

# CANADIAN GROCER

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

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, JANUARY 31, 1919

No. 5

## BOVRIL

**Watch Your Stock—  
Deliveries Take Time**

FOR several months past it has been exceedingly difficult to obtain the necessary supplies to enable us to fill the increased demand for Bovril. Of late the situation has improved somewhat, but we have difficulties still and will have them for considerable time to come.

To avoid disappointment in deliveries and the loss of sales due to an incomplete stock, order ahead as far as possible and you may be sure we, in turn, will do our utmost to promptly supply your requirements.

**BOVRIL, Limited**

**25 and 27 St. Peter St.**

∴

∴

**MONTREAL**

*Order from Nearest Distributing Depot.*

Toronto, R. S. McIndoe, 54 Wellington St. E.; Winnipeg, W. L. MacKenzie & Co., Ltd., 141 Bannatyne Ave. E.;  
Vancouver, Levesons Limited, Dominion Building.



**THE DISH THAT CARRIES DISTINCTION**

What becomes of all the wrappings and containers that carry food from your store to the home of your customer.

Garbage can or wastebasket. A backyard bonfire consumes many of them. Total loss often times soaked with the food they carried. Why not give your customer an economical and useful article instead of something that is only waste when it has served its first purpose.

What happens when you send a pound of Hamburg steak or lard home in the **Riteshape**?

Your customer leaves the food right in the dish until the moment of use. If only part of the food is used at first the dish remains a sanitary and satisfactory storage container for the remainder.

When the food is all used the dish becomes a receptacle for left-over portions of food and goes back into the pantry or ice box. Or it sits on the kitchen sink, or table as a soap dish or handy container for many things used in the kitchen.

The **Riteshape** will serve innumerable uses around the home. Some **Riteshapes** have remained in service weeks before they were finally put into the kindling box.

Then they help make a quick fire in stove or furnace.

*Ask Your Jobber, or*

**The Oval Wood Dish Co., Inc. Victoria Paper & Twine Co.**

*Manufacturers*  
TUPPER LAKE, N.Y.

*Distributors*  
TORONTO MONTREAL HALIFAX



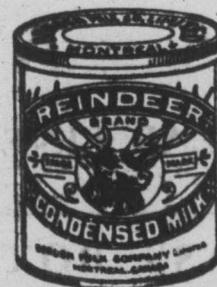
# Borden's

MILK PRODUCTS LEAD IN QUALITY

ESTABLISHED reputation for purity and quality, together with steady advertising, keep Borden's Brands of Milk moving rapidly from the Grocer's shelves. You can handle Borden Brands of Milk with perfect confidence, knowing that every can in every case will sell and give satisfaction.

You can get your share of the growing Borden demand by identifying your store with these leaders of quality.

## Borden's



**Borden Milk Company, Limited**  
 Montreal Vancouver

License No. 14-213

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

**PEANUTS**

Write for  
BEST CHINESE SHELLED  
OF ALL GRADES

JAPANESE "CHERRY"  
BRAND UNSHELLED

**WALNUTS****BEANS****RICE**

*DIRECT IMPORTERS  
FROM  
THE ORIENT*

**FUJITA & CO., LTD.**

VANCOUVER, B.C.

Head Office: KOBE, JAPAN.

Branches: NATE, YOKOHAMA, SEATTLE, TIENTSIN and TSINTOW

**TOMATO CATSUP****AYLMER BRAND**

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

**GLASS BOTTLES**

8 oz. 12 oz. 17 oz.

2 DOZEN TO CASE

**GLASS AND STONE JUGS**

1 GAL.

4 TO CRATE

THROUGH YOUR JOBBER OR DIRECT

**DOMINION CANNERS LIMITED**

HAMILTON, CANADA

*Canada Food Board License No. 14-12*

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

# An Announcement to the Wholesale Trade



Now that supplies of sugar are more easily secured, the confectionery trade is more normal and we are in a position to make deliveries of all our well known brands of Nobility Confectionery including the following:

**“Peerless,” “Elgin” and “Nobility”  
Chocolates**

We can also give prompt shipments on our extensive range of bulk lines.

*We sell through the Wholesale Trade only.*

## **NOBILITY CHOCOLATES, LTD.**

St. Thomas, Ontario

*Selling Agents:*

### **Maclure and Langley, Limited**

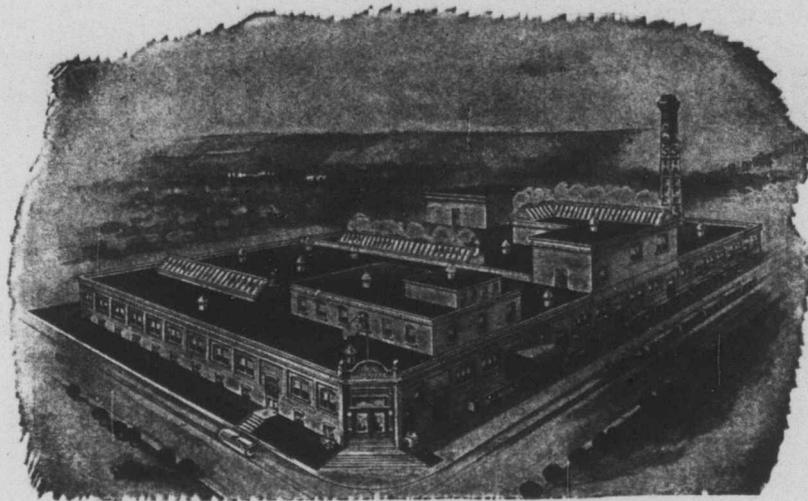
**TORONTO**

**MONTREAL**

**WINNIPEG**

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

Prepared  
in  
Copper  
Kettles  
Boiled  
in  
Silver  
Pans



Packed  
in  
Gold  
Lined  
Pails  
and  
Glass

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

# WAGSTAFFE'S

NEW SEASON'S 1919

## CELEBRATED SEVILLE Orange Marmalade

Now Ready for Delivery

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

*Order from Your Wholesale Grocer*

# WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

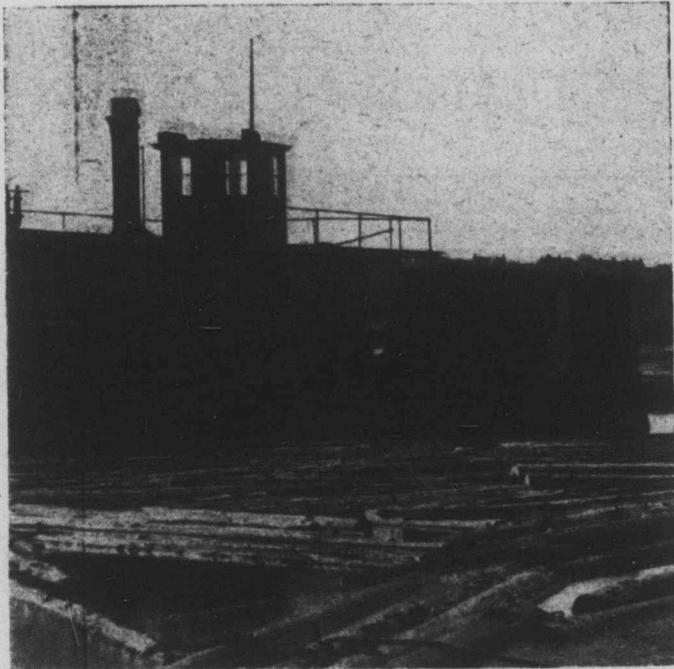
CANADA



Story for Week Dated January 31, 1919.

Being No. 19 in the Series

## Rafting The Lumber To The Eddy Plant



An important movable unit in the Eddy plant is the steamer "Mud-pout" seen in the illustration above. It is the business of the "Mud-pout" to take care of the logs that come down the Rouge River to Calumet, and assemble them into cribs. The steamer is built especially for the purpose, sturdy and powerful, capable of bunching the logs together compactly by engine-power, and of towing from 18 to 24 cribs of them in one haul from Calumet to the wharves at the Eddy plant, Hull, where the photograph reproduced above was taken. The logs are mostly of spruce for making pulp and paper, but some poplar is included. The poplar can be used for making matches, and also for paper-making. The long logs you see in the picture are spruce.



### Pointers From The Plant On Eddy Goods

Buy Matches with an eye to full value.

When you buy Eddy Matches you can assure your customers of a generously filled box of sure, safe lights.

Eddy's Indurated Fibreware Pails, Tubs, etc., cannot fall apart or leak. Good grocers sell them, and enjoy profitable business from their sale.

The best is always the Cheapest. Wrap your goods in Eddy's wrapping papers. Qualities to suit all purposes.

Be economical and sanitary. Save laundry bills. Install Eddy's Sanitary Paper Towels in your place of business.

Eddy's self-opening, box-shaped Grocery bag is an Eddy Specialty worth your attention. The Eddy Company make paper bags for all purposes.

Watch for further articles on interesting manufacturing processes in the Eddy plant. They will appear on this page each week.



## Marsh's

To taste Marsh's Grape Juice is to like it.

People who buy it once will buy it again and again.

It's up to you to recommend Marsh's with every grocery order and win new prestige and profits for your store.

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

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

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

## Harry Lauder's Word is as Good as His Bond

He recommends CREAM OF BARLEY as being one of the finest cereals on the market. He is speaking from his own experience, for in Scotland they use more BARLEY than any other cereal grown. He was more than delighted when he knew CREAM OF BARLEY could be **cooked in 3 minutes**; he advises all people to eat CREAM OF BARLEY, and the more you eat the better you will feel. He claims it is the only real cure for indigestion, for the most sensitive stomach can retain it, and the finest thing for the growing child, for their small, weak stomachs cannot retain coarse cereals. The people who are confined in offices and have that mental strain, require Barley. Try CREAM OF BARLEY and be convinced that it is a blood and nerve builder, which you require. Sold by all Wholesale Grocery Jobbers, so, Mr. Grocer, try one case, for it is a repeater.

Our trade-mark is registered  
MANUFACTURED BY

**John Mackay Co., Limited**  
BOWMANVILLE, ONT.



## A Good Winter Seller

A reliable remedy for coughs, colds and kindred cold weather complaints is what we offer the trade in

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

Lots of your customers need just such a body-builder. Show a few bottles in your displays and see what an excellent money-maker this Mathieu line is.

**J. L. Mathieu Co.**

PROPRIETORS

SHERBROOKE

::

QUEBEC

## FINEST CRYSTAL GELATINES

Powdered and Sheet

**FINE LEAF GELATINE**

*British Manufacture*

# GELATINE

**OURY, MILLAR & CO.**

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

SOLE AGENTS FOR CANADA

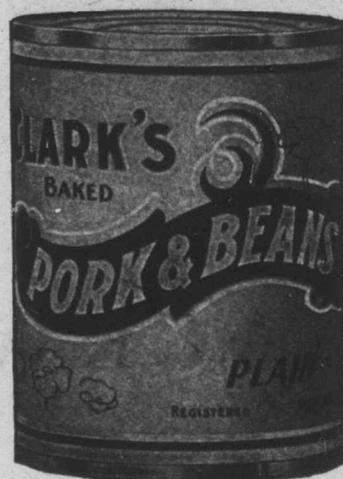
**F. S. Jarvis & Co.**

18 TORONTO ST., - TORONTO

# CLARK'S PORK and BEANS



with  
Plain,  
Chili  
or  
Tomato  
Sauce  
are



## LEADING SELLERS

# CLARK'S PREPARED FOODS

The finest assortment of  
**MADE IN CANADA  
PRODUCTS.**

Study our list.

You will be interested.

**W. CLARK  
LIMITED**



**MONTREAL**

# Heather Blend Tea



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

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

“The Fragrance Lingers”

Blended by

## BLACKWOODS LIMITED

WINNIPEG, MAN.

## SILENT SALESMAN

No modern grocer denies the value of glass-front, dust-proof show cases and bins which show the goods to the best advantage and yet keep them dust free and saleable to the last.

Food products in glass have the same advantage of display and direct appeal to the appetite, and when sealed with Anchor Caps they are not only dust-proof but absolutely airtight.

Goods properly packed in glass containers with Anchor Caps will retain their full flavor and freshness indefinitely. They will reduce the selling effort required to a very great extent and they will add to your profits both directly and indirectly.

See that your next purchases are sealed with Anchor Caps and avoid the losses due to leaking jars, mouldy and deteriorated goods.

