

NEXT WEEK--SPRING AND SUMMER NUMBER

CANADIAN GROCER

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

Vol. XXXIV.

PUBLICATION OFFICE: TORONTO, APRIL 30, 1920

No. 18

Bordens

The economical answer to summer milk needs

THE convenience and wide range of usefulness of **Borden Milk Products** make them invaluable to picnickers and campers and for general household use they afford a ready supply of fresh, pure milk that is both wholesome and economical. Prepare now to make the most of your summer selling season by featuring **Borden Milk Products** regularly in your displays.



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



VITAL FACTS Your Sales Force Should Know



In O-Cedar Polish, the housewife has found an article which may be used with perfect confidence, for cleaning and brightening her finest furniture.

Pour a few drops of O-Cedar Polish on any surface, and leave it for hours at a time—it will leave no mark. You dare not do that with an ordinary polish. One reason for the success of O-Cedar is its purity—no injurious quick-dryers, acids or greases are used in its manufacture. O-Cedar Polish has no substitute—it's **the** polish—a standard staple article that women must have in order to keep their homes clean, shining and inviting.

The fundamental and inherent virtues of O-Cedar constitute a logical reason for its big sale—its merits are so evident that women invariably use it steadily after once trying it. They will never be satisfied with any other polish, either for furniture or floors. They may not know the scientific reasons for its outstanding quality—they may not understand **why** it gives satisfaction where other polishes fail—but they do know it's a **safe** polish, to be depended on for results and to be relied on never to injure the finest woods.

The sales force of every store in which O-Cedar Polish and the O-Cedar Polish Mop are sold, should be fully posted on the truly exceptional merit of these articles—they should be able to explain that O-Cedar is no ordinary polish. They should follow our newspaper and magazine advertising, so that in making sales they may make the same statements about O-Cedar that we, its manufacturers, make. They are accurate statements, every one of them, never tinged with exaggeration, always to be substantiated by experience.

CHANNELL CHEMICAL Company, Limited, Toronto

O-Cedar Polish

THE BISCUITS OF HUNTLEY & PALMERS, Limited READING AND LONDON

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

Amongst their greatest favourites are the following :—

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

Representatives :

NOVA SCOTIA and PRINCE EDWARD ISLAND

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

NEW BRUNSWICK

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

QUEBEC

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

ONTARIO

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

MANITOBA, SASKATCHEWAN and ALBERTA

W. Lloyd Lock & Co.
104 Princess Street

BRITISH COLUMBIA—

MAINLAND

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

VANCOUVER ISLAND

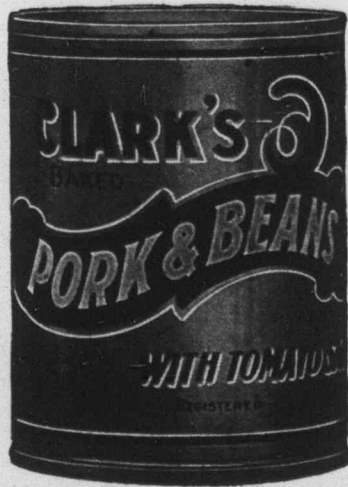
R. P. Rithet & Co., Ltd.
Victoria, B.C.

NEWFOUNDLAND and LABRADOR

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

HUNTLEY & PALMERS, LIMITED READING AND LONDON, ENGLAND

CLARK'S PREPARED FOODS



Corned Beef

Roast Beef

English Brawn

Boneless Pigs Feet

Stewed Ox Tail

Stewed Kidneys

Cambridge Sausage

Geneva Sausage

Corned Beef Hash

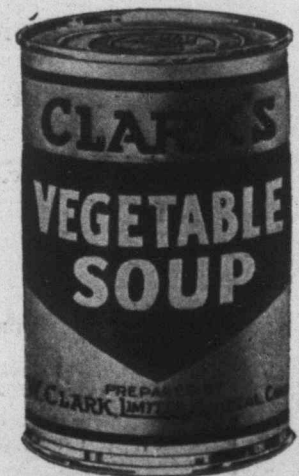
Irish Stew

Lunch Tongue

Ox Tongue

QUALITY GUARANTEED

Clark's Pork and Beans
 Clark's Concentrated Soups
 Clark's Peanut Butter
 Clark's Potted Meats
 Clark's Canadian Boiled Dinner
 Etc., Etc.



SELLERS ALL ——— BUY NOW

W. Clark, Limited

Montreal



WE offer for prompt shipment, deliveries corresponding exactly to description, the following commodities:—

BEANS

California, Cranberry
California, Lady Washington
California, Lima
California, Pinks
California, Small White
California, Tepary
Michigan, Pea Bean
Michigan, Black Bean
New York State, Marrow
New York State, Red Kidney
Brazilian, Black

Chilean, Almidones
Chilean, Caballeros
Japanese, Kintoki
Japanese, Kotenashi
Japanese, Kumamoto
Japanese, Pea Bean
Japanese, Long Cranberry
Madagascar, Lima
Manchurian, Long Cranberry
Manchurian, Short Cranberry
Mexican, Red Kidney

PEAS

California, Blackeye
California, Green
Split Pea, Green
Split Pea, Yellow
Chilean Lentils
Japanese, Green Wrinkled
Manchurian, Large White
Manchurian, Small White
Mexican Chick (Garbanzos)

RICE

Siam, Usual
Siam, Garden
Saigon, Long No. 1
Saigon, Round, No. 2
Saigon, No. 2 (Standard Quality) Rangoon
Blue Rose, Fancy
Blue Rose, Choice
California Japan, Fancy
California Japan, Choice.

J. ARON & COMPANY, Inc.

NEW YORK

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

NICHOLSON-RANKIN, LTD.,
Calgary, Alberta.

NICHOLSON-RANKIN, LTD.,
Saskatoon.

NICHOLSON-RANKIN, LTD.,
Regina.

NICHOLSON-RANKIN, LTD.,
Edmonton, Alta.

NICHOLSON-RANKIN, LTD.,
Winnipeg, Man.

ALEX. F. TYTLER,
London, Ont.

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

LIND BROKERAGE CO., LTD.,
Toronto, Ont.

JAMES KYD,
Ottawa, Ont.

HENRY M. WYLIE,
Halifax, N. S.

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

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

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

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

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

50% MORE PROFIT ON DIAMOND DYES

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

Have Clerks ask 15c a Package

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

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

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

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST.

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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 Edition

CONFECTIONERY MARZIPAN CHOCOLATE

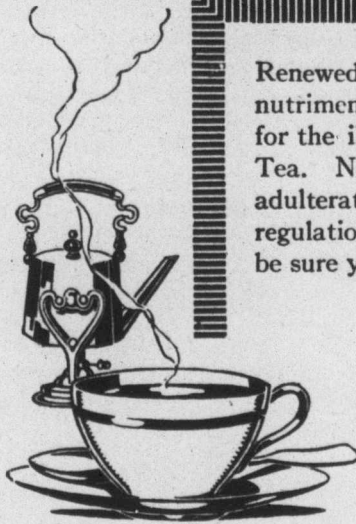


Agents:

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

Lind Brokerage Co., Ltd., Toronto

JAPAN TEA



Renewed vigor in the hour of fatigue, nutriment for the strong and health for the ill are in each cup of Japan Tea. Natural purity and absence of adulteration are Japanese Government regulations. - Drink Japan Tea and be sure your tea is pure.

*"Tea tempers the spirit,
awakens thought and
refreshes the body."*

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A big consumer demand is sure evidence of sterling quality—no amount of advertising, no matter how aggressive, can retain that demand if the quality is not dependable.

When superior quality and aggressive advertising are combined as in the case of JAPAN TEA it creates a demand that keeps the Grocer's cash register ringing.

New customers are attracted, first customers come back and old customers are retained when you sell them Japan Tea—the delightfully satisfying product of old Japan.

Keep a display where the housewife will see it.

An Advertising Moral

Manufacturers who sell to retailers cannot help being impressed with one of the main causes for the downfall of the liquor business. This was the failure of the brewer and the distiller to give constructive attention to the retail end. They concerned themselves with manufacturing. They advertised their goods and carried on publicity propaganda. They worked hard to combat the rising sentiment against liquor. No such widespread institutional advertising reaching out into so many angles ever was done before. And then, after spending millions in making and advertising, they let the retail part take care of itself.

Is not this neglect of the retailer being duplicated in a measure by some manufacturers? They devote time and money to bringing and keeping their goods up to the highest standard. They advertise liberally to increase consumer demand and good-will. Then they do not realize adequate dividends on this because of failure properly to line up the retailer. PRINTERS' INK a few months ago told about an Indiana dealer whose attitude towards a famous nationally advertised talking-machine actually shut that product out from an entire county. This was a case where the dealer was well acquainted with the merits and salability of the machine, but objected to the company's selling proposition.

Almost any manufacturer will wax indignant if told he is neglecting the retailer. But this does not alter the truth of the condition in many instances. The neglect is not intentional, of course. The manufacturer is ready to help, and he does help. But the trouble is the help is not constructive and practical enough.

One big concern advertised broadcast its willingness and preparedness to assist its customers in every phase of their store activities. Then it placed the whole proposition in the hands of one advertising man. This man would have done quite well as advertising counsellor along a variety of lines. He was a clever worker and a good thinker. All he lacked—and this was a fatal lack—was a knowledge of the retail store.

The trouble with much of the service work, as PRINTERS' INK has said several times, is that it often is the product of a desk theorist. You have got to know a lot more than how to make a clever lay-out or write good copy if you want to do something worth while for the retailer. You have got to know the retailer, his problems and his customers. There is no royal road to this sort of knowledge. The best way to get it is to go out and dig for it—to go right to the retail store, work or talk with the retailer, and bring to bear upon his difficulties the fresh viewpoint of the outsider.

Many of the most successful concerns in the country have found that this is the only basis upon which real service to the retailer can be built.

—Editorial, "Printers' Ink."

The business newspaper gives you a chance to build business with the merchant, who sells your goods.

MacLEAN PUBLISHING CO., LIMITED

Montreal Toronto Winnipeg Vancouver
Boston New York Chicago
London, Eng.

Publishers of the following specialized business papers:

Hardware and Metal
Sanitary Engineer

Canadian Grocer
Dry Goods Review
Men's Wear Review

Bookseller and Stationer
Druggists' Weekly

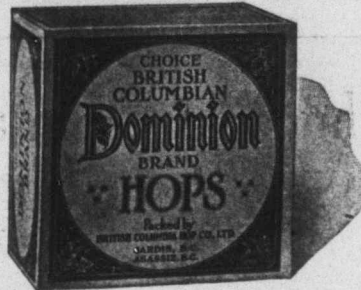


HOPS

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

Ranches located at
Sardis, Agassiz,
B. C.

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



Lrgest Hop Growers in Canada

Write for Prices—Samples

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

"The Pink of Perfection"

CASCADE SALMON

EVERY TIN IS GUARANTEED



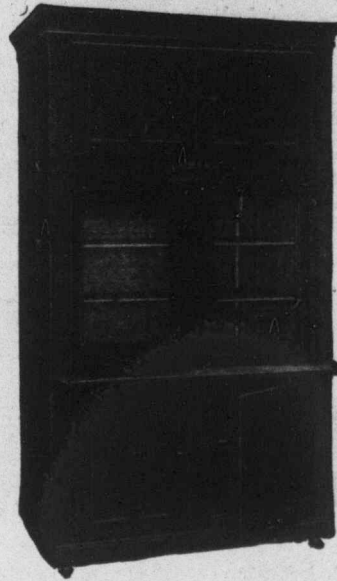
Pounds and Half
Pounds

British
Columbia
Packers'
Association

Vancouver, B.C.

EUREKA

Grocers Refrigerators



are available now in all the popular sizes for grocers' use. *Don't* delay your order any longer as warm weather is here now. You need a Eureka refrigerator to take care of your perishable foodstuffs; the Eureka patented cold dry air circulation system guarantees the highest efficiency with lowest consumption of ice. Buy the refrigerator that will give you an absolute guarantee against spoilage. Write for free illustrated literature.

Eureka Refrigerator Co., Limited

Head Offices and Factories:
Owen Sound, Ont.

Messrs. GRIMBLE wish to remind the Wholesale Grocer that:—

GRIMBLE'S VINEGARS are good.

GRIMBLE'S CASKS are good measure.

GRIMBLE'S QUALITY never varies.

GRIMBLE'S ACCOUNTS are simple and correct.

GRIMBLE'S BREWERIES are in LONDON & LEITH, GREAT BRITAIN

It's Only a Matter of a Few Hours



from the time the Herring is snatched wiggling from the icy brine of the North Pacific, till our cannery has dressed him in the

Wallace Tartan

WALLACE FISHERIES LIMITED
VANCOUVER

DESICCATED COCOANUT

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

Our agents are:

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

Dodwell & Co., Ltd.

Importers and Exporters
VANCOUVER

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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



**CAUGHT IN SALT WATER!
FRESH FROM SEA TO CAN!
REAL FOOD VALUE!**

The
**BRAIN, BLOOD,
BONE and MUSCLE FOOD!**

Cooked on ½ lb. and 1 lb. tins

READY FOR EATING



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.

Vancouver
Canada

Wholesale Purchasing Brokers
Exporters and Importers

C. T. NELSON

Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.

In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.

VICTORIA - VANCOUVER

PETER LUND & COMPANY

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

British Columbia Territory

Interested manufacturers please communicate.

505 Metropolitan Bldg., Vancouver, B.C.

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

JOHN PRITTY, LIMITED

Merchandise Broker and Man'g's Agent
HEAD OFFICE: REGINA, SASK.

Carlots Oyster Shells, Coarse and Fine Grit, Potatoes, Eggs, Poultry, Rice, Beans, etc., etc.

PRITTY gives you every protection. A LIVE, ENERGETIC WESTERN FIRM.

LET CANADIAN GROCER
Sell It For You



EVERY MORSEL EDIBLE
AND DELICIOUS

A Winnipeg Retailer Said :

When a salesman offers to take less money for another brand of Pilchards—I figure—"There's a reason."

Clayoquot Sound Canning Co., Ltd.

VICTORIA

AGENTS :

Ontario and Quebec : Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask. : H. P. Pennock & Co., Ltd., Winnipeg, Man.

Alberta & British Columbia : Mason & Hickey
J. L. Beckwith, Victoria, B.C.



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

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



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

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

Richardson Green, Limited
MANUFACTURERS' AGENTS

Calling upon the Grocery, Hardware and
Drug Trade.

Winnipeg Regina
Edmonton
Calgary Saskatoon

We work The Retail Trade

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

C. H. GRANT CO.

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

Geo. W. Griffiths & Co., Ltd.
346 Princess Street
Winnipeg, Manitoba

Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and
Smokers' Sundries

THOMPSON, CHARLES & CO.

selling to
GROCERY, CONFECTIONERY
and
DRUGGISTS' TRADE

We are open for a few more lines
SCOTT BLOCK, 272 Main St., WINNIPEG

Why Not Build Up Your Trade in the
West, by Appointing Us Your Agents?

MOWAT & McGEACHY
(MANITOBA) LIMITED

Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Through our chain of branches covering Western Canada from
the Great Lakes to Vancouver, we are in daily touch with all
Jobbers in our territory.

Having selling staffs and fully equipped warehouses at each
branch, we are in an unexcelled position to give service to any
manufacturer or shipper desiring to enter this market, or who
wishes to extend his present business.

LET US SHOW YOU.

Head Office : WINNIPEG, MAN.

Branches at:

REGINA, SASK.

SASKATOON, SASK.

CALGARY, ALTA.

EDMONTON, ALTA.

VANCOUVER, B. C.

ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN CANADA

SCOTT-BATHGATE CO., LTD.

Service Reliability Integrity

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

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

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

C. DUNCAN & SON

Manufs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG

Etab. 1899

Say you saw it in Canadian Grocer, it will identify you.

HERALD BROKERAGE CO.

Wholesale Commission Brokers and Manufacturers Agents

We give you the best of service

310 Confederation Life Bldg. 16 Board of Trade Bldg.
Winnipeg Calgary

W. H. ESCOTT CO. LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—
Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account intrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. Saskatoon, Sask.
Fort William, Ont.
Calgary, Alta. Edmonton, Alta.

The Norcanner Brand



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

Bravo Brand Sild Sardines



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

Your jobber can supply you

NORCANNERS, LIMITED STAVANGER, NORWAY.

American Headquarters:
105 Hudson Street, New York

C. B. Hart Reg.
Montreal

Canadian Agents:
A. S. May & Co.
Toronto

Donald H. Bain Co.
Winnipeg

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

J. K. McLAUHLAN
Manufacturers Agent and Grocery Broker
Kellogg's Toasted Corn Flakes
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO.

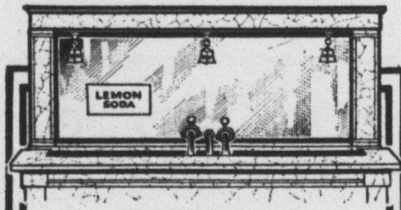
MANUFACTURERS
We are desirous of obtaining the Selling Agency of a line of Grocers Specialties, for Toronto and Eastern Ontario.
We cover both wholesale and retail trade.
CHADWICK & CO., Commission Brokers
34 Duke St., Toronto

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

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

ALBERTA

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




Arnett Soda Fountains

They're money-makers — the public want the service and they buy lots of other things where they buy their sodas.

We are the Fountain experts of Western Canada and supply all the big stores.

Ask us for literature.

Thomas Lewis Arnett
Souris — Manitoba



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

Calgary Storage & Cartage Co., Limited
Warehousing and Distributing
Our Specialty
Office: 304 11th Ave. East
CALGARY ALTA.

TIMOTHY SEED

grown on P. E. I. absolutely fresh and guaranteed No. 1. Write us for prices on car-loads or less quantities.

R. T. HOLMAN LIMITED
SUMMERSIDE, P. E. I.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER *

When Writing to Advertisers Kindly Mention this Paper

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*
MONTREAL TORONTO

Look These Over THEN ORDER

HALL SALMON, EPPS COCOA,
SYMINGTON'S SOUPS AND GRAVIES,
MAPLEINE, THIES SARDINES,
HERRINGS.

J. C. THOMPSON COMPANY
MONTREAL, QUEBEC

AGENCIES WANTED

For Food Products, Confectionery, etc.
For the Dominion. Best References.

H. S. JOYCE,
Room 903 Southam Bldg., Montreal

PAUL F. GAUVREAU

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

MANUFACTURERS

Place your merchandise with a modern up-to-
the-minute Agency in 1920.

O. M. SOLMON
MANUFACTURERS' AGENT, IMPORTER,
EXPORTER, COMMISSION MERCHANT
Is open to represent several new progressive
manufacturers in the New Year.
4492 St. Catherine St. W., Montreal

AGENCIES WANTED

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

WANTED

Agencies for food products for the
City of Montreal, best references

SILCOX & DREW
33 NICHOLAS ST., MONTREAL

Potatoes, Oats, Peas, Beans, Hay, Etc.
in Car Lots

A. H. M. HAY

General Produce & Lumbermen's
Supplies

Phone 5311 96 St. PETER ST.
Residence 6383 QUEBEC

TELEPHONE MAIN 7143 ST. ARNAUD FILS CIE GROCERY BROKER

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Don't waste good shelf-room stocking tea that moves slowly. Don't tie up good money in bulk tea. Make your dollars earn other dollars for you—and quickly. Sell

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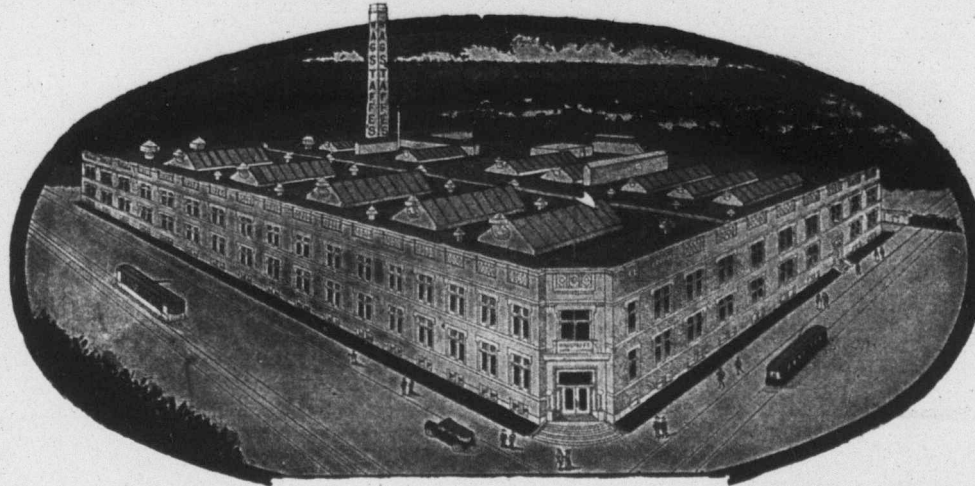
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SAVORA

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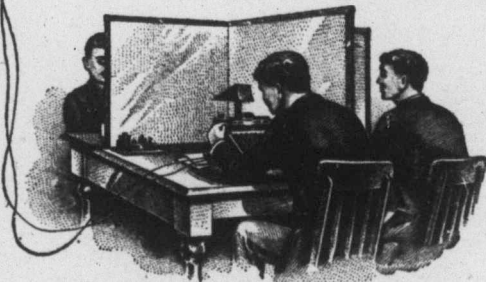
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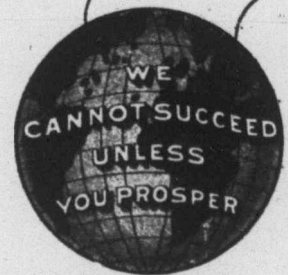
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THE SERVICE BROKERS

CANADA

CANADIAN GROCER

VOL. XXXIV

TORONTO, APRIL 30, 1920

No. 18

Sugar Prices Soar as the Shortage Grows; Now Selling at Record Prices

Product is Now Selling at the Highest Level Since the American Civil War—Estimate of the Cuban Crop is Greatly Reduced as a Result of Drought

A SHORT time ago it was predicted that sugar would be retailing at 25 cents per pound. This statement bids fair to be a reality. Not only that, but the situation in the raw sugar market is so acute that the tendency is for even higher prices, with every indication for a shortage of far greater magnitude than that of last fall, before the preserving season is out.

Refined sugar is very scarce throughout Canada, and at a price to-day of \$19 F.O.B. Montreal is below the present cost of raw sugar laid down in Canada. The price of raw sugar F.O.B. Cuba is around 19½ cents per pound, with duty, freight and exchange added, would bring the price laid down in Montreal about 23 cents per pound. One refiner told CANADIAN GROCER that in his opinion sugar would be five cents per pound higher and the probabilities were, it would even go higher than that. Raw sugar has been advancing in leaps and bounds since the first of April until the present prices have reached the highest on record except in the closing year of the American Civil War in 1864 and 1865, when raw sugar reached 21¼ cents per pound and refined was selling at 30 cents per pound.

Playing a Waiting Game

As against a price of 19.56 cents per pound for Cuban raw sugar to-day, the American Government through the Sugar Equalization Board last July could have bought this present Cuban crop at 6½ cents per pound, and the Cubans were anxious to do business, but no action was taken, with the result that the Cuban producers are apparently playing a waiting game, quite content to sit back basking in a large volume of business at high prices, with refiners bidding

against foreign competition and speculators. What the outcome will be is difficult to foretell.

A Serious Shortage

That the Cuban crop estimate is reduced to 3,900,000 tons as against the original estimate of 4,435,714 tons as a result of the drought is not to be lost sight of. This reduced estimate, no doubt, has a great deal to do with the present high prices. Furthermore, the visible production to the end of the month of March was 1,990,916 tons against 1,727,511 tons last year. The production in the month of March was 743,074 tons, the largest output for the month of March on record. This is probably caused by the present large demand and the greater consumption, also the available ocean

is estimated at 750,000 tons as compared with 2,750,000 tons before the war. In pre-war days, England was drawing about half of her supplies from Germany, against none at all at the present time.

Java production is now going largely to the Far East. Java 1920 production is estimated at 1,526,000 tons, as compared with 1,335,763 tons for the previous year. Java had a balance of supply of 208,653 tons on February first this year as against 663,735 tons on February first 1919. The Java production is not susceptible of large expansion, as the available lands must be devoted to rice cultivation to sustain her population.

