnan Haddies
(Oval and Round Tins)
- Kipperd Herring
- Herring in Tomato Sauce
- Clams
- Scollops

Connors Bros., Limited

BLACK'S HARBOR, N.B.

Canada Food Board License No. 1-903



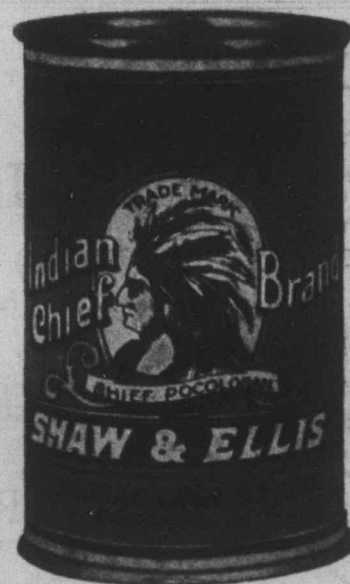
Indian Chief Brand Clams

Fine for your displays of canned sea foods. Always opens up fresh, sweet and tempting. A profitable line for regular display.

Also show

INDIAN CHIEF BRAND PREPARED HERRINGS

Ready Cooked. May be eaten right from the can or heated for a few moments in boiling water. Feature this in conjunction with INDIAN CHIEF CLAMS.



Shaw & Ellis

Pocologan, N.B.

For Critical People—

**BLUE
SEAL
MUSHROOM
CATSUP**

Its delicate piquancy appeals to all.

The Mushrooms, Spices, Vinegar, etc., used in its manufacture are the very finest obtainable.

Blue Seal Mushroom Catsup is put up in nicely labeled bottles that make productive displays easy.

Try this line out and see it sell.

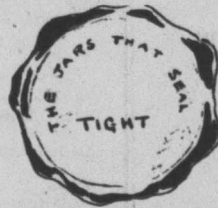
E. W. Jeffress, Ltd.
WALKERVILLE, ONT.

Ask us for

**Butter Boxes
and
Tubs
Egg Carriers
Brooms**

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

Safety



Sanitation

Simplicity

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

CROWN



Screw Top

Easy to Operate
The Rubber Ring
Seals the Jar



Lightning Fastener

Reliable
Extra Quality Rubber Ring
in Each Jar

GEM



Screw Top

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

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

CENTURY SALT



A sparkling white salt refined to the utmost possible point of purity. Well advertised. Deservedly popular.



SIFTO SALT

Once the ladies try it—no other salt ever has a chance with SIFTO for table use. It flows freely in any weather. It is a true, white, sparkling salt.

DOMINION SALT CO. LIMITED. SARNIA

If your jobber cannot supply you, we invite your inquiry, when price lists and full information will be promptly sent you.
DOMINION SALT CO., Limited, SARNIA, Canada.
 Manufacturers and Shippers.



When Ordering Your Next Stock of Jams.

Consider what an advantage it will be to identify your store with such widely known and well proven lines as



Furnivall's Jams are quality Jams—quality fruits, pure cane sugar and made by experts in a factory that is 100 per cent. up-to-date.

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

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

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 35
Currant, Black	3 90
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

"AYLMER" PURE ORANGE

MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	\$2 00
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	5 10
4's Tins, 12 pails in crate, per pail	0 82
5's Tin, 8 pails in crate, per pail	1 01
7's Tin or Wood, 6 pails in crate	1 42
30's Tin or Wood, one pail in crate, per lb.	0 20

CATSUPS—In Glass Bottles

½ Pts., Aylmer Quality	\$1 90
Pts., Aylmer Quality	2 35
Gallon Jugs, Aylmer Quality 1 ..	6 2½
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80

PORK AND BEANS

"DOMINION BRAND"

Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 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.	

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms, net, 30 days.	
Eagle Brand, each 48 cans	\$9 21
Reindeer Brand, each 48 cans ..	8 71
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans ..	8 21
Mayflower Brand, each 48 cans ..	8 21

Challenge Clover Brand, each 48 cans

7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	8 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans 6 50	