**Anchor Cap & Closure Corporation**  
OF CANADA, LIMITED

FACTORY AND  
GENERAL OFFICES



50 Doverscourt Road  
TORONTO, ONTARIO

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

# Seville Orange Marmalade is Scarce, but—

*We can supply you*

The supply of Seville Oranges available for Canadian manufacturers is very limited this year because of the British Government having taken over the crop.

We have been fortunate, however, in securing a limited quantity for our requirements and can promise delivery of orders about Feb. 1st.

The quality of this marmalade will be entirely in keeping with the "CURLING" Brand record of the past—sweet, delicious and good—the sort of Marmalade that brings the housewife back with increased confidence in the quality of the lines you handle.

"CURLING" Brand Seville Orange Marmalade is priced right for right profits.



**ST. WILLIAMS PRESERVERS, LIMITED**

SIMCOE and ST. WILLIAMS, ONT.

*Distributors:*

**MACLURE AND LANGLEY, LIMITED**

Toronto

Winnipeg

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA  
SASKATCHEWAN

Wholesale Grocery Commission  
Brokers

ALBERTA  
WESTERN ONTARIO

## H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

### SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED  
W. H. ESCOTT CO., LIMITED  
W. H. ESCOTT CO., LIMITED

Winnipeg, Man.  
Saskatoon, Sask.  
Regina, Sask.

W. H. ESCOTT CO., LIMITED  
W. H. ESCOTT CO., LIMITED, Fort William, Ont.  
W. H. ESCOTT CO., LIMITED  
Calgary, Alta.  
Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

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

Write Us

### This is the House of Service in the Western Field

Our organization and our staff of aggressive salesmen are the two links required to connect your product with the splendid markets of Western Canada.

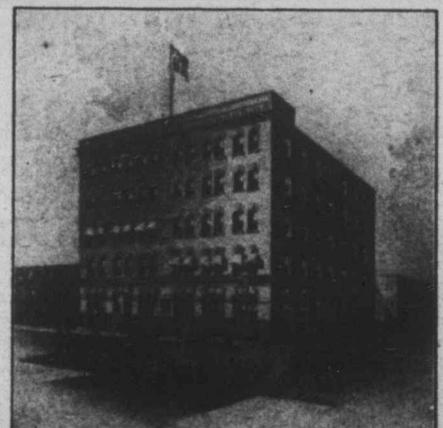
Let us show you how.

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

#### Scott-Bathgate Co., Limited

Wholesale Grocery Brokers and Manufacturers Agents

149 Notre Dame Ave., E., Winnipeg



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

**PUGSLEY, DINGMAN CO., LIMITED**  
**JOHN TAYLOR & CO., LIMITED**  
 ETC., ETC., ETC.

We represent some of the best manufacturers, of whom the above are examples. We will give your line the same attention.

**F. D. COCKBURN CO.**  
 WINNIPEG

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

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

**Williams Storage Co**  
 WINNIPEG

Leases  
 WINNIPEG WAREHOUSING CO.  
 288 Princess Street

Owners  
 C. S. TURNER CO.  
 147 Bannatyne Avenue

**Prompt and Efficient SERVICE**

**Bonded or Free Storage**  
 Track Facilities      Steam Heating  
**WAREHOUSING      DISTRIBUTING**  
**STORAGE**

**SAY YOU SAW IT**  
**IN CANADIAN GROCER**  
**WHEN WRITING TO**  
**ADVERTISERS**

**C. H. GRANT CO.**

Wholesale Commission Brokers and  
 Manufacturers' Agents

1206 McArthur Bldg., Winnipeg

We have the facilities for giving manufacturers first-class service.

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

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

**WATSON & TRUESDALE**

Wholesale Grocery Brokers and Manufacturers' Agents

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.

156 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage  
 Storage  
 Distribution

## Donald H. Bain Co.

### Wholesale Grocery Commission Agents

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

**Head Office: WINNIPEG**

**Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER**

Canada Food Board License No. 6-450

# 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.

## ONTARIO

### T. M. SIBBALD & SON

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

### MACLURE & LANGLEY Limited

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

### W. F. ELLIOT

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

### W. G. A. LAMBE & CO.

TORONTO  
Established 1885  
SUGARS FRUITS

### W. G. PATRICK & CO.

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

AN ENGLISH HOUSE  
of good standing are wishful to act as Sole  
Agents for a Canadian Fruit Canning  
House, packing first-class goods. Buying  
or on Commission. Quality first considera-  
tion. Apply "Progress," Canadian Grocer,  
88 Fleet St., London, Eng.

### H. D. MARSHALL

Wholesale Grocery Broker  
OTTAWA MONTREAL HALIFAX

## To Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents' directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only \$1.60 per insertion. For two inches for the same time the cost is \$3.20 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer  
143-153 University Ave.  
TORONTO

### LOGGIE, SONS & CO.

Merchandise Brokers and  
Manufacturers' Agents  
Grocery, Drug and Confectionery Specialties.  
Foy Bldg., 32 Front Street W  
TORONTO - - ONTARIO

## FISH

Pickled Lake Superior Herring, in kegs, half-kegs and pails. Trout and whitefish in kegs.

Frozen Georgian Bay Trout and Lake Superior Herring.

We still have a few hundred barrels of Georgian Bay Apples in stock.

We Invite Correspondence

LEMON BROS.  
OWEN SOUND, ONT.

## Baker's Cocoa and Chocolate



REGISTERED  
TRADE-MARK

MAKE AND  
KEEP GOOD  
CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA  
WALTER BAKER & CO. Limited  
Montreal, Can. Dorchester, Mass.  
Established 1760

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

QUEBEC

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

**THE S. G. BENDON UTILITY CO.**  
*Brokers and Commission Agents*  
30 St. Francis Xavier St., Montreal  
License No. 6-933  
Try our Utility Service. Don't wait, do it now.  
*Agencies Wanted.*

**JOHN E TURTON**  
*Wholesale Grocery Broker*  
BOARD OF TRADE BUILDING  
MONTREAL

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

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

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

MARITIME PROVINCES

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

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

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

Mention This Paper When Writing Advertisers.

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

## Man Left You, Did He?

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

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

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

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

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

Canadian Grocer Want Ads. 143-153 University Avenue TORONTO

**EL ROI-TAN PERFECT CIGAR**

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

BRITISH COLUMBIA

## Squirrel Brand PEANUT BUTTER

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

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

**The Robert Gillespie Co.**  
Importers and Exporters  
323 Homer St., Vancouver  
Live Salesmen covering Alberta and B.C.

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

WE CAN HANDLE A FEW MORE GOOD LINES  
May we include yours among the quality products we are now successfully representing in this field? Particulars from  
**J. L. TORRY & CO.**  
Importers and Exporters VANCOUVER

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



**ALBATROSS BRAND**  
TRADE MARK

CLAYOQUOT SOUND CANNING CO. LTD.  
J. L. BECKWITH, AGENT  
VICTORIA, B.C.

FRESH  
BRITISH COLUMBIA



**PILCHARD**

Your Customers Will Like  
**ALBATROSS BRAND  
PILCHARD**

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

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

**DIRECTIONS:**  
WHEN REQUIRED  
DO NOT PLACE THE  
CANS BEFORE BEING  
OPENED INTO  
BOILING WATER  
FOR TEN  
MINUTES

**Watson's KIPPERED HERRING**

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

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

# **DODWELL & CO. LTD.**

**IMPORTERS & EXPORTERS**

**VANCOUVER,  
B. C.**

**IMPORTERS OF**

Desiccated Cocoanut,  
Cocoanut Oil, Rice,  
Beans, Preserved Gingers  
and other Oriental Lines

---

**HEAD OFFICE :—**

Exchange Chambers, St. Mary Axe,  
London, E.C., Eng.

**BRANCHES AT :—**

Hong Kong, Shanghai, Foochow,  
and Hankow, China.

Yokohama, Kobe and Tokio, Japan.

Colombo, Ceylon.

New York, N.Y., U.S.A.

Seattle and Tacoma, Wash., U.S.A.

Portland, Ore, U.S.A.

San Francisco, Cal., U.S.A.

Victoria, B.C., Can.

# Salmon Commandeered



**SNOW CAP  
BRAND  
PILCHARDS**

are more deli-  
cious than  
**SOCKEYE**  
and are less  
than half the  
price.

For Salads and  
Sandwiches

*They are More  
of a Dainty  
Than Tuna  
Fish*

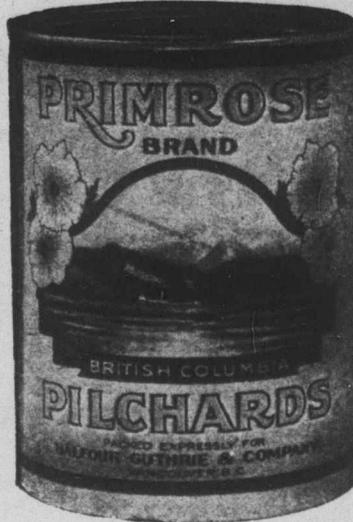
**“Snow  
Cap”**

is Hand Packed  
by

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

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

# “PRIMROSE” PILCHARDS



*Strictly Prime  
Quality*

**Ocean Caught**

**Packed Only By Hand**

*Rich in flavor and high  
in food value*

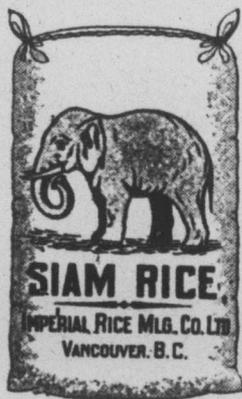
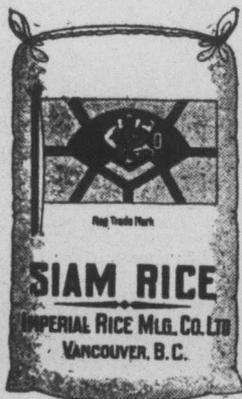
**Defiance Packing Co., Ltd.**  
Head Office: **VANCOUVER B.C.**

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

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

# Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

# Wantmore PEANUT BUTTER

The Finest Spread  
for Bread



A delicious line. Made  
from selected hand-  
picked, blanched pea-  
nuts.

Healthful, nutritious  
and palatable.  
Physicians recommend  
it for children.

When you sell a cus-  
tomer one can of  
WANTMORE Peanut  
Butter you will sell  
her many more.

Its goodness will keep  
it repeating and you  
make a good profit on  
every sale.

Ask your jobber for  
it, or write direct to  
us.

**R. L. Fowler & Co., Ltd.**

Manufacturers

CALGARY

SASKATOON

REGINA

License No. 15-241

# California Celery

Fresh daily arrivals, well bleached and crisp.

High-class Navels,  
Grapefruit,  
Boxed Apples,  
Shelled Almonds,  
Peanuts

Kindly mail in your orders.

## McBRIDE BROS.

*House of Quality*

35 Church Street, Toronto

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

## Keep Klim where it can be seen

Thousands of women are reading the Klim advertisements in the daily papers and magazines. Every day hundreds resolve to use Klim, who forget because not reminded of their resolution when in their Grocer's stores. Always keep a generous number of tins of Klim in a prominent position on your shelves, or in your show cases. Link up your store with Klim publicity and you will catch many sales you would otherwise miss.

Give Klim a favored position and watch results.

**Canadian Milk Products Limited**  
TORONTO MONTREAL

*Western Representatives:*

V. H. Escott & Co., Limited, Fort William, Winnipeg, Edmonton and Regina.

Kirkland & Rose, Vancouver.

Canada Food Board License No. 14-242.





## Your Success

You owe it to yourself and to the success of your business to stock the best stable brushes obtainable.

**"KEYSTONE" STABLE BRUSHES**

through the good service they render, convince your customers of your dependability to sell only the best. Stock and push the "Keystone" line—it will pay you, both in satisfied customers and good profits.

Write for prices to

**Stevens-Hepner Co., Limited**  
Port Elgin, Ontario

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

### The Megantic Broom Mfg. Co., Ltd.

*Manufacturers of Brooms and Clothes Pins*



Lake Megantic, Que.

**Represented by**

Boivin & Grenier, Québec.  
Delorme Frère, Montréal.  
J. Hunter White, St. John. N.B.  
H. D. Marshall, Ottawa.  
Harry Horne Co., Toronto.  
Tomlinson & O'Brien, Winnipeg.  
Oppenheimer Bros., Vancouver.

These agents have always a stock on hand sufficient to satisfy the demands of clients in their territory.