What Sugar Experts Think

"At the basis of present prices," says Willett & Gray, "we are inclined to think that the statistical position is fully discounted and that some reaction should be due. Of course, the market has been moving with such rapidity that the momentum of the advance may carry sugars to somewhat higher limits. On the other hand it appears to us that we have heard the worst in regard to the Cuban crop, and that the factories

that have finished their operations have shown us the worst results that can be expected from Cuba, and from now on we will be more likely to hear favorable reports than otherwise. The western end of the island, where favorable weather conditions obtained during most of the growing season, will, in our opinion, outturn an advance over last year's crop, and which will discount to a large extent any shortage that will appear in the eastern end of the island. The visible production in Cuba continues above the figure last year, and our last weather advices are that the crop is being harvested under favorable circumstance."

COMPARATIVE SUGAR PRICES

In view of the present high prices for both refined and raw sugar the following table shows the highest prices paid for sugar since 1840.

		High	Low	Average
1864 American Civil War	Granulated.....	30.00c.....	16.875c.....	22.563c
	Raw.....	21.75c.....	12.875c.....	17.188c
1865 American Civil War	Granulated.....	28.50c.....	18.00c.....	21.562c
	Raw.....	19.125c.....	12.00c.....	14.406c

The Situation in Europe

Willett & Gray's estimates for the European beet sugar crop will be 2,809,000 tons for 1919-1920 as compared with 3,697,499 tons for the preceding year and against more than 8,000,000 tons the year before the war. German production

Paying a Bonus on Weekly Sales

A. J. Clark & Co., London, Ont., Operating Five Cash and Carry Stores, Have a System Whereby Business Must be Increased by \$100 Each Week

JUST what amount of wages should be paid to clerks, on what basis shall increases be granted, is something that every merchant has to face from time to time. The labor problem is in an unsettled condition with the grocer as well as with the manufacturer. But it is far more difficult for the grocer to settle, mainly because he cannot measure the amount of work that is performed by the average clerk. In the larger stores where the clerks are selling all the day, it is an easy matter to increase wages, according to the sales made. With the average grocer this is impossible as the majority of clerks have work to perform other than selling. The result is a bonus or commission on sales could hardly be equalized. Some clerks would do all the selling, while others were doing as much work in some other capacity, such as replenishing shelves, dressing windows, display cases or arranging counter displays. This sort of work is important as many a sale is made wholly from the

method in which the goods are displayed.

His Way of Doing It

There is a grocer in Ontario who has a good system for this kind of work. The sweeping of the floors is done every night and the dusting and replenishing the stock, such as filling the shelves, bins, and display baskets, is always accomplished as a regular duty, the first hour of each morning. Each clerk has a certain space or department allotted to him or her and is responsible for the appearance of that section.

An Interesting System

A. J. Clark & Co., London, Ont., operates five cash and carry stores and employ practically all women clerks with the exception of the main store, which is also the distributing centre for the other stores. Therefore men clerks have to be employed there to handle the heavier stock. The firm has a system of paying salaries on a bonus basis that is rather interesting. In speaking of

this system to CANADIAN GROCER, Mr. Clark remarked, "We have a stipulated amount of sales that each store is expected to make in a week. At the end of each month, the manager that increases the store business each week by \$100.00 is entitled to a bonus of \$2.00. If at the termination of three months the \$100.00 per week is maintained, then the manager receives \$2.00 per week added to her salary and the \$100 increase in sales is added to the minimum and then becomes the minimum. For instance, supposing that \$2,000 is the amount of sales to be attained each week and after three months an increase of \$100 per week is shown, then the manager gets \$2.00 per week added to her salary and the minimum then becomes \$2,100. So in order for the manager to get another increase, she must again increase the weekly sales. This bonus only applies to the managers, but as the business increases and the other clerks take a greater interest in their work, then their wages also are increased."

Don't Bite Off Too Much Territory

William Pye Thinks It Better to Serve a Restricted Trade Well
—How to Treat Telephone Customers

WILLIAM PYE, a retail grocer of Montreal, who operates at 3089 St. James Street, believes that it is better to restrict one's operations within a defined area, than to reach out unreasonably far. For this means a heavier delivery expense. Not only so, but Mr. Pye stated to CANADIAN GROCER that it is possible to serve the customers better if the area is not allowed to become too great, and this better service to the trade is appreciated, and eventually pays the grocer.

In the case of his firm, the plan works even better because of an extensive sale of fresh and cured meats. The store is so planned as to keep the two departments distinctly separate, and yet either is easy of access from the other. A few steps from the grocery, and a customer finds himself in the meat section, and vice versa.

No Telephone at First

For some time after he took his store over (less than two years ago), Mr. Pye had no telephone. This meant that, aside from any personal soliciting he was able to do, the business done was that transacted with parties coming to the store.

"Now," said Mr. Pye to CANADIAN GROCER, "we get a big portion of our business over the telephone."

One or two important points were scored by Mr. Pye in referring to the right way to use a telephone. In the first place, when the telephone rings, Mr. Pye either answers it personally, and without a moment's delay, or sees that it is answered by another clerk, but if possible he attends to this himself. When one answers, he should be prepared to immediately write down to order, having pad and pencil ready always.

"Close personal attention to each customer." That's what pays, in Mr. Pye's estimation. For instance: "When a man comes home for dinner and wants his meal ready, he does not want to hear his wife say, 'The butcher was late.' He wants his meal, and without excuses. Then get the housewife's order to her at the time you say you will, so this disappointment will not occur."

Location—Price-Cutting

Mr. Pye is not fortunate enough to have the best location. He believes, however, that there are other things which are quite as, if not more, important than location, when catering to family trade is being considered.

In this respect, the progress made has proved, beyond question, that the housewife will trade where she can be sure of getting the treatment one would wish to get in a well-regulated store. Mr.

Pye has decided that, if he treats a patron well, he does not need to fear competition, and in this respect he has made real progress, that is, basing his business procedure on this basis. In his manner of putting it: "Service will win out more quickly than cut rates." And again, "If a woman orders, by telephone, a shank of meat, select the best you have, and see that she gets it in the best of condition."

Go, Get The Order

There is, thinks Mr. Pye, a way to solicit orders from ones customers, or prospective customers, and a way not to do this. "Some desire to make up an order once, or probably twice a week. But they do not want to be bothered with a salesman calling every morning in the week. And so we have one of our clerks call twice a week. There are many customers who will order more heavily, say once or twice each week, than they would if called upon oftener."

One of the difficulties experienced, sometimes, has been that of maintaining a man on the rig who is careful, and this is a great source of dissatisfaction, where the difficulty arises. A very important thing it is, to have a salesman call who not only knows the stock, but who is able to advise with the housewife as to just what will best suit her pur-

pose in a given need. A good salesman on the rig, at the counter or the telephone, will accomplish the desired result.

Choosing a Stock

Mr. Pye does not buy just the stock which a salesman may desire to sell him, and particularly when he uses the argu-

ment that it has been widely advertised to the consumer. In this connection he said:

"We have very little difficulty in selling the goods that we feel are alright. They must have merit, and we must have profit on them, if we are going to push the sale of them."

The above attitude of Mr. Pye applies, in particular, to new lines of bottled or canned goods, and it has always been his experience, that the average customer can be cultivated to rely upon the selection of the grocer, of various groceries which are likely, always, to be dependable and for which she may hold him responsible.

Toronto Grocers Hear Some Plain Truths About Correct Merchandising

Paul Findlay, of Los Angeles, Cal., Delivers Illuminating Address to Large Gathering of Toronto Retail Grocers—"Do Not Load Up With Stock," He Cautions, "But Have Quick Turnovers and Not Leftovers."

PAUL FINDLAY, representing the California Fruit Growers' Exchange, Los Angeles, on Henry Johnson Jr., as he is better known to readers of CANADIAN GROCER, as was announced in last week's issue of CANADIAN GROCER, spoke to Toronto grocers on Thursday evening last. The hall of the R.M.A. on College Street was filled with grocers, who followed with intense interest the remarks of the speaker. Many were the words of praise heard at the conclusion of the meeting, and many lingered to question the expert in regard to little matters of trade that perplexed them. As more than one grocer remarked to the representative of this paper, the address was invaluable, and the suggestions given out will undoubtedly redound to the benefit and advantage of every grocer who was fortunate enough to be present. While CANADIAN GROCER reported the address in last week's issue there were many timely and instructive ideas brought out that have not been touched upon, and are given in part herewith.

Profits on Selling Price

Possibly more than any other point dwelt upon was that referring to the matter of figuring profits on the selling price rather than on the cost. Mr. Findlay drew attention to the difference between margins and profits. "I regard profit as a word that should be used very carefully," he said. "It is easily possible to have a margin and not a profit."

Margin is the total spread between laid-in cost and selling price. If that spread is not wide enough to cover expense and leave a surplus there will be no profit—there may be a loss. So let us call the spread margin. Next, margin is always figured on the sale. When, for example, a man buys something for \$1 and sells it for \$1.25, he makes 25 cents gross, but that is not 25 per cent. on the dollar. It is 20 per cent. of the

dollar and a quarter. He makes, not a quarter on his cost, but one-fifth of his sale price.

There are just two rules to be memorized and practised to ascertain all you want to know about your margins. When you know what your goods cost and what margin you wish to make: Take the desired margin from 100, divide your cost by the remainder, and the answer will be your sale price, including the desired margin. For example, goods cost \$1.70 and we want to make 32 per cent. Take 32 from 100 and the remainder is 68. Divide 170 by 68 and you have the answer, which is \$2.50. The selling price being 100 per cent., with a margin of 32 per cent., it is obvious that cost must be 68 per cent. of the selling price. Here the cost is \$1.70, which is 68 per cent. of the price we are seeking. Therefore we must divide the \$1.70 into 68 parts to ascertain what 1 per cent. is, and we find that 1-68 of \$1.70 is 2.5 cents. If 2.5 cents is 1 per cent. of the selling

price, the whole selling price is 100 times 2.5 cents, and as 100 times 2.5 cents (2½c) is \$2.50, our selling price is \$2.50.

To Find the Margin

Next rule: If you know what the goods cost and the selling price and you want to know the margin:

Take the total difference, or spread, between cost and sale price and divide it by the sale price. Answer will show the margin. Let us take that article which cost \$1.70 and sells for \$2.50 and see what the margin is, thereby illustrating our point and proving our figures at the same time. With a cost of \$1.70 and a selling price of \$2.50, the spread is, obviously, 80 cents. So we divide 80 cents by 250 and we find the margin to be, as I said, 32.

The results are the same whether you take the entire figure of 250 or drop the cipher and call it 25. Practice of this method will enable you literally to read the result of most such computations

Some Findlayisms That Struck Home

YOUR business is to buy only such goods as you need—to underbuy rather than overbuy—all in such quantities only as your business requires.

The oft quoted adage "Well bought is half sold" is responsible for more failures than successes. And just because it fixes the merchant's mind on buying rather than selling, and the primary thought always should be selling.

To derive the best results from the sale of oranges and lemons you must buy them every week.

You want your sales to grow. The surest road to growth is by rapid sales of conservative stocks.

The average expense of doing business over the continent is just about 16 2/3 per cent. or one-sixth of the money received.

The sales of the grocer are made up of 20 to 30 per cent. sugar, sold on a margin of 10 per cent. or less. Then there are eggs, butter, meals and flour, oil and many other items that cross the counter at less than the cost of doing business. These sales are low-end merchandise, and make up forty-five per cent. of the total volume of the grocery business.

The remaining 55 per cent. must be sold on margins wide enough to make up the deficit on the 45 per cent. and leave a surplus, or the grocer will go broke. Oranges and lemons bear a share of this deficit.

There are men who made money faster when they were small grocers than when they grew larger, because they turned their capital rapidly. They bought no surplus. They bought no futures. They took no quantities to save market advances. They bought light, sold and bought again.

Specialize on one good thing after another, but never let go of one thing when you take up another. If you do this you will have no time to worry about the man down the street who is selling two or three cents under what you know is good business.

with very little actual figuring. Take any other figures you like and test them out. If you work by these rules and figure correctly, your result will certainly be what you seek. That is all there is to it. It is so simple that every merchant should be able to use it readily enough.

Margins must be computed on the sale price because expenses are always figured on the sale, and therefore you must get your margins from the same angle. Otherwise you will fool yourself and are apt to end disastrously. More merchants have gone broke from this cause than any other single one.

Cannot Make 100 Per Cent.

By this method, too, it is impossible for anyone to make 100 per cent. This is something that is hard to get men to see. It can be grasped if you will always regard the sale price as 100 per cent.—that what you get is the whole and that cost and expense must be in that whole, hence are parts of the sale price, so cannot be as great as it is, for it is all, and 100 per cent. is all.

Statement Illustrated

Illustrating the statement that a merchant properly computing his profits cannot make 100 per cent., he said:

"If you buy an article for one dollar and sell it for

- \$2 your margin is 50 per cent.
- \$3 your margin is 66 2-3 per cent.
- \$4 your margin is 75 per cent.
- \$5 your margin is 80 per cent.
- \$6 your margin is 83 1-3 per cent.
- \$7 your margin is 85.72 per cent.
- \$8 your margin is 87½ per cent.
- \$9 your margin is 88.88 per cent.
- \$10 your margin is 90 per cent.

"But what if you pay a dollar for an article and sell it for \$15?" the question was asked. If you sell it for \$15 your margin is 93 1-3 per cent., and if you sell for \$100 it is 99 per cent. The fact is you can go as far as you like and you will not be able to make 100 per cent. on any goods for which you pay anything because 100 per cent. is all you get. You would have to get the goods for nothing to get 100 per cent. Both the cost and the margin are parts of the sale price. They are parts of the final whole.

Questions Answered

"How about buying potatoes? Isn't it good policy to buy them for futures?" another grocer asked.

"There is all manner of deterioration in potatoes," Mr. Findlay replied. "Follow them up with the market and buy as you need them. The man who bought 37,500 boxes of apples and they went off a dollar per box, lost 37,500 dollars."

"You have stated to-night that department stores figure on 26 per cent., and yet the bulk of department stores can sell at what we buy," remarked another grocer.

"I find that in department stores the burden on the grocery department is 23 per cent. I find they handle fewer lines

and are turning them over more quickly. The reason the department store was giving a better price was because they were selling and the retail grocer was not."

Mark All Articles

"Do you believe in marking the price on all articles? How would it do to put the price on the shelf?" a grocer asked.

"Yes, put the selling price on every article in the store. Take some of the slow sellers for instance. It is so very easy to forget the selling price of these

"I have been a reader of CANADIAN GROCER since the first issue, and follow with a great deal of interest, its articles from week to week. I read it from cover to cover. For several years we have been having an article in it each week by Henry Johnson, Jr., and these I have found full of instruction and practical advice, that should be of benefit to all retail grocers. We have with us to-night Mr. Paul Findlay, whom we know as Henry Johnson, Jr. It gives me great pleasure to introduce you to him, and I am sure we will all be the better merchants for what he has to say.—D. W. Clark in introducing the speaker of the evening.

"We have all known Henry Johnson, Jr., as a writer in CANADIAN GROCER, and have followed his articles with much interest. To-night we know him as a convincing speaker, and I am sure his words to us, on this occasion, cannot have failed to impress us with correct methods of merchandising, showing us wherein we are wrong, and where we can eliminate practices that are working against us rather than for us." Donald McLean in moving the vote of thanks to Mr. Findlay.

"I have been much impressed with what Mr. Findlay has said about quick turnovers, and I thoroughly agree with him. Very often more money is made with a small stock and turning it over several times in the year, than with a much larger stock and fewer turnovers. I am sure we have all been deeply impressed with what we have heard this evening and will follow with even more interest than ever, the articles of Henry Johnson, Jr., appearing from week to week in CANADIAN GROCER. I have much pleasure in seconding the vote of thanks to Mr. Findlay."—Robt. Dowson.

articles if the price is not on them. I remember an instance when a girl clerk—and a good one—perfectly square, who, upon being asked by a customer the price of a certain article that was on the top shelf, replied that it was 65 cents, but when the article was taken down the price was found to be \$1.65. Now if the price had not been on the article who would have been the loser: Putting the price on samples and on the shelves is all right, but it doesn't go far enough.

It is easy to put the articles back on the wrong shelf. Get a rubber stamp (you can get them similar to a dater), and put the price on every can, bottle, or package in the store. Don't be afraid to mark your goods."

Likes Selling Methods

Following the lecture CANADIAN GROCER asked T. White, a grocer on Parliament Street, Toronto, what point Mr. Findlay brought out impressed him the most.

"The way Mr. Findlay figured the selling price at a certain percentage was a revelation to me," he replied. "Take the case of the two boxes of lemons costing \$13 figured at a percentage profit of 25 per cent. showing a net profit of 87 cents against the salesman's \$1 a box profit, which really only showed a net profit of 15 cents. That was a wonder. Then there was the matter of buying goods on a rising market like he illustrated the clothes pins, where a grocer who only brought one dozen a month and sold that dozen, then bought another dozen at a higher figure and continued buying this way for four months and showed a bigger profit than the man who bought the whole four dozen the first month when prices were going up.

Adopting New Ideas

"I would not have missed hearing Mr. Findlay for a great deal," remarked C. W. McCaw, Roncesvalles Avenue, Toronto. "What impressed me the most was his method of selling. There is no doubt that odd prices will bring business quicker than even ones. Mr. Findlay's reasoning on just why these odd prices are more effective never struck me so forcibly as they did last night, when he stated that a woman, when she pays 39 cents for an article only remembers the 30; that is good. Then his method of selling lemons by the dozen instead of two or three. I tried that out this morning. A customer came in and inquired how much were lemons, and instead of saying two for five as we usually do, I said 30 cents a dozen, and she took a dozen. I have also told the boys to just dump the oranges in the window as Mr. Findlay suggests, instead of nicely piling them up. We are also attaching prices to every article, or at least to a number of them that are in each shelf. I intend to give Mr. Findlay's ideas a trial anyway."

Tendered Thanks

The meeting was presided over by D. W. Clark, Avenue Road, Toronto, and a vote of thanks was tendered the speaker by Donald McLean and Robt. Dowson. Both referred in the highest terms to the inspirational and illuminating character of the address and assured the speaker that his words had made a very deep impression. They believed they would all be better grocers as a result of the splendid ideas of merchandising he had expounded.

On the following evening Mr. Findlay spoke to a large gathering of retail men in Ottawa. Henry Watters, president of the Eastern Ontario Retail Merchants' Association, presided.

Standardization of Certain Canned Fruits and Vegetables

Department of Agriculture Issues Circular
Drawing Manufacturers' and Importers' Attention
to Ruling of June 22, 1918

THE Department of Agriculture at Ottawa recently issued a circular, reminding manufacturers and importers that the following canned fruits and vegetables have been standardized since June 22, 1918, and that on and after the date, containers and packages used therewith must comply with the regulations made under the authority of the "Meat and Canned Foods Act."

Fruits

Apples (canned or evaporated).
Apricots, Berries (all kinds).
Cherries, Peaches, Pears, Plums (all kinds), Prunes.

Vegetables

Beans, Beets, Corn, Peas, Tomatoes, Pumpkin, Squash.

Grading for Quality

All the products named above must be graded for quality as provided for in the Regulations, and the label must declare that quality in plain type not less than three-eighths ($\frac{3}{8}$) of an inch in height, in terms of "Fancy Quality," "Choice Quality," "Standard Quality," or "Second Quality."

Peas

Peas must show the size of the sieve through which they were graded in plain type not less than one-quarter ($\frac{1}{4}$) of an inch in length, as follows:

For an opening 9-32 inch diameter, size 1, or sieve 1; for an opening 10-32 inch diameter, size 2, or sieve 2; for an opening 11-32 inch diameter, size 3, or sieve 3. For those which will not pass through an opening 11-32 inch diameter size 4, or sieve 4. Peas not having been graded for size, must be marked "Ungraded."

Trade Name

Where the terms "Early June Peas" or "Sweet Wrinkled Peas" are used the peas must be of the actual variety named. Otherwise the words "Trade Name" must follow the name of the variety, that is to say, if the label defines the peas as "Sifted Early June Peas," the peas must be of the early smooth variety, or if defined as "Sweet Wrinkled Peas," they must be of the sweet wrinkled variety, regardless of the size of the peas; otherwise they must be defined as, Early June Peas, Trade Name, or Sweet Wrinkled Peas, Trade Name.

It is to be understood that the terms "Early June," "Sweet Wrinkled," "Extra Sifted," "Extra Fine Sifted," or "Petit Pois," will not be recognized in any way as a definition of either size or of quality of the peas. A can of peas labelled as follows would be accepted:

Standard Quality ($\frac{3}{8}$ inch type), John Doe Co. Size 1 ($\frac{1}{4}$ inch type) Cobalt.

Peas ($\frac{3}{8}$ inch type) Ont. This gives the quality claimed, the sieve claimed and the product claimed. Also the name and address of the packer.

Apply to Imports

Attention is particularly drawn to the fact that these Regulations apply to imports as well as to goods of domestic manufacture and warning is given that any of the aforementioned goods which may be received by any dealer after this date from a manufacturer or importer labelled with a label which does not comply with the Regulations will be liable to be placed under detention till properly labelled.

The co-operation of all manufacturers, importers, wholesalers and jobbers is earnestly solicited in an endeavor to carry out these regulations.

FOUR-OUNCE BOTTLES ARE NOT BIG ENOUGH

Manufacturers and B.C. Grocers Object
to Government Proposal

The sale of "extracts" containing alcohol in bottles of not more than four ounces, as proposed by the Government,

is strongly objected to by the manufacturers and members of the British Columbia Grocers' Association. R. D. Dinning, secretary of the Canadian Creditmen's Association, who is in Victoria on the business of the organization, has been instructed to confer with the B.C. Grocers' Association in the capital city with a view to remedying the proposed act. The wholesalers' and retailers' contention, according to information of the officials, is that there is a very large quantity of larger bottles on hand and that if the act becomes law they will be left with this surplus as useless stock.

GUELPH BRANCH OF R. M. A. HAS BANQUET

The branch of the Retail Merchants' Association at Guelph, Ont., was recently tendered a banquet by the executive. President R. E. Nelson presided, and Secretary George E. B. Grinyer read a report showing that the membership had nearly reached 100, and the finances were in good condition.

W. B. Miller, of Toronto, Provincial Secretary of the Association, spoke on matters connected with the recent legislation affecting local merchants, and answered a number of questions. Addresses were also given by President Hahn, of the Preston Association; P. Kelly, of Stratford; R. M. Millar, B. W. Ziemann, of Preston.

Is the Board of Commerce to Disband?

More Support From the Government is Essential to the Well-Being of the Board — Can't Continue With Only Two Commissioners

OTTAWA, April 27.—It is becoming amply apparent that the Board of Commerce cannot struggle along much longer with only two commissioners and without a far more vigorous support by the Government than hitherto has been given. It is believed that W. F. O'Connor's reported intention to resign is due not alone to the opportunities being offered him by the private practice of his profession, but in a feeling that the board's pathway has not been made as smooth as it might have been had it been backed up by other departments. It is common knowledge that the board is dissatisfied with the treatment it has received from the Civil Service Commission, the Commerce Commissioners claiming that the regulations of the Civil Service Commissioners were inapplicable to the needs of the Commerce body, and are hampering to its work.

For some time there was a feeling in Ottawa that the Board of Commerce was getting shaky on its legs and was not long for this world. The reply of Sir

George Foster in the House to a direct question, that the Government did not intend to end the board, set those rumors more or less at rest.

Think Position Stronger

The Commerce Commissioners themselves think that their case for existence has been strengthened by the late Supreme Court decision with regard to the board's orders forbidding Price Bros. to export paper until the Montreal papers had received their requirements at a fixed price.

The ruling of the court was that the board had no jurisdiction on this matter, because, in the opinion of the judges, a newspaper was not "a necessary of life."

The Board of Commerce takes this to be a tacit admission of its jurisdiction to regulate the profits made in connection with all "necessaries of life."

Sir George Foster in answer to a question in the House as to whether W. F. O'Connor, K.C., had resigned from the Board of Commerce, replied in the negative.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

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

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SUBSCRIPTION—Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c., invariably in advance.

PUBLISHED EVERY FRIDAY

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

VOL. XXXIV. TORONTO, APRIL 30, 1920 No. 18

BUY CAREFULLY

A LARGE retailer pointed out to CANADIAN GROCER the other day that he was now exercising more care in his buying than he had been doing for a long time. He felt that the wise course to follow was a gradual reduction of stock and buying as he needed it.

Several wholesalers have adopted the same principle, believing that in many cases prices have reached their high point, or nearly so, and that the safest course to follow is reduction of stock and the purchasing of further goods just as they are required.