W. CLARK, LIMITED, MONTREAL.

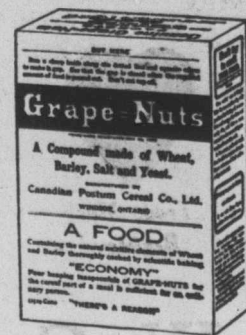
Compressed Corn Beef—½s, \$2.90; 1s, \$4.90; 2s, \$9.25; 6s, \$34.75.	
Lunch Ham—1s, \$7.40; 2s, \$14.50.	
Ready Lunch Beef—1s, \$4.90; 2s, \$9.40; 6s, \$34.75.	
English Brawn—½s, \$2.90; 1s, \$4.90; 2s, \$9.90.	
Boneless Pig's Feet—½s, \$2.90; 1s, \$4.95; 2s, \$9.90.	
Ready Lunch Veal Loaf—½s, \$2.45; 1s, \$4.45.	
Ready Lunch, Beef-Ham Loaf—½s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef Loaf—½s, \$2.45; 1s, \$4.45.	
Ready Lunch Asst. Loaves—½s, \$2.50; 1s, \$4.50.	
Geneva Sausage—1s, \$4.40; 2s, \$9.40.	
Roast Beef—½s, \$2.90; 1s, \$4.80; 2s, \$9.25; 6s, \$34.75.	
Roast Mutton—\$7.25; 2s, \$14.50; square cans, \$45.00.	
Boiled Mutton—1s \$7.25; 2s, \$14.50; \$29.90; 6s, \$45.	
Boiled Beef—1s, \$4.80; 2s, \$9.25; 6s, \$34.75.	
Jellied Veal—½s, \$3.25; 1s, \$4.80; 2s, \$9.25.	
Cooked Trips—1s, \$2.90; 2s, \$4.90.	
Stewed Ox Tail—1s, \$2.40; 2s, \$4.40.	
Stewed Kidney—1s, \$4.40; 2s, \$8.40.	
Mince Collops—½s, \$1.90; 1s, \$3.85; 2s, \$6.90.	
Sausage Meat—1s, \$3.90; 2s, \$7.80.	
Corn Beef Hash—½s, \$1.90; 1s, \$3.90; 2s, \$5.90.	
Beef Steak and Onions—½s, \$2.90; 1s, \$4.90; 2s, \$8.90.	
Jellied Hocks—2s, \$9.90; 6s, \$30.00.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.40; 2s, \$8.40.	
Boneless Chicken—½s, \$5.90; 1s, \$9.90.	
Boneless Turkey—½s, \$5.90; 1s, \$9.90.	
Ox Tongue—½s, \$3.90; 1s, \$8.40; 1½s, \$13.40; 2s, \$17.20; 3½s, \$29.70; 6s, \$45.	
Lunch Tongue—½s, \$3.90; 1s, \$6.90; Beef Suet—1s, \$6.40; 2s, \$12.40.	

Grape-Nuts

stood the test of war and came out victorious. So much so, that this excellent peace-time combination of wheat and barley found its way into many a trench and camp and was eagerly sought for because of its splendid flavor and nutritious worth.

The demand for Grape-Nuts will be increased in the months to come.

Grocers who keep well stocked will make the good profits.



“There’s a Reason”

Canada Food Board License No. 2-026.

PURITY FLOUR

(Government Standard)

*The old reliable brand
that has given satisfaction
for years, and that makes*

“MORE SALES AND BETTER SALES”

as well as

“More bread and better bread, and better pastry”

Western Canada Flour Mills Co., Limited

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

Popular Brands

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

Plug Smoking

"British Consols"

"Brier"

"Index"



Trade Mark
Registered



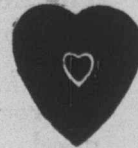
Every package we ship carries the above trade-mark.

Plug Chewing

"Prince of Wales"

"Napoleon"

"Black Rod" (Twist)



Trade Mark
Registered

W. C. MACDONALD, REG'D.

Established Over 60 Years
MONTREAL, P. Q.

JAMS MARMALADES PEELS

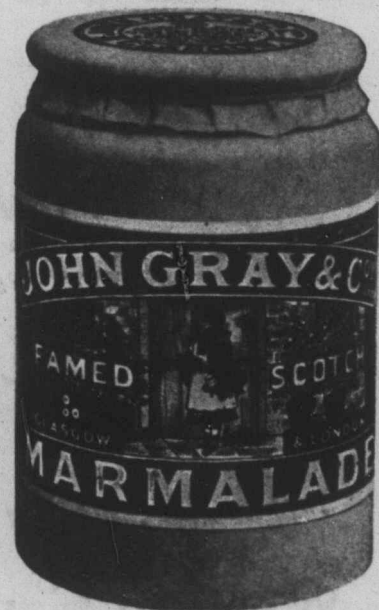
John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.