Satisfaction on these three lines guaranteed.

## A Grocer Knows His Own Business

As a grocer you don't allow your customers to run your business. You try to PLEASE them, but YOU are boss. Often they may question your JUDGMENT on a product, but when they find out that you were RIGHT their allegiance is yours, unshakably. They may want to save a penny or two on their POULTRY FEEDS. Don't let them. Give them the best value for their money—it will come back to you—multiplied. Give them

### PURINA SCRATCH FEED AND CHICKEN CHOWDER

The effectiveness of these feeds is not a guess. The makers GUARANTEE more eggs or money back. They GUARANTEE better chicks. This guarantee is YOURS.

**THE CHISHOLM MILLING CO., LIMITED**  
8 JARVIS STREET, TORONTO

CANADA FOOD BOARD CEREAL MILL LICENSE No. 4-198



## You Want Good-Will

Your business good-will is measured by the degree of confidence your customers place in your recommendations. You earn a reputation for recommending purchases that live up to your recommendations. Your customers come back to you because they rely on your judgment.

For this very important reason we recommend Egg-O Baking Powder—it is so efficient and reliable that when recommended it will increase your customers' opinion of your judgment.

Always keep a good stock ahead.  
Egg-O is carried in stock by all  
jobbers.



**Egg-O Baking Powder Co., Limited**  
Hamilton - Canada

# Fresh Arrivals This Week

One Car California Navels  
Golden Orange Brand  
Sunkist

One Car California Lemons

One Car California Celery

One Car Extra Fancy Florida  
Grape Fruit

One Car Bananas

All above Very Finest Quality

SEND US YOUR ORDERS

---

*THE HOUSE OF QUALITY*

**HUGH WALKER & SON**

*THE FIRM FOR SERVICE*

GUELPH

ONTARIO

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

*Put them in a corner of your Show Case*



# Chamberlain's Family Remedies

In every community there's a demand for a well-proven line like Chamberlain's Family Remedies.

A little display in a corner of your Show Case will bring you lots of extra sales and add to your prestige besides.

Send to-day for a small trial supply and get this business coming your way.

**Chamberlain Medicine Co., Limited**  
TORONTO, CANADA

## BIG PROFITS ON DAVIS CIGARS

Retailer's profit on this order is \$11.24—equal to over 42.70%.

Messrs. S. Davis & Sons, Limited,  
Box 630, Montreal.

Please send me, not later than ..... by express prepaid, the assortment of 500 cigars, described below, value \$26.86.

Usual Selling Price	Quantity of Boxes	Brand	Price Per 1000	Wholesale Discount	Net
2 for 25c	2	50 NOBLEMEN .....	\$100.00	\$5.00	Less 10% \$4.50
10c	2	100 PERFECTION .....	72.00	7.20	" 6.48
3 for 25c	2	100 GRAND MASTER..	64.00	6.40	" 5.76
30c	20	100 MIDGETS (5 in a box) .....	48.00	4.80	" 4.32
5c	1	100 LORD TENNYSONS	41.00	4.10	Less 5% 3.90
5c	1	50 Cables .....	40.00	2.00	" 1.90
					<b>\$26.86</b>

Business name ..... Address .....

Send by ..... Express

\*If you send cash with order, deduct 2% cash discount and remit \$26.32 only.

**SEND IN YOUR ORDER PROMPTLY**

# How Does This Tea Plan Strike You?

No grocer need feel timid about the tea market if he buys according to the new Red Rose plan.

We will book your orders as far in advance as you say and make shipments every week, two weeks, month or two months, just as you desire. *The price charged will be the market price for Red Rose Tea at the time of shipment.* In that way you get the benefit of any decline in price should any occur between the date of booking and the date of shipment.

This plan enables you to carry the minimum stock and affords you the maximum protection against loss of profit.

Instead of you watching the markets for the next few months or a year, you put it up to our experienced buyers to get Red Rose quality for you at the lowest market price.

You leave it to us to carry the big stocks and the corresponding risk, which is as it should be, considering our experience, sources of information and facilities for selecting teas of known quality at the most advantageous prices.

How does our plan strike you?

**T. H. Estabrooks Co.**  
LIMITED

St. John Toronto Winnipeg Calgary  
Canada Food Board License No. 6-276



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



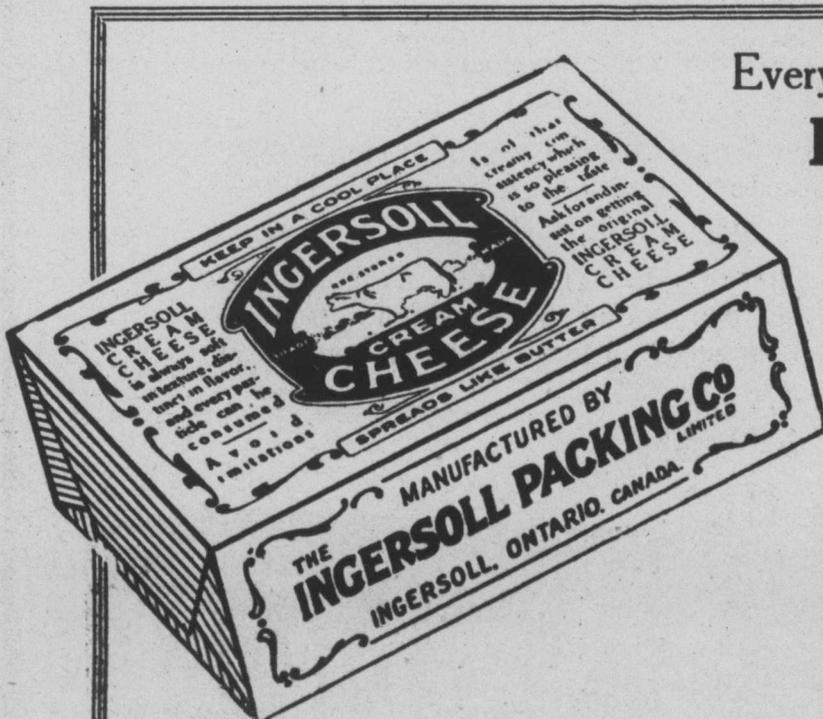
**We want to send you a show card like this**

It's yours for the asking. Write for it to-day, hang it in your store and increase your sales of Keen-Colman Products.

Canadian Agents :

**MAGOR, SON & CO., LIMITED, 191 St. Paul Street, MONTREAL**

TORONTO BRANCH : 30 CHURCH STREET



Everybody Likes

**INGERSOLL CREAM CHEESE**

*— the Cheese that Spreads like Butter.*

If you are not now selling this popular and wholesome line, get a trial supply to-day.

We have fresh stocks always on hand and can fill your order promptly and satisfactorily.

You'll like the good profits on sales of Ingersoll Cream Cheese.

**INGERSOLL PACKING CO., LIMITED**  
INGERSOLL, ONT.

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

# CANADIAN GROCER

VOL. XXXIII.

TORONTO, JANUARY 31, 1919

No. 5

## Export Business Still Uncertain

Labor Conditions and Scarcity of Raw Materials Indicate That There Will be But Small Likelihood of Any Marked Increases in Imports For Some Time to Come—Bidding For Expert Men Complicates Labor Market

**T**HOSE who are expecting an immediate change to normal in all business conditions are counting without their host. It is possible to foresee the future for some little space as regards Canadian trade, and the difficulties and uncertainties, in the conditions that are comparatively well-known, should prepare the trade for similar conditions abroad, and perhaps for conditions far more stringent than any that are known in Canada.

England, that was so large a seller in this market prior to the war, has very heavy burdens to meet before that trade can be restored to a normal basis, and there is a keen home demand to be met, and problems of transportation and labor to be solved before she can again become an appreciable factor as a trader in this country.

Two letters reproduced herewith, from two large English firms who were heavily interested in this market before the war, will give some idea of how they see conditions in England, and how they view the possibilities of an early return of this business. The one a large biscuit and confectionery house, writing of the conditions, state that any quotations on goods that were available for shipment would be on the basis of the Christmas prices just past, with the probabilities favoring increases rather than declines.

### See Increasing Costs For Sometime

"The position is extremely awkward," they write. "We fixed export prices early in 1918 of course for the season. During the year there was a steady rise in everything and as we had to buy time and again on the rising market we found our basis a long way out eventually. Again—we had two large advances in wages to face under the board which controls these little matters here now. Our 'Home' trade demand wiped up every box or package we could produce and we start 1919 with bare shelves and extremely high costs. We mention this at length because some buyers seem to

think the armistice will have brought prices tumbling down. It is quite the opposite. Every trade has been starved for materials and now manufacturers are frantic to get 'pivotal' and 'slip' men back out of the army and secure materials anywhere and at any price to start a neck in front of their neighbors.

"We shall see violent fluctuations in all costs for months yet as shipping is uncertain and the disparity between 'spot' and 'to arrive' is startling.

### No Immediate Delivery for Confectionery Lines

"There is no immediate prospect of license to export confectionery lines, but one never knows what may be sprung on us. Question of price is pretty serious. Coconut lines are hardly likely to come along yet. Coconuts are selling here at about 1/8d each in the street-barrows, and the pre-war 'cheap' caramels are but little less now than the best qualities, as everything in fats etc., is at a very high price. Butter is 2/4d lb., and so on."

A letter from an English house engaged in the manufacture of sauces and condiments writes of ever increasing difficulties. In referring to the 1918 trade conditions they state:

### Conditions More Serious Than in Previous War Years

"The general conditions remain very much the same as in our previous annual report except that in practically every direction the conditions have been more difficult and the supplies scarcer, and prices almost continuously increasing, the latter being the most marked feature of the year.

"The numerous and constantly increasing restrictions have been felt by business firms much more severely than during the whole of the previous war period and consequently the demand for supplies from customers has been more imperative than before, although the available supplies have been less."

### Conditions Improving in 1919

In reference to the 1919 trade they state: "There are already indications of improved conditions in the way of the removal of some of the minor restrictions on business, but there are no increased supplies visible at present of the more important raw materials used in our business, and we do not anticipate the demobilization of our skilled employees for a considerable time to come. Until the conditions in both these respects very materially alter, we see no prospects of increasing our present supplies for export, but the moment we are able to secure the necessary materials, we will advise you."

The reports on some of the imported lines indicate the same general conditions—higher prices and increased export difficulties.

### Nuts High Priced on Primary Markets

Primary points generally reveal very strong tendencies as they affect nuts. It is understood the embargo on the export of walnuts from France has been lifted but it is very difficult to get quotations on any appreciable quantity. Late cables show that Bordeaux walnuts landed here would cost in first hands between 80c and 90c or more than the present price to the retail trade. Spanish walnuts have advanced considerably too and it is very hard to get offers. There were some arrivals at New York last week and it is indicated these were not too good quality. Almonds have gone higher, the Spanish being up a full 2c, with firming tendencies shown, and Sicily is said to be a good 30 per cent. above Spanish. There is a big demand reported, Sweden now being a factor, and it is said producers are holding stocks for higher figures. The demand for shelled filberts has increased enormously. Prices are up and Spanish interests look for even higher levels. Locally the situation is without material change. Arrivals are absorbed as quickly as available and there does not appear to be any heavy stock.

# Many Restrictions Go By the Board

Eight Orders Dealing With Restriction in Various Trades Affecting the Grocer and the Consumer Are Withdrawn—Improved Supplies the Reason

**B**Y an order of the Canada Food Board, made public January 22, many of the restrictions that still existed have been withdrawn. These withdrawals are a result of the improved conditions in many commodities, notably meats, fats, sugar and flour that permit a more extensive use of these commodities. As a result the restrictions on the private use of these commodities, the use in restaurants and in manufacture have been largely withdrawn.

The following food orders are therefore no longer in operation:

## RELIEF FOR BAKING TRADE

### ORDER NO. 23.

That provided that manufacturers of bread and rolls should not use in each barrel of flour of one hundred and ninety-six pounds the following ingredients in excess of the following amounts: Sugar in excess of 2 pounds; malt extract or malt flour in excess of 2 pounds; fats in excess of 2 pounds; milk in excess of 6 pounds. Manufacturers shall make only single loaf or multiples thereof closely batched together, shall not wrap the bread, and shall not carry stocks of flour in excess of their demands for a period of 30 days, nor accept returns of bread or other baking products.

### May Stock Supplies in Any Quantity

### ORDER NO. 30.

No person shall have in his possession or under his control at any time cane sugar more than is required for a period not exceeding 14 days save as hereafter provided.