Business men in the grocery trade are practically all agreed that when the time comes for a recession of prices, it will be gradual, rather than precipitating, just as the advances occurred. Business is good. Retailers' turnovers—that is the aggressive merchants—are generally ahead of last year. Part of the increase is no doubt due to the higher prices. The people still have the money and are spending it.

There is, too, no more staple business than the grocery business. We all must eat. But retailers will be well-advised to watch their credit accounts very closely and to do their buying with a view to rapid turnover, at least once a month on practically everything.

AN EXCESSIVE CHARGE

THE following letter has been recently received by CANADIAN GROCER from J. A. Carroll, a grocer in Lindsay, Ont.:

"I had a call from the inspector of weights and measures the other day which cost me \$6.00. He pronounced my scales correct, but why should I be made to pay \$6.00 when my scales are correct? It just occurred to me that this is a matter which should be taken up by the retail grocers all over the country. As I see it, this regulation is for the benefit of the consumer and the consumer is the one who should have to pay. Why not take the matter up in your paper and perhaps something might be done to relieve the now over-burdened grocer? I should like to hear the views of some of the other grocers."

There is no doubt whatsoever that there is quite a lot of unnecessary expense attached to the grocer in regards to this same Weights and Measures Act. We are of the opinion that cost of inspection should be taken care of out of the general taxes and not by the individual merchant. Mr. Carroll is quite right in asserting that he should not be expected to pay for something he did not get. His scales were inspected, 'tis true, but that probably was just a matter of fifteen minutes, and six dollars for fifteen minutes' work is rather excessive. CANADIAN GROCER would be glad to have the views of other grocers on this subject.

AN INTERESTING DECISION

THE decision of the United States Federal Courts in favor of the Beech-Nut Packing Company is interesting at this time in view of the investigation now going on by the Board of Commerce with the wholesalers and manufacturers. The U.S. Courts, by its decision, allows the Beech-Nut Packing Co., or anyone else for that matter, to set a resale price and to have the right to refuse sales of their products to any merchant who refuses to sell Beech-Nut products at the price set by the company.



CURRENT NEWS OF THE WEEK

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

QUEBEC

Miss A. Robert has opened a new grocery store at 1116 St. Antoine St.

C. E. Phenix will succeed F. X. Picotte in the grocery business now operated at 1114 Rachel E.

L. L. Desaulniers is moving his grocery business from 446 Laurier E. to 204 Carrières St.

Archibald Miller, a Quebec business man, passed away last week after a brief illness. He was president of the firm of Whitehead and Turner, Ltd., wholesale grocers, and had only recently completed the fiftieth anniversary of his connection with that firm. He was for many years president of the Wholesale Grocers' Guild, the Le Boutellier Company, Ltd., the Quebec St. Andrew's Society, and the Quebec Curling Club. He was also an active member of the Laurentide Fish and Game Club.

ONTARIO

A new grocery has been started in Welland, Ont., by Mr. Nunnamaker.

H. H. Berscht, Grand River, Ont., has opened a store in J. F. Martindale's old stand.

One hundred cigar-makers have been laid off different factories, the explanation being given that recent increases have checked the demand.

The merchants of Ridgeway, Ont., are closing their places on Wednesday at noon from April 14 to October 14, and on Monday and Friday nights at six o'clock.

The merchants of Leamington, Ont., have agreed to close their places of business at 12 o'clock noon, each Friday, during April, May, June, July, August, September and October.

Chas. H. Buell, for many years engaged in the manufacture of confectionery in Brockville, passed away last week in his 81st year. He was actively connected with the business life of Brockville for many years.

James Burns and Harry Massey were recently sentenced in Toronto to three months' imprisonment for breaking into the premises of the Shedden Forwarding Company, Toronto. Eight barrels of sugar were stolen, which were sold at a very much reduced figure.

The death occurred in Port Hope last week of one of the oldest merchants of the town, in the person of John Curtis. In 1880, the late Mr. Curtis went into the grocery business, and up until four months ago, was able to attend to it every day. He served for several years on the Town Council, and also as a member of the Board of Trade.

The retail merchants of Stratford will close their stores on Wednesday afternoons, commencing May first.

Empey & Company, grocers, 716 Somerset Street, Ottawa, are going out of business owing to their being forced out of the store by May 1st. They are selling the stock at less than cost price to effect a clearance by that date.

Felix A. Pisarski, Andrew Knukowski, Szymon Pieprzak, Wopciech Wybraniak, John Swylinski and Thos. Zybala, Hamilton, Ont., have been granted an Ontario charter to carry on a company under the name of Wanda Polish Commercial Corporation, Ltd. The new company is capitalized at \$25,000 and will carry on a wholesale and retail grocery and meat business in Hamilton.

The luncheon of the Hamilton travellers and salesmen at the Royal Connaught Hotel, Hamilton, on Saturday last, was very largely attended, and growing out of this gathering is the new organization to be known as the Hamilton Travellers' and Salesmen's Association. An address was delivered by George H. Simpson, special representative of the Steel Company, of Canada. Robert Moncur and George Smith were appointed a committee to select a committee, which will meet in two weeks to call a general meeting, at which officers of the new organization will be elected.

COBALT STORES MUST NOT HAVE PUNCH-BOARDS

COBALT, April 26.—Following the receipt of instructions from the Attorney-General, whose attention had been drawn to the matter in a letter from an unnamed citizen of Cobalt, Chief of Police Bonneville to-night notified the proprietors of punch-boards that they must remove these from their stores. Many boards have been operating in town, payment of ten cents upward having been exacted, but these have been declared illegal by Magistrate Atkinson, who advised the Chief to have them removed.

CHARGE APPLE HOARDING

Ottawa.—The Board of Commerce, with W. F. O'Connor presiding, has been inquiring into a charge against W. J. Corby & Co., Ottawa. The charge is that of hoarding apples and is based on information reaching the board, to the effect that a certain number of carloads of apples consigned to the Corby firm have been left in storage without an attempt being made to place them on the market.

Toronto Will Have Daylight Saving

COUNCIL ADOPTS MEASURE AND IT WILL BECOME OPERATIVE ON MAY 2

The City Council of Toronto has approved of the adoption of the daylight saving measure, for the period from 2 a.m. on Sunday, May 2, to midnight on Saturday September 25. Two amendments to make it effective from May 30 to September 4, and for three months of July, August and September were proposed, but both received only slight support.

Ottawa, too, has adopted daylight saving, and it is the intention of Parliament to apply it to the Civil Service there and also to the Sessions. According to recent action of the Windsor City Council, Windsor will not adopt daylight saving. Peterborough, too, will remain on old time. Thorold has adopted the measure again, and the Council of Chatham has rejected it. Out in the West in Saskatoon, the Council has decided against daylight saving.

FARMERS' CO-OPERATIVE STORE FOR ST. THOMAS

An effort is being made in St. Thomas, Ont., to establish there an United Farmers' co-operative store, and with that purpose in view a meeting of the committee of the Independent Labor party was held recently. It is reported that a large number of members have been secured.

All members who have secured participating certificates in the proposed store will now be enabled to purchase in single or club lots from the general warehouse at Toronto, it was reported at the meeting. Lists of goods, published twice a week, have been supplied the secretary of the local organization for this purpose. As soon as the allotted number of participating certificates have been sold, it is the intention of the general manager to open a store in the city. A resolution was passed at the meeting that the secretary communicate with the company headquarters and endeavor to secure speakers familiar with the co-operative plan, to address a public meeting in St. Thomas at an early date.

A COSTLY FRUIT

According to the calculation made yesterday by a Riverdale grocer, the present selling price of potatoes works out at 5 cents each.

Retail Grocer in Nova Scotia Condemns Proposed Sales Tax

States That Taxation on Sales From the Grocer's Standpoint is Impossible Because of the Innumerable Small Sales in So Many Different Lines

A RETAIL grocer in the Province of Nova Scotia presents some plain facts, in regard to the proposed tax on sales, of one per cent., in a letter to CANADIAN GROCER. He believes the proposal from the retail grocers' standpoint is fallacious and deceiving. In the following letter he discussed it at length, and his remarks will be found of interest by every man in the trade. He writes as follows:

"I have perused your article in your issue of 9th inst. re 'Taxation of Sales.' The article from the retail grocers' standpoint is most fallacious and deceiving. We will begin at the fountain head and see where this thing comes out when it reaches the retail grocer. The producer sells in dollars worth or large amounts. Therefore it is an easy matter for him to add the 1 cent tax.

"In selling manufactured goods by the case, dozen, or bag as they are put up a cent or few cents per dozen is easily added to cover the tax. They are sold in large quantities to the jobber with the tax well covered as stated. The jobber sells in quantity to the retailer with the tax covered in the very same way. For instance, take a bag of sugar, at say \$19.00, at the refinery. The refiner puts at least 19 cents for tax to the jobber. The jobber puts 19 cents to the retailer. But the retailer does not sell by the bag but in quantities from one to five pounds. He has to pay his tax like the others but how is he going to collect it on his small fractional sales? He cannot do it and he will have to pay it out of his already too meagre profit. What does this mean? Protection in the tax for all who have to pay it but the retail grocer.

Now this very same thing works out in all lines. The manufacturer and jobber have no trouble in adding their tax to their sales on account of them being individual quantity sales, but how can the grocer get his tax out of a can of tomatoes, peas, beans, a package of pepper, and a thousand and one sales that go to make up the sum total of all grocery businesses? It just goes to prove that this system of taxation as suggested by the article is a direct tax out of the pocket of the retail grocer and ten times worse than an income tax. The clothing dealer can easily add a dollar to his \$40, \$50 or \$60 suit, the shoe dealer add a quarter to his \$10.00 pair of shoes, but the grocer has no such single piece sales to do this with.

"If any Government should think of collecting a tax from retail grocers in

the manner suggested it would simply be a piece of drastic legislative robbery which should not be stood for by any one class in any country. There is only one equitable way to collect a tax on sales, that will do justice to all dealers and place the burden of the tax on the whole public in general, and that is, to put say a 3 per cent. tax on the goods in the first hands, the manufacturers or producers fix first sales. It is then put on the goods as their first cost and follows them down to consumption through their different channels and does no one an injustice. Besides see how this method reduces the Government machinery for collecting the tax.

"Instead of having to collect one per cent. from each of the multitudinous producers, manufacturers, jobbers, retailers, etc., they only have the one tax to collect at the beginning, and at the same time are assured that they are doing justice to all, knowing that the tax goes on the goods to the general public and does not come out of any particular class.

"The man who originated the idea of a one per cent. tax to be collected on the same goods from 3 or 4 classes when it could more easily be collected in the first instance with one-quarter the labor and expense, has not displayed any excessive brain or business ability.

"There is no need of fording a river till you come to it, but the retail grocers of this country want to get busy and if any such tax, as is suggested, is contemplated through them in this way, they want to kill it in the bud good and hard through their associations and united effort.

"Grocers of Canada, keep your eyes and ears open for your own protection."

Exempt Fruit Dealers From Early Closing

Municipal Committee of Ontario Legislature Decides in Favor of Toronto Fruit Men

The Municipal Committee of the Ontario Legislature in a recent decision exempted the Toronto fruit dealers from the regulations of the early closing by-law, but enforces it against grocers. It was contended that the fruit producers would suffer if these stores had to close at seven o'clock, and the fruitgrowers in this regard had the support of almost every farmer. C. W. Miller, secretary of the Retail Merchants' Association, objected vigorously to what he claimed

would be a nullification of progress made in early closing.

As the amendment does not affect the right of three-fourths of the fruit dealers to vote and bring early closing into effect, necessity will probably arise for exact definition of what constitutes a fruit dealer. Many grocers might conceivably have the right to vote for early closing.

Is Celebrating 25 Years in Business

Wm. H. Malkin, Wholesale Produce Merchant at Vancouver, Started Business 25 Years Ago

VANCOUVER, B. C. —Wm. Harold Malkin, wholesale produce merchant, is celebrating 25 years in business this month.

Commencing in a small, modest manner the business of a wholesale produce merchant at premises on Water Street, a short distance west of the present building, he entered into partnership with Osmund Skrene in 1895. In the year following Mr. Malkin bought out his partner and launched out on his own account. By diligent attention to the work on hand and a happy knack of being ready to seize opportunity he soon forged ahead until to-day he is the senior partner in The W. H. Malkin Co., Ltd., one of the largest wholesale grocers in Western Canada. The present building has three and a quarter acres of floor space.

Born at Burslem, Staffordshire, England, Mr. Malkin came to Canada when 16 years of age and first tried his hand at farming. Grenfeld, in Saskatchewan, was his choice of location for this effort, of which he soon tired, afterwards entering a general store, where he gained the groundwork of his experience. For seven years he carried on the business of wheat buying as well as being a dealer in coal and lumber, after which he saw his great opportunity in Vancouver and came, saw and conquered. In 1907 Mr. Malkin commenced to build a warehouse of his own and from time to time has made additions until the premises now reach their present large proportions.

A great supporter of the Board of Trade, Mr. Malkin joined the branch board at Vancouver immediately on his arrival in the city, and has been a member ever since, having 23 years to his credit as a member of the council of the board. "My advice to young business men," says Mr. Malkin, "is to join the Board of Trade as soon as he starts business. It is the one institution which is looking after the commercial life of the community."

In 1902, Mr. Malkin was president of the Vancouver Board of Trade.

W. H. ESCOTT TO HANDLE "CRACKER JACK"

Rackheim Bros. & Eckstein, Chicago and Brooklyn, manufacturers of the confections known as "Cracker Jacks" and "Angelus Marshmallow," have appointed W. H. Escott & Co., Ltd., Winnipeg, as their representative for Western Canada.

NEWS FROM WESTERN CANADA

Saskatchewan R.M.A. Will Convene in Sectional Meetings

Plans for Annual Convention on June 8, 9 and
10 Are Now Complete—Former Procedure of
General Discussions Will Not be Followed

SASKATOON, Sask. (Special).—The Executive of the Saskatchewan branch of the Retail Merchants' Association have now completed their arrangements for the Annual General Convention, which is to be held in the First Baptist Church, Moose Jaw, Sask., on Tuesday, Wednesday and Thursday, June 8th, 9th and 10th.

This convention, especially in view of the many important events that have taken place during the past year, having an important bearing upon retail merchandising, promises to be one of the most interesting conventions that has yet been held.

The convention will open at 9 o'clock on the morning of June 8th, with the registration of delegates and the distribution of badges. At 10 o'clock addresses of welcome will, it is anticipated, be given by the Mayor of Moose Jaw and the president of the Board of Trade and other public officials, followed by the president's address and the treasurer's and secretary's report.

Change From Former Years

This year will see a distinct change and a new departure in connection with the programme of the convention as compared with previous conventions in connection with the arrangements. Previous conventions have been taken up entirely by general discussions at which the whole of the merchants were present.

This year it was considered that much time would be saved on the part of the delegates if sectional meetings were held, dealing with each particular branch of the retail trade, and with this idea in mind, the first afternoon of the convention and the morning of the second day will be taken up with sectional meetings of implement men, grocers, boot and shoe dealers, druggists, jewellers, automobile dealers, clothiers, music dealers, hardware, furniture, etc., each section of which will deal with matters of the most importance to their particular section.

At the meeting of the implement men, on the afternoon of June 8th, it is expected that H. Davidson Pickett of Moose Jaw, barrister, will explain various measures of legislation having direct bearing upon the retail implement trade. On the same afternoon a general meeting of grocers and wholesalers will take place at which an official connected with the

Board of Agriculture will discuss the recently enacted Egg Law and explain his position as affecting the retail grocers.

In the evening of the same day, a general meeting will be held, when it is expected that Dr. J. G. Robertson of the Department of Trade and Commerce, Ottawa, an authority on business conditions and the markets of the world, will give an address.

Another interesting feature is also being introduced to the convention of this year in the way of moving pictures, and it is possible that at the meeting of the first day, the McClary Manufacturing Company will show their moving pictures, illustrating the manufacture of enamelware, tinware, galvanized-ware and most of the sheet metal lines sold by the average hardware store.

On the afternoon of the second day, the annual meeting of the Retail Merchants' Mutual Fire Insurance Company will be held, and W. P. Ball of Assiniboia, will give the report of the Annual Dominion Convention at Ottawa, followed by resolutions and the election of officers for the ensuing year.

Retailer From Dakota to Speak

In the evening of June 9th, another general meeting will be held, and it is anticipated that an address will be given by Fred P. Mann, the president of the North Dakota Retail Merchants' Association of Devils Lake, N. D. Mr. Mann is a successful merchant on the other side of the line and is known throughout the States as an excellent speaker upon any matters affecting retail merchandising and his address will undoubtedly be of great benefit and service to the delegates attending the convention.

The morning of the third day will again take the form of the general convention, when resolutions from various branches of the association and important matters respecting the interests of retail merchants will be brought forward, and it is anticipated that T. B. Patton, Income Tax Inspector of Regina will give an address on the making out of income tax returns, and other phases of this important question to retail merchants.

A Banquet Too

In the afternoon J. A. Banfield, president of the Retail Merchants' Associa-

tion, (Dominion Board), who is always a welcome visitor to these conventions, will give an address which undoubtedly will be full of interest, especially in view of the events that have taken place during the past year, and the discussions that have arisen in connection with the orders of the Board of Commerce affecting the retail trade. The election of officers will subsequently take place and it is announced that in the evening, the delegates of the convention will be given a banquet by the merchants of Moose Jaw, who may be relied upon to make this social side of the convention a great success.

The members of the Association throughout Saskatchewan are urged to set aside these dates in order that they may be able to attend this convention, and, by their presence and every possible means, make it one of the greatest and most successful conventions that has yet been held for them.

B. C. Berries Will Likely Be Very High

United States Canners are Canvassing
B. C. Growers in an Effort to Buy
Next Season's Supplies

Vancouver.—The canners from the United States are scouring through every berry district in order to contract for supplies for the coming season. Several growers on the lower mainland have had offers of 22 cents per pound in pails for their crop, but they are reluctant to contract, claiming that the market price this year will be higher than this figure. Meantime greater acreage is being prepared for berry growing. Plants from Michigan and elsewhere are being brought in by the hundred thousand. Plants are selling between \$14 and \$16 per thousand.

SEATTLE RESTAURANTS BOYCOTT POTATOES

Vancouver.—In Seattle the majority of cafes and restaurants have declared a boycott on potatoes—asking exorbitant prices and discouraging their patrons to order any. They are substituting rice and cornmeal dishes, and report satisfaction on the part of the diners. It is stated that in Vancouver the cafes and restaurants are well supplied in most cases, having put away sufficient stocks for their own use early in the season, and at reasonable prices.

The Herald Brokerage Co., 617 McIntyre Block, Winnipeg, have moved to 310 Confederation Life Building.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE tendency of all grocery markets is firm to higher. Sugar continues to be the main feature of all markets and higher levels on this commodity are expected. Business generally throughout the Dominion has been excellent and collections are also reported healthy.

MONTREAL—There is no general change in the sugar market this week. The prices are firm at the advanced levels. As a result of very strong sugar market the molasses market is exceedingly strong with a very scant supply. The rice market is firm to higher and there is little hope given that there will be any change in the near future as the supplies are very poor. There is a prospect that owing to the very high price of corn that corn flakes and all corn products will be forced up in the near future.

There is no change as yet in the coffee market, but it remains firm with every prospect for higher prices. All spices are very firm at the prices quoted last week. The trade has been relying on the American market for its supplies and as a result has had to pay whatever asked; it is hoped that with the opening of navigation and access to the European and English markets the prices will be easier. Until that time no relief to the market can be expected. Teas continue firm. Vegetables are easier. Oranges are much dearer this week as a result of the tie-up in transportation.

TORONTO—An acute shortage of refined sugar is manifest on this market. Raw sugars have reached record prices and in the meantime refineries are closed, due to the shortage of raw material. One refiner stated that there is a possibility of granulated sugar advancing 4 to 6 cents per pound in view of the fact that raw sugars are now costing more than the selling price of refined. The demand for corn syrup is very active. This has been created mainly by the higher price of sugar which has had a tendency to turn people to use more of this commodity. American corn has advanced. Tin plate is also higher and viewed from this angle, there is a possibility that corn syrup will reach higher levels. The business for cereals is quiet and will probably continue so until the closing of the summer season. However, in regards to market conditions, some manufacturers are of the opinion that prices

will be higher, due to the advancing grain market. Salt in barrels, bags and cartons have advanced. The situation in the tea market remains in an uneasy condition. Quotations in primary markets have advanced one to three cents per pound. Shipments are slow in arriving, due to the congestion of freights in British ports, which is causing a shortage of spot stocks. The primary markets for coffee continue firm and while no price changes have been effected on the local market, the tendency is that higher prices will prevail. The rice market shows no improvement, spot stocks are low and prices are firm. Dried fruits are moving freely in an uninteresting market. Prices are steady and all lines are well represented, with the exception of raisins. Stocks of this line are gradually becoming depleted. The spice market is quite active. Pepper stocks are gradually being depleted on account of the fact that primary markets are short of supplies. Ginger, nutmegs and cream of tartar are also scarce. Jams, candles, lamp wick, stove polish, shoe dressing, hand cleaner, blue, brass polish and manila paper have registered advances. Potato stocks are light and prices remain high. Southern vegetables and fruits are in scant supply, due to the railroad strike.

The market for fresh meats is firm with advances on some lines of pork cuts. Spring lamb is scarce. Quotations range from \$14.00 to \$18.00 each. Butter is inclined to slump while the egg market has strengthened. Cheese, lard, shortening and margarine are unchanged.

WINNIPEG—An acute shortage of sugar has developed locally and there is a possibility of further advances. The condition of the syrup market is firm with a tendency toward higher prices. Package cereals still remain firm, though price boosts are anticipated within a short time, owing to the higher cost of cartons. A general advance of two cents per pound on candies and biscuits by a local manufacturer is expected. Cloves have advanced two cents per pound. Raisins are still scarce. Prunes have slumped considerably. Currants for future delivery are quoted at lower prices. Coffee, tea and nuts are unchanged. Soaps are expected to advance 50 cents per box, according to some manufacturers. Hog receipts are light and prices are slightly firmer. Butter and egg supplies are scarce and the market firm.

QUEBEC MARKETS

MONTREAL, April 30—The market here is very firm this week. Some vegetables are cheaper and fruit as a whole is dearer. Flour is exceedingly firm and the manufacture is curtailed. Feeds as a result of this are very scarce and high. Rice is short and higher again. The reports of the new tea crop are far from promising and the prices are expected to be high. Corn cereals will doubtless be higher on account of the strong corn market. Walnuts are cheaper this week and good demand is in evidence. The opening of navigation is expected to help in the reduction of some prices on imported goods, especially spices.

Change in Package Sugar

Montreal.

SUGAR.—There is no general change in the sugar market here this week. The prices are very firm at the new advanced levels. There seems to be an air of expectancy about the convention of American sugar refiners at Washington, and the result will be of great interest to the sugar dealers in Canada. The Atlantic and Acadia sugar refineries have adopted a new scale on a few of their package lines. They are as follows: Gunnies, 5 20s, \$19.40; 10 10s, \$19.50; cartons, 20 5s, \$19.60; 50 2s, \$19.75. This applies only to the above-mentioned companies. The others remain firm at the schedule given last week.

Table of sugar prices including Atlantic Sugar Co., Acadia Sugar Refinery, Dominion Sugar Co., etc., listing various packages and prices.

Molasses Supply Limited

Montreal.

MOLASSES.—As a result of the very strong sugar market and the demand for the refined product the molasses market is exceedingly strong with a very short supply. Importers would far rather turn their supplies of the raw product into sugar than into molasses, and as a result the supply is limited and the prices high.

Table of molasses prices listing various grades and quantities like 'White Corn Syrup', 'Cane Syrup', etc.

Table of cane syrup and molasses prices from Barbados, including 'Cane Syrup (Crystal) Diamond-' and 'Fancy Molasses (in tins)'.

Rice Scarce and Higher

Montreal.

RICE.—The heavy demand last week for rice when the prices were slightly easier ate up the supplies, and as a result the price has advanced again to its former level. There is little hope given that there will be any change in the near future as the supplies are very poor. There is, however, a new arrival on the market this week in the rice line. Fancy Honduras rice is offered in limited quantities at 20 cents.

Table of rice and tapioca prices listing various brands like 'Carolina, ex. fancy', 'Tapioca, per lb. (seed)', etc.

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

Corn Flakes May be Higher

Montreal.