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

CONFECTIONERY MARZIPAN CHOCOLATE



Agents

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

Lind Brokerage Co., Ltd., Toronto



ALWAYS SALEABLE

Chamberlain's

Family Remedies

The merits of Chamberlain's Family Remedies, the year round demand for them, and the good profit for you on every sale make a regular display in your store advisable.

Send to-day for a trial supply.

Chamberlain Medicine Co., Limited
TORONTO, CANADA

Proved by its selling record

The fact that the sales of Cow Brand Baking Soda are steadily increasing is the most conclusive evidence of the housewife's confidence in it. Cow Brand quality never disappoints—it is always high-grade, always in demand.



Church & Dwight, Limited
MONTREAL

American Steel Wool

Cleans, Smooths and Polishes Anything and Everything

"My Right Hand in the Home" — the Aluminum Cleanser.

FRICITION is sometimes better than suds. Where soap fails, American Steel Wool begins.

Cleans aluminum, Pyrex, copper, glass, crockery enamel and other cooking utensils.

Saves the hands. No gloves are necessary as the fine steel strands are woolled to a soft mass.

The attractive package contains a "Dictionary of Uses" and "Instructions for Using."

Six grades and each for a special use: Numbers 00, 0, 1, 2, 3, 4.

Grade No. 0 is the ALUMINUM Cleanser.

Goods packed in a counter display container. One dozen in each.

You will make a profitable investment when you stock this line.

Have your wholesale grocer supply your requirements.



W. J. CHAMBERS & Co.

Sole Agents, 43 Scott St., Toronto

Chicken

(LILY BRAND)

Haddies

(REGISTERED)

HAVE MADE GOOD

CHICKEN HADDIES
REGISTERED



Why?

Because they are made from prime selected young fish, caught in the cool depths of the Atlantic Ocean and within a few hours are wrapped in a sanitary parchment wrapper and packed in hermetically sealed containers. Thus they come to your store pure and appetizing, ready to sell.

Packed at Canso, N. S., by the

MARITIME FISH CORPORATION LIMITED

Head Office & Sales Dept.
Montreal

Plants at Canso, N.S.
and Digby, N.S.

Packers of the celebrated Maple Leaf Canned Codfish Flakes

Canned Fruits

It's getting pretty near canned fruit time now—the time when the preserve jars are all going empty. This is where you get a chance for business—provided you have the stock. Feeling confident that there will be a big demand for canned fruits this Spring and Summer, we suggest that you buy now while the goods are available, for you must bear in mind that there has been a very large export to Europe, of many lines of canned fruits, and in consequence the stocks remaining are very light indeed. Our Monarch Brand is very high quality.

Monarch Bartlett Pears	-	2 ^s	2.75
Monarch Yellow Peaches	-	2 ^s	2.85
Monarch Lombard Plums	-	2 ^s	1.80
Monarch Green Gages	-	2 ^s	1.90
Commander Pears	-	2 ^s	1.75
Sirdar Green Gages	-	2 ^s	1.75

Send us an order

H. P. ECKARDT & CO
WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

Looking for a Man?

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

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

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

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

Make your advertisement brief—like a telegram.

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

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

Canadian Grocer
143-153 University Ave.
Toronto

A piquancy
that's different
is apparent in
every drop of

HOLBROOKS Imported WORCESTERSHIRE SAUCE



Made and Bottled
in England

Made and Bottled
in England

Holbrooks is excellent sauce for Roast Meats, Steaks, Cutlets, Fish, Soups, Curries, Gravies, etc.

The bottles are handy sized and attractively labeled—just the sort of good-looking package that gets the customers' attention quickly.

Holbrooks is priced in a way that will keep it moving and give you a good profit as well.

Holbrooks, Ltd.
Toronto and Vancouver

A Snap In Fish

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

We Invite Correspondence

LEMON BROS.

OWEN SOUND, ONT.

Baker's Cocoa and Chocolate



REGISTERED
TRADE-MARK

**MAKE AND
KEEP GOOD
CUSTOMERS**

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.

Established 1780

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

This is the Tea
that we blend
and recommend

BLACKWOOD'S Heather Blend Tea



Selected from the choicest teas grown on the hill gardens of India and Ceylon, and blended by us in a way that enhances its richness and flavor—A tea to please the most critical tea lover.