A person living at a greater distance than two miles and less than five from a licensed dealer may have 30 days' supply. Parties living at a greater distance than five miles and less than ten 60 days' supply permitted; if living ten miles or farther from dealer 120 days' supply.

Manufacturers may have in their possession or under their control sugar sufficient to meet ordinary requirements for 45 days.

Parties having sugar in excess of these amounts must return it to the parties from whom it was purchased.

### Biscuit and Cake Restrictions Withdrawn

### ORDER NO. 34.

On or after May 1, 1918, no person shall use in the manufacture of any biscuit product more than 100 lbs. of sugar and 40 pounds of shortening to 200 pounds of flour and substitutes, nor in the manufacture of any variety of cake more than 100 pounds of sugar, and 65 pounds of shortening to 200 pounds of flour or substitutes, nor in the manufacture of sweet dough products more than 25 pounds of sugar and 15 pounds of shortening to 200 pounds of flour or substitutes.

Moreover, the manufacture of the following products is prohibited: French or puff pastry, doughnuts, Scotch shortbread, macaroons containing more than 50 per cent. of sugar, marshmallow containing more than 20 pounds of sugar to sixty pounds of marshmallow.

### Restaurant Regulations No More

### ORDER NO. 46.

Section 1B to section 23 of Order 46 have been withdrawn by the new order. These sections provided as follows:

Relative to public eating places, making certain changes which were found desirable in the application of Order No. 25.

In addition to public eating places, the regulations apply to all public entertainments: lawn socials; bazaars and tea meetings; public luncheons; dinners and picnics; fairs and exhibitions; lodge, club and fraternal societies' meetings; and all such places of a like or similar character. They also apply to private and semi-private luncheons, dinners, parties and picnics, where food or refreshment is served to fifteen or more persons, other than members of the family or household of the proprietor.

At the mid-day meal no sandwiches shall be served. This applies to all public eating places, including railway lunch counters. At the mid-day meal no bread and bread rolls containing more than 75 per cent. of standard wheat flour shall be used, and not more than a total of one ounce of standard wheat flour shall be served to any person in all products, including bread, buns, biscuits, pastry or other like products.

All persons subject to the eating place regulations are also required to comply with the Canada Food Board's regulations governing bakers and confectioners (Orders Nos. 16 and 34).

### Use of Substitutes No Longer Essential

### ORDER NO. 50.

#### 2. On and after July 1st, 1918:

(a) Bakers, confectioners and public eating places in making any bakery product in which the amount of substitutes for wheat flour are not prescribed in Orders of the Canada Food Board Nos. 34 and 46 shall use 1 pound of substitutes to every 9 pounds of standard wheat flour.

(b) Every person in Canada who bakes for private consumption shall use not less than 1 pound of substitutes for every 9 pounds of white or standard wheat flour.

#### 3. (a) On and after July 15th, 1918:—

Bakers, confectioners and public eating places east of but not including Port Arthur in making any bakery product in which the

amount of substitutes for wheat flour are not prescribed in Canada Food Board Orders Number 34 and 46 shall use 1 pound of substitutes to every 4 pounds of standard wheat flour.

(b) Every person in Canada east of but not including Port Arthur who bakes for private consumption shall use not less than 1 pound of substitutes to every 4 pounds of white or standard wheat flour.

(c) No licensed dealer shall have in his possession for sale any white or standard flour unless he also has at all times a sufficient stock of substitutes to meet the demands of his customers at reasonable prices.

(d) No licensed dealer shall sell to any person for private consumption, east of but not including Port Arthur, any white or standard flour who does not purchase from him substitutes in the proportion of not less than 1 pound of substitutes to 2 pounds of white or standard flour or to any person west of and including Port Arthur any white or standard flour who does not purchase from him substitutes in the proportion of not less than 1 pound of substitutes to 4 pounds of white or standard flour.

(e) Every baker shall, at the time of baking, place on each loaf of bread a label or sticker bearing his name and address and the words "Victory Bread."

4. Any licensee using a label or sticker on bread which does not conform to the requirements of this Order, shall be liable to suspension or cancellation of his license by the Canada Food Board.

5. Any person authorized by the Canada Food Board or any Dominion, Provincial or Municipal officer may seize any bread not bearing the label or sticker as herein required, and any bread so seized shall thereby be forfeited to His Majesty and shall be disposed of in such manner as the said board may from time to time direct.

### ORDER NO. 55.

1. The operation of sub-sections (a) and (b) of Section 3, of Order No. 50 of this Board shall be deferred until a date to be hereafter fixed.

2. Sub-section (d) of Section 3, of Order No. 50, is amended by striking out the figure "2" therein, and inserting in place thereof the figure "4."

3. Sub-section (e) of Section 3, of Order No. 50 is amended by striking out the word "shall" and inserting in place thereof the word "may."

4. Section 4, of Order 50, is amended by striking out the word "a" in the first line and inserting in place thereof the word "such."

5. Section 5, of Order No. 50, is hereby revoked.

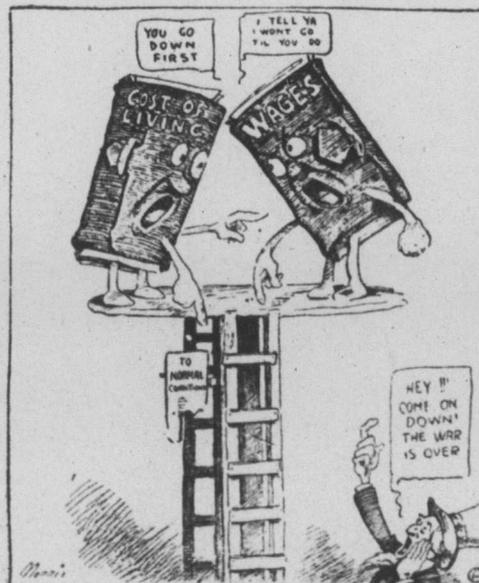
### ORDER NO. 62.

Limited the manufacturer to half the normal consumption of sugar, the use of sugar in the manufacture of ice cream and the reduction in the butterfat content.

### ORDER NO. 69.

#### No Further Need For This Order

1. Notwithstanding anything contained in any other Order of the Canada Food Board, manufacturers and dealers licensed by the Canada Food Board and consumers who may be shut off from the source of their supplies by the closing of navigation or other transportation or who live in distant isolated parts of Canada may have sufficient flour and sugar for their ordinary requirements for 200 days.



Why not go down simultaneously?

—Morris for the George Matthews Adams Service.

## Canners Can't See Declining Prices

Consideration of Costs Gives Ground For Belief That Prices Will Not Decline Materially For Next Season's Pack—  
This Year's Pack Out of Producer's Hands and May Probably Advance

AT the Convention of the National Canners' Association held recently in Chicago, the question that aroused the greatest interest and the most discussion was that of the price of cannery products for the coming season. It was very generally held that there were little if any chances of any material declines during the coming year. There were plenty of arguments to uphold these views, and summarized they might be stated as follows:

### Reasons for Continued High Prices

First: Contracts for acreage of vegetables are being renewed at a very little reduction over last year or even with an advance, usually the latter. Producers are demanding more and in order to insure production, canners must pay more.

Second: The cost of production is higher because of increase in fertilizers and other products to the grower. There seems to be little chance of the latter being reduced in price.

Third: The prices of cans and packages may be a trifle lower, but this is the only item which enters into the production of canned foods which will be reduced, and it is not important enough to have great effect.

Fourth: The item of labor is a very decided factor in the production and there seems to be no opportunity to secure lower labor prices than obtained last year. The labor factor is an important one and is well understood in all industries. As long as the prices remain there can be no decided increase in the cost of production so far as labor items are concerned.

### U. S. Pack Not as Large as Anticipated

More than that, the figures recently given out conclusively prove that the hysterical talk of the enormous tomato pack in the United States was unfounded. Instead of some 20,000,000 cases of tomatoes, estimated in the early days the figures compiled by the Food Administration and the National Canners' Association jointly, indicate only 15,882,372, as against 15,076,074 in 1917 and 13,142,000 in 1916, with 1915 at 8,469,000 and 1914, the year of the opening of the war, at 15,222,000 cases.

The corn figures showed 11,721,860 cases, as against 10,802,952 in 1917 and 9,130,000 in 1916. In corn, Maine led in the increase.

While these figures refer more particularly to the United States, they have their very definite bearing on conditions in Canada. A large surplus in production in the United States could not help but have its influence here, but there is every indication that there will be no such surplus and that the canners will

face the new crop with a market practically bare of supplies.

### Same Condition in Canada

Then too the same conditions in regard to costs obtain in Canada. Contracts have already been let, at figures well above last year, production costs are no lower here than in the United States. Labor is unlikely to be much easier. There may, it is true, be some decline in can prices, but it would be a small matter, and it will have to come quickly if it is to ease the situation, as contracts for the season's supply are usually let at about this season at the current quotations.

### Stocks Out of Producers' Hands

As far as the actual situation is concerned this year, there is every indication of firmer prices. There will be no forcing of supplies in the market as stocks are practically out of producers' hands, and in those of the wholesalers, a condition that is usually followed by advancing figures, as any demand for supplies, must result in a trading between wholesalers. All fruits that remained on the market after the early demand was satisfied have been exported, with the exception of gallon apples, and these are in ready demand for export, and will be cleaned up shortly.

There has been unquestionably a little uncertainty in the market of tomatoes and peas, due to some nervousness on the part of the retailer. For three years past he has been accustomed to get only something like 40 per cent. of his order. This year he received 85 per cent. of tomatoes, and 90 per cent. of peas. After the lean years of the past it looks a pretty large order, but it is to be remembered that in former years stocks were cleaned up long before the new pack arrived, and that despite the fact that there were large imports from the United States to fall back upon. This year there will be no such imports. A large part of the pack was requisitioned by the government for the troops, and while some part of this will be released, the demand for the army will still be so large a factor, that it is not likely that there will be anything to spare for export to Canada. Moreover in Canada there have been large exports of these products also, so that while stocks in retailers' hands may be slightly heavier than usual the bulk in the country is certainly no larger than is required to adequately meet the demand.

There have been some merchants who have been fearful of a sharp decline and have been inclined to slaughter prices. This sort of thing of course has an undesirable effect, it unsettles a market for the time being, but it cannot be a very serious factor, for when that merchant has disposed of his goods in this manner he will have to again become a purchaser, to find that prices are still firm and likely to remain so. There is a very generally expressed confidence, that canned goods should maintain their present levels, and very possibly they may show advances on these figures.

## Consumers' Association, Windsor, Ont., For Sale

Anyone Who Wants This Philanthropic Enterprise Can Have It  
For \$5,000—Claims to Have Made \$12,000 Last Year  
—Seems to Have Changed Its Location

THE Consumers' Association, Windsor, Ont.,—that "philanthropic" institution that has been selling sugar at several dollars less than cost for a number of years back—is for sale. In last week's issue, CANADIAN GROCER referred to this association being still in business although sometime ago it was refused a license by the Canada Food Board.

Recently letters have come to this paper from retailers in various parts of the country sending advertisements from local newspapers of the Consumers Association. These advertisements called for agents to represent the firm in various localities.

### Claims a Profit of \$12,000

Now they are sending out a new style of advertisement. It points out that a growing mail-order concern that made \$12,000 last year is for sale. So that

those answering the announcement may not know the exact source of this mail-order concern, the advertisements have been dated at "Sandwich, Ont.," which is, of course, just a short distance from Windsor.

CANADIAN GROCER knows of one individual who answered the advertisement at Sandwich. He received a reply from Windsor on the official letterhead of the Consumers' Association offering the business for sale at \$5,000.

H. Martin, who has been at the head of this concern, points out he is leaving Canada and intends going to California, etc., etc., so wants to dispose of his business.

As has already been reported in these columns this concern lost its license some months ago, but when the armistice was signed, it apparently took it for granted that the war was at end and that business

could be recommenced without further application to the Canada Food Board. When the matter was brought to the latter's attention by CANADIAN GROCER it was stated the circumstances would be looked into. It may be they have been investigated. At any rate the Consumers' Association is for sale.

#### A Way to Find Out About Sugar

Here is a splendid opportunity for someone to find out the real reason why \$10 sugar, wholesale, can be retailed at \$6 per hundred. A business that can make money—\$1,000 a year!—on this basis is undoubtedly an institution that should be investigated carefully. Had the Canadian Government looked into the matter sooner and gone into it very closely it is doubtful if this association would be now in the market.