PACKAGE GOODS.—There is no immediate change in the price of package goods. The demand is quite seasonable. There is, however, every prospect that, owing to the very high price on corn, that corn flakes and all corn products will be forced up in the near future.

PACKAGE GOODS

Table of various package goods prices including 'Breakfast food, case 18', 'Cocoanut, 2 oz. pkgs.', 'Corn Flakes', etc.

Table of flour and starch prices including 'Do. (6-lb. pack.), doz.', 'Corn starch (prepared)', 'Potato flour', etc.

Corn Cereals Very Strong

Montreal.

CEREALS.—There is the usual dropping off in the sale of cereals in this season but the business has remained particularly firm this season. The high price of corn will no doubt be reflected in the price of corn cereals in the near future. In any case it is certain that the market is unusually firm.

CEREALS—

Table of cereal prices including 'Cornmeal, golden granulated', 'Barley, pearl (bag of 98 lbs.)', 'Buckwheat flour', etc.

Coffee Very Strong

Montreal.

COFFEE.—There is no change as yet in the coffee market but it remains firm with every prospect for higher prices if the demand remains as it has been for some time.

COCOA.—No change in the cocoa market is reported although the demand is abnormal. The supply of cocoa beans is just average, and, as a result, there is some difficulty in meeting the demand.

COFFEE—

Table of coffee prices including 'Rio, lb.', 'Mexican, lb.', 'Jamaica, lb.', 'Santos, Bourbon, lb.', etc.

COCOA—

Table of cocoa prices including 'In 1-lb., per doz.', 'In 1/2-lb., per doz.', etc.

Canned Goods Steady

Montreal.

CANNED GOODS.—There is no change this week in canned goods. The demand is good and the market is very firm on account of the high cost of materials. New legislation proposed in some parts in connection with the labels for canned goods may mean an additional cost but nothing definite has been decided.

CANNED VEGETABLES

Table of various canned vegetable prices including 'Asparagus (Amer.), mammoth', 'Green tips', 'Beans, Golden wax', etc.

Do., fancy, 20 oz.	1 87½
Do., 2-lb. tins	2 75
Peas, Imported—	
1-lb. case of 100, case	27 50
Ex. Fine	20 00
No. 1	23 00

CANNED FRUITS

Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½-lb. doz.	1 40	1 60
Do., new pack, doz.	2 20	2 20
Do., 2s, doz.	1 80	1 80
Do., new pack	6 75	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½-s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.		16 00
Cherries, red, pitted, heavy syrup, No. 2½	4 80	5 15
No. 2	20 00	20 00
doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gallon, "Pie," doz.		9 50
Do., gallon, table		19 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	1 90	1 90
Do., 2½s	1 90	2 25
Pineapples (grated and sliced), 1-lb. flat, doz.		1 90

Almonds, Tarragona, per lb.	0 32	0 32
Do., shelled	0 60	0 65
Do., Jordan	0 75	0 75
Brazil nuts (new)	0 27	0 27
Chestnuts (Canadian)	0 77	0 77
Filberts (Sicily), per lb.	0 23	0 23
Do., Barcelona	0 25	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts, No. 4, Jumbo	0 33	0 33
Peanuts, Jumbo	0 24	0 24
Do., "G"	0 19	0 20
Do., Coons	0 16	0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16½	0 18
Do., No. 1 Virginia	0 14	0 14
Peanuts (Salted)—		
Fancy wholes, per lb.	0 26	0 26
Fancy splits, per lb.	0 33	0 33
Peanuts, new Jumbo, per lb.	0 22	0 23
Do., large, No. 2, polished	0 23	0 23
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	0 20	0 20
Peanuts, shelled	1 60	1 70
Walnuts	0 29	0 35
Do., new Naples	0 34	0 34
Do., shelled	0 60	0 60
Do., Chilean, bags, per lb.	0 23	0 23

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

new crop is very poor and the season late. It is expected that it will be marketed about May 10. The prices will undoubtedly be high.

Ceylons and Indians—

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

Javas—

Broken Orange Pekoes	0 58	0 65
Broken Pekoes		0 50

Japans and Chinas—

Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS—

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

Javas—

Pekoes	0 42	0 45
Orange Pekoes	0 46	0 45
Broken Orange Pekoes	0 43	0 46

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

Spices Are Firm

Montreal. SPICES.—All spices are very firm at the prices quoted last week. The trade has been relying on the American market for its supplies, and as a result has had to pay whatever asked. It is hoped that with the opening of navigation and access to the European and English market prices will be easier. Until that time no relief to the market can be expected.

Allspice	0 22	0 22
Cassia (pure)	0 32	0 32
Cocoanut, palls, 20 lbs., unsweetened, lb.	0 46	0 46
Do., sweetened, lb.	0 36	0 36
Chicory (Canadian), lb.	0 30	0 30
Cinnamon—		
Rolls	0 36	0 36
Pure, ground	0 28	0 40
Cloves	0 85	0 90
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger (Jamaica)	0 40	0 40
Ginger (Cochin)	0 35	0 35
Nice, pure, 1-lb. tins	1 00	1 00
Waxed spice	0 30	0 32
Do., 2½ shaker tins, doz.	1 15	1 15
Nutmegs, whole	0 90	0 79
44, lb.	0 45	0 45
40, lb.	0 48	0 48
100, lb.	0 40	0 40
Ground, 1-lb. tins	0 40	0 40
Pepper, black	0 41	0 41
Do., white	0 52	0 52
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 22	0 30
Paprika	0 80	0 80
Pumelle	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	2 00	2 00
Caraway (nominal)	0 30	0 32
Cinnamon, China, lb.	0 40	0 40
Do., per lb.	0 40	0 40
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Onion, whole	0 18	0 20
Cream of Tartar, pure, French	0 85	0 85

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

Walnuts Are Easier

Montreal. NUTS.—Shelled walnuts are a little easier this week on account of the French exchange. The result of this has been that walnuts have been moving very freely this week and the consumption has increased. The other lines are firm at the prices quoted last week. The new price quoted here on walnuts is 60 cents for No. 1. This is a reduction of 15 cents.

Currants Strengthened

Montreal. DRIED FRUITS.—No change is evidenced in dried fruits this week. The tightening up of the foreign exchange has caused a readjustment in the price of currants, bringing them back to their former level. There is a good sale of figs and dates. The opening of navigation in the next week or so is expected to ease the dried fruit market considerably and increase the supplies at hand.

Apricots, fancy	0 38	0 38
Do., choice	0 34	0 34
Do., slabs	0 27	0 27
Apples (evaporated)	0 19	0 19
Peaches, (fancy)	0 26	0 26
Do., choice, lb.	0 27	0 27
Pears, choice	0 30	0 30
Drained Peels—		
Choice	0 34	0 34
Ex. fancy	0 34	0 34
Lemon	0 41	0 41
Orange	0 41	0 41
Citron	0 41	0 41
Choice, bulk, 25-lb. boxes, lb.	0 22	0 22
Peels (cut mixed), doz.	3 24	3 24
Raisins (seeded)—		
Muscadels, 2 Crown	0 23	0 23
Do., 1 Crown	0 25	0 25
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 21	0 21
Fancy seeded (bulk)	0 25	0 25
Do., 16 oz.	0 21	0 21
Cal. seedless, cartons, 12 ounces	0 24	0 27
Do., 16 ounces	0 26	0 27
Currants, loose	0 20	0 20
Do., Greek (16 oz.)	0 24	0 24
Dates, Excelsior (36-lb.), pkg.	0 15½	0 15½
Card. 12-lb. boxes	3 22	3 22
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	0 19	0 19
Packages only, Excelsior	0 20	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	0 46	0 46
Do., 2¼s, lb.	0 45	0 45
Do., 2½s, lb.	0 48	0 48
Do., 2¾s, lb.	0 50	0 50
Figs, white (70 4-oz. boxes)	5 46	5 46
Figs, Spanish (cooking), 22 lb. boxes, each	0 12	0 12
Figs, Turkish, 3 crown, lb.	0 44	0 44
Do., 5 Crown, lb.	0 47	0 47
Do., 7 Crown, lb.	0 52	0 52
Figs, mats	4 71	4 71
Do. (25-lb. boxes)	2 75	2 75
Do. (12 10-oz. boxes)	2 20	2 20
Pines (25-lb. boxes)—		
20-30s	0 33	0 33
30-40s	0 30	0 30
40-50s	0 27	0 27
50-60s	0 23	0 23
60-70s	0 22	0 22
70-80s (25-lb. box)	0 20	0 20
80-90s	0 19	0 19
90-100s	0 17½	0 17½
100-120s	0 16	0 17

New Tea Crop Poor

Montreal. TEAS.—The present price of teas are very firm at the present levels with no hope for any relief. The report for the

Prepared Coffee Cheaper

Montreal. MISCELLANEOUS.—Some broken lines of custard are up to \$8 per cwt. keg. Filtrene oil has advanced 20 cents and is now selling at \$1.50. There has been a slight drop in the prices of George Washington coffee. The drop is as much as \$1.20 on the medium size. Prices are: Standard, \$4.25; medium, \$8.40; family, \$13.10. Queen's laundry soap per 60 bars is cheaper, quoted at \$8.50. Wetley's condensed mincemeat is dearer by 60 cents; quotations are \$6.45. Kraft paper has advanced ½ cent and is now 13 cents per pound. Mott's Diamond chocolate is up 2 cents per pound.

Vegetables Are Easier

Montreal. VEGETABLES.—Despite the strikes in the United States, vegetables are a little easier this week on account of the home market opening up in the near future. The most notable feature is the first appearance of some vegetables. Green onions are offered at \$1.50 per dozen bunches; watercress is offered at 75 cents, and new carrots are \$1.75 a hamper. Lettuce is 50 cents cheaper, now \$5.50 per crate. Large white onions are \$15 per cwt. Montreal turnips are cheaper.

Asparagus, Cal., case	10 00
Beans, new string (imported) hamper	8 00
Beets, new bag (Montreal)	3 00
Cucumbers, doz.	3 50
Chicory, doz.	0 50
Cauliflower, Am., doz. dble crate	7 00
Do., single crate	3 75
Cabbage (Montreal), barrels	6 00
Carrots, bag	1 75
Garlic, lb.	0 50
Horseradish, lb.	0 60
Lettuce (Boston), head, crate	5 50
Leeks, doz.	4 00
Mint	4 00
Mushrooms, lb.	1 00
Onions, Yellow, 75-lb. sack	11 25
Do., red, 75 lbs.	9 00
Do., crate	2 00
Do., Spanish, case	8 00
Do., large white, per 100 lbs.	15 00
Oyster plant, doz.	2 50
Parsley (Canadian)	0 75
Peppers, green, doz.	0 50
Paranips, bag	1 75
Potatoes, Montreal (90-lb. bag)	5 50
Do., New Brunswick	5 50
Do., sweet hamper	3 50
Canadian Radishes, doz.	0 75
Sinich, barrel	2 00
Turnips, Quebec, bag	2 00

Do., Montreal	1 25	1 50
Tomatoes, hothouse, lb.	0 40	
Florida lettuce (hamper)	6 00	
American parsley, doz.	2 00	
Florida Celery (4-doz. crate)	9 00	
Watercress (per doz.)	0 75	
Lettuce (curly), 3 doz. in box	5 50	
Parsley (American)	1 50	
Tomatoes (Florida), crate	8 00	
New Cabbage, Florida, crate	8 00	
Green Onions, doz. bunches	1 50	
New Carrots, hamper	1 75	

Flour Market Firm

Montreal.

FLOUR.—The market here is very firm as might be expected. It is intimated in some circles that flour is due for another advance before long. The opening of navigation may stimulate business but at the present time many mills are only operating at half their usual capacity.

Spring Wheat Flour	13 30
Winter Wheat Flour	11 10
Blended Flour	12 50
Graham Flour	12 70
Whole Wheat Flour	12 70

Oranges Are Higher

Montreal.

FRUIT.—Oranges are much dearer this week as a result of the tie-up in transportation for the last two weeks. CANADIAN GROCER is informed that many cars of fruit have been lost track of in transit and that heavy losses will result. Bananas are in great demand and a good supply is at hand.

Apples—

Baldwins	7 50	8 00
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Ben Davis, No. 1	6 00	7 00
Greenings	7 50	8 00
Apples in boxes	5 00	5 50
Bananas (as to grade), bunch	6 00	7 00
Grapefruit, Jamaican, 64, 80, 96	5 00	
Do., Florida, 54, 64, 80, 96	6 00	
Lemons, Messina	8 00	
Pears, Cal.	5 00	
Oranges, Cal., Valencias	10 50	
Do., 100s and 150s	8 50	
Do., 176s and 200s	10 50	
Cal. Navel—		
80s, 100s	5 50	
126s	7 00	
150s	7 50	
176s, 250s	10 50	
Florida, case	6 00	
Tangerines	4 00	
Cocoanuts	2 00	

Feed Situation Critical

Montreal.

FEEDS.—As a result of the slow production of flour the feed situation is critical. Many brands are at a premium. Notwithstanding this there is hope that the spring will open pasturage and relieve the situation. The hay market is firm with unchanged prices.

Hay—

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

Oats (bulk)—

No. 2 C.W. (34 lbs.)	1 22
No. 3 C.W.	1 18
Extra feed	1 18
No. 1 feed	1 17
No. 2 feed	1 15
Tough 3 C.W.	1 16

Barley—

No. 3 C.W.	
No. 3	
No. 4 C.W.	
Feed barley	1 60

Prices are at elevator.

ONTARIO MARKETS

TORONTO, April 30—Supplies of sugar are very scarce. Raw sugar has reached record prices and in the meantime refineries are closed down. That prices will be higher is assured. Corn syrup is in active demand and prices are firm. Cereals are ruling steady. Salt in barrels, bags and cartons have advanced. Tea and coffee markets are firm with indications for higher prices. Jams are higher, also candles, lamp wick, stove polish, Paris pate, shoe dressing, hand cleaner and brass polish. Potato supplies continue light. Southern fruits and vegetables are in scant supply.

Sugar is Very Scarce

Toronto.

SUGAR.—An acute shortage of refined sugar has developed on this market. The refineries are closed down and have no sugar to offer. They state that raw sugars are now costing more than the refined is now selling for, and further state that granulated sugar will be 4 to 6 cents per pound higher. It was reported on the local market that some re-sales of granulated were made at 23 cents per pound. It looks as though it is going to be more a matter of supplies than of price before the coming preserving season is past.

St. Lawrence, extra granulated, cwt.	19 21
Atlantic, extra granulated	19 21
Acadia Sugar Refinery, extra granulated	19 21
Dom. Sugar Refinery, extra granulated	18 71
Canada Sugar Refinery, granulated	18 71
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/2s, 60c; cartons, 50/2s, 75c.	
Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.	

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

Corn Syrup Firm to Higher

Toronto.

CORN SYRUP.—The demand for corn syrup is very active. This has been created mainly by the higher price of sugar, which has a tendency to turn people to use more of this commodity. American corn, from which corn syrup is chiefly made, is steadily advancing; tin plate is also higher and viewed from this angle, there is a possibility that corn syrups will be higher.

Corn Syrups—

Barrels, about 700 lbs., yellow	0 00
Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	6 50
Cases, 5-lb. tins, white, 1 doz. in case	7 45
Cases, 10-lb. tins, white, 1/2 doz. in case	7 15
Cases, 2-lb. tins, yellow, 2 doz. in case	5 90
Cases, 5-lb. tins, yellow, 1 doz. in case	6 88
Cases, 10-lb. tins, yellow, 1/2 doz.	

in case	6 55
Cane Syrup—	
Barrels and half barrels, lb.	0 08
Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over.	
Cases, 2-lb. tins, 2 doz. in case	7 00
Molasses—	
Fancy, Barbadoes, barrels, gal.	1 45
Choice Barbadoes, barrels	
West India, No. 10, kegs	0 56
West India, No. 5, kegs	6 50
Tins, 2-lb., table grade, case 2 doz., Barbadoes	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	8 95
Tins, 10-lb., 1/2 doz. to case, Barbadoes	8 60
Tins, No. 2, baking grade, case 2 doz.	4 20
Tins, No. 3, baking grade, case of 2 doz.	5 50
Tins, No. 5, baking grade, case of 1 doz.	4 60
Tins, No. 10, baking grade, case of 1 1/2 doz.	4 25
West Indies, 1 1/2s, 48s	4 60
6 95	

Package Goods Steady

Toronto.

PACKAGE GOODS.—Business on for these lines are quiet. There is an indication, however, that prices will be higher, especially on oat and corn products, and also attributed to the recent advances on cartons and other containers.

PACKAGE GOODS

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

Cereals May be Higher

Toronto.

CEREALS.—The business for cereals continue to be quiet and probably will remain so until the closing of the summer season. Some manufacturers are of the opinion that prices will be higher in view of the increasing cost of grains.

Single Bag Lots F.o.b. Toronto

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

Salt Has Advanced

Toronto.
SALT.—Salt in barrels, bags and cartons has shown a considerable advance. Prices are now quoted as follows:

SALT—	City	Country
Barrels, fine and coarse, 280-lb.	3 80	3 55
Bags, fine and coarse, 50 lbs.	0 85	0 80
Do., Dairy, 50 lbs.	1 05	1 00
Do., Ice Cream, 200 lbs.	2 00	1 95
Barrels, 80/3 1/2-lb. bags	6 80	6 55
Do., 4/7-lb. bags	6 45	6 20
Do., 20/14-lb. bags	6 10	5 85
Cases, 24 cartons, case	2 45	.....

Teas Show No Improvement

Toronto.
TEA.—The situation in the tea market remains in an uneasy condition. Prices in primary markets have advanced one to two cents per pound which indicate that quotations here will also be higher. Shipments are slow in arriving due to the congestion of freights in British ports which is causing a shortage of spot stocks.

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

Above prices give range of quotations to the retail trade.

Coffee Demand is Brisk

Toronto.
COFFEE.—The primary markets for coffee continue firm, and while no price changes have been effected on the local markets, the tendency is that higher prices will prevail on some lines. Business is reported brisk and the decrease in the demand that is usual at this season of the year has not materialized.

Java, Private Estate	0 51	0 52
Java, Old Government, lb.	.....	.....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	.....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 46	0 46
Blue Mountain Jamaica	.....	0 52
Mocha, lb.	.....	0 55
Rio, lb.	0 85	0 37
Santos, Bourbon, lb.	0 46	0 47 1/2

Maple Syrup in Demand

Toronto.
MAPLE SYRUP.—The Quebec maple syrup is arriving freely and is quoted at \$3.50 per gallon. Bottles and tins are also quoted as follows:

MAPLE SYRUP—		
2 1/2-lb. tins, 24 to case	.....	17 35
50s	.....	0 35
8-lb. tins, 10 to case	.....	19 95
10-lb. tins, 6 to case	.....	15 75
5 gal. Imp. tin, 1 to case	14 70	19 00
15 gal. keg, per gal.	.....	2 90
16 oz. bottles, 24 to case	.....	3 85
5-lb. tins, 12 to case	.....	17 35
Pure Maple Sugar, 1-lb. blocks,	.....	.....

Jams Are Higher

Toronto.
CANNED GOODS.—All canned goods are moving freely. Asparagus tips and peas are rather scarce.

JAMS.—Wagstaffe's jams have advanced as follows:—Bramble Jelly in 16 ounce jars to \$5.00 dozen; Black Currant

in 16 ounce jars to \$5.15 per dozen, in 4 pound tins to \$1.35 each; Raspberry in 16 ounce jars \$5.20 per dozen, in 4 pound tins to \$1.40 each; Strawberry in 16 ounce jars to \$5.40 per dozen, in 4 pound tins to \$1.45 each.

Salmon—		
Sockeye, 1s, doz.	.....	4 75
Sockeye, 1/2s, doz.	.....	2 75
Alaska reds, 1s, doz.	4 25	4 50
Do., 1/2s	.....	2 50
Lobsters, 1/2 lb., doz.	.....	6 50
Do., 1/4 lb. tins	.....	3 90
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2 1/2s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.	.....	2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, dozen	.....	1 45
Do., extra sifted, doz.	2 77 1/2	2 82 1/2
Beans, golden wax, doz.	.....	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2 1/2s, doz.	.....	2 50
Canadian corn	1 75	2 10
Pumpkins, 2 1/2s, doz.	.....	1 35
Spinach, 2s, doz.	.....	2 15
Do., 2 1/2s, doz.	2 52 1/2	2 80
Do., 10s, doz.	.....	10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	4 52 1/2
Do., standard 10s doz.	.....	5 00
Apples, gal., doz.	.....	6 25
Peaches, 2s, doz.	3 55	3 90
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	8 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	4 90	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	.....	1 08
Black Currants, 16 oz., doz.	5 00	5 15
Do., 4s, each	1 30	1 35
Gooseberry, 4s, each	.....	1 08
Do., 16 oz., doz.	.....	4 25
Peach, 4s, each	.....	1 02
Do., 16 oz., doz.	.....	4 15
Red Currants, 16 oz., doz.	.....	4 30
Raspberries, 16 oz., doz.	5 05	5 20
Do., 4s, each	1 35	1 40
Strawberries, 16 oz., doz.	5 25	5 40
Do., 4s, each	1 35	1 45

Shelled Nuts Are Firm

Toronto.
NUTS.—There continues to be a firm tendency in the market for shelled nuts, particularly on walnuts and almonds, and higher prices for these lines are pre-

dicted in some quarters but in the meantime prices remain unchanged.

Almonds, Tarragonas, lb.	0 31	0 30
Butternuts, Canadian, lb.	.....	0 06
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 28	0 30
Walnuts, Grenobles, lb.	.....	0 33
Do., Marbot	.....	0 30
Filberts, lb.	.....	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	.....	10 50
Cocoanut, unsweetened, lb.	0 40	0 43
Do., sweetened, lb.	.....	0 45
Peanuts, Spanish, lb.	.....	0 26 1/2
Brasil nuts, large, lb.	0 32	0 35
Mixed Nuts, bags 50 lbs.	.....	0 32
Shelled—		
Almonds, lb.	0 65	0 70
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	0 78	0 80
Do., Manchurian	.....	0 65
Peanuts, Spanish, lb.	.....	0 25
Do., Chinese, 30-32 to oz.	.....	1 40
Brasil nuts, lb.	.....	.....
Pecans, lb.	.....	1 10
Do., Java	.....	0 19 1/2

Rice Shows No Improvement

Toronto.
RICE.—The rice market shows no change. Prices are firm with a tendency to reach even higher levels. Spot stocks are low with no improvement in sight.

SAGO AND TAPIOCA.—The demand for tapioca and sago is normal and the market is steady. Pearl tapioca is quoted at 12 cents per pound, bag lots. Sago is quoted at 13 1/2 cents per pound, bag lots.

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

Dried Fruits Moving

Toronto.
DRIED FRUIT.—Dried fruits are moving freely in an uninteresting market. Prices are steady and all lines are well represented, with the exception of

THE SUGAR SHORTAGE

Hayden, Stone & Company in a recent report says:—

"Probably never in modern economic history has there been a more interesting situation in a great food staple than now exists in sugar. And one of the abnormal phases of this unusual situation is the fact that the price of Cuban raw sugars is actually one to two cents per pound higher than the wholesale price of granulated.

"The explanation is, of course, perfectly obvious. The U.S. refiners bought raws quite heavily in December at 6 1/2 and 7 cents. They also bought freely at higher levels in January and February up to 12 1/4 cents. In the February break to 9 1/2 cents there was further substantial buying by American refiners, although English buyers were probably the largest beneficiaries of this break. The refiners have sold no sugars below 14 cents and are now selling at 17 and 17 1/2 cents, which is 2 cents per pound below the most recent sales of raws.

"The important point to our mind is that the consuming public has not yet felt the full effect of the extraordinary rise in raw sugar. When refiners come to melt and sell their 19 cent raws it should logically mean 23 to 25 cent refined sugar. The protest of the public, therefore, has yet to be registered. The refiners as a group have exerted every effort to stabilize prices and prevent a run-away market in refined. But it is broadly true that the public has yet to experience the full meaning of the drought which has cut down the Cuban crop 15 to 20%.

"Another point to bear in mind is that the present abnormal prices for raws are the only sure way to effect a cure. The operation of the law of supply and demand may be slow, but it is inexorable."

raisins, stocks of this line are gradually being depleted.

Spice Market is Strong

Toronto.

SPICES.—The spice market is quite active. Pepper stocks are gradually being depleted on account of the fact that primary markets are short of supplies. Spot stocks of ginger are short due to short crop and the big demand created for the manufacture of soft drinks.

Candles and Lamp Wick Up

Toronto.