Get a trial stock of Heather Blend Tea. Take a package home. Taste its quality and its strength. Realize the delicious aroma of it—then you'll feel like recommending it to every one of your customers.

BLACKWOODS LIMITED - Winnipeg, Canada

KING GEORGE'S NAVY

CHEWING
TOBACCO

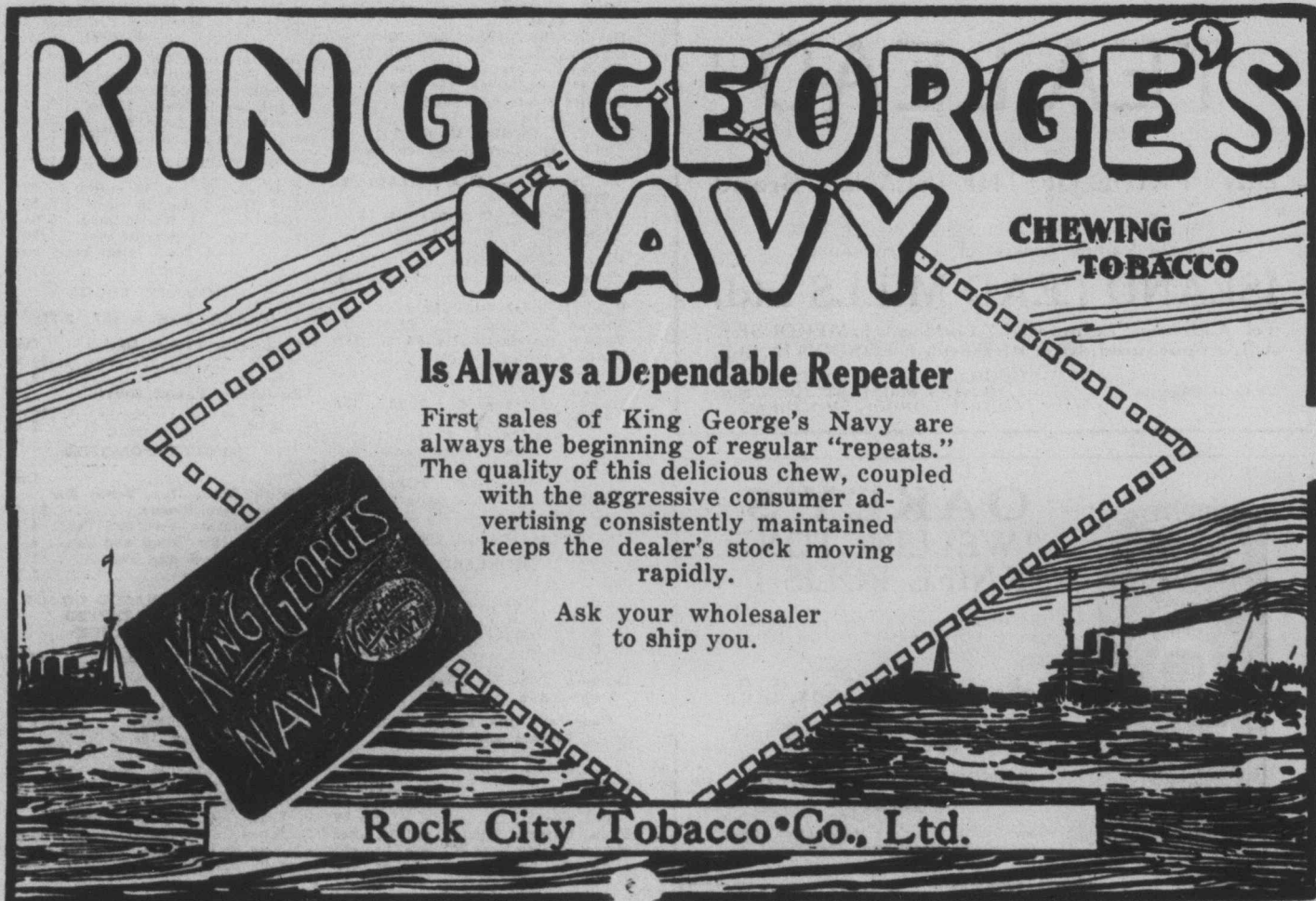
Is Always a Dependable Repeater

First sales of King George's Navy are always the beginning of regular "repeats." The quality of this delicious chew, coupled with the aggressive consumer advertising consistently maintained keeps the dealer's stock moving rapidly.