#### U. S. MAY EXPORT PREPARED COFFEE SOON

#### U. S. War Trade Board May Take Action Within The Next Few Days.

The export and import department of the Canada Food Board indicates the possibility of an early return of American prepared coffee to this market. For some time past the export of all coffee has been prohibited.

The Board states that so far as Canadian regulations are concerned there are no restrictions whatever now on the importation of coffee in tins, and import permission is no longer required. The United States War Trade Board advises however that at the present licenses are not being granted for the exportation of coffee to Canada, but they expect in a few days to modify these in regard to

certain grades of coffee and when this action is taken it will be given wide publicity.

#### HERE'S LUCK

OWEN SOUND, Ont.—W. A. McLean and Co., grocers, had a real stroke of luck when \$431.55 was found in the back of a big cash register. For some time it had not closed properly and it was thought that some part was broken. When the drawer was taken out a large collection of silver coins was found, the dimes, quarters and half-dollars having escaped through a couple of small cracks into a compartment at the rear. The loss had evidently been going on for some years for a paid-out ticket dated 1913 was among the coins.

## Simple Book-keeping for Merchants

How to Start With Two Books Only—Perfect Record of Transactions Can Be Kept—Position Ascertained at Any Time — Profits Easily Calculated

By C. J. MORRIS

**H**OW many failures on the part of retailers are attributable to the fact that the victims were not acquainted with the real condition of their affairs until it was too late to seek a remedy? In other words they have failed to keep track of their progress, or lack of progress, by a proper system of bookkeeping and in many instances a business which had in it all the elements of success has thus turned out a dismal failure.

The man who launches out on his own account is in many cases an experienced man in his line; he knows how to buy well and how to show his goods attractively. He treats his customers with courtesy and gives good service, but if he knows nothing of bookkeeping nor makes it his business to find out how to keep a proper record of his transactions so that he can find out periodically exactly how he stands he risks losing all the advantages which his experience and capability in other directions of the business should bring him.

#### Systems Usually too Complicated

It is not that he is unwilling to take the necessary pains or give the necessary time to it; the trouble usually is that he has very hazy ideas of how books should be kept, and all the systems which profess to make the way easy for him are too complicated to be understood without a personal explanation.

With a view to overcoming this difficulty it is proposed to show in this series of articles how a small merchant can start bookkeeping with two books only and how, with these two books, a perfect record of all his transactions can be kept. It will, further, be demonstrated how, after taking stock, he can with an hour or two's work, or even

less, calculate exactly what his position is, how much he owes, how much is owing to him, and what his profits have been since his last stock-taking period. The keeping of these two books need not involve more than half an hour to an hour's work each day and could probably be carried out at odd moments during the day itself.

#### Any Queries Will be Answered

It will first be shown how the books should be started by anyone first commencing business and later on details will be given as to how the system can be instituted at any moment by those already in business who may wish to adapt it to their own needs. The possibility of expanding the system will also be dealt with.

As far as possible, technical language will be avoided and explanations given in everyday phraseology. Should, however, any point arise which is not perfectly clear to the reader, or should any problem occur which is not dealt with herein, any query will be gladly answered.

In order to make the system of entering up various transactions as clear as possible, a series of typical happenings in the conduct of a business will be taken and the way in which they should be entered will be explained. This series of transactions will, necessarily, cover only a short period of three or four days and this period will then be dealt with exactly as if it were for a year and a profit and loss account and balance sheet drawn up just as would be the case for the longer period. The principles of the system can be illustrated equally as well with a few entries as with those for a whole year.

#### Books Required

The first of the two books mentioned

is called a Journal or Day-book, in which every money transaction and every case of selling or buying of goods is entered at the time it takes place. This book should be headed and ruled for single column entry thus:

Date	Page in Ledger	\$	c

It is a simple account book which can be purchased at any bookseller's. The second book, which is called the Ledger, will be dealt with in the next article.

In addition to these two books we shall require two small memo books, one for entering any orders which may be received (although these can, if necessary, be entered in detail in the day-book) and the other for entering small items paid out for Petty Cash, which are not large enough to make it worth while entering singly in the larger books.

We shall also require a numbered invoice pad, with carbon copy, for goods sent out on credit or taken away and charged up to the customer. Two files will also be necessary, one for filing the carbon copies just referred to and the other for filing invoices of goods received. Either a cash register or some other system of recording the amount of each sale as it is made will also be required.

#### Making a Start

With the outfit now complete we open our store; having the day-book handy in which to make any necessary entries. After several persons have made cash purchases, enter Mrs. Jones, of 24 Main St., who gives an order, the details of which we enter in our order book and for

which we make out Invoice No. 1, amounting to \$5.60.

We now make the first entry in our Journal as follows:

Jan. 1,  
Mrs. Jones, 24 Main St.,  
Goods as per Invoice No. 1 ..... 5.60

The next item which concerns us is the arrival of some goods from Anderson & Co., value \$57.20, on which there are freight charges to pay of \$2.75. We therefore make the following entries in the Journal:

Jan. 1,  
Goods rec. from Anderson & Co. . . 57.20  
Freight paid on " . . . . . 2.75

The telephone collector calls for \$7.50 which we pay, entering same in Journal; and so as each transaction takes place an entry is made recording same in the Journal.

At the end of four days our Journal shows the following record:

JOURNAL		Page in Ledger
Date		
1. Jan. 1	Mr. Jones, 24 Main St., Goods as per Invoice No. 1	5 \$ 5 60
2. "	1-Anderson & Co., Goods received	201 57 90
3. "	1-Freight paid on goods from Anderson's	307 2 75
4. "	1-Paid Telephone Account	307 7 50
5. "	1-E. W. Smith, 54 High St. Goods as per Invoice No. 2	8 3 40
6. "	1-Mr. Brown, 135 North Ave. Goods as per Invoice No. 3	2 7 20
7. "	1-Goods received from Green & Son	202 20 65
8. "	1-Taken from Till for Petty Cash	307 5 00
9. "	1-Mrs. Robinson, 41 South St., Goods as per Invoice No. 4	7 8 32
10. "	1-Mrs. Jones, 24 Main St. Goods as per Invoice No. 5	5 75
11. "	1-Paid out for Price Cards	307 1 50
12. "	1-Amt. of Cash Sales for day	50 52 90
13. Jan. 2	2-Paid into Bank	301 52 90
14. "	2-J. W. Robinson, 89 Western Ave., Goods as per Invoice No. 6	6 9 30
15. "	2-G. W. Robinson, Paid on Account	6 8 00
16. "	2-Returned from Mr. Brown, 125 North Ave., Goods to be Exchanged, Value (Red.)	2 1 40
17. "	2-Goods sent in Exchange to Mr. Brown, Invoice No. 7	2 1 70
18. "	2-Mrs. Jones, 24 Main St., Invoice No. 8	5 9 35
19. "	2-Mrs. Green, 37 King St., Invoice No. 9	4 4 30
20. "	2-Mrs. White, 89 Queen St., Invoice No. 10	9 11 15
21. "	2-E. W. Smith, Paid on Account	8 3 40
22. "	2-Mr. Black, 90 Upper St., Invoice No. 11	1 5 55
23. "	2-Holden Bros., Ltd., Goods Received	203 74 00
24. "	2-Sent Cheque to Anderson & Co.	201 56 16
25. "	2-Paid for String and Paper	307 3 80
26. "	2-Total Cash Sales for Day	50 73 90
27. "	2-Short in Till (P. & L.)	302 35
28. Jan. 3	3-Paid into Bank	301 85 30
29. "	3-Drew from Bank for Change	301 50 00
30. "	3-Drew from Bank for Private Account	301 25 00
31. "	3-E. W. Smith, 54 High St., Invoice No. 12	8 3 59
32. "	3-Anderson & Co., Goods Received	201 37 10

33. "	3-Mrs. Jones, 24 Main St., Paid on Account	5 10 00
34. "	3-Mrs. White, 89 Queen St., Paid on Account	9 11 00
35. "	3-Discout	9 15
36. "	3-H. E. Edwards, 77 Main St., Invoice No. 13	3 7 40
37. "	3-Universal Supply Co., Goods Received	204 22 30
38. "	3-Total Cash Sales	50 64 79
39. "	3-Over in Till	302 35
40. Jan. 4	4-Paid into Bank	301 85 79
41. "	4-Mr. Black, 90 Upper St., Invoice No. 14	1 8 30
42. "	4-Mr. Black Paid, Cheque	1 10 00
43. "	4-H. T. Edwards Paid	3 5 00

44. "	4-Mrs. White, 89 Queen St., Invoice No. 15	9 17 68
45. "	4-Mrs. Robinson, 41 South St., Invoice No. 16	7 9 38
46. "	4-Mrs. Robinson Paid Last Account	7 8 32
47. "	4-Paid Holden Bros., Cheque	203 50 00
48. "	4-Cash Sales	50 83 70

The vertical lines with which the Journal is ruled are not here shown.

In the next article the method of transferring these items from the Journal to the Ledger will be explained.

(To be Continued)

## War Trade Board Practically Closes Its Work

### Sweeping Withdrawal of Restrictions Permits the Return of Trade to More Normal Channels—Many Foodstuffs Still Require Export License

PRACTICALLY the whole list of products that for some years past have been under the export restrictions of the War Trade Board, have now been removed from the list and may be traded in without any restrictions. It is unfortunate that the few items left on the restricted list are all food products and that the food distributing agencies are still to be under the necessity of unravelling the devious regulations regarding the export of foodstuffs.

Henceforth the Commissioner of Customs will issue a general license to shippers and importers covering all commodities except the foodstuffs detailed below and gold and silver, in place of the specific permit for each shipment which was in force until now. The foodstuffs which still require export permits from the Food Board are:

#### Foods That Still Require Export License

Wheat and oats, wheat flour, farina, fresh milk and cream, butter, cheese, condensed, evaporated and powdered milk, bran, shorts, middlings, pollard, gluten meal, brewers' and distillers' grains, cottonseed cake, meal and oil, linseed cake and meal, calf meal patent and proprietary cattle foods, eggs, sugars, syrups and molasses, sugar beets, clover seed, mill screenings, and screenings of grain, and canned salmon.

Export and import permits for wheat and oats must still be obtained from the Board of Grain Supervisors, Winnipeg.

#### Require Import License from Food Board

Foodstuffs which still require import permits from the Food Board are:

Macaroni, vermicelli, spaghetti, wheat flour, wheat and oats, candy and confectionery, cocoa and chocolate, prepared or manufactured, and sugars.

For foodstuffs, if destined for any of the American countries, any part of the British Empire, the European allies, the Far East or Africa, the general license system is adopted. Imports from Norway, Sweden, Denmark, Holland, Russia, Roumania, Switzerland and Spain will still require special permits. The foregoing modifications of restrictions on imports affects only such restrictions as were imposed by the War Trade Board.

The regulations governing prohibitions of imports such as liquors, unset diamonds, etc., still remain in force.

The Enemy Trading Act precludes the importation of all commodities from enemy countries or enemy traders.

#### CALIFORNIA CITRUS CROP WORTH \$65,000,000

The citrus crop this year will bring into California about \$65,000,000, according to figures compiled by the California Fruit Growers' Exchange. Fifty-three thousand refrigerator cars will be required to transport this crop to market, the number of cars being divided as follows: navel oranges, 21,000 cars; valencias, 19,000 cars; lemons, 11,000 cars; miscellaneous varieties, 2,000 cars. Ninety per cent of this crop is produced in Southern California.

The cold weather a few days ago had some effect upon the crop, but it will be a month before the full damage can be arrived at. Apparently lemons suffered more than oranges. The production is larger this year than expected, the acreage having been increased and the yield very materially increased. Frost damage being left out of consideration, there is a full crop of lemons; the orange crop is estimated to be a little short, the latest figures giving about seventy-five per cent of a record crop for this state. Valencia oranges are a full crop.

#### NIAGARA FALLS CLOSING BY-LAW QUASHED

A test case of the Niagara Falls early-closing by-law passed last May to help out in the time of electrical energy shortage resulted in a decision that the order was ultra vires.

Frank Mango was charged with having his store open for business after 6 o'clock one night contrary to the provision of the early-closing by-law. F. W. Griffiths, his counsel, pointed out that the statutes only allowed municipalities to pass by-laws to close shops between 7 o'clock in the evening and 5 in the morning.

The magistrate admitted this was correct, and dismissed the case. This test case practically puts an end to the by-law in Niagara Falls.