CANDLES.—Paraffine candles advanced as follows:—12's in cartons of 6 pounds each, in cases of 36 pounds, 16½ cents per pound; 6's in cases of 36 pounds, 16 cents per pound; in less than case lots ½ cent per pound higher.

LAMP WICK.—Lamp wick advanced as follows:—A size in rolls of 12 yards to 45 cents per roll; B size in rolls of 12 yards to 65 cents per roll.

Vegetables Are Scarce

Toronto.

VEGETABLES.—Potato supplies continue to be light and although prices are easier than last week it is felt that the price will be higher and will continue to be high. Texas cabbage is offered at \$8.50 per barrel containing about 90 pounds. Supplies of Southern vegetables are somewhat curtailed due to the railway strikes.

Carrots, per bag	1 50	1 75
Paranips, per bag	2 75	
Radishes, Cal., doz.	0 75	
Onions, Yellow Danvers, per lb.	0 08½	0 10
Spanish Onions, large case	6 00	
Onions, white, large sacks	8 50	
Celery, Florida	7 50	8 50
Cauliflower, Cal., standard crate	6 50	
Potatoes—		
Ont., 90-lb. bags	5 50	
Quebec, 90-lb. bags	5 50	
Jersey Sweet, hamper	3 50	3 75
Turnips, bag	1 00	1 25
Mushrooms, 4-lb. basket	4 00	
Lettuce, Cal., head, 4 to 5 doz. cr.	4 50	5 00
Do., leaf, doz.	0 30	0 40
Cabbage, Florida, large crate	6 00	
Do., Texas, barrel	8 50	
Do., Cal., case, 80 lbs.	6 00	
Green Onions, doz., bunches	0 50	0 65
Green Peppers, doz.	1 00	
Rhubarb, doz., bunches	1 25	
Parsley, imported, per doz.	1 00	1 25
Do., domestic, per doz.	0 40	0 50
Florida Tomatoes, case	6 00	7 00
Mexican Tomatoes in lugs	7 00	
Cucumbers, per doz.	4 00	4 25
New Carrots, hampers	3 25	
Asparagus, Cal., per case	10 00	
New Beets, hampers	3 50	

Pineapples Arrive

Toronto.

FRUIT.—Porto Rico pineapples are on the market and quoted at \$8.50 per case. Navel oranges will soon be past and the prices are 50 cents to \$1.00 per case higher. Strawberries are 25 cents per pint box. All Southern fruits are scarce and will continue as long as the railway strike is unsettled.

Cal. Navel Oranges—		
80s, per case	5 50	
100s, per case	6 50	
126s, per case	7 50	
150s, per case	8 50	
176s, 200s, 216s, 250s, per case	9 00	
Oranges, Valencias—		
126s, 150s, 176s	6 00	7 50
Do., Seedlings	7 00	7 25
Bananas, Port Limons	0 68½	
Lemons, Cal., 300s, 360s	4 00	4 75

Do., Messinas, 300s	4 50	
Grapefruit, Florida—		
36s, 46s, 54s	5 00	
64s, 70s, 80s, 96s, 126s	6 00	6 50
Grapefruit, Cuban—		
54s, 64s, 70s, 80s, 96s		
Apples, Nova Scotia—		
Baldwins	6 00	8 00
Starks	6 00	7 50
Fallawatus	6 00	7 50
Russetts	7 50	8 50
Apples, Ontario—		
Spys, No. 1, bbl.	11 00	
Do., Nos. 2 and 3	6 50	9 00
Baldwins	6 00	8 00
Box, all sizes, per box	5 50	
Tangerines, Cal.	4 00	
Cranberry, Cape Cod, ½ bbl., cs.	6 00	
Strawberries, pints	0 25	
Pineapples, Porto Rico—		
18s, 24s, 30s, case	8 50	

Flour is Unchanged

Toronto.

FLOUR.—No change has occurred in the flour situation. The demand is normal for this season of the year and the prices are unchanged.

Bean Market is Steady

Toronto.

BEANS.—The demand for beans is steady and market conditions are unchanged. Stocks are well represented. Ontario hand picked are quoted at \$6.00 per bushel and one to two pound pickers

are quoted at \$5.00 to \$5.50 per bushel. Very few California limas are offered but Madagascar limas are plentiful and are quoted at 14 cents per pound in bag lots.

Many Lines Advance

Toronto.

MISCELLANEOUS.—Nonsuch Jumbo stove enamel has advanced to \$1.20 per dozen. Paris Pate has advanced as follows:—Individual \$1.40 per dozen, double \$2.50 per dozen, and hotel size \$12.00 per dozen. Beaver oil shoe dressing is up to \$1.80 per dozen. Slick hand cleaner up to \$1.35 per dozen. Rickett's blue 27 cents per pound. Brasso No. 3 size, to \$1.65 per dozen, and No. 6 size to \$2.70 per dozen. Cotton clothes lines, 72 feet, now \$6.15 per dozen, 60 feet \$5.15 per dozen, 48 feet \$3.60 per dozen.

Millfeeds Remain Scarce

Toronto.

MILLFEEDS.—No relief in the shortage of millfeeds has occurred. The demand is very keen for all that is being offered.

MILLFEEDS—

Bran, per ton	51 00
Shorts, per ton	58 00

WINNIPEG MARKETS

WINNIPEG, April 30—Sugar still predominates. As a result of the uncertainty of the sugar supply holding out, products containing sugar, such as candies, biscuits and syrups, are expected to show decided advances shortly. Soaps will advance 50 cents a case within a short time also, it is expected. Some manipulation in the United States market is reported on the part of Brazilian operators of coffee plantations. To test the market, they offered coffee at nominal prices, but so eager was the response that these prices were withdrawn and forced upward. Spot stocks of coffee are scarce in United States. Summer fruits are beginning to arrive, the first being strawberries and California cherries. High prices prevail, however. A shortage of oranges is predicted for next week, the effect of the railway strike when shipments ceased. Vegetables are still up in price and a great shortage in almost all lines is being experienced.

Sugar Supplies Scarce

Winnipeg.

SUGAR.—An acute shortage of sugar has developed locally. There is a possibility of further advances, it is stated. It is said refineries are selling their raws in New York as the price prevailing there for raws still nets them a greater profit than refining in Canada. Redpath granulated 19 55
St. Lawrence granulated 20 05
Lantic 20 05
Acadia 20 20
Yellow sugar 19 55
Powdered sugar in 50-lb. boxes 65 cents less per hundred over granulated in 100-lb. bags.
Loaf sugar, \$1.15 less on same basis.

Syrups to be Higher Likely

Winnipeg.

SYRUP.—Further advances in syrup are expected to be announced soon. Orders are taken on the condition that the prices prevailing on day orders are given will be accepted. The sugar situation is the cause of uncertainty with regard to syrup.

CANE SYRUP—

Rogers, 2s.	7 85
Do., 5s	9 35
Do., 10s	8 90
Do., 20s	8 75

CORN SYRUP—

Cases, 2 lb. tins, white, 2 doz.	
in case	6 80
Cases, 10 lb. tins, white, 1 doz.	
in case	7 80
Cases, 10 lb. tins, white, ½ doz.	
in case	7 55
Cases, 2 lb. tins, yellow, 2 doz.	
in case	6 20
Cases, 5 lb. tins, yellow, 1 doz.	
in case	7 20
Cases, 10 lb. tins, yellow, ½ doz.	
in case	6 95

MOLASSES—

2-lb. tins, 2 doz. case	7 85
3-lb. tins, 2 doz. case	11 05
5-lb. tins, 1 doz. case	9 00
10-lb. tins, ½ doz. case	8 75

Package Goods Are Firm

Winnipeg

PACKAGE GOODS.—These commodities still remain firm, though price boosts are anticipated within a short time owing to higher prices being charged for cartons.

PACKAGE GOODS		
Rolled Oats, 20s, round cartons.	5 35	6 50
Do., 36s, case		4 85
Do., 18s, case		2 42½
Corn Flakes, 36s, case	3 60	4 00
Cooker, Package Peas, 48s, case		6 00
Do., 36s, case		3 75
Cornstarch No. 1, lb pkts., per lb.		0 11
Laundry Starch in 1-lb. cartons, lb.		0 11½
Do., in 6-lb. tin canister		
Do., in 6-lb. wood boxes		
Gloss Starch, 1-lb. pkt., 40 in case, per lb.	0 11½	0 18¼
Do., 6-lb. tins, 8 to case, per lb.		0 14¼
Celluloid Cold Starch, 1s, 45 in cs.		4 95
Potato Flour, 12' oz., 2 doz. case, per case		3 00
Cornmeal, 2 doz. case, per case		4 00
Wheat Flakes, 3 doz. case, per case		5 00
Puffed Wheat, 3 doz. case, case		4 60

Cereals Tend Upwards

Winnipeg.—CEREALS.—An upward tendency is manifest in cereals this week, but the market is generally firm. Increase in barley, rolled oats and split peas have occurred. A general advance is likely.

Cornmeal, golden, 49-lb. sacks, per sack		2 40
Do., 10-lb. bags, 10 in bale, per bale		6 00
Barley, pearl, 98-lb. sack, per sack		8 00
Do., pot, 98-lb. sack, per sack		7 75
Buckwheat, Gritz, 100-lb. sacks	9 90	10 90
Rye Flour, 98-lb. sacks		5 25
Rolled oats, 80-lb. sack		4 85
Rolled wheat, 98-lb. sack		7 50
Linseed Meal, 100-lb. sacks, per lb.		0 12
Whole Yellow Peas, 60-lbs., per lb.		0 04
Do., green, 36 case, per case		3 75
Split Peas, 98-lb. sack, per sack		9 00

Candies Will be Higher

Winnipeg.—CANDIES.—A general advance of 2 cents per pound on candies and biscuits by a local manufacturer is expected shortly. All substances containing sugar will rise in accordance with the increasing price of sugar, dealers say.

Cloves Have Advanced

Winnipeg.—SPICES.—Cloves show another advance this week, having gone up 2 cents a pound at the source in Zanzibar. Peppers are firmer. Other prices are unchanged.

Raisins Continue Scarce

Winnipeg.—DRIED FRUITS.—Raisins are still scarce on the market and high prices rule. Prunes have slumped considerably on account of large quantities stored for export and inability to ship owing to the switchmen's strike. Exchange rates also have done their share to create the situation. Currants for future delivery are quoted at lower prices. The market is firm.

Canned Fruits Unchanged

Winnipeg.—CANNED GOODS.—The shortage in certain lines of canned foodstuffs has not been relieved. Otherwise prices are unchanged.

Nuts May Advance

Winnipeg.—NUTS.—Nuts tend to upward prices, but the market is firm, with no present price changes.

NUTS—		
Pecans, in shells, per lb.		0 30
Peanuts, in shells, roasted, lb.	0 20	0 25

Do., green, per lb.	0 18	0 23
NUTS, SHELLS—		
Salted Peanuts, 10-lb. tins, tin	4 20	
Spanish Valencia Almonds, lb.	0 62	0 65
Jordan Almonds, per lb.		0 75
Walnuts, Manchurian, per lb.	0 80	0 83

Coffee Remains Firm

Winnipeg.—COFFEE.—There has been a slight decline in the coffee market this week. There is, however, a general opinion that Brazilian operators made offers for the purpose of feeling out the market in the United States, for, as soon as it was evident that there were a great number of buyers at the low figures quoted, prices immediately jumped up to higher levels. There is a shortage of spot stocks in the United States. There has, however, been no change locally, the market remaining unaffected and firm. Rios are somewhat easier.

Ceylon Tea Steady

Winnipeg.—TEA.—Rupee exchange this week was slightly higher but the market in Ceylon was steady. There has not been much change either way. Prices remain the same.

INDIAN AND CEYLON—		
Pekoe Souchongs	0 50	0 52
Pekoes	0 50	0 54
Broken Pekoe	0 52	0 60
Broken Orange Pekoe	0 58	0 68
JAVAS—		
Pekoe Souchongs	0 46	0 50
Pekoe	0 48	0 52
Broken Pekoe	0 50	0 56
Broken Orange Pekoe	0 54	0 64

Bean Market Weak

Winnipeg.—BEANS.—The bean market has not strengthened during the week. A firmer tone is expected shortly, however.

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

Rices Are Scarce

Winnipeg.—RICE.—Market unchanged as regards prices, but supplies are not good. There is still a possibility that prices will mount, however.

Soap to Advance

Winnipeg.—SOAP.—Soaps are expected to advance generally 50 cents a case according to predictions of dealers. It is certain that some manufacturers will advance the prices.

Strawberries Arrive

Winnipeg.—FRUIT.—Strawberries are coming in plentifully, but high prices prevail. Twenty-four pints of Louisiana berries sell at \$6.50 a case. The cold weather is injurious to the trade at present. Oranges were not shipped from California during the railway strike and a shortage will be felt at the beginning of the week. Only a few rolling cars arrived, slightly relieving the situation. California cherries are due May 1, but they will command high prices, it is predicted. All present prices are unchanged for seasonable fruits.

Navel Oranges—		
80s, per case		5 50

100s, per case	6 50
126s, per case	7 50
150s, per case	8 75
176s, per case	10 00
200s, 216s, and smaller, per case	10 75
Cal. Blood Oranges, 176 and smaller, per case	10 50
Lemons, Cal., per case	7 50
Bananas, red, per lb.	0 10½
Strawberries, 24 pts., case	6 50

Vegetables Are Higher

Winnipeg.—VEGETABLES.—There have been many changes in the price of vegetables during the week. Rhubarb is the only vegetable showing a decrease, but leaf lettuce, imported beets, turnips, carrots, potatoes, and onions are showing decided advances. Onions are stated to be entirely off the market, with no immediate prospect of obtaining any. The reason for the lowering of rhubarb is the arrival of walla-walla rhubarb from Washington in great quantities. Celery is right off the market, and there is a shortage of everything.

Potatoes, per bushel	3 50	4 00
Turnips, per cwt.		4 00
Beets, per cwt.		5 00
Carrots, per cwt.		5 00
B.C. onions, per cwt.		
Cabbage, per cwt.	9 00	10 00
B.C. apples, box		3 50
Ontario apples, box		3 50
Tomatoes, Mex., per lug, 30 lbs.		5 00
Cauliflower, per case		4 50
Fresh rhubarb, lb.	0 15	0 18
Head lettuce, per case		5 50
Do., per dozen		1 50
Leaf lettuce, imported, doz.		0 75
Celery, per crate		

VANCOUVER

Sugar is Higher

Vancouver.—SUGAR.—Granulated sugar is now selling on a basis of \$18 per hundred to the trade.

Jams Are Up Again

Vancouver.—JAMS.—Pure jam took a jump of a dollar and compound \$2, making strawberry in pure jam sell now at \$16.50 and compound at \$12. Local orange marmalade is now quoted at \$12.45.

Salt Has Advanced

Vancouver.—SALT.—Wholesalers are advised of an advance in the price of salt. Barrels 30 cents and 10 cents per dozen on shakers.

Map of Italy Olive Oil

Vancouver.—OLIVE OIL.—"Map of Italy" brand of olive oil has been unobtainable for several years; a shipment was distributed recently and will wholesale in gallon tins at \$6.50 per gallon.

Candied Peels Advance

Vancouver.—PEELS.—Candied peel was advanced 4 cents per pound, the price now standing as follows: Lemon, 47 cents; orange, 49 cents; citron, 55 cents.

Beans Have Strengthened

Vancouver.—BEANS.—An importer advises that the market on Japanese beans has

(Continued on Page 34)

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., April 30.—Advances have been registered on oyster shell, shrimps, candles, parowax, Keen's blue, and Krinkle corn Flakes. Lard is easier, now quoted at \$18 to \$18.60. Eggs are \$15.50 per case. Most cooked meats are higher and bacon also has shown slight advances. Australian currants are quoted at 23 cents per pound and Filiatras are selling at 22 cents. Excelsior dates are \$5.90 per case, and Dromedary at \$7.35 per case. Fair quantities of B.C. sugar is arriving. Local potatoes have advanced to \$120 to \$150 per ton. Lemons and oranges are 50 cents to \$1 per case higher.

Flour, 96s, per bbl.	12 95
Beans, B.C.	8 50
Rolled oats, 80s	5 00
Rice, Siam	12 75 13 50
Japan, No. 1	15 50 17 00
Tapioca, lb.	0 10 1/2 0 12
Sago, lb.	0 11 0 13
Sugar, pure cane, granulated, cwt	18 92
Cheese, No. 1, Ont., large	0 27 1/2 0 30
Butter, creamery, lb.	0 70 0 74
Do., dairy, lb.	0 55 0 60
Lard, pure, 3s	18 00 18 60
Eggs, new laid, local, case	15 50
Tomatoes, 2 1/2s, standard, case	4 50 4 75
Corn, 2s, case	4 00 4 45
Peas, 2s, standard, case	4 20 4 75
Strawberries, 2s, Ontario, case	10 30
Raspberries, 2s, Ontario, case	10 30
Cherries, 2s, red, pitted	9 00 9 50
Apples, evaporated	0 22 1/2 0 25 1/2
Do., 25s, lb.	0 25 1/2 0 28 1/2
Peaches, evaporated, lb.	0 25 1/2 0 28 1/2
Do., canned, 2s	7 50
Prunes, 90-100s	0 18
Do., 70-80s	0 19
Do., 50-60s	0 20
Do., 30-40s	0 30
Do., 20-30s	0 33
Raisins, bleached Sultanas	0 27
Do., bulk, seedless	0 29
Do., package, 11 oz.	0 21
Currants, Australian	0 23
Filiatras Currants, lb.	0 22
Salmon, pink tall, case	10 25
Do., Sockeye, tall, case	17 50
Do., halves	18 00 19 00
Potatoes, Alta., per ton	120 00 150 00
Lemons	7 50 8 50
Oranges	7 50 8 00
Grapefruit	7 00 7 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., April 30.—Markets in Regina are firm with a fair supply of all commodities except potatoes. Salt has advanced slightly owing to the high price of containers. Paper bags have advanced 4 per cent. and also twine. Jobbers are preparing for an advance in soaps. Soft drinks and ciders have gone

up again because of high cost of ugar. Valencia oranges are arriving and are selling at \$6 to \$9 per case. There is a very limited supply of Southern vegetables owing to strike.

Beans, small white, Japans, bus.	5 40
Beans, Lima, per lb.	0 12 1/2
Rolled oats, brails	5 00
Rice, Siam, cwt.	14 75
Sago, lb.	0 11 1/2
Flour	5 40
Tapioca, lb.	0 14
Sugar, granulated, Western	17 94
Do., Eastern	18 20
Cheese, No. 1, Ontario, large	0 30 1/2
Butter, creamery	0 67
Lard, pure, 3s, per case	21 60
Bacon, lb.	0 50 0 55
Eggs, new laid	0 45
Tomatoes, 2 1/2s, standard, case	4 47
Corn, 2s, standard, case	3 96
Peas, 2s, standard, case	4 80
Apples, gal.	3 25
Apples, evaporated, per lb.	0 26
Strawberries, 2s, Ont., case	9 75
Raspberries, 2s, Ont., case	9 75
Peaches, 2s, Ontario, case	7 85
Plums, 2s, case	5 00
Salmon, finest Sockeye, tall, case	18 80
Salmon, pink, tall, case	11 25
Peaches, Cal., 2 1/2s	7 00
Potatoes, bushel	2 00 2 75

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., April 30.—Business very brisk on account of opening river navigation, which helps to stimulate trade in heavy grass and other seed orders. Supplies of sugar very scarce and little relief is expected before early May. Molasses is higher. Ontario cheese is selling at 29 1/2 to 30 cents per pound. Dairy butter is easier. Eggs are plentiful. Potatoes are scarce.

Flour, No. 1 patents, bbls., Man.	15 10
Cornmeal, gran., bags	6 25
Cornmeal, ordinary	4 40
Rolled oats	12 50
Rice, Siam, per 100 lbs.	15 00
Tapioca, 100 lbs.	13 50 15 00
Molasses	1 60
Sugar—	
Standard, granulated	19 10
No. 1, yellow	18 60
Cheese, Ont., twins	0 29 1/2 0 30
Eggs, fresh, doz.	0 47 0 48
Lard, pure, lb.	0 31 0 31 1/2
Lard, compound	0 30 0 30 1/2
American, clear pork	52 00 55 00
Tomatoes, 2 1/2s, standard, case	4 25
Beef, corned, lb.	4 00 4 20
Breakfast bacon	0 42 0 45
Butter, creamery, per lb.	0 65
Butter, dairy, per lb.	0 58 0 60
Butter, tub	0 56 0 58
Raspberries, 2s, Ont., case	4 00 4 45
Peaches, 2s, standard, case	7 30 7 40
Corn, 2s, standard, case	3 80
Peas, standard, case	4 15
Apples, gal., N.B., doz.	4 75 5 00
Strawberries, 2s, Ont., case	
Salmon, Red Spring, flats, cases	19 50
Pinks	11 00 11 50
Cohoos	15 00 15 50
Chums	9 00
F. evaporated Apples, per lb.	0 22 1/2 0 22
Peaches, per lb.	0 27 1/2 0 28

Potatoes, Natives, per bbl.	8 00
Lemons, Cal., case	6 00 6 50
Grapefruit, Cal., case	6 50 7 50
Apples, Western, box	4 75 5 50
Bananas, per lb.	0 09 0 10

VANCOUVER MARKETS

Continued from page 34

strengthened slightly recently—the jobbers are still quoting Kotenashi at \$7.50.

United States Apples

Vancouver.

FRUIT.—Wenatchee and American Okanagan apples seem to be finding a ready sale in British Columbia. Several cars of winesaps are being rapidly absorbed by Water Street. The best bring \$4.50. Straight cars of strawberries are being received in Seattle, and small shipments except those cars are made here. The Seattle price at present is \$5.50 per crate.

Vegetables Are Scarce

Vancouver.

VEGETABLES.—Local green onions and local spinach is now on the market. The local spinach is conceded to be much superior to the walla walla stock; it is selling freely at 14 cents. The cabbage from across the line is of very poor quality, though the price ranges from 8 to 10 cents per pound. Tomatoes are easier at \$5.50 to \$7 per lug box. Victoria cauliflower has stiffened to \$6 per crate. Potatoes are selling to the trade at \$8 per sack.

Potatoes, Ashcroft	150 00
Do., Mainland, ton	110 00 115 00
Do., local	100 00
Carrots, per lb.	0 08 1/2
Beets, per lb.	0 08
Turnips, per lb.	0 02 1/2
Cabbage, per lb.	0 05
Onions, B.C., sacks	9 50
Do., New Zealand, crate	9 50
Valencia Onions, sack	9 00
Head lettuce, Cal., case	7 25
Do., leaf, per doz.	0 70
Tomatoes, Mexican	8 50
Do., hothouse	7 50
Celery, per dozen	3 00
Cauliflower, per crate	6 00
Cauliflower	4 25
Cucumbers, per dozen	2 50

Eggs Are Higher

Vancouver.

EGGS.—The egg market has slightly strengthened. Best eggs are selling at 52 cents per dozen.

Butter is Unchanged

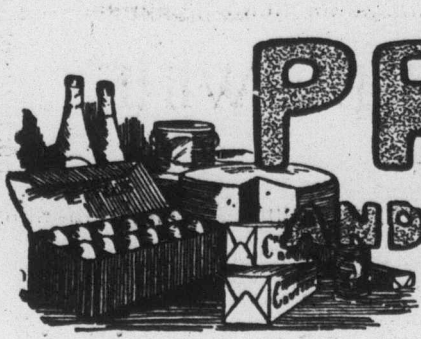
Vancouver.

BUTTER.—The butter market is unchanged. Fresh creamery butter is quoted at 74 cents per dozen.

Lard Has Declined

Vancouver.

LARD.—A decline was noted on pure lard of 2 1/2 cents per pound, the prices now reading: 3s, \$18.60; 5s, \$18.55; 10s, \$18.45.



PRODUCE AND PROVISIONS

Increasing Sales in Spring Vegetables

Freshness is the First Essential and an Attractive Display is Also Necessary—An Inexpensive Way to Show Vegetables

SPRING vegetables are now arriving. Every grocer wants his full share of the business and in order to get it he must make some effort, some improvement in his handling, his buying and his advertising. Early spring vegetables are perhaps the most delicate of all, produce the grocer is called upon to handle. They are expensive and must be quickly turned over. They are seldom sold over the telephone. The customer wants to see what he or she is buying in that line and in a great many cases the sale is entirely a product of suggestion. Then again seeing is believing when it comes to advertising vegetables. The conclusion then is that the most important factor in the sale of early vegetables is a proper and careful display.