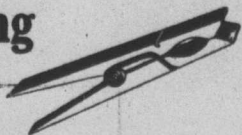
Ask your wholesaler
to ship you.



Rock City Tobacco Co., Ltd.



Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 1/2 St. Paul St. West, Montreal

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS
FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing 1/4, 1/2 or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec
15 STE. THERESE ST. - - MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., Eng.

Canadian Agents:

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



Oakey's "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario.

Mince Meat (Tins)—1s. \$2.90; 2s. \$4.00; 5s. \$12.90.	100 lbs., to other points, on 5 case lots or more.
Mince Meat (Bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, \$15.	
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.10; 1s. \$1.75; 2s. \$2.65; 3s. \$3.95.	
With Plain Sauce—Ind., \$1; 1s. \$1.65; 2s. \$2.40; 3s. \$3.40.	
Chateau Brand Concentrated Soups—Celery, \$1.25; Consommé \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mulligatawny, \$1.45; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Vegetable, \$1.25; Chicken, \$1.45; Mock Turtle, \$1.45; Tomato, \$1.25; Vermicelli Tomato, \$1.25; Assorted, No. 1, case, \$1.35; Soups and Bouilli, 6s, \$13.25.	
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 90s; 1s. \$1.25; 1 1/2s, \$1.90; 2s, \$2.30; 3s. tall, \$3.35; 6s, \$12; 12s, \$20.	
Plain Sauce, Pink Label—Ind. 85c; 1s, \$1.15; 1 1/2s, \$1.65; 2s, \$1.95; 3s (talls), \$2.95; 6s, \$10; 12s, \$18.	
Chili Sauce (red and gold label)—Ind., 90c; 1s, \$1.25; 1 1/2s, \$1.90; 2s, \$2.30.	
Vegetarian Baked Beans and Tomato Sauce—2s, \$2.25.	
Sliced Smoked Beef—1/2s, \$2.40; 1s, \$3.40; 4s, \$24.	
Canadian Boiled Dinner—1s, \$2.40; 2s, \$5.90.	
Army Rations—Beef and Vegetables. 1s. \$3.40; 2s, \$5.90.	
Spaghetti with Tomato Sauce with Cheese—1/2s, \$1.40; 1s, \$1.90; 3s, \$3.30.	
Tongue, Ham and Veal Pates—1/2s, \$2.35.	
Ham and Veal Pates—1/2s, \$2.35.	
Smoked Vienna Style Sausage—1/2s, \$2.45.	
Pate De Foie—1/4s, 75c; 1/2s, \$1.40	
Plum Pudding—1/2s, \$2.40; 1s, \$3.90.	
Potted Beef Ham—1/4s, 75c; 1/2s, \$1.40.	
Beef—1/4s, 75c; 1/2s, \$1.40.	
Potted Tongue—1/4s, 75c; 1/2s, \$1.40	
Potted Game (Venison)—1/4s, 75c; 1/2s, \$1.40.	
Potted Veal—1/4s, 75c; 1/2s, \$1.40	
Potted Meats (Assorted)—1/4s, 80c; 1/2s, \$1.45.	
Devilled Beef Ham—1/4s, 75c; 1/2s, \$1.40.	
Devilled Tongue—1/4s, 75c; 1/2s, \$1.40.	
Devilled Veal—1/4s, 75c; 1/2s, \$1.40	
Devilled Meats (Assorted)—1/4s, 80c; 1/2s, \$1.45.	
In Glass Goods	
Fluid Beef Cordial—20 oz. bottle. \$10; 10 oz., \$5.	
Ox Tongue—1 1/2s, \$14.50; 2s, \$19.70.	
Lunch Tongue (in glass)—1s, \$9.90.	
Sliced Smoked Beef (in glass)—1/4s, \$1.80; 1/2s, \$2.80; 1s, \$3.90.	
Mince-meat (in glass)—1s, \$3.25.	
Potted Chicken (in glass)—1/4s, \$2.40.	
Ham (in glass)—1/4s, \$2.40.	
Tongue (in glass)—1/4s, \$2.40;	
Venison (in glass)—1/4s, \$2.40.	
Meats, Assorted (in glass)—\$2.45.	
Chicken Breast (in glass)—1/2s, \$3.90.	
Tomato Ketchup—6s, \$2.20; 12s, \$2.75; 16s, \$3.40.	
Chili Sauce—10 oz., \$3.25.	
Spaghetti with Tomato Sauce—1/2s, \$1.40; 1s, \$1.90; 3s, \$3.30.	
Peanut Butter—1/4s, \$1.40; 1/2s, \$1.90; 1s, \$2.30; in pails, 5s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.	
COLMAN'S OR KEEN'S MUSTARD.	
Per doz. tins	
D. S. F., 1/4-lb. \$2 90	
D. S. F., 1/2-lb. 5 90	
D. S. F., 1-lb. 10 40	
F. D., 1/4-lb.	
Per jar	
Durham, 1-lb. jar, each... 30 00	
Durham, 4-lb. jar, each... 2 25	
Canadian Milk Products, Ltd., Toronto and Montreal.	
KLIM	
Hotel \$13 50	
Household size 8 25	
Small size 5 75	
F.o.b. Ontario jobbing points, east of an including Fort William. Freight allowance not to exceed 50c per	