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

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

## THE MACLEAN PUBLISHING COMPANY, LIMITED

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

### OFFICES

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

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

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

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. XXXIII. TORONTO, JANUARY 31, 1919 No. 5

## MERCHANTS SHOULD MAKE THIS PRACTICE UNPROFITABLE

TWO Glencoe, Ont. merchants were recently fined \$25 and costs for the old offence of selling adulterated maple sugar. It is possible that these merchants will be reimbursed by the manufacturers, but that fact will not relieve them from the aspersion of having sold adulterated goods. That fact will stand against them, quite unjustly of course, but still it will stand. There is a way for the merchant to protect himself against this stigma. He may get a Government warranty from the manufacturer that will protect him against any court action and assure the blame and the stigma being placed where it belongs. When the merchants as a whole demand a warranty for these goods that are open to question, then they will make it unprofitable for unscrupulous or ignorant manufacturers to issue goods that do not meet the Government requirements.

### IT PAYS TO REMEMBER

FOUR grocers of Lindsay, Ont., were recently fined \$50 and costs for selling Health Salts without a tax stamp. A Woodstock, Ont., merchant paid \$52.60 for the same offence. A merchant from Drumbo and one from Embro, Ont., each were, it is hoped, wiser and certainly poorer by

\$50 for the same omission. A Toronto merchant paid \$50 as did also a merchant of Brunner, Ont. An Ingersoll, Ont., merchant paid \$50 and costs for a sale made November last. Health Salts without the stamp was also the trouble here. These are only a few of the many convictions being obtained every day because merchants are careless. Every merchant knows or should know that all patent or proprietary medicines require a stamp. One cent for every 25 cents value or fraction thereof. It is a little matter, but one that has been rather forcibly drawn to the attention of the merchants referred to above.

There is no need to learn by the painful process of experience. These instances should be a sufficient warning.

### TWO VIEWPOINTS

REPORTS from the United States indicate that most manufacturers and distributors and wholesale and retail grocers doing upwards of \$100,000 business yearly are relieved from the necessity of obtaining a license. Reports from Ottawa indicate that the re-licensing of many of these businesses is progressing satisfactorily.

In the United States the idea seems to be to unload disabilities of trade at the first possible moment, in Canada it seems to be to see how long they can be retained without complaint. There seems to be no more reason for their retention in Canada than in the United States.

### PROFITABLE PHILANTHROPY

THE Co-operative Association of Windsor is for sale. The immense buying facilities that were discoursed of so eloquently in the circulars of the concern, and the disinterested desire to protect the public against the high cost of living that resulted in the selling of sugar well below the refiners' price are both on the market. They are purchasable for \$5,000, an indication that the immense buying facilities did not entail a large outlay in plant.

It is interesting, too, to notice that this business is reported to have made \$12,000 last year, whereas the business is evidently not capitalized at more than \$5,000. It does not, therefore, appear to have been quite the philanthropic scheme it was represented to be. They did not make money on sugar, but they evidently made it somewhere.

### THE NIGHTMARE OF COMPETITION

THE merchant who listens to the contention of a customer that she can buy certain goods cheaper elsewhere, and thereupon starts out on a campaign to see if he cannot reach bottom quicker than the other fellow, is certainly wanting in a sense of proportion. It is possible that the merchant's price may be too high, but if it is figured on a real understanding of business, this is unlikely. It is possible, too, that the customer is using the

same old bait that has been so often used to obtain favored prices. In any event, it is an item of comparatively small moment. The retailer who will spend as much time and energy devising constructive ways of selling his own goods as he does to "meeting competition" will have little competition to meet.

Many small dealers have made a nightmare of the cut price store and the mail-order house, and have confirmed themselves in their fears by cutting their prices to meet this competition. Of course, they lost out. Their very action was an admission of their own weakness.

It is time that retailers should, without exception, realize that price is only one of the elements that produce sales. A few years ago many merchants would have taken their oath that people would not buy sugar at 8 cents a pound. They have learned now that people will find a way to buy sugar 11 and 12 cents a pound about as readily as they did at 5 and 6 cents. And those same merchants should have learned that there are other ways of getting business besides selling sugar at a loss.

As a matter of fact, service is a far larger factor in sales than the mere question of price. We do not necessarily mean elaborate delivery and extensive credits. But service as it is represented in attractive store surroundings, in well kept stock, in a desire to assist the customer, and in a courteous treatment at all times and under all conditions. Service is a saner basis on which to build business than cut prices.

#### NO RAPID DECLINE IN PRICES

THERE are still some merchants who are disposed to fear an immediate slump in food prices. Had such a slump been coming as the result of panic, or the unloading of surplus stocks, it would have come long ere this. That it has not come, that more goods have increased in price than have declined, is an evidence of the fact that demand from a multitude of sources is making itself felt. There is not a tin of fruit in the hands of Canadian Cannerys, it has gone to supply the English market that has not formerly been a purchaser, and there is a gradual absorption of the vegetable pack. This is only one instance of many that might be suggested.

If the merchant be of that disposition, he may sit down and frighten himself to death with the prospects of declining prices. He may by hysterical unloading of stocks induce the same fear in others, and he may produce a temporary condition that might give some shadow of substance to his nightmare, but eventually he is bound to find that he is wrong, and in the meantime he will have lost much money.

There will be declines in prices unquestionably,

but in all probability they will be so gradual as to be hardly noticeable, and will extend over a period of years. To speculate on stocks now would, of course, be a folly, but to do without stocks now from any panic fear is equally foolish. If the merchant can remember how he bought in times before the war, it might well give some criterion for present buying.

#### FOOD LICENSES CONTINUE

TWO weeks ago CANADIAN GROCER forecasted the probable continuance of the food licensing system for another year. Eight days later the official announcement was made public at Ottawa that the system would be continued for another year.

It was announced in the same connection that companies and stores will, as far as possible, be given the same license number as last year so that there will be no waste in material in having to change numbers on stationery, check books, etc. It is certainly satisfactory to know that this detailed work of rubber stamping a multitude of counter check books will not have to be done over again, but it is small satisfaction to a trade who were hoping that these regulations would soon be a thing of the past. It is an interesting question as to just why this should not be. With the removal of the seven or eight orders referred to in this issue, there are comparatively few of the Food Board restrictions now in force, and it is becoming daily less necessary to maintain supervision over the food trade.

It is a question as to just who is gaining by the continuance of the system. As far as any tangible results go it would seem now that no one benefits particularly. If, as has been suggested, it is merely a matter of keeping some measure of control over the trade that could be used in case of emergency, then there should be some relief from former conditions. For instance, the license fee of many manufacturers and wholesalers mounted up into the thousands of dollars, an outlay that brought them only inconvenience and loss. This heavy fee was paid and the inconveniences were met without a murmur, because it was felt that existing conditions demanded some drastic action.

The same conditions do not obtain now, however. Conditions are gradually returning to normal, every day brings improvement, and every day lessens the value of any such restrictions; it is questionable, therefore, whether these large assessments will be taken as calmly as they were in other days.

Then there is the case of the retailer who did a small fish and meat business, and for this reason was placed under the necessity of having three licenses. At any rate if the licensing system is to be continued there should not be this reduplication of license. One license should be ample to maintain the necessary influence over such retailers.

## CHARGES IN REGULATION OF MILLING INDUSTRY

May Export Different Grades to Central and South America and West Indies  
Standard Flour Must Still be Used in Canada.

Canada Food Board has notified all millers in Canada that special permits will now be granted for those applying allowing the separation of flour into patents, clears, low grades and other flour extractions, provided such flour is only sold outside of Canada, to the West Indies, Central and South America. Permits for the export of flour to these countries will be freely granted for straight run flour or any of the separations above cited.

It is hoped that the action would relieve the mill feed situation and so have its effect on flour prices. Unfortunately, because the action came too late, the United States has had a couple of months lead in these permitted markets and they are pretty well filled up at the time.

Applications for export to Newfoundland, in order to meet the requirements of the Newfoundland Food Board, will be granted for standard flour only.

With every permit for the export of flour to any of the countries mentioned, including Newfoundland, there will be granted, at the same time, an export permit for 65 pounds of bran or shorts to every barrel of flour, and, in the case of bran and shorts, these permits will allow of the exportation to any country outside of Canada, but no other permits for the export of bran or shorts to Newfoundland, West Indies, Central and South America will be granted.

## ST. JOHN, N.B., RETAIL MERCHANT URGED NEED OF WRAPPED BREAD

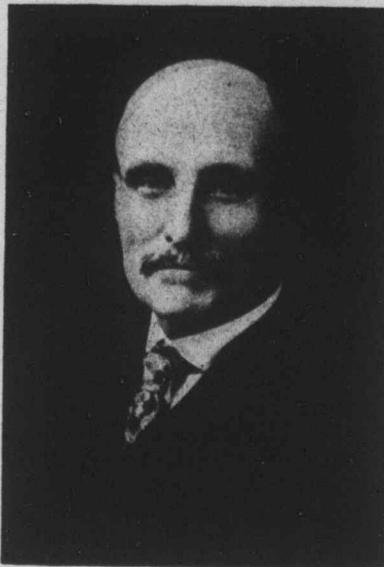
At the meeting of the St. John branch of the Retail Merchants' Association this week, F. A. Dykeman spoke of the thrift stamp campaign; B. R. Macaulay on the benefits of early closing and N. A. McLean on credits.

Allan A. McIntyre represented the grocery section of the Retail Merchants' Association at a special meeting of the St. John city council this week when representations regarding bread wrapping and bread prices were made. For the grocers Mr. McIntyre said that the sale of bread at an advance of two cents on a cost price of twelve was not profitable and the grocers would be glad to abandon this line, which they carried for the convenience of their customers. He expressed approval of having the bread wrapped in wax papers at the bakeries but thought the bakers should receive compensation for the extra cost. The grocers would be willing to handle wrapped bread at a profit of one cent per loaf, in preference to the unwrapped bread, he said.

## WELL KNOWN FIGURE PASSES

John G. Findlay, for 46 Years Identified With the Toronto Wholesale Grocery Trade Dies in Florida After a Brief Illness

With the death of John G. Findlay on January 23 at Dayton, Florida, where he had gone to recuperate, there passed one of the oldest members of the Toronto grocery trade;



THE LATE JOHN G. FINDLAY

Who has been associated with one wholesale grocery house in Toronto for 46 years.

one whose experience is in a large measure a history of the trade in Toronto.

It was in the fall of the year 1873 that a sturdy young Edinburgh Scotchman made application for employment with the firm of Fitch & Eby, wholesale grocers, then established on Church street at the site now occupied by McWilliam & Everist. Favorable consideration of the application and the sterling qualities of the applicant soon found him promoted to the charge of the warehouse. Shortly after that date Mr. Thwaite was admitted to partnership and the firm did business as Fitch, Eby & Thwaite for several years on Yonge street. Upon the retirement of Eby & Thwaite the business was carried on by J. C. Fitch, later Fitch & Davidson; then Davidson & Hay; and for the past five years by Armstrong & Paffard, Ltd.

It was in the earlier development of the business; in the days when sugars and molasses and prunes reached this market largely in hogsheads; in the days when the convenience of the telephone was not even thought of, that Mr. Findlay was offered the position of shipper, then as now a post of heavy responsibility. Being a young man at the time he accepted the promotion with some misgivings, but before he had been engaged any length of time he gave ample evidence of his ability to handle the work successfully, so much so that "John," as he was familiarly known on the street,

was soon recognized as one of the premier shippers in the business.

None who came in contact with him but were impressed with his unswerving loyalty to his principals and their interests; his personal sacrifice in a whole-souled desire to discharge his duties faithfully and well, and his guiding idea never to leave to to-morrow what could be accomplished to-day. William Logan, who was associated with the business even longer than Mr. Findlay, paid him the tribute that during his long service of 46 years he had never known him to be reprimanded for neglect of duty.

Until a few months ago, notwithstanding failing health, the late Mr. Findlay continued his duties as shipper for Armstrong & Paffard, Ltd. In October however he was obliged to discontinue, and it was hoped that a visit to Florida would restore his health. Apparently, however, the end was nearer than expected and he passed away at Dayton on Thursday evening of last week. He leaves behind him a record unsurpassed in the city for splendid service and faithful discharge of duty, and the CANADIAN GROCER, with his many business associates and friends, extends to his wife and family its heartfelt sympathy in their bereavement.