Freshness is Essential

In order that this trade shall be more than simply an accommodation to the public, it must be developed with care and attention. There are two outstanding features that appeal to the passing public, namely the size and the freshness of the produce. Nature is entirely responsible for the first quality and the

grocer is always careful in his selections, but for the freshness the merchant is largely responsible. They must not be forgotten, because half a day in the sun will make, for instance, early radishes, unfit for sale. One good plan is to keep all but a small quantity, for display, in the refrigerator or some other damp, cool place. Sell the display first or what it contains will be a dead loss, and a big share of the profits eaten from the other sales. This is not the best plan, however, because the value of a striking display is lost.

An Inexpensive Display

The best results are obtained only when an abundant stock of apparently fresh picked vegetables are in view. Many excellent methods have been employed by different grocers throughout the country for obtaining these results. Many of these methods are expensive, such as refrigerating counters, and others take up too much room to be practical for the grocer whose business has already outgrown his store accommodation. There is however a plan that is neither expensive nor cumbersome. A V-shaped tray

similar to the one in the accompanying sketch can be made of tin. The dimensions will depend upon the size of the show window in which it is to be used. The edge of the tray is turned up about an inch and a half all the way around. At the vertex of the tray the sides will be cut away about an inch wide to allow the water to drain off. If this is done it will prevent the vegetables from getting soggy with water. In the centre of the pan an ordinary shower nozzle can be inserted through a hole cut in the tin. This spray may be connected by rubber tubing to the nearest tap or water pipe. Two wooden legs on the widest end of the tray will tilt it up so that when it is placed in the window it may be banked up with vegetables and the whole surface will be easily seen from the street. There is something about the tilt of the tray that suggests the cornucopia. The best spray on the greens is obtained when the nozzle is inserted at a slight angle, that is so the face is parallel with the floor of the window on which it is standing. The rest of the window may be dressed with anything appropriate or fruit can be banked around the tray.

Are Taking Advantage of Exchange

Potato Merchants Are Shipping Large Quantities to United States Points, Because of the High Exchange Rate

THAT a large portion of the available supplies of potatoes in Canada are finding their way to the United States is the real cause of the present high prices is the opinion of Toronto potato merchants. American buyers are offering \$5.50 per bag f.o.b. Toronto and will take any amount that is offered and glad to get them. Ten carloads left Toronto Monday night for the border and twelve more on Wednesday, and the only reason that larger quantities are not being shipped is due to the railroad strike, which is causing shipments to be held at border points,

and, in a way, is practically an embargo. Apparently this lack of transportation has had no effect upon the American buyers, who are operating in this country. The United States are short of potatoes and is willing to pay almost any price to get sufficient supplies to meet demands. Then again, the Southern crop, on account of adverse weather conditions, is some three weeks late. This is another reason why our neighbors across the line are so anxious to get a supply of Canadian potatoes.

As to the quantities still available, nothing definite can be learned. Some

dealers are of the opinion that there are still quantities throughout the country, but farmers are loath to let them go until after they are sure of the amount necessary for seeding purposes. Other dealers state that there are very few potatoes in the country.

"We are not making any more profit on a bag of potatoes at these high prices than we were when the price was away down," stated E. J. Ryan, potato merchant, 79 Colborne Street, Toronto, to CANADIAN GROCER, "but by shipping to the United States we benefit by the exchange. The American buyers come

Violation of Federal Egg Law is Alleged

Wholesale Grocers in Saskatchewan Stand to Lose Considerable Money in a Recent Transaction

WINNIPEG (Special).—For alleged violation of the Federal egg law, several wholesale grocers in Saskatchewan stand to lose considerable sums in a recent transaction, according to word received in Winnipeg from Ottawa this week.

A car containing 420 cases of eggs is in an Ontario city awaiting the payment of \$250 as excess freight. The eggs were shipped in lots of 90 cases each at less car lot rates, thus avoiding grading and Government inspection, which is neces-

sary on all lots of 100 cases or over, before they can be shipped from one province to another.

Graded and Government-inspected eggs sell from 5 to 7 cents a dozen over straight receipts. The loss to this buyer, in addition to the extra freight, will be severe. The Federal egg laws are for the protection of the buyer, and ultimately the consumer, and if their provisions are adhered to by the trade, losses such as the above are eliminated.

into our warehouse and offer \$5.50 per bag and even buy cars at that price without us touching them. They pay the cost of the potatoes and also prepay freight in American money. The exchange on a bag at the present price is around 60 cents, and as a car contains about 450 bags, the profit on the car in exchange is about \$250."

"Is that the reason that you sell to the United States in preference to Canadians?" Mr. Ryan was asked. "Undoubtedly," he replied, "it is purely a matter of business. In this way we are able to make a little profit. These potatoes cost us from farmers \$5.25 a bag. The cost of unloading is 20 cents a bag, and when resold to the retailer at \$5.75 a bag there is very little in it for us, so why shouldn't we sell to the Americans?"

John Stronach, of Stronach & Sons, another potato merchant, admitted that Toronto dealers were selling to American buyers. "But," he stated, "they are paying us the same price as we are charging local retail merchants, but we don't have to do any unloading, and, furthermore, we make an extra profit on the exchange."

"Is there any truth in the assertions of the daily papers that there are 140,000 cars held on the tracks for higher prices?" he was asked. "That is absurd," replied Mr. Stronach. "That would figure to over five and a half million bags of potatoes. There might have been thirty or thirty-five cars standing at one time, but that is nothing when you consider that Toronto at the present time consumes six cars a day, and I have known the consumption to be ten cars a day."

EASTERN BEVERAGE FIRMS UNITE

The Maritime Syrup & Beverage Company, Halifax, N.S., and the Maritime Cider Company, St. John, N.B., have been consolidated and are operating under the name The Maritime Syrup and Beverage Company, Halifax. They have the two factories, one at St. John and one at Halifax, and are extending their line of "B" brand cider to include soda fountain syrup, soft drinks, etc.

The firm is putting out a new beverage to be known as "Bee Cola." The Blue Ribbon Beverage Company, St. John, N.B., has been appointed representatives for that city. Representatives are located in many of the towns in the Maritime Provinces, and others are being selected in other parts of Canada.

CARP WILL BE HIGH

A fish buyer is authority for the statement that all kinds of fish will be cheap this season, with the exception of carp. This hitherto despised fish is used by the great fish houses for fancy smoked and spiced fish, and the demand for them is so great that a stiff market price will be established.

SALMON RUN A RECORD

New Westminster, B.C., April—Spring salmon fishing is now in full swing on the Fraser River and about 500 fishermen are engaged. Never in the past four years have salmon been so plentiful, and the fishermen are getting record prices.

BRITISH GOVERNMENT BUYING PICKLES

Purnell & Panter, Limited, Bristol, England, manufacturers of pure malt vinegars, pickles and sauces, have just received, says an Old Country dispatch, a further contract from the British Government for pickles.

Labor Unions Want Oleo Excluded

Tradesmen in Regina Do Not Want Oleo But Moose Jaw Merchants Want It Continued

REGINA, April 27.—Retailers have been discussing the question of the sale of oleomargarine, which sells in this Province for 45 cents a pound as compared with butter at from 70 to 80 cents. The Retail Merchants' Association of Moose Jaw wants the sale of oleo continued on the ground that it helps to keep down the cost of living. On the other hand the Trades and Labor Council of Regina want oleo excluded on the ground that it is not so nutritious as butter, and in this they have the support of the Grain Growers' Association.



—Orr in the Chicago Tribune
THE REASON HE'S SO HARD TO CAPTURE.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, April 30—The feature of the produce market this week is the decline in the price of butter. It is selling now in some quarters as low as 61c for the fresh made creamery. The reason is the better supply of fresh butter and the decreasing demand from outside markets. Eggs are higher on account of the demand for packing and export. The prices of meats are firm at the advance quoted last week. Lard is cheaper this week by 3/4c per pound with freer supplies. Shortening is also cheaper, quoted one cent a pound cheaper than prices quoted last week. There are better supplies of fresh fish with easier prices.

Fresh Meats Are Firm

Montreal.

FRESH MEATS.—The prices on live hogs are firm at the advanced prices quoted last week. Dressed meats are a little higher in some quarters, equalizing the advance on the live stock. Leg of pork is quoted at the abattoir at 36c and pork sausage is now 25c per pound.

BEEF.—The prices on beef are very firm and a break would not be surprising. Hind quarters are quoted as high as 30c per pound. Fresh lamb is quoted at 35c per pound for the whole carcass.

FRESH MEATS

Hogs, live (selects)	21 00
Hogs, dressed—	
Abattoir killed, 65-90 lbs.	30 00
Fresh Pork—	
Legs of pork (foot on).....	0 36
Loins (trimmed)	0 39
Loins (untrimmed)	0 37
Bone trimmings	0 23
Trimmed shoulders	0 29 1/2
Untrimmed	0 28
Pork Sausage (pure)	0 25
Farmer Sausages	0 20
Fresh Beef—	
(Cows)	(Steers)
\$0 20 \$0 25 ..Hind quarters..	\$0 25 \$0 30
0 12 0 14 ..Front quarters..	0 14 0 18
Loins	0 44
Ribs	0 30
Chucks	0 16
Hips	0 24
Calves (as to grade)	0 22 0 28
Lambs 50-80 lbs. (whole carcass),	
lb., frozen	0 28
Do., fresh	0 35
No. 1 Mutton (whole carcass), 45-	
50 lbs., lb.	0 20

Barrelled Meats Steady

Montreal.

BARRELLED MEATS.—There is no change in the prices of barrelled meats, The demand is not heavy but in view of the new prices on fresh meats there is also a strong tendency to barrelled meats.

BARRELLED MEATS

Barrel Pork—	
Canadian short cut bbl., 30-40	
pieces	57 00
Clear fat backs (bbl.), 40-50	
pieces	56 00
Heavy mess pork (bbl.)	52 00
Plate Beef	28 00
Mess Beef	25 00
Bean Pork	48 00

Cooked Meats Firm

Montreal.

COOKED MEATS.—There is no change this week in cooked meats but on account of the firm market in fresh

meats the tendency is for higher prices in the near future.

Jellied pork tongues	0 46
Jellied Pressed Beef, lb.	0 33
Ham and tongue, lb.	0 30
Veal and tongue	0 23
Hams, cooked	0 50
Shoulders, roast	0 50
Shoulders, boiled	0 43
Pork pies (doz.)	0 75
Blood pudding, lb.	0 12
Mince meat, lb.	0 15 0 19
Sausage, pure pork	0 25
Bologna, lb.	0 14
Ox tongue, tins	0 64

Firmer Prices on Bacon

Montreal.

BACON.—With the stronger pork market there is a firmer market for bacon. The best breakfast bacon is quoted at 46c while smoked breakfast is offered at 40c.

BACON—	
Breakfast, best	0 46
Smoke Breakfast	0 40
Cottage Rolls	0 36
Picnic Hams	0 30
Wiltshire	0 46
Medium Smoked Hams—	
Weight, 8-14	0 32 1/2
Do., 14-20	0 36 1/2
Do., 20-25	0 32 1/2
Do., 25-35	0 26 1/2
Over 35	0 25 1/2

Lard Has Declined

Montreal.

LARD.—The lard market is considerably weaker this week. There is a drop in the quotations of 3/4c a pound in some instances. The supply is more plentiful and the demand is good.

LARD—	
Tierces, 360 lbs.	0 28 1/4
Tubs, 60 lbs.	0 28 3/4
Pails, 20 lbs.	0 29
Bricks	0 31

Shortening One Cent Less

Montreal.

SHORTENING.—There is a decided drop in the price of shortening this week. It is a drop of one cent a pound over the prices quoted last week. The supply is better and the demand is very good.

SHORTENING—	
Tierces, 400 lbs., per lb.	0 26 1/4
Tubs, 50 lbs., per lb.	0 26 3/4
Pails, 200 lbs., per lb.	0 27
Bricks, 1 lb., per lb.	0 27 1/4

Demand for Margarine

Montreal.

MARGARINE.—There is the usual demand for margarine with firm prices.

The sales may drop off with the better supply of butter.

MARGARINE—

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

Creamery Butter Cheaper

Montreal.

BUTTER.—There has been a drop in the price of butter. The storage butter is done and with the pasturage open there is a little freer supply of butter. Creamery prints are selling at 63 cents and tubs are selling at 62 cents. Good dairy butter is offered at 56 cents and 57 cents for prints.

BUTTER—

Creamery, prints, qual., new.	0 63
Do., solids, quality, new.	0 62
Dairy, in tubs, choice	0 48 0 56
Dairy, prints	0 57

Advance in Fresh Eggs

Montreal.

EGGS.—With the beginning of the packing and export season the egg market has become so firm that an advance of one cent a dozen on fresh eggs has become necessary. The present price is strong with a very good demand.

EGGS—

New laid	0 53
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Cheese Market Steady

Montreal.

CHEESE.—The market in cheese is strong at the present levels. The export trade is expected to develop shortly with the opening of navigation and with this a stronger and more brisk market is expected.

CHEESE—

New, large, per lb.	0 29 1/2
Twins, per lb.	0 30
Triplets, per lb.	0 30
Stilton, per lb.	0 36
Fancy, old cheese, per lb.	0 32
Quebec	0 30

Poultry Market Stronger

Montreal.

POULTRY.—The poultry market is a little stronger this week. There is an advance of practically one cent a pound on chickens, ducks and geese. Turkeys are not quoted as there is very little call for them and there is very little offered on the market.

POULTRY (dressed)—

(Selling Prices)	
Chickens, roasting (3-5 lbs.)....	0 38 0 44
Chickens, roasting (milk fed)....	0 42 0 46
Ducks—	
Brome Lake (milk fed green)...	0 47
Young Domestic	0 42
Turkeys (old toms), lb.	0 55
Do. (young)	0 58
Geese	0 34
Old fowls (large)	0 39
Do. (small)	0 32 0 34

Halibut Cheaper

Montreal.

FISH MARKET.—Practically the only change in the fish market is the transfer of some lines from the frozen column to the fresh column. This is significant of the fact that fresh sea fish are in better supply. Halibut from the East is in and the prices have dropped two cents a pound. The opinion is expressed that

fresh fish will be in better supply from now on. Fresh salmon is very scarce. A shipment of fresh round pike is expected in Montreal this week. This is the first of the lake fish.

FRESH FISH			
Haddock	.....	0 07	
Steak cod	.....	0 11	
Market cod	.....	0 07½	0 07½
Mackerel	.....	0 18	
Flounders	.....	0 10	0 12
Prawns	.....	0 50	
Live Lobsters	.....	0 50	
Salmon (B.C.), per lb., Red	.....	0 33	
Skate	.....	0 12	
Shrimps	.....	0 40	
Whitefish	.....	0 20	
Shad, roes, lb.	.....	0 40	
Do., bucks, lb.	.....	0 30	
Halibut	.....	0 25	
Gaspereaux, per lb.	.....	0 06½	

FROZEN FISH			
Halibut, large and chicken	.....	0 16	0 17
Halibut, Western, medium	.....	0 20	0 21
Haddock	.....	0 07	0 08
Mackerel	.....	0 15	0 16

Doree	.....	0 17	
Smelts, No. 1, per lb.	.....	0 17	0 18
Smelts, extra large	.....	0 25	
Smelts (small)	.....	0 09	0 10
Pike, headless and dressed	.....	0 10	0 11
Market Cod	.....	0 06	0 06½
Whitefish, small	.....	0 12	0 13
Sea Herrings	.....	0 06	0 07
Steak Cod	.....	0 08½	0 09
Gaspe Salmon, per lb.	.....	0 24	0 25
Salmon, Cohoes, round	.....	0 19	0 20
Salmon, Qualla, hd. and dd.	.....	0 12½	0 13
Whitefish	.....	0 16	0 16
Lake Trout	.....	0 19	0 20
Lake Herrings, bag, 100 lbs.	.....	4 00	
Alewives	.....	0 07½	0 08

SALTED FISH			
Codfish—			
Large bbls., 200 lbs.	.....	18 00	
No. 1, medium, bbl., 200 lbs.	.....	15 00	
No. 2, 200-lb. bbl.	.....	14 00	
Strip boneless (30-lb. boxes), lb.	.....	0 18	
Boneless (24 1-lb. cartons), lb.	.....	0 18	
Ivory (2-lb. blocks, 20-lb. boxes)	.....	0 16	
Shredded (12-lb. boxes)	.....	2 40	2 50
Dried, 100-lb. bbl.	.....	15 00	
Skinless, 100-lb. boxes	.....	16 50	
Pollock, No. 1, 200-lb. barrel	.....	13 00	
Boneless cod (2-lb.)	.....	0 18	

ONTARIO MARKETS

TORONTO, April 30—The produce and provision markets are somewhat firmer. Spring lamb is scarce and quoted at \$14.00 to \$18.00 each. Hogs and pork cuts are firm. Bacon and hams are firm under recent advances. New cheese is arriving in good supply and the market has improved, due to the exporting which has gone forward. A firmer to higher tone has developed in the egg market, supplies are rather scarce and are going into consumption rather than for storage purpose. The butter market is easier. Lard, shortening and margarine are unchanged. Fish business is quiet. Poultry is in good demand at steady prices.

Spring Lamb is Scarce

Toronto.
FRESH MEATS.—Spring lamb is offered at \$14.00 to \$18.00 each but the supply is rather scarce. Dressed hogs are selling at 26 to 28 cents per pound. Supplies of beef are fair and the demand is brisk. Calves are fairly plentiful and are quoted at \$22.00 to \$24.00 per hundred.

FRESH MEATS			
Hogs—			
Dressed, 70-100 lbs., per cwt.	.....	26 00	28 00
Live off cars, per cwt.	.....	20 75	
Live, fed and watered, per cwt.	.....	20 50	
Live, f.o.b., per cwt.	.....	19 50	
Fresh Pork—			
Legs of pork, up to 18 lbs.	.....	0 36½	
Fresh hams	.....	0 38	
Loins of pork, lb.	.....	0 41	
Tenderloins, lb.	.....	0 60	
Spare ribs, lb.	.....	0 25	
Picnics, lb.	.....	0 24	
New York shoulders, lb.	.....	0 29½	
Boston butts, lb.	.....	0 33½	
Montreal shoulders, lb.	.....	0 30½	
Fresh Beef—from Steers and Heifers—			
Hind quarters, lb.	.....	0 26	0 28
Front quarters, lb.	.....	0 16	0 17
Ribs, lb.	.....	0 28	0 30
Chucks, lb.	.....	0 15	0 16½
Loins, whole, lb.	.....	0 38	0 42
Hips, lb.	.....	0 22	0 24
Cow beef quotations about 2c per pound below above quotations.			
Calves, lb.	.....	0 25	0 26
Spring lamb, each	.....	14 00	18 00
Yearling lam, lb.	.....	0 30	0 33
Sheep, whole, lb.	.....	0 16	0 22

Above prices subject to daily fluctuations of the market.

Bacon is Unchanged

Toronto.
PROVISIONS.—Hams and bacon are ruling steady under the advances of last week. Salt meats and barrel pork are

also firm. Prices remain as listed below:

Hams—			
Medium	.....	0 40	0 42
Large, per lb.	.....	0 33	0 34
Heavy	.....	0 29	0 30
Bacon—			
Skinned, rib, lb.	.....	0 49	0 50
Boneless, per lb.	.....	0 54	0 57
Bacon—			
Breakfast, ordinary, per lb.	.....	0 42	0 47
Breakfast, fancy, per lb.	.....	0 48	0 52
Roll, per lb.	.....	0 30	0 31
Wiltshire (smoked sides), lb.	.....	0 34	0 36
Dry Salt Meats—			
Long clear bacon, av. 50-70 lbs.	.....	0 28½	
Do., av. 80-90 lbs.	.....	0 27½	
Clear bellies, 15-30 lbs.	.....	0 21	
Sausages in brine, keg, 35 lbs.	.....	7 35	
Fat backs, 10 to 12 lbs.	.....	0 27½	
Out of pickle prices range about 2c per pound			

below corresponding cuts above.
Barrel Pork—
Mess pork, 200 lbs. 49 00
Short cut backs, bbl. 200 lbs. 56 00
Pickled rolls, bbl., 200 lbs.—
Heavy 48 00
Lightweight 54 00
Above prices subject to daily fluctuations of the market.

Cooked Meats Steady

Toronto.
COOKED MEATS.—The market for cooked meats is steady and business is reported excellent especially on cooked hams, which are quoted at 57 to 59 cents per pound. Jellied tongue is also in good demand at 55 to 60 cents per pound.

Boiled hams, lb.	.....	0 57	0 59
Hams, roast, without dressing, lb.	.....	0 57	0 60
Shoulders, roast, without dressing, lb.	.....	.....	.....
Head Cheese, 6s, lb.	.....	0 14	
Choice jellied ox tongue, lb.	.....	0 55	0 60
Jellied pork tongue	.....	0 49	0 50

Above prices subject to daily fluctuations of the market.

New Cheese Arrives

Toronto.
CHEESE.—New cheese is arriving in good supply and quoted at 27½ to 28 cents per pound. As a whole the cheese market has a better tone. Some exporting has gone forward.

CHEESE—			
Large, old	.....	0 30	0 31
Do., new	.....	0 27½	0 28
Stilton	.....	0 32	0 34
Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.			

Egg Prices Advance

Toronto.
EGGS.—A firmer to higher tone has developed in the egg market. Supplies are not over abundant and what quantities are arriving are mostly going into consumption. Quotations are from 2 to 3 cents per dozen higher.

EGGS—			
Fresh	.....	0 53	0 54
Fresh selects in cartons	.....	0 55	0 56
Prices shown are subject to daily fluctuations of the market.			

Butter Has Weakened

Toronto.
BUTTER.—The butter market has an easier tone. A great deal of fodder butter is arriving. This butter will not keep for any length of time. It must be used almost immediately with the result that the market has weakened. Quotations for fresh creamery are 67 to 68 cents per pound.

BUTTER—			
Creamery prints	.....	0 67	0 68
Dairy prints, fresh, lb.	.....	0 59	
Dairy prints, No. 1, lb.	.....	0 56	

Margarine is Normal

Toronto.
MARGARINE.—There is no change in margarine. Prices and business are steady.

MARGARINE—			
1-lb. prints, No. 1	.....	0 36	0 37½
Do., No. 2	.....	0 30	
Do., No. 3	.....	0 35	
Nut Margarine, lb.	.....	0 31½	

Shortening Prices Hold

Toronto.
SHORTENING.—The market for shortening is steady and the demand is fair. Prices are unchanged.

SHORTENING—			
1-lb. prints	.....	0 29½	0 30
Tierces, 400 lbs.	.....	0 27	0 28

Lard Prices Maintained

Toronto.
LARD.—Lard prices have now reached the same level as shortening. This is unusual as lard as a rule is 3 or 4 cents per pound higher than shortening. Dealers state the reason for this is probably because bakers are now using shortening in place of lard, which has created a falling off in the demand for lard.

Tierces, 400 lbs.	.....	0 27	0 29
In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.			

Fresh Halibut Arrives

Toronto.
FISH.—The fish market is unchanged. Business is quiet and prices are well maintained. Fresh halibut is on the mar-

ket and quoted at 23 to 24 cents per pound.

FRESH SEA FISH.

Cod Steak, lb.	0 11	0 13
Do., market, lb.	0 4½	0 07
Haddock, heads off, lb.		
Do., heads on, lb.		0 09
Halibut, chicken	0 15	0 17
Do., medium		0 19
Fresh Whitefish		
Fresh Herring		
Flounders, lb.	0 09	0 10

FROZEN FISH

Salmon, Red Spring		0 24
Do., Cohoe	0 20	0 22
Halibut, chicken		0 15
Do., Qualla	0 10	0 11
Do., medium	0 18	0 19
Do., jumbo	0 18	0 19
Whitefish, lb.		0 13
Herring		0 09½
Mackerel	0 12	0 13
Flounders	0 10	0 11
Trout	0 17	0 18
Pickrel, dressed	0 14	0 15
Smelts	0 15	0 25
Spanish Mackerel		0 30
Pike, round		0 08
Do., headless and dressed		0 09

SMOKED FISH

Haddies, lb.		0 18
Fillets, lb.	0 19	0 19
Kippers, box		2 40

Bloaters, box	2 25
Ciscoes, lb.	0 20

Poultry in Good Demand

Toronto. POULTRY.—There is a good demand for all kinds of poultry. Live poultry is rather scarce but dressed is in fair supply. Ducklings are somewhat easier, being quoted at 35 to 40 cents per pound dressed. Lightweight hens are up, being quoted at 32 to 40 cents per pound.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	0 40	0 45
Roasters, lb.	0 30	0 35
Fowl, over 5 lbs.	0 40	0 38
Fowl, 4 to 5 lbs.	0 37	0 37
Fowl, under 4 lbs.	0 30	0 30
Ducklings	0 40	
Geese	0 18	0 25
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 30	0 35

Prices quoted to retail trade:—

	Dressed
Hens, heavy	0 42
Do., light	0 32
Chickens, spring	
Ducklings	0 35
Geese	0 25
Turkeys	0 45

herring and Labrador herring. Otherwise the market remains unchanged.