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Laundry Starches—	Cents
Boxes	
40 lbs. Canada Laundry09 1/2
40 lbs., 1-lb. pkg., Canada White or Acme Gloss....	.09 1/2
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons ....	.10 1/2
100-lb. kegs, No. 1 white....	.09 1/2
200-lb. bbls., No. 1 white....	.09 1/2
30 lbs., Edwardsburg Silver Gloss, 1-lb. chrome pkgs. ....	.11 1/2
48 lbs., Silver Gloss, in 6-lb. tin canisters .....	.12 1/2
36 lbs. Silver Gloss, in 6-lb. draw lid boxes .....	.12 1/2
100 lbs., kegs, Silver Gloss, large crystals .....	.10 1/2
40 lbs., Benson's Enamel (cold water), per case... 3.25	
Celluloid, 45 cartons, case... 4.40	
Culinary Starch	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared ....	.11
40 lbs. Canada Pure or Challenge Corn .....	.09 1/2
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.....	.20
(20-lb. boxes, 1/2c higher, except potato flour)	

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Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz... \$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. 2 10

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THE CANADA STARCH CO., LTD. CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs., 1 doz. in case	\$4.00
2-lb. tins, 2 doz. in case ...	4.55
5-lb. tins, 1 doz. in case ...	5.15
10-lb. tins, 1/2 doz. in case... 4.85	
20-lb. tins, 1/4 doz. in case... 4.80	
(Prices in Maritime Provinces 10c per case higher)	
Barrels, about 700 lbs.	\$0.66 1/2
Half bbls., about 350 lbs. ....	.97
1/4 bbls., about 175 lbs. ....	.97 1/2
2-gal. wooden pails, 25 lbs. ...	2.15
3-gal. wooden pails, 32 1/2 lbs. 3.25	
5-gal. wooden pails, 65 lbs.	5.25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case... \$5.05
5-lb. tins, 1 doz. in case ... 5.65
10-lb. tins, 1/2 doz. in case... 5.35
20-lb. tins, 1/4 doz. in case... 5.90
(5, 10 and 20-lb. tins have wire handles)

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1/2 lb.	2.00
Robinson's Patent Groats—	
1 lb.	\$4.00
1/2 lb.	2.00

NUGGET POLISHERS

Polish, Black, Tan, Toney Red and Dark Brown	\$1.10
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Metal Outfits, Black and Tan... 4.35	
Creams, Black and Tan	1.25
White Cleaner	1.20

IMPERIAL TOBACCO CO. OF CANADA, LIMITED. EMPIRE BRAND

Black Watch, 10s. B.	\$1.20
Bobs, 12s.	1.00
Currency, 15s.	1.00
Stak Bar, 5s, boxes 6 lbs.	1.00
Pay Roll, thick bars,	1.25
Pay Roll, plugs, 10s, 6-lb. 1/4 caddies	1.25
Shamrock, 5s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs.	1.00
Great West Pouches, 5s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes	1.25
Forest and Stream, tins, 5s, 2-lb. cartons	1.40