## PROPOSED EXPRESS RATE INCREASE WILL SERIOUSLY AFFECT CREAMERY BUSINESS

REGINA, Sask., Jan. 24.—If proposed express rates go into effect, it will cause a handicap to the dairying interests of the West which may put Western Canada off the map as an exporter of butter, according to J. A. Caulder of the Saskatchewan Creamery Company, Moose Jaw. Mr. Caulder in discussing the question stated that the proposed increases would run from 75 to 150 per cent., or an average increase estimated at more than 100 per cent.

In the creamery business Mr. Caulder said the present charge on cream is 2 cents per pound, and the new tariff would mean that either the producer would get 2 cents less for butterfat or the consumer would pay 2 cents more for his butter. If all the butter, made in the country were sold in the West it would make little difference, but as the prairie provinces were now large exporters of butter and had to compete in the world's markets with lower tariffs the increase would be a handicap.

Referring to ice-cream shipments Mr. Caulder stated that companies were requesting an increase in this line of 37½ per cent., which would mean in Moose Jaw alone an increase in the receipts of the express companies of \$200 per day in the summer season.

On butter, according to Mr. Caulder, it was calculated that basing figures on the amount of butter in Moose Jaw in 1918, the new rates would mean an increase in the cost of cream delivered at Moose Jaw of \$10,000 and an increase in the province of probably \$100,000.

# CURRENT NEWS OF THE WEEK

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

## Maritime

C. D. Davis of the W. B. McKay Company, Sussex, N. B., is dead.

R. H. Silver has been elected president of the Halifax Board of Trade.

M. Aranoff has opened a retail grocery and meat store in Main street, St. John.

The secretary of the St. John Board of Trade has received from Il Credito Italiano de Milan, Italy, a detailed statement of Italy's commercial possibilities, with an invitation to join in promoting trade between the two countries.

A. A. Wetmore of Pudding, Wetmore, Morrison, Ltd., has been selected as the city's representative on the board of conciliation which is being appointed to deal with issues between the city and the policemen's protective association. H. Colby Smith, of A. C. Smith & Co., was selected by the other two members as chairman.

Retail grocers of Fairville, N. B., have been closing at seven o'clock on two evenings a week and keeping open later on others are planning to close at that hour every night but Friday and Saturday. One merchant has taken the lead.

When almost any organization in St. John feels in need of an energetic president it seems to be the custom to elect T. H. Estabrooks of Red Rose Tea. Mr. Estabrooks added the presidencies of the George's Society and the Board of Trade Building Co., Ltd., to his list this week.

## Quebec

James Lancaster and Timothy Riordan have been registered under the firm name of Murphy & Riordan.

H. Villeneuve & Co., wholesale and retail fruits, Montreal, have been incorporated.

La Compagnie La Langevin, biscuit manufacturers of St. Hyacinthe, have dissolved partnership and have been succeeded by Langevin & Fils.

Calce & Co., Montreal, have dissolved partnership, Carmine Calce being registered.

Eliza J. Merrill, Eaton, has been registered under the firm name of G. E. Merrill & Co.

Geo. Guilbert and Amadee Bibeau have been registered under the firm name of Guilbert & Bibeau.

P. E. Denis, general merchant, Ste. Veronique, has been succeeded by Louis Moquin.

## Ontario

Jos. Shore, Ottawa, has sold out to A. D. Pleet.

L. T. Lortie, grocer, Ottawa, has sold his assets.

D. S. Gillis, grocer, Cornwall, has sold to G. A. Irwin.

Mrs. D. E. Munro, Auburn, has sold to R. D. Munro.

W. A. Brown, Belmont, is selling out to Roy Butterick.

D. J. Towns, grocer, Hamilton, has sold out to A. J. Marlatt.

Matilda Vogan, grocer and confectioner, Toronto, has sold out.

Leon Boileau is retiring and is advertising his business for sale.

J. A. Mackness, Chatham, has been succeeded by Berkby & Elgie.

W. B. Holland, grocer, London, is advertising his business for sale.

Albert E. Howie, grocer, Toronto, has sold out to D. Ratcliffe & Son.

The Provincial Produce Co., wholesale produce, have suffered loss by fire.

The Dresden Flour Mills, Limited, has recently been incorporated with head office at Dresden.

Dunkin & Irwin, groceries and tobacco, Cornwall, have dissolved partnership, G. A. Irwin retiring.

W. F. Morley, of W. F. Morley & Co., wholesale grocery brokers, Toronto, left on Monday of this week to spend a few days in New York City on business.

Eugene Moore, fruit broker, Toronto, leaves Toronto February 9 for an extended trip to California. Mr. Moore plans on holidaying for six to eight weeks.

Milton Wilde, manager of Wm. Patterson & Sons, candy manufacturers, Brantford, Ont., was a Toronto visitor early in the week, calling on the trade in the interests of his firm.

S. McCandless has purchased the grocery business that has been conducted for many years by Wm. Cross, Strathroy, Ont., who has been compelled to retire owing to failing eyesight.

John G. Reid, Toronto manager, Atlantic Sugar Refineries, Montreal, was in Montreal Tuesday of this week attending a convention of the branch managers and sales representatives of the company from Winnipeg to St. John, N.B.

W. J. Chambers & Co., Scott street, Toronto, have been appointed general sales agents for the American Steel Wool Manufacturing Co. Inc., New York City. Mr. Chambers was formerly with Brandram-Henderson. Steel Wool is a cleaning and smoothing polish used in the house for polishing purposes.

The Tamworth Farmers' Co-operative Association with head office at Tamworth, and the Beamsville Farmers Co-operative Company with head office at Beamsville, have been incorporated recently to buy merchandise for their members and to sell the goods produced by those members.

J. Cooper, grocer, of Earls court Ave., Toronto, was knocked down by an auto truck when crossing north Dufferin

street in front of the public school recently and severely injured, three of his ribs were broken and his mouth was cut open.

Watson & Lloyd, Fort Frances, are taking a step in the right direction in closing their business at 6 o'clock.

Gillies & Ireland, proprietors of the Wellington County Creamery at Arthur, are contemplating the establishment of a creamery at Allandale.

## Western

Sam Edil, Yorkton, Sask., has sold out.

J. H. Reid, Isle La Crosse, Sask., has sold out.

Sam Gold & Co., Herbert, Sask., have dissolved partnership.

R. Whitefoot, general merchant, Ravenscrag, Sask., is dead.

Dillon Bros., general merchants, Tompkins, Sask., have sold out.

S. D. Blair & Co., general merchants, Admiral, Sask., have sold out.

A. G. Bridger & Co., general merchants, Coleville, Sask., have sold out.

Borke & Co., general merchants, Hampton, Sask., has sold to Kryptovastick Bros.

W. B. Scanlon, grocer and confectioner, St. James, Man., is discontinuing business.

The estate of C. R. McKeen, general merchant, Cadillac, Sask., is advertising its stock for sale.

H. Homstein, general store, and F. W. Dobson, suffered in the fire that visited Brock, Sask., recently.

The estate of Isaac Loowen, general merchants, Osler, Sask., has been succeeded by Kohler & Abrams.

Holland & Corneliusen, general merchants, Starbuck, Sask., have been succeeded by Corneliusen & Herbert.

Mr. and Mrs. W. F. MacBean and Miss Helen of Moose Jaw, Sask., are visiting in the east. Mr. MacBean is on business.

The Bishop Milling Company of Battleford, Sask., are operating day and night and are engaged entirely on local orders.

C. H. Fair of the W. W. Cooper Company, Swift Current, Sask., has accepted a position as manager of the Hudson Bay Company, Lethbridge, Alta.

Klein Bros., after five years in the butcher business at East End, Sask., have disposed of their interests in the business to S. L. Provan.

Creamery men of the West have organized under the Western Canada Creamerymen's Association to, work in conjunction with the National Dairy Council. Officers elected at the organization meeting at Saskatoon were: President, J. M. Carruthers, Crescent Cream-

ery, Winnipeg; vice-president, P. Palle-  
sen of Central Creamery, Calgary; sec-  
retary, J. A. Caulder, Moose Jaw.

Harry Nemetz, general merchant at  
Keyes, Man., is closing that business and  
selling his entire stock of general mer-  
chandise within two weeks. Mr. Nemetz  
is succeeding to the Byam general store  
business at Zelma, Sask.

The work of reconstructing the flour  
mill of the Northland Milling Co. at  
Moosomin, Sask., is progressing favor-  
ably and the plant will be in operation  
again shortly. The mill when com-  
pleted will have a capacity for handling  
from 500 to 600 barrels of flour a day,  
and will employ 25 or 30 hands the year  
around.

Swift Current Board of Trade, com-  
posed of the business men of the city,  
held their annual meeting recently and  
elected officers as follows: President,  
Jack Wood; vice-president, A. J. Wig-  
more; executive committee: T. H. Ret-  
vedt, A. S. Bennett, W. B. Mann, G. K.  
McEwan, S. R. Moore, I. E. Argue, J.  
A. Rollefson, A. J. Russell, C. S. Ham-  
mond and H. J. Watson.

#### ATLANTIC SUGAR REPRESENTA- TIVES MEET

Managers of branches and sales re-  
presentatives of the Atlantic Sugar Re-  
fineries, from Winnipeg to St. John, N.B.,  
convened at the head office of the com-  
pany in Montreal on Tuesday of this  
week. Discussions on conditions arising  
out of the termination of the war were  
indulged in and the sales campaign for  
the present year outlined and commented  
upon.

#### APPOINTED SPECIAL AGENT

**Harold Seddon Secures Appointment as  
Special Agent for Lea & Perrins  
For Both Eastern and Western  
Canada.**

Lea & Perrins, sauce manufacturers,  
Worcester, England, have appointed  
Harold Seddon, who has been their West-  
ern Canadian representative, as special  
agent for both Eastern and Western  
Canada. It is understood that Mr. Sed-  
don will manage the Canadian advertis-  
ing and sales campaign which the com-  
pany is undertaking. Mr. Seddon's head-  
quarters at present are at Montreal. He  
came east from Vancouver some days  
ago.

#### TORONTO GROCER CLOSSES AT 5 O'CLOCK

Efforts are being made in all lines of  
retail business to shorten the hours of  
labor. Some stores in the east end of  
Toronto, notably Swan Bros., King St.  
East, are trying out shorter hours for  
Saturdays, and have commenced to close  
at five o'clock.

Swan Bros. have long closed at six  
and found no difficulty in doing so all  
the week and they anticipate equal suc-  
cess in the five o'clock movement. They  
have used a rubber stamp to stamp on  
their counter billheads notice to their  
customers of the new closing hour.

#### WAREHOUSING COMPANY BRANCHING OUT

The Winnipeg Warehousing Co. and  
Williams Storage Co., Winnipeg, Man.,  
under the direction of William R. Wil-  
liams, is branching out. F. W. Wood,  
formerly connected with the H. L. Perry  
Co., Ltd., Winnipeg, has been appointed  
to the position of traffic manager. The  
storage business was begun in 1911 at



**WILLIAM R. WILLIAMS**  
*Manager of two Winnipeg warehousing  
concerns.*

288 Princess Street, Winnipeg, by the  
Williams Storage Co. At that time they  
had 11,000 square feet of storage space.  
Since then buildings have been taken  
over from the A. R. Williams Co. and  
C. S. Turner Co., making three ware-  
houses, with 84,400 square feet of stor-  
age space.

#### ADVERTISING MANAGER OF CAN- ADIAN MILK PRODUCTS COM- PANY RETURNS FROM THE MEXICAN BORDER

G. B. Levis, who enlisted in the Am-  
erican Army a year and a half ago, is  
back in his old place as advertising man-  
ager of the Canadian Milk Products  
Company, Toronto. Mr. Levis joined the  
Aviation branch, and for upwards of a  
year has been a machine gunner with  
the aviation patrol guarding the Mexi-  
can border.

Mr. Levis admitted that it was an ad-  
venturous life. They were engaged in  
mapping the country, and as a result,  
almost daily moved to new quarters, so  
that the pilots had small chance of get-  
ting accustomed to landings, and there  
was always the chance of ending in some  
ditch in a cotton field. Mr. Levis him-  
self was among those present on one of  
those interesting occasions, but escaped  
with comparatively light injuries. It was  
a pleasant country generally, he reports;  
inhabited mainly by rattlesnakes and  
scorpions, that were all too close when  
wrapped in a blanket on the ground.  
However, he enjoyed the life while it  
lasted, and was equally overjoyed when

it was over. His many friends will be  
more than glad to hear of his safe re-  
turn.