FRESH FROZEN FISH

Black Cod, lb.	0 14
Brills, lb.	0 09½
Herring, Lake Superior, 100-lb. sacks, new stock	
Halibut, cases 300 lbs., chicken.. per bbl.	0 17 8 50
Halibut, broken cases, chicken..	0 18
Jackfish, dressed	0 10
Pickrel, case lots	0 13
Salmon, Cohoe, full boxes, 300 lbs. Do., Cohoe, broken cases.	0 20½ 0 21½
Do., Red Spring, full boxes.	0 23½
Do., Red Spring, broken cases..	0 24½
Soles	0 09½
Baby Whitefish or Tulibeas	0 09½
Whitefish, dressed, case lots.	0 12½
Whitefish, dressed, broken cases.	0 13½

SMOKED FISH

Bloaters, Eastern National, case.	
Do., Western, 20-lb. boxes, box	
Haddies, in 30-lb. cases, lb.	0 14
Do., in 15-lb. cases, lb.	0 14
Kippers, East. Nat., 20 count, per count	
Do., Western, 20-lb. boxes, box..	
Fillets, 15-lb. boxes, box	0 20

SALT FISH

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

WINNIPEG MARKETS

WINNIPEG, April 30—The market is not greatly changed from last week. Hog receipts still remain light, with no prospect of improvement, owing to continued scarcity of feed. The market for hams and bacon is expected to become brisk as summer comes on. Eggs are scarce, owing to muddy roads preventing farmers from bringing them to the markets. A slump is expected with the improvement of the roads. Creamery butter still is high, while dairy butter is absolutely off the market. A few lines of fish are at present unobtainable.

Hog Receipts Unimproved

Winnipeg. HOGS.—Receipts are still light, the same situation as that of the last several months prevailing. There is no prospect of any increase in receipts. Causes are given as less production and the scarcity and high price of feed. Lights are varying considerably just now.

HOGS—

Selected, cwt.	20 00
Heavy, cwt.	18 00
Light, cwt.	17 00

Ham and Bacon Firm

Winnipeg. HAM AND BACON.—The supply is abundant and the market is firm. It will improve with the coming of summer weather. The prices are firm, and prospects are that they will remain so.

Eggs Are Scarce

Winnipeg. EGGS.—Eggs are 45 cents delivered in Winnipeg. There is a shortage on the market due to the bad roads caused by the spring thaw. Farmers consequently are saving their eggs, which is expected to result soon in a slump of the market.

Creamery Butter Higher

Winnipeg. BUTTER.—Creamery butter is still commanding high prices. There is just

enough to supply the demand, with no surplus whatever. Prices are expected to remain in high altitudes for at least a month. There is no dairy butter on the market at all. Prices are unchanged from last week.

BUTTER—

Finest creamery	0 72
Margarine, 1s	0 38

Cheese Market Steady

Winnipeg. CHEESE.—The cheese market remains steady, with prices unchanged.

CHEESE—

Ontario, large, per lb.	0 31
Do., twins, per lb.	0 31½
Manitoba, large, per lb.	0 29
Do., twins, per lb.	0 31

Poultry Prices Firm

Winnipeg. POULTRY.—There is no change recorded in the poultry market. Prices are firm and the demand is steady.

POULTRY—

Turkey, live weight, lb.	0 23	0 28
Geese	0 15	0 19
Duck	0 16	0 18
Chickens	0 19	0 22

Some Kinds of Fish Scarce

Winnipeg. FISH.—Several lines of fish have disappeared from the market. These include bloaters, kippers, fillets, Holland

Dept. of Agriculture May Control Feeding Stuffs

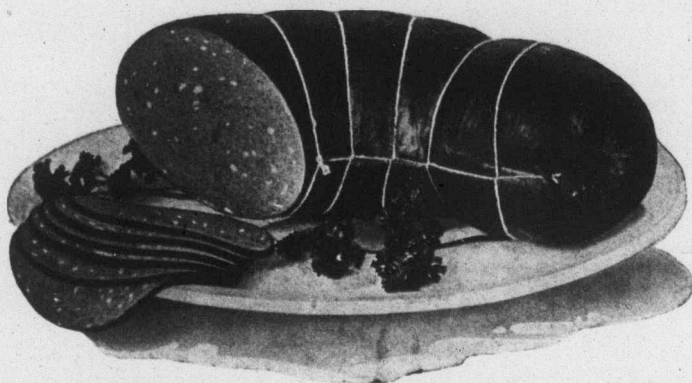
A Move is to be Made in Parliament to Bring This About—Registration of Each Brand

OTTAWA, April 26.—All commercial feeding stuffs may be put in the control of the Federal Department of Agriculture. A move is to be made in the Commons, it was announced, with this end in view. This move, if successful—and there is little doubt that Parliament will agree to sanction it—will be of tremendous importance.

For some time past it has been felt desirable that the control of the inspection and sale of commercial feeding stuffs, such as bran, shorts, chopped feed and middlings, should be in the hands of the Department of Agriculture, and a bill will be introduced to permit of regulations being made and administered by this department, which, after all, is the one most directly interested in the question.

This bill will provide for the registration of each brand of commercial feeding stuffs offered for sale; for the proper marking of sacks, etc., containing these feeds, for the prevention of adulteration and the regulation of the quantity of noxious weed seeds allowed.

The new act will provide penalties of from \$25 to \$500 for any contravention of the act itself or its regulations, and it will take the place of the Commercial Feeding Stuffs Act of 1909.



Seasonable ! Delicious !

You will find Davies Quality Bologna an excellent selling line to feature on your provision counter during the summer months.

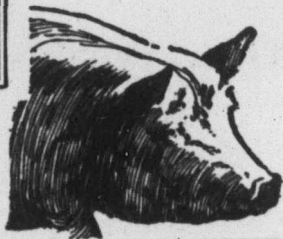
We guarantee all our bologna to contain **no artificial coloring whatsoever**. The appetizing appearance of the product is due solely to its being smoked over hickory fires, which process adds also to the appetizing delicacy of its flavor.

Davies Quality Bologna is manufactured under Government inspection, and is a product which will help you to maintain a steady, even trade during what would otherwise be a "slack" season.

You can obtain a special price if you send us your standing order for weekly shipments, and this price will remain the same until August. Here is a profitable offer on a real high grade product.

Write us for particulars—or if our salesman calls, ask him about it.

THE **DAVIES** COMPANY
WILLIAM **DAVIES** LIMITED
TORONTO -- MONTREAL



Once tried,—Always used!

This is the record of "Easifirst" Shortening. The economy, purity and good cooking qualities of "Easifirst" bring many repeat orders.

Be prepared to supply it.

Phone Junction 3400

GUNNS LIMITED
WEST TORONTO



M
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"The Greatest Seller of Its Kind in the World"

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

CANADIAN DISTRIBUTORS:

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

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec



“Brunswick Brand’ Again, Please”

will be the invariable request from your customers once you have introduced these peerless sea food products.

The Brunswick Brand trade mark is your guarantee of purity and perfection, Mr. Grocer, and your assurance of a continued profitable chain of repeat orders.

- ¼ Oil Sardines
- ¼ Mustard Sardines
- Finnan Haddies
(Round tins)
- Kipped Herring
- Herring in Tomato Sauce
- Clams.

Connors Bros., Limited
Black’s Harbor, N.B.

Winnipeg Representative:
Chas. Duncan & Son, Winnipeg, Man.

Feature H.P. Sauce as your Leading Line

Our bright, live advertising is creating an exceptional demand. Be ready to meet this demand, and by prominently displaying H.P. in your shop you will obtain the full benefit of the money we are spending in advertising.

H.P.

SAUCE

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



THE CANADIAN SALT CO., LIMITED WINDSOR, ONTARIO

Our ever-increasing trade is built on manufacturing only the best. Your trade must be built on selling the best.

The quality of our salt gives you a reputation which brings confidence and custom.

We make the following famous salts:—

Windsor Table Salt
(For general household use)

Regal Table Salt
(Free running sold in cartons)

Windsor Dairy Salt
(The butter-maker's favorite)

Windsor Cheese Salt
(The Prize Winner)

NOTED FOR SUPERIOR QUALITY

Made in Canada

“FISH”

We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

LEMON BROS.

Owen Sound, Ont.

QUAKER BRAND GOODS WILL PAY

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

We will need the Grocer's co-operation.



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

READ what John Drury, Gelert, Ontario says about results obtained from our Want-Ad. Page :

“Have received several applications for position as advertised in **CANADIAN GROCER** and from which I have secured a good situation.”

If you are looking for a better position or want to buy a business or sell one, why not tell the grocery trade through this Want-Ad Page? The cost is only three cents per word for first insertion, two cents per word each subsequent insertion with five cents extra per insertion for Box Number. Replies will be forwarded to you.

CANADIAN GROCER 153 University Avenue
TORONTO, Ontario

Creating Export Markets

A few months ago a British firm of importers, located in London, England, asked us for names of packers of condensed milk in Canada. We sent them a copy of "Canadian Grocer" which contained the announcement of the name of a prominent company. They write, December 17th, as follows:

"You will be interested to know that as a result of our asking you some time ago for information for packers of condensed milk and referring us to ——— people, we were able to place orders with that firm within a few months to the extent of £72,000."

—An instance of the splendid service MacLean business papers are giving in introducing Canadian business firms to world-wide markets. This double approach to business means much to all firms who are interested not only in home markets, but also in whatever foreign markets can be developed.

MacLean business papers give an added service by constantly adding to their readers the names of foreign concerns in all important world-wide markets where Canadian goods can and will be sold. Publicity in these media gives the same effective service in the development of foreign sales that it does in Canada. We could tell you of many other instances where business papers have developed splendid markets where none were thought to exist.

What an opportunity for scientific, intensive, wasteless and immensely productive advertising—and what amazing results are being reaped by those who know how to grasp it. Give us an opportunity to show you how MacLean business papers can develop foreign trade in addition to building up your Canadian business.

The MacLean Publishing Company, Limited

Publishers of the following specialized business papers:

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

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.

TAXES ON A VACANT LOT

Can town council collect back taxes on vacant lot which they sold for taxes? Can they follow other property for the difference?—Tyne Bros., Rainy River, Ont.

Answer.—Yes, the town council can collect back taxes on vacant property which was sold for taxes, provided the amount realized from the sale of the property was insufficient to pay the amount of the taxes. They cannot sell other property to pay up the taxes unless such other property is in arrears for taxes a sufficient period of time to give them the right by law to sell it.

It is usual, however, to fix a price for property being sold high enough to pay the taxes; however, it may be possible that your property was not worth the amount of the arrears of taxes, in which case the town looks to you to make good their loss.

MANUFACTURERS OF REINDEER FLOUR

Who are the manufacturers of Reindeer Flour?—R. D.

Answer.—Peterborough Cereal Co., Peterborough, Ont.

One of CANADIAN GROCER'S readers was kind enough to send in the following additional information regarding Cochrane, Ont. Other general stores handling groceries are Liondre Boivin, Bradette & Belisle, R. E. Lalonde, Irene Comeau, Warrell & Yates, Hebson & Carter. Population of Cochrane is over 3,000 at present.

AGENTS FOR PATTERSON'S CAMP COFFEE

Can you advise me who are the representatives for Patterson's Camp Coffee?—Montreal Reader.

Answer.—Rose & Lafamme, Ltd., Montreal and Toronto.

TENTS

Could you please tell me where I could get a tent that would be suitable to take on an auto trip? I realize that this is not in the grocery line, but thought it possible you might be able to help me.—James B. Willits, Brantford, Ont.

Answer.—J. J. Turner & Sons, Peterborough, Ont.; American Tent and Awning Co., Toronto; D. Pike Co., Limited, Toronto; T. Taylor, Yonge St., Toronto.

GROUND OYSTER SHELL

Can you place us in touch with a firm or importers and exporters dealing in oyster shell, grit feeds of all kinds for poultry feed?—John Pritty, Limited, Regina, Sask.

Answer.—We find that you can obtain this from Gunns, Ltd., West Toronto, Ontario, Can.

As doubtless you know, the seed people, such as Rennie's Seed Co., J. A. Simmers Co., Ltd., etc., or any local seed merchant handles this, too.

CELLULOID CHEESE COVERS

Will you please tell us where we could purchase celluloid cheese covers?—L. B. Duncan, New Dayton, Alta.

Answer.—You could obtain these from Johnson & Barbour, 193 King St., London, Ont., or the Fibre Glass Food Cover Co., North Asland Ave., Chicago, Ill.

POTATO DEALERS IN QUEBEC

Please advise some of the main potato producing counties in Quebec. Name some good town to land in to buy, if possible.—H. C. Hunter, Charing Cross, Ont.

Answer.—We have made enquiries from the leading potato merchants here, and they advise to buy direct from the dealers in Montreal and Quebec. Following are the names of some dealers:—

Jos. Ward & Co., Place Youville, Montreal; A. Lalonde, 13 Jacques Cartier, Montreal; J. Hill, 1 Bonsecours Market, Montreal; Renaud & Giroux, Bonsecours Market, Montreal; Charbonneau Freres, Bonsecours Market, Montreal; Paul F. Ganoreau, 84 Rue St. Pierre, Quebec, Que.

FANNING MILLS AND MILLING PUBLICATION

Will you please give names of dealers in fanning mills, and a manual regarding business on milling process?—Robertaille & Frere, 37 Franklin St., Quebec, Que.

Answer.—Ordinary farm fanning mills are made by:—

Massey-Harris Co., Toronto, Ont.; Gould, Shapley, Muir, Brantford, Ont.; John Deere Mfg. Co., Welland, Ont.; Klyn Co., Beeton, Ont.; Temple Co., Fergus, Ont.; Fleury Plow Co., Fergus, Ont.

Most of these firms also make grinders. We would refer you to the "American Miller," published in Minneapolis, Minn., for a magazine on milling process.

GLYCERINE IN BULK

Will you kindly advise us where we can buy glycerine in bulk?—Dominion Food Products Co., Ltd., Guelph, Ont.

Answer.—Lever Bros., Toronto (56-lb. tins and 500-lb. drums); Pugsley, Dingman Co., Toronto; John Taylor Co., Toronto; John Cowan Co., Montreal; David Morton & Sons, Hamilton, Ont.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers
INFORMATION WANTED

Date.....1920...

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

Address

.....

.....

.....

Of higher digestibility than any other oil produced

APROL

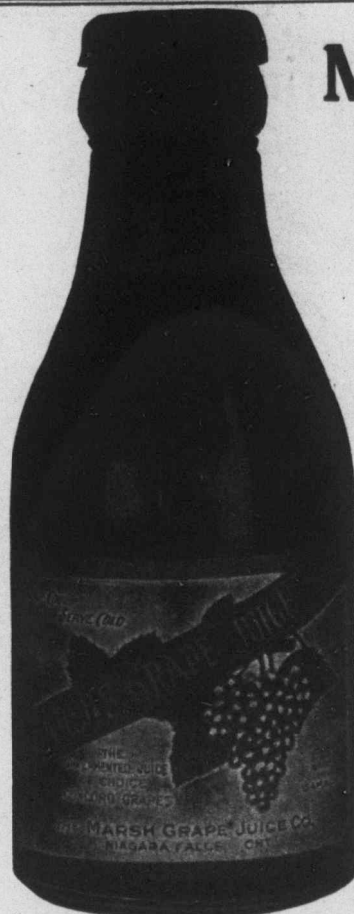
is unequalled for making delicious

**Biscuits,
Salads,
Etc.**

—also for all shortening and frying.



W. J. Bush Citrus Products Co., Inc.
National City, CALIFORNIA. MONTREAL AND TORONTO



Marsh's Grape Juice

possesses that pleasing individuality of taste that brings a steady, increasing demand from your customers, and a correspondingly satisfactory addition to your profits.

A product that has attained its present position solely on its merits—the materials we use and accuracy of processing have made this possible.

In Winter, Summer, Spring or Fall there's always a market for "Marsh's."

**The Marsh Grape
Juice Company**
Niagara Falls, Ont.

Agents for Ontario, Quebec and
Maritime Provinces:
**The McLaren Imperial Cheese
Company, Limited**
Toronto and Montreal

A Good Investment

- Do you want a clerk or store manager?
- Do you want a traveller?
- Do you want a position as clerk or travelling salesman?
- Do you want an agent?
- Do you want an agency?

- Do you want to sell or exchange your business?
- Do you want to buy a grocery business?
- Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling groceries in Canada.

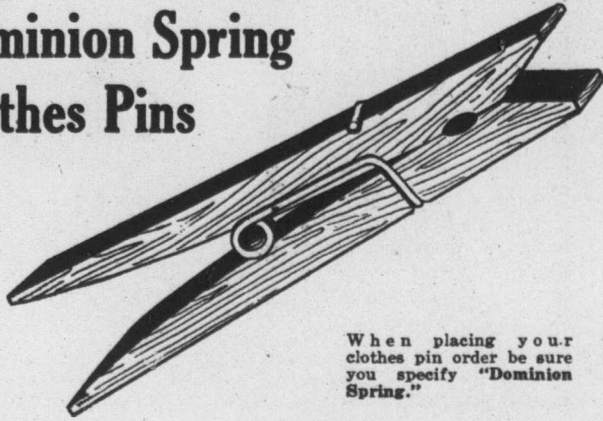
The cost?

Trifling! Three cents per word for first insertion and two cents per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

Canadian Grocer, 153 University Ave., Toronto, Ont.

Dominion Spring Clothes Pins



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

There's greater Satisfaction

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

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

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

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

Catalogue and Price List on Application.

OCEAN BLUE

In Squares and Bags

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

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

Order from your Wholesaler.

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

Western Agents: Hargreaves (Canada) Ltd., c-o H. L. Perry & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon; Hargreaves (Canada), Ltd., c-o Johnston Storage Co., Vancouver, B.C.

RICE RICE FLOUR RICE MIDDINGS

Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL



Sells all the year around—

Brodie's XXX Self - Raising FLOUR

You will have a steady demand for this Product as it is used daily in the kitchen, where foods are prepared. Make sure your stock is kept in a cool, dry place.

Order from your
wholesaler or jobber

Brodie & Harvie Ltd. - - Montreal

KING GEORGE'S NAVY CHEWING TOBACCO

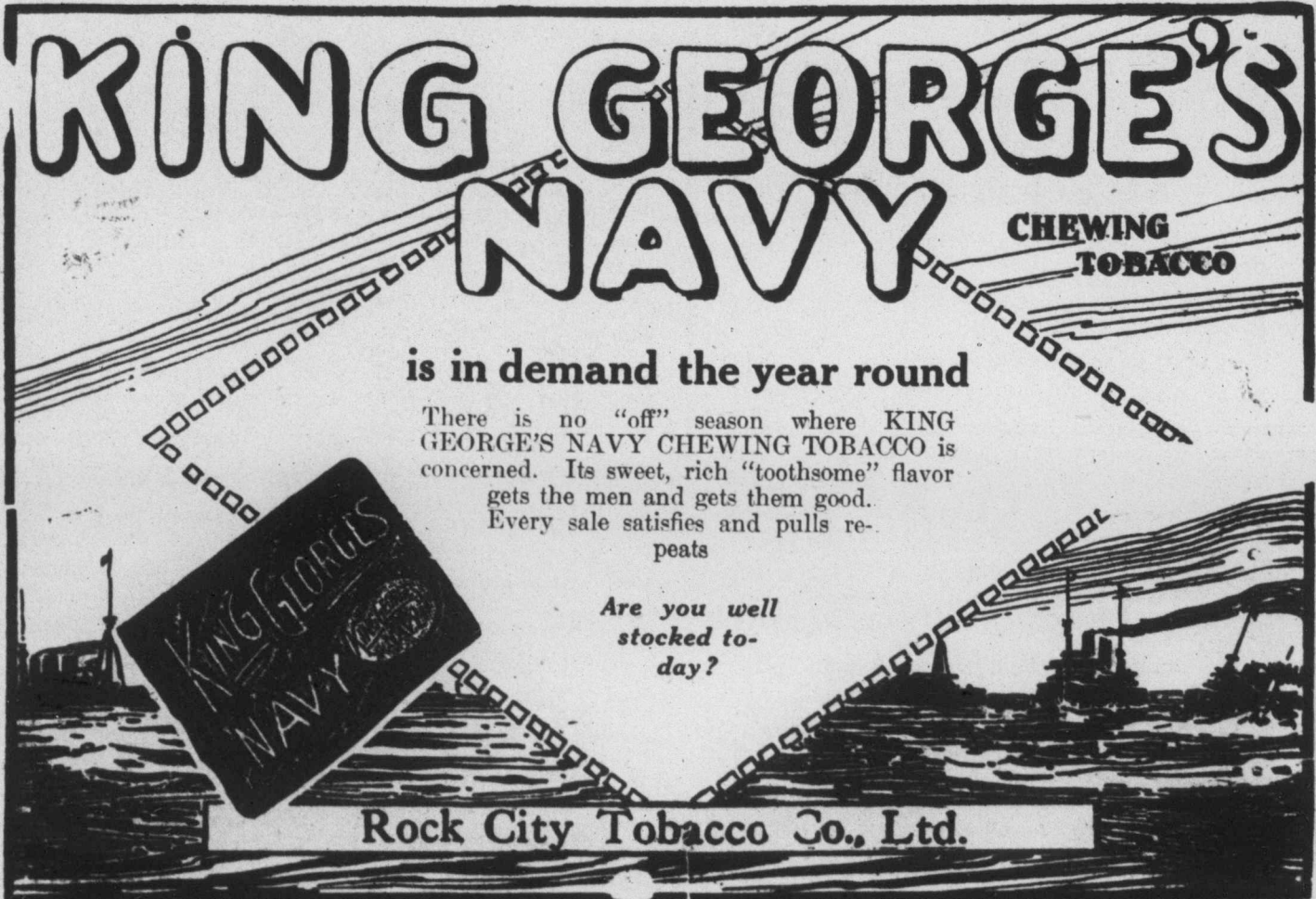
is in demand the year round

There is no "off" season where KING GEORGE'S NAVY CHEWING TOBACCO is concerned. Its sweet, rich "toothsome" flavor gets the men and gets them good. Every sale satisfies and pulls repeats

*Are you well
stocked to-
day?*



Rock City Tobacco Co., Ltd.





In Spring the palate
craves new dishes—

Mapleine

gives to desserts a touch of novelty—a bit of maple-tasting surprise the winter-tired appetite will thoroughly enjoy.

Mapleine Syrup is a delicious dressing on fruit salads—recipe with every bottle.

When your stock needs replenishing order of your jobber or

F. E. Robson & Co., 25 Front St. East, Toronto
Mason & Hickey Box 2949 - Winnipeg

S & M
Bulk Chocolates

These delicious hand-dipped chocolates are made in a large variety of Nuts, Fruits and Hard centres, coated with light and milk coating.

Write us for prices and discounts.

Correspondence solicited from jobbers.

Sole Canadian Distributors

Dominion Sales Company
Southam Bldg. Montreal

Brokers and Commission
Agents

We are placing on the market

MALT EXTRACT

Makes beer as easily as boiling water. Will be sold at all Grocery Stores.

Representatives required in all Provinces. Good proposition. Write.

CANADIAN MALT EXTRACT CO., Reg'd.
298 ST. URBAIN ST. : : MONTREAL



Oakey's
"WELLINGTON"
KNIFE POLISH

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

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg
Sankey & Masor, 839 Beatty Street, Vancouver.

QUOTATIONS FOR
PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$2.20
PER INCH EACH INSERTION PER YEAR

JAMS

DOMINION CANNERS, LTD.
Halton, Ont.

"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.