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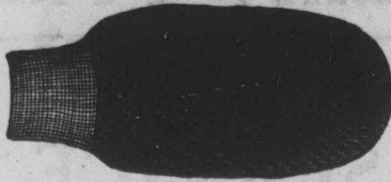
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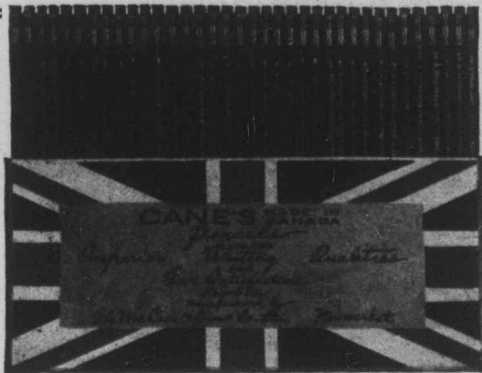
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Forest and Stream, ¼, ¼, and 1-lb. tins 1 50
Forest and Stream, 1-lb. glass humidors 1 75
Master Workman, bars, 7s 3½ lbs. 1 20
Derby, 9s, 4-lb. boxes 1 00
Old Virginia, 12s 1 50
Old Kentucky (bars), 8s, boxes, 5 lbs. 1 25

WM. H. DUNN, LTD., Montreal
BABBITS

Soap Powder, case 100 pkgs...\$5 66
Cleanser, case 50 pkgs. 3 10
Cleanser (Kosher), case 50 pkgs. 3 10
Pure Lye, case of 4 doz. 6 95

JELL-O

Made in Canada

Assorted case, contains 4 doz. \$5 40
Lemon, 2 doz. 2 70
Orange, 2 doz. 2 70
Raspberry, 2 doz. 2 70
Strawberry, 2 doz. 2 70
Chocolate, 2 doz. 2 70
Cherry, 2 doz. 2 70
Vanilla, 2 doz. 2 70
Weight, 8 lbs. to case. Freight rate second class

JELL-O ICE CREAM POWDERS
Made in Canada

Assorted case, contains 2 doz. \$3 70
Chocolate, 2 doz. 2 70
Vanilla, 2 doz. 2 70
Strawberry, 2 doz. 2 70
Lemon, 2 doz. 2 70
Unflavored, 2 doz. 2 70
Weight, 11 lbs. to case. Freight rate second class

BLUE

Keen's Oxford, per lb.\$0 25
In cases 12-12 lb. boxes to case 0 21½

COCOA AND CHOCOLATE
THE COWAN CO., LTD.

COCOA—
Perfection Cocoa, 8s, 1 & 2 doz. in box, per doz.\$4 00
Perfection, ¼-lb. tins, doz... 2 00
Perfection, ¼-lb. tins, doz... 1 25
Perfection, 10c size, doz. 0 95
Perfection, 5-lb. tins, per lb. 0 57
Supreme Breakfast Cocoa, ¼-lb. jars, 1 & 2 doz. in box, doz. 2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb. 0 25
Supreme Chocolate, 10c size, 2 doz. in box, per box ... 1 50
Perfection chocolate, 10c size, 2 doz. in box, per doz..... 0 95

SWEET CHOCOLATE— Per lb

Eagle Chocolate, ¼, 6-lb. boxes 25 boxes in case 0 30
Diamond Chocolate, ¼, 6 and 12-lb. boxes, 144 lbs. in case 0 30
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 32
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case 0 30
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box 1 20

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. 0 40
Milk Medallions, 5-lb. boxes in case, per lb. 0 40
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. .. 0 55
Crystallised Ginger, 5-lb. boxes, 30 boxes in case, per lb..... 0 55

6c. LINES

Toronto Prices

Per box
Filbert Nut Bars, 24 in box, 60 boxes in case \$0 95
Almond Nut Bars, 24 in box, 50 boxes in case 0 95
Puffed Rice Bars, 24 in box, 50 boxes in case 0 95
Ginger Bars, 24 in box, 50 boxes in case 0 95
Fruit Bars, 24 in box, 50 boxes in case 0 95
Active Service Bars, 24 in box, 50 boxes in case ... 0 95
Victory Bar, 24 in box, 60 boxes in case 0 95
Queen's Dessert Bar, 24 in box, 60 boxes in case 0 95
Royal Milk Chocolate Bar, 24 in box, 50 boxes in case. 0 95
Royal Milk Cakes, 24 in box, 50 boxes in case 0 95
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box 1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz...\$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz... 0 95

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beverage is springing up all over the Dominion.

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Whole Rice Custard
Barley Flake Custard
Sago Custard

Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6-dozen assorted.

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All these ads will have position on a live page each week containing reading matter.

GROCCERS' SECTION R.M.A., TORONTO, MEETS

There was a meeting of the grocers' section of the Toronto branch of the Retail Merchants' Association held in the association rooms on Monday night. There was a spirited discussion on the margin of profit on bread, and also on milk, and the announcement was made that one milk handler was giving the grocers a better price than some of the other larger firms, and it was decided to support this firm.