- | | |
|-----------------------------------|--------|
| Screw Vac. Top Glass Jars, 16 oz. | |
| Strawberry | \$5 15 |
| Currant, Black | 5 05 |
| Pear | 4 40 |
| Peach | 4 40 |
| Plum | 4 20 |
| Apricot | 4 50 |
| Cherry | 4 35 |
| Gooseberry | 4 50 |

"AYLMER" PURE ORANGE
MARMALADE

- | | |
|---|----------|
| | Per doz. |
| 12 oz. Glass, Screw Top, 2 doz. in case | 3 25 |
| 16 oz. Glass, Screw Top, 2 doz. in case | 3 95 |
| 16 oz. Glass, Tall, Vacuum, 2 doz. in case | 3 95 |
| 2's Tin, 2 doz. per case | 6 15 |
| 4's Tin, 12 pails in crate, per pail | 1 00 |
| 6's Tin, 8 pails in crate, per crate | 1 25 |
| 7's Tin or Wood, 6 pails in crate | 1 74 |
| 20's Tin or Wood, one pail in crate, per lb. | 0 24 |

PORK AND BEANS
"DOMINION BRAND"

- | | |
|---|----------|
| | Per doz. |
| Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case | \$0 85 |
| 1's Pork and Beans, Flat, Plain, 4 doz. to case | 0 92 1/2 |
| 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 85 |
| 1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case | 0 97 1/2 |
| 1 1/2's (20 oz.), Plain, per doz. | 1 25 |
| Tomato or Chili Sauce | 1 27 1/2 |
| 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 52 1/2 |
| 2 1/2's Tall, Plain, per doz. | 2 00 |
| Tomato or Chili Sauce | 2 35 |
| Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case. | |

CATSUPS—In Glass Bottles

- | | |
|-----------------------------------|----------|
| | Per doz. |
| 1/2 Pts., Aylmer Quality | \$1 80 |
| 12 oz., Aylmer Quality | 2 55 |
| | Per jug |
| Gallon jugs, Aylmer Quality | \$1.85 |
| | Per doz. |
| Pints, Delhi Epicure | \$3.75 |
| 1/2-Pints, Red Seal | 1.25 |
| Pints, Red Seal | 1 90 |
| Qts., Red Seal | 2.40 |
| Gallons, Red Seal | 6.45 |

BORDEN MILK CO., LTD.

180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK

- | | |
|--|---------|
| Terms—Net 30 days. | |
| Eagle Brand each 48 cans | \$11 50 |
| Reindeer Brand, each 48 cans | 11 00 |
| Silver Cow, each 48 cans | 10 50 |
| Gold Seal, Purity, ea. 48 cans | 10 35 |
| Mayflower Brand, each 48 cans | 10 35 |
| Challenge Clover Brand, each 48 cans | 9 85 |

EVAPORATED MILK

- | | |
|--|--------|
| St. Charles Brand, Hotel, each 24 cans | \$7 15 |
| Jersey Brand, Hotel, each 48 cans | 7 15 |
| St. Charles Brand, tall, each 48 cans | 7 25 |
| Jersey Brand, tall, each 48 cans | 7 25 |
| Peerless Brand, tall, each 48 cans | 7 25 |
| St. Charles Brand, Family, 48 cans | 6 25 |
| Jersey Brand, Family, each 48 cans | 6 25 |
| Peerless Brand, Family, each 48 cans | 6 25 |
| St. Charles Brand, small, each 48 cans | 3 30 |
| Jersey Brand, small, each 48 cans | 3 30 |
| Peerless Brand, small, each 48 cans | 3 30 |

CONDENSED COFFEE

- | | |
|--|------|
| Reindeer Brand, large, each 24 cans | 7 00 |
| Reindeer Brand, small, each 48 cans | 7 00 |
| Cocoa, Reindeer Brand, large, each 24 cans | 6 25 |
| Reindeer Brand, small, 48 cans | 6 50 |

W. B. BROWNE & CO.
Toronto, Ontario.

Wheatgold Breakfast Cereal.

- | | |
|--|--------|
| Packages, 28-oz., 2 doz. to case, per case | \$5 30 |
| 98-lb. jute bags, per bag | 7 00 |
| 98-lb. jute bags, with 25 3 1/2-lb. printed paper bags enclosed, per bag | 7 50 |

HARRY HORNE & CO.,
Toronto, Ont.

- | | |
|--|----------|
| | Per case |
| Cooker Brand Peas (3 doz. in case) | 4 20 |
| Cooker Brand Popping Corn (3 doz. in case) | 4 20 |

COLMAN'S OR KEEN'S
MUSTARD

- | | |
|----------------------|---------------|
| | Per doz. tins |
| D.S.K., 1/4-lb. | |
| D.S.F., 1/2-lb. | |
| D.S.F., 1 lb. | |
| F.D., 1/4-lb. | |

- | | |
|----------------------------|---------|
| | Per jar |
| Durham, 1-lb. jar, each .. | |
| Durham, 4-lb. jar, each .. | |

CANADIAN MILK PRODUCTS,
LIMITED,
Toronto and Montreal

KLIM

- | | |
|----------------------------------|---------|
| 8 oz. tins, 4 dozen per case .. | \$12.50 |
| 16 oz. tins, 2 dozen per case .. | 11.50 |
| 10 lb. tins, 6 tins per case .. | 25.00 |
- Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.
Manufacturers of the
Edwardsburg Brands Starches
Laundry Starches—

- | | |
|--|------------------|
| | Cents |
| 40-lbs., Canada Laundry ... | \$0 10 1/2 |
| 100-lb. kegs, No. 1 white | 0 11 1/2 |
| 200-lb. bbls., No. 1 white | 0 11 1/2 |
| 40 lbs., Edwardsburg Silver Glass, 1-lb. chromo pkgs. | 0 12 1/2 |
| 40 lbs. Benson's Enamel, (cold water), per case | 3 50 |
| Celluloid, 45 cartons, case .. | 4 95 |
| | Culinary Starch. |
| 40 lbs., W. T. Benson & Co's Celebrated Prepared | 0 12 1/2 |
| 40 lbs. Canada Pure or Challenge Corn | 0 11 |
| 20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. | 0 16 |
- (20-lb. boxes, 1/4c higher, except potato flour.)

Figs

We told you a couple of weeks ago about a lot of Spanish figs which we are offering. They are fair quality and many of our people are making a big sale. We are now going to do even better and for 5 mats or more we will make you a price of

7½

Canned Turnip

Some of you may be surprised to hear of this vegetable being canned—well they were put in cans—but we doubt if there will be many more put up, for they cost around one twenty-five to pack. The quality is good, tins bright and all in first-class condition, and you can have them

2½-lb. tins—40c. a doz.

Having in view the great shortage in potatoes and other vegetables perhaps you could handle some of this lot.

Send Us An Order

H. P. ECKARDT & CO
WHOLESALE GROCERS
CHURCH STREET & ESPLANADE TORONTO

This Line is Complete Fills Every Requirement

We mean just that—you need no other line of dyes when you carry

Sunset Soap Dyes

Twenty-two beautiful, full-toned colors are in the Sunset assortment—more than any other line offers. They cover the full gamut of tone and shade from lightest blue to deepest black.

Your customer can match almost any color from the Sunset Color Card.

The selling arguments for Sunset are complete and convincing. They are fast—will not crock, fade or wash out. They dye all fabrics—silk, cotton, linen or wool or any combination at the same time in the same dye bath, with perfect results.

They do not soil the hands or stain utensils. Every woman will value such a feature.

The Sunset Counter Container
Holds, Attracts and Sells
The Best Dye in the World

Harold F. Ritchie & Co., Inc.
NEW YORK - TORONTO

North American Dye Corporation, Ltd.
Toronto, Canada Mount Vernon, N.Y.



LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case....\$5 90
5-lb. tins, 1 doz. in case.... 6 85
10-lb. tins, 1/2 doz. in case.. 6 65
20-lb. tins, 1/4 doz. in case.. 7 10
(Prices in Maritime Provinces 10c per case higher)
Barrels, about 700 lbs. 0 00
Half bbls., about 350 lbs... 0 09 1/4

CROWN BRAND CORN SYRUP
2-lb. tins, 2 doz. in case.... 6 50
5-lb. tins, 1 doz. in case.... 7 45
10-lb. tins, 1/2 doz. in case.. 7 15
20-lb. tins, 1/4 doz. in case.. 7 20
(5, 10, and 20-lb. tins have wire handles.)

GELATINE
Cox's Instant Powdered Gelatine (2-qt. size), per doz... \$1 75

INFANTS' FOOD
MAGOR, SON & CO., LTD.
Robinson's Patent Barley— Doz.
1-lb.
1/2-lb.
Robinson's Patent Groats—
1-lb.
1/2-lb.

BLUE
Keen's Oxford, per lb. 0 27
In cases, 12 12-lb. bxs to case. 0 37

NUGGET POLISHES
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each\$1.25

White Cleaner (liquid).....\$2.00
Card Outfits—Black, Tan, Toney Red, Dark Brown 4.80
Metal Outfits — Black, Tan, Toney Red, Dark Brown... 5.60

IMPERIAL TOBACCO CO. OF CANADA, Limited

EMPIRE BRANCH
Black Watch, 10s, lb. \$1 20
Bobs, 12s 1 13
Currency, 12s 1 13
Stag Bar, 9s, boxes, 6 lb.... 1 08
Pay Roll, thick bars 1 30
Pay Roll, plugs, 10s, 6-lb. 1/4 caddies 1 25
Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs.... 1 25
Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes 1 30
Forest and Stream, tins, 9s, 2-lb. cartons 1 44
Forest and Stream, 1/4s, 1/2s, and 1-lb. tins 1 50
Master Workman, 2 lbs. 1 25
Master Workman, 4 lbs.... 1 25
Derby, 9s, 4-lb. boxes 1 30
Old Virginia, 12s 1 70
Old Kentucky (bars), 8s, boxes, 5 lbs. 1 35

THE COWAN CO., LTD.
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA
Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.....\$6 25
Perfection, 1/4-lb. tins, doz... 1 70
Perfection, 1/2-lb. tins, doz... 3 25
Perfection, 10c size, doz..... 1 25
Perfection, 5-lb. tins, per lb. 0 45
Empire Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box, doz. 3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. 0 30

UNSWEETENED CHOCOLATE
Supreme Chocolate, 12-lb. boxes, per lb. 0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box 2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box.... 2 00

SWEET CHOCOLATE
Per lb.
Eagle Chocolate, 1/4s, 6-lb. boxes 0 38
Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case... 0 38
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case 0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 38
Diamond Crown Chocolate, 28 cakes in box..... 1 30

CHOCOLATE CONFECTIONS
Milk Buds, 5-lb. boxes, 30 boxes in case, per lb..... \$0 49

Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.... 0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. 0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. 0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.... 0 49
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.... 0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.... 0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.... 0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.... 0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.... 0 45
No. 1 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb.... 0 45
No. 2 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb.... 0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb.... 0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb... 0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb... 0 60

NUT MILK CHOCOLATE, ETC.
Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per box 2 35
Nut Milk Chocolate, 1/2s, wrapped, 4-lb. box, 36 boxes in case, per box 2 35
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb. 0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box..... 2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.... 0 47
Fruit and Nut Milk Chocolate Slabs, per lb. 0 47
Milk Chocolate Slabs, with Assorted Nuts, per lb.... 0 47
Plain Milk Chocolate Slabs, per lb. 0 47

MISCELLANEOUS
Maple Buds, fancy, 1 lb., 1/2 doz. in box, per doz..... \$6 25
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz..... 3 35
Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz..... 6 25
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz..... 3 35
Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz..... 4 50
Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 50
Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per box 2 05
Triumph Chocolate, 1/4s, 4-lb. boxes, 36 boxes in case, per box 2 05
Triumph Chocolate, 1/2-lb. cakes, 4 lbs., 36 boxes in case, per box..... 2 05
Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross 1 15
20-1c Milk Chocolate Sticks, 60 boxes in case 0 80

W. K. KELLOGG CEREAL CO.,
Battle Creek, Mich.
Toronto, Canada.
Kellogg's Toasted Corn Flakes, Waxtite 4 15
Kellogg's Toasted Corn Flakes, Ind. 2 00
Kellogg's Dominion Corn Flakes 4 15
Kellogg's Dominion Corn Flakes, Indiv. 2 00
Kellogg's Shredded Krumbles, 4 35
Kellogg's Shredded Krumbles, Ind. 2 00
Kellogg's Krumbled Bran ... 2 25
Kellogg's Krumbled Bran, Ind. 2 00

BRODIE & HARVIES, LTD.,
14 Bleury St., Montreal
XXX Self-Raising Flour, 6 lbs. packages, doz. \$6.00
Do., 3 lbs. 3.05
Superb Self-Raising Flour, 6 lb. 5.90
Do., 3 lb. 2.95
Crescent Self-Raising Flour, 6 lb. 5.90
Do., 3 lb. 3.00
Perfection Rolled Oats (55 oz) 3.00
Brodie's Self-Raising Panake Flour, 1 1/2 lb. pack., doz... 1 50
Brodie's Self-Raising Buck-Flour, 1 1/2 lb. pkg., doz... 1.50

FRESH ARRIVALS DAILY OF

New Vegetables

FROM THE SOUTH

Cabbage Celery Tomatoes
Cauliflower Head Lettuce

ORANGES

California Sunkist Navels
Florida Sealdsweet Oranges

GRAPE FRUIT

Florida and Cuban—All sizes

NEW MAPLE SYRUP AND SUGAR

(Guaranteed Pure)

We are now booking orders for shipment as soon as possible after sugaring begins. Ask for quotations. All size Tins—Bottles and 15 gal. Kegs

The House of Quality

Hugh Walker & Son

Limited

Guelph

Established 1861

Ontario

Cranberries

A late shipment of very fine late Homes just to hand. Sound, fine color and cheap. Packed in half-barrel cases. Just the thing for pies, sauces, etc.

Strawberries and Pineapples

Florida Tomatoes, Celery

"Stripes" Brand

Florida Grape Fruit

Oranges — Valencias, Seedlings and Navels.

SPECIAL — California Lemons very cheap now.

White & Co., Ltd.

TORONTO

Wholesale Fruits and Vegetables

Owing to the high freights prevailing

CONTINUE TO IMPORT

supplies of

SPRATT'S

DOG CAKES

POULTRY FOODS

CANARY & PARROT MIXTURES

Etc.,

through SPRATT'S

PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED

24-25 Fenchurch St., London, E.C. 3, Eng.

Willow

Clothes

Baskets

3 Popular Sizes

Walter Woods & Co.

Hamilton and Winnipeg

Sani-Flush

(TRADE MARK REGISTERED)

Closet Bowl Cleaner

We are continually hearing people say that they would buy *Sani-Flush* if they knew where it is handled.

Put *Sani-Flush* where people will see it—on a counter, in the show window, or on a conspicuous shelf.

Magazine readers know about *Sani-Flush* and will buy it as soon as they find where it is sold.

Harold F. Ritchie Co., Ltd.

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

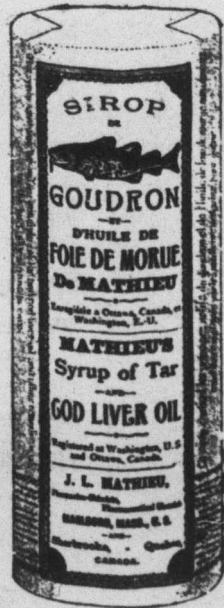
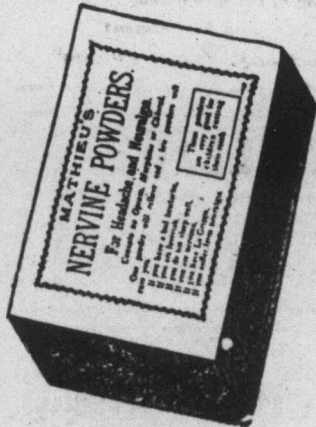


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The Mathieu Lines are always in demand

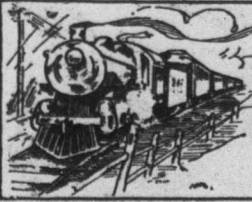
Mathieu's "Syrup of Tar" and Mathieu's "Nervine Powders" should be constantly displayed in every good grocery store. Grati­fied customers and good profits result.



J. L. Mathieu Co.

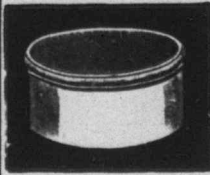
Proprietors
SHERBROOKE, QUE.

A Great Remedy for Neuralgia, Sleeplessness, Sick Headache, La Grippe



BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE JARS

Place order for crocks before the season opens. They are going to be hard to get later. Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.

The Toronto Pottery Co. Limited
Dominion Bank Bldg.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.
TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.
Agents:

W. Y. COLCLOUGH, 592 Kingswood Road
Beach 2170 Toronto

J. E. TURTON, Board of Trade Building,
Montreal

OPPENHEIMER BROS., LTD.
Vancouver, B.C.

BAIRD & CO., Merchants, St. Johns

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

THE CHARLES MUELLER COMPANY

Limited

Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.

Waterloo - - - - - Ontario

JELLY POWDER TO BE HIGHER

The increasing cost of sugar will have the effect of advancing jelly powders. Manufacturers state that a two-cent per pound advance on sugar warrants an advance of 6 to 10 cents per dozen on jelly powders.

GINGER SCARCE AND PRICES LIKELY TO BE HIGHER

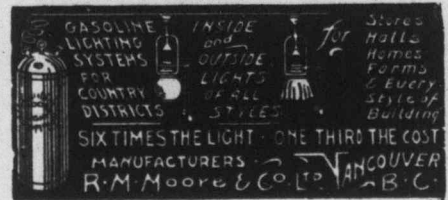
The quantities of ginger going into the manufacture of temperance beverages is attributed to the shortage of this line. Importers state that supplies are difficult to obtain and that prices in primary markets are higher than present quotations to the trade.

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.

LONDON, ONT.
Phone 1577



The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mince-meat, etc.

BEANS

Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgeway, Ont.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
1/4-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - - - - - ONTARIO

Fidelity Collection Agency Ltd.

Canadian Bank of Commerce Bldg., Winnipeg
Collections and Adjustment

"We collect anything anywhere"

References: Can. Bank of Commerce and Molsons Bank



These one-inch spaces only \$2.20 per insertion if used each issue in the year.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

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

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

FOR SALE

I HAVE ONE OF THE BEST BUSINESSES IN the Province of Saskatchewan. Population 600. Moderate opposition. During the last 10 years have made \$150,000. Now wish to move into Winnipeg. Our stock will run \$70,000. This is fully \$25,000 more than is necessary. We bought ahead to take advantage of markets. Turnover, \$135,000 per annum. Will expect \$25,000 cash, balance easy terms. No use to communicate unless you have necessary cash. Will bear strictest investigation. Reply in confidence to Box 122, Canadian Grocer, 143 University Ave., Toronto, Ontario.

A PORK CURING BUSINESS AND PLANT for sale. H. Coleman, Kineardine, Ont.

FOR SALE—AN OLD ESTABLISHED GROCERY business in progressive town, population 6,000. Sickness reason for selling. Box 116, Canadian Grocer, Toronto.

FOR QUICK SALE, CORNER STORE, FIXTURES and stock of groceries. Suitable for large general business; also large dwelling house. Will sell separate or in block. Apply to owner W. G. Howes, Tamworth, Ont., Box 176.

MAPLE SYRUP

CROP OF APPROXIMATELY FIVE HUNDRED Imperial gallons evaporated pure maple syrup for sale. Three dollars per gallon f.o.b. Parry Sound district. Box 112 Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—SMALL GENERAL STORE BUSINESS, Nova Scotia village on railway. Store for sale or rent. Apply Box 118, c/o Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—BERKEL AUTOMATIC BACON Slicer, Six Station Lamson Cash Carrier System, Enterprise Coffee Mill, Beer & Goff, 123 Queen St., Charlottetown, P. E. Island.

FOR SALE—GENERAL STORE BUSINESS, DRY Goods, Gents' Furnishings, Boots and Shoes and Groceries. Turnover over \$80,000. Splendid profit over and above interest on investment, proprietor's salary and all other expenses. Brick, steam-heated building on best corner. Good windows, low rent, low insurance. Saskatchewan town, 1,206, British and American population. Best educational facilities, good town to live in. Stock and fixtures run about fifty thousand. Must be principally cash or equivalent. Only reason for sale, failure of health. Box 134, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE

GOOD BUSINESS FOR SALE IN NORTHERN Town. Groceries and fruits. No better opportunity for anyone wanting a good paying business. Corner store and best stand in town. Good turnover. Building sold with business. Reason for selling, ill health. Box 120, Canadian Grocer, 153 University Ave., Toronto, Ont.

SWEET CLOVER SEED (WHITE BLOSSOM) re-cleaned. Choice No. 2 (No. 1 purity) G.S. \$22.50 per bush.; Fair No. 2, G.S., \$20 per bush.; Timothy No. 2 (No. 1 purity), G.S., \$17.50 per cwt. Delivered your station in lots of 5 bags or more. A. S. Hunter & Son, Durham, Ont.

FOR SALE — GOOD BUSINESS IN BEST centre of La Tuque, Que. Stock \$25,000; turnover \$140,000 a year. Poor health reason for selling. Box 124, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—CHEAP, ONE McCASKEY ACCOUNT Register, 400 accounts; in good condition. Clement's Drug Store, Brandon, Man.

WANTED

WANTED — GROCERY BUSINESS IN NOVA Scotia town, part interest preferred. P. H. Reid, Middleton, N.S.

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RID-OF-RATS
Warm Weather is the Breeding Time for Rats and Mice

RID-OF-RATS prevents raising of new supply. If you have used it, use more! If not, start now! Non Poisonous and sold under Money-Back Guarantee. If your Dealer can't supply you, write to us
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Will party who had replies addressed to Box 70 please call at Canadian Grocer office for reply.

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MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.



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A most delicious dessert, one teaspoonful is enough for a pint of milk.

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People nowadays don't come into your store and ask for "a plug of tobacco"—they ask for "Macdonald's."

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New Brunswick—Schofield & Beer, St. John

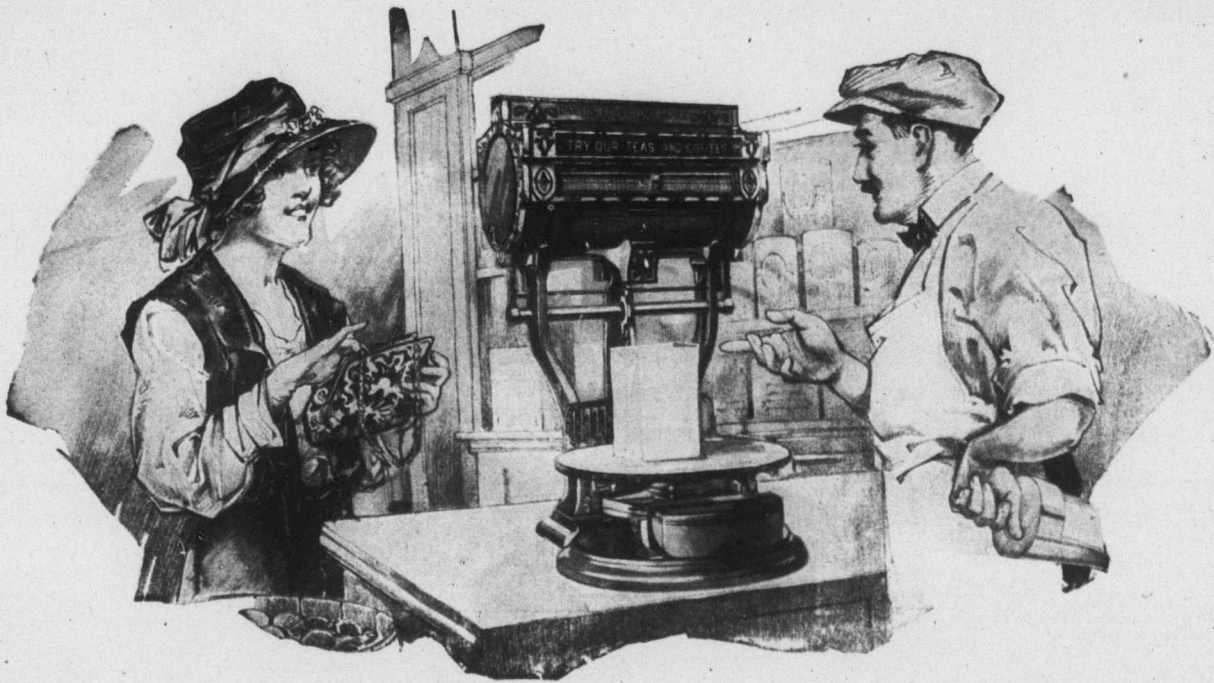
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