The question of the early closing by-law was referred to. The matter is now in the hands of the city solicitor, duly signed. The food controller is supplying a complete list of those licensed in the city, so that it will be possible to check up and find definitely whether the necessary 75 per cent. of signatures has been obtained. It is expected that the matter will be definitely decided within the near future.

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ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS.

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Bleury Street, Montreal

Phones :

Uptown 4620, Uptown 4621, After 7 p.m. Uptown 1980

TANGLEFOOT

The Non-Poisonous Fly Destroyer
The United States Public Health Service advises: "Arsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."

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

Wanted

CLASSIFIED ADVERTISING

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

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

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

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

WANTED

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

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

FOR SALE

FOR SALE—GROCERY AND BUTCHER BUSINESS. Annual turnover \$40,000.00 Good reason for selling. One of the best businesses in the city. References: Dominion Bank, St. Thomas; Mr. Turnbull, of Edward Adams, London, Ont.; Mr. Henry Stillwell, Harris Abattoir Co., Toronto, and many more. Snap for quick sale. Apply G. R. Rinn, Box 508, St. Thomas, Ont.

STOCK OF GENERAL MERCHANDISE, comprising dry goods, shoes, shelf hardware, groceries, boys' ready-made clothing. Stock about \$20,000. Situated half way between Chatham and Windsor on Grand Trunk. Buildings will be rented or sold to right man. E. Desmarais, Essex County, Stoney Point, Ont.

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

WHITE COTTON
SUGAR LINERS
E-PULLAN
TORONTO

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

EMPTY BAGS FOR SALE

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

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

TWO LIVE SALESMEN—EXCELLENT connection in Nova Scotia East and Cape Breton are desirous of handling good grocery and confectionery lines on commission. We are producers. Correspondence solicited. Address Box 591, Sydney, N.S.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving General Manager
Western Canada
TORONTO

COLLECTIONS

Bad accounts are a drain on your efficiency.

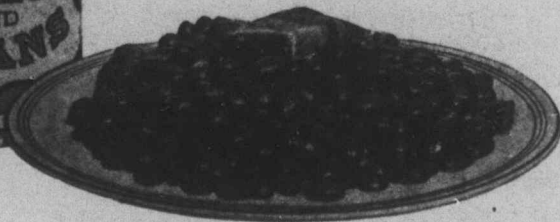
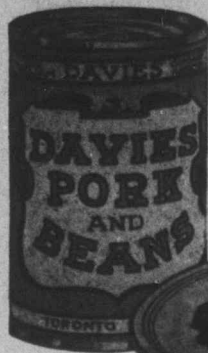
Perhaps you have not the time to look after these accounts. If not, and if you are desirous of cleaning these impediments off the slate—then drop us a line. Our service is a competent one and able to collect at any point.

Write now for particulars.

Nagle Mercantile Agency
Westmount, Montreal, Que.

EVERYWHERE
NO
COLLECTION
NO
CHARGE
EFFICIENT
RELIABLE

“SIMPLY
DELICIOUS!”



*Plain and
with Tomato Sauce*

That's the usual comment on Davies' Pork and Beans

It's no wonder the consumer likes this delicious healthful food product. The care exercised in hand sorting these fine choice quality beans and the pains taken to see that they are cooked exactly right, the selected piece of pork placed in every can—these are reasons why Davies Pork and Beans are creating such a demand.

Sold in three sizes—1's, 1½'s and 2's (11 oz., 16 oz. and 20 oz. respectively)—labelled attractively so as to tempt the housewife to ask for them.

Our travelling salesman can take your order—
or send it direct if you prefer.

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

TORONTO

BRANCHES AT MONTREAL AND HAMILTON

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



Easter

brings a bigger demand for a high-grade product like

Swift's Premium Ham

Swift's Premium Ham is **good** ham. It represents the maximum Ham value resulting from outstanding qualities that distinguish it from all others.

Now that Easter is close at hand you'll need a stock of good Ham to meet the renewed demand. Swift's Premium Ham will satisfy—and every sale will enhance your reputation for high-class merchandising.

Our special magazine and newspaper advertising will make Swift's Premium Hams easy to sell.

Swift Canadian Co.

Limited

Toronto

Winnipeg

Edmonton

Three appetising ways
which you can suggest for serving
Swift's Premium Ham

Broil or fry
the Center Slice
without parboiling

Boil the
Shank

Bake the Butt