#### W. M. MACKAY RE-ELECTED PRE- SIDENT ASSOCIATION OF CANADIAN ADVERTISERS

At the recent meeting of the Associa-  
tion of Canadian Advertisers held in  
Montreal the officers for the coming  
year were elected. It is interesting to  
note what an important part is played  
in the Association by those who are  
directly or indirectly interested in the  
grocery trade. In the list of officers  
and new directors there is only one  
name to whom this would not apply.  
The officers elected were: W. M. Mackay,  
Davis & Sons, Montreal, vice-president;  
of Lever Bros., Limited, Toronto, re-  
elected president; W. C. Betts, of S.  
J. R. Kirkpatrick, of E. W. Gillett, Ltd.,  
Toronto, treasurer. New directors were  
L. R. Green, of Tucketts, Ltd., Hamilton,  
Ont.; B. H. Bramble, Canadian Chewing  
Gum Co., Toronto; G. F. Morrow, Atlan-  
tic Sugar Refineries, Ltd., Montreal; E.  
M. Emery, Lake of the Woods Milling  
Co., Montreal; D. George Clark, McClary  
Manufacturing Co., London; W. T. Gra-  
gory, Cowan Company, Toronto.

## New Goods Department

Steel wool is a new product on the  
Canadian market. It is being marketed  
through the wholesale grocery trade.  
The manufacturers are the American  
Steel Wool Manufacturing Company,  
Inc., New York City. W. J. Chambers  
& Co., Scott St., Toronto, are their sell-  
ing agents.

Steel wool is a fine soft wool made of  
steel, and is used for cleaning and pol-  
ishing household utensils, particularly  
aluminum, as well as for glass, tile, en-  
amel, garden implements, factory ma-  
chinery, the garage, etc.; also for re-



moving paint, enamel or varnish from a  
wooden surface. The manufacturers  
claim for it several more important uses.  
It is put up in two sizes, one to retail at  
15 cents, and the other at 35c a package.  
The package is in three colors: red,  
white and blue. There are also a num-  
ber of grades made, some finer than  
others, each for certain purposes.

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**P** RIMARY points report a very strong situation in walnuts, almonds and filberts. The embargo on the export of walnuts from France has been lifted, but offerings are small and prices are at a level which would mean a higher cost laid down in first hands than the present selling prices to the retail trade. Spanish walnuts are in a very similar position, prices being high, offers hard to get, and reports on recent arrivals at New York indicate shipments to be none too high a quality.

Almonds from Spain are up 2c per pound, with higher prices probable, Sicily being 30 per cent. higher than Spanish. Indications seem to be that producers are holding for higher prices. Sweden, always a big user, is in the market for heavy supplies, and other European countries are absorbing quite large quantities. The situation in filberts forms a parallel to other lines, Spanish interests predicting higher costs on these.

For the present it is hard to get a quotation on cereals, the market being very uncertain. Better conditions are looked for shortly, and whereas lower prices may develop, the declines are not expected to prove a very serious or disturbing factor in the trade.

**MONTREAL**—A considerable number of changes have been made in the price of staple and other lines. Lower prices are quoted for some lines of rice, although one grade is up 20c. Split peas are lower and molasses has declined in one quarter 3c. Shelled peanuts are easier to the extent of a cent per lb.

The cereal list has undergone considerable change, cornmeal, corn flour, rye flour, rolled oats and oatmeal all being reduced in price. The tendencies are naturally lower on these lines owing to the dearth of business and the prices of grain.

Ground sulphur is reduced in one quarter half a cent, and Canadian sardines are quoted down in the same quarter. Grapes, lemons and oranges are all easier. Broken caustic is down 75c per cwt., and lettuce is 50c per box lower.

A slight advance is made for seedless raisins in packages, and barrel apples and imported green beans are considerably firmer.

**TORONTO**—Importations of Comadre figs have reached the city. The quantity arriving is comparatively small, and prices are considered fairly high.

It is indicated that the export demand for dried fruits has clarified the situation materially, prunes showing an advance at United States points of 2c, and seedless raisins 1c per pound. Neither one of these is in plentiful supply, and the assortments offered are by no means the best. True, they are better than at first expected, but that these lines will be very scarce before another crop is available seems a conservative statement.

Beans have sagged considerably this week. What the market really is can hardly be determined. There are lots of beans, but few buyers, and even the low prices offered in some quarters do not seem to have stirred up much enthusiasm.

The announcement from Washington that January price on hogs in the United States was to be maintained for February has exercised a steadying influence on the market here. The declines in live hogs the past couple of weeks have resulted in lower prices being named on fresh cuts of pork, along with bacon and hams.

Lambs are also slightly easier, but choice beef remains at unchanged figures. Eggs are easier, the declines amounting to 2c to 3c per dozen. Dairy butter is down slightly, too, but creamery remains unchanged. Business is considered fairly good.

## QUEBEC MARKETS

**MONTREAL**, Jan. 29.—The changes this week are mostly of a lowering nature. There is still a rather quiet condition, and the jobbers are hoping for a resumption of business on a more active scale. Weather conditions are unseasonable and do not assist in making trade active.

*Ground Sulphur Down;  
Broken Caustic, \$7.50*

Montreal.

**SULPHUR, CAUSTIC.**—Ground sul-

phur is easier and has declined in one quarter to 3½c per pound, this being a reduction of ½c. Broken caustic soda, which was lower last week, has again been reduced. This amounts to 75c per

100 pounds, the price being at present \$7.50 per 100 lbs.

*Basis Holds For  
Refined Sugar*

Montreal.

**SUGAR.**—The basis is steady and unchanged for refined sugar. There is a better delivery of raw stocks from the seaboard and refining goes ahead in better shape all the while. Selling is being pushed to a considerable extent and the only change made is that of the jobbers withdrawing the practice of

preparing carriage charges and including these with the invoice.

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

**Canned Fruit Goes; Vegetables Quiet**

**Montreal.**  
**CANNED GOODS.**—Jobbers have been receiving orders for canned fruit, but canned vegetables are not so active. There is a feeling that the early spring will see a revival of demand and that prices will be maintained is the present view of several. So soon as export can be arranged it is likely that there will be more export still of various supplies.

"Clover Leaf," 1/2-lb. flats	2 45
Sovereign, 1-lb. flats	4 62 1/2
Do., 1/2-lb. flats	2 30
1 lb. talls, cases 4 doz., per doz.	4 50 5 00
1/2 flats, cases 8 doz., per doz.	1 50 2 00
Chums, 1-lb. talls	2 05 2 15
Do., 1/2s, flat	1 20 1 25
Pinks, 1-lb. flat	2 25
Pinks, 1-lb. talls	2 65 2 75
Pale, 1/2-lb., doz.	1 37 1/2
Pinks, 1/2-lb., doz.	1 62 1/2
Cohoes, 1-lb. talls	4 35
Cohoes, 1-lb. flats	2 25
Herrings (tomato sauce), doz.	2 25 2 50
Haddies (lunch) (1/2-lb.)	1 00
Red Springs, 1-lb. talls	4 00 4 60
Red Springs, 1/2 lb.	2 45
White Springs (1s)	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Pilchards, 1-lb. talls	1 90 2 00
Whale Steak, 1-lb. flat	1 90
Canadian sardines (case)	6 75 7 00

Norwegian sardines, per case of 100 (1/4s)	22 00 20 00
Lobsters, 1/4-lb., doz.	2 25
Do., 1/2-lb. tins, doz.	3 60 3 75
Do., 1-lb. talls, doz.	6 90 7 00
Do., 1/4-lb. doz.	6 00
Do., 1-lb. flats	7 00
Sardines (Amer. Norweg'n style)	14 50
Sardines—Canadian brands (as to quality), case	6 40 16 50
Sardines, French	32 00
Scallops, 1-lb., doz.	3 25
Scotch Snack, No. 1, dz., Montreal	2 50
Do., Eastern trade	2 65
Do., Winnipeg and Western	2 85
Scotch Snack, No. 2, doz.	4 50
Shrimps, No. 1	2 25 2 50
Crabs, No. 1 (cs 4 doz.)	6 75

<b>Canned Vegetables and Fruits—</b>	
Asparagus (Amer.) mammoth green, doz.	4 00
Tomatoes, 1s	0 95
Tomatoes, 2s	1 25
Tomatoes, 3s	1 85 2 02 1/2
Tomatoes, U.S. pack, 2s	1 40 1 50
Tomatoes, 2 1/2s	1 90 1 92 1/2
Tomatoes, gallons	6 00 7 05
Peas, standards	1 45 1 47 1/2
Peas, early June	1 57 1/2 1 60
Peas, extra fine, 2s	2 35
Do., fancy, 20 oz.	1 57 1/2

<b>Specialties</b>	Per gal.
Olive oil (pure), 1 gal. tins	7 50
Do., 1/2 gal. tins	8 00
Do., 5 gal. tins	7 00
Tomato Paste, 100 tins (case)	32 00
Do., 200 tins (case)	33 00
Do., 12-10 lbs.	39 00
Salad oil (bbls. 50 gals.), gal.	2 50
Olives (in bbls. 49 wine gals.), gal.	1 35
Olives, Queen, gal.	1 45

**Three Cents Less Asked For Molasses**

**Montreal.**  
**MOLASSES, SYRUPS.**—A decline of 3c per gallon has been effected in one quarter for molasses. This is evidently a reflection of the somewhat curtailed demand, and with high prices there is not a great deal of heavy distribution. At the same time the importing price on molasses to-day is high, and the landed cost figures close to \$1 per gallon. Syrups are steady and unchanged.

<b>Corn Syrup—</b>	
Barrels, about 700 lbs.	0 07 1/4
Half bbls.	0 07 1/2
Kegs	0 07 3/4
2-lb. tins, 2 doz. in case, case.	4 80
5-lb. tins, 1 doz. in case, case.	5 40
10-lb. tins, 1/2 doz. in case, case.	5 10
20-lb. tins, 1/4 doz. in case, case.	5 05
2-gal. 25-lb. pails, each.	2 25
3-gal. 38 1/2-lb. pails, each.	3 40
5-gal. 65-lb. pails, each.	5 50

<b>White Corn Syrup—</b>	
2-lb. tins, 2 doz. in case, case	5 30
5-lb. tins, 1 doz. in case, case	5 90
10-lb. tins, 1/2 doz. in case, case	5 60
20-lb. tins, 1/4 doz. in case, case	5 55
<b>Cane Syrup (Crystal) Diamond—</b>	
2-lb. tins, 2 doz. in case, per case	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 80

	Prices for
<b>Barbadoes Molasses—</b>	Island of Montreal
Puncheons	1 05 1 08
Barrels	1 03 1 11
Half barrels	1 10 1 13
For outside territories prices range about 3c lower.	

**One Rice Higher; Others Go Down**

**Montreal.**  
**RICE, TAPIOCA.**—One line of rice—Pakling, is higher in price to the extent of 20c per hundredweight. Other grades are slightly lower, and the supplies being large, there is a tendency to easiness. The movement is just fair.

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

**Shelled Peanuts One Cent Less**

**Montreal.**  
**NUTS.**—The market rules steady and the only change is that of a reduction of 1c for shelled peanuts. The market supplies are not heavy, some state, while others claim that there is plenty of variety still to be had.

Almonds (Tara), per lb.	0 23 0 32
Almonds (shelled)	0 50 0 55
Almonds (Jordan)	0 70
Brazil nuts (new)	0 25 0 30
Brazil nuts (med.)	0 15 0 17
Filberts (Sicily), per lb.	0 20 0 25
Filberts, Barcelona	0 24 0 25
Hickory nuts (large and small), lb.	0 10 0 15
<b>Peanuts (roasted)—</b>	
Extra large	0 20 0 24
Large	0 16 0 20
Medium	0 14 0 16
Shelled, No. 1 Spanish	0 16 1/2 0 17
Salted Spanish, per lb.	0 23 0 24
Shelled, No. 1 Virginia	0 19 1/2 0 20 1/2
Do., No. 2	0 14

**FLASHES FROM THE WEEK'S MARKETS**

New-laid eggs are easier this week, declines amounting to from 2c to 3c per dozen. Let the trusty hen be encouraged in her present activities.

The first importation of Comadre figs has just reached the city. Prices are high but the quantity is limited.

And now comes an export demand for prunes and raisins. The result—higher prices and decreasing supplies. Who wants to be a boarding-house keeper, anyway?

Bacon shows a slight decline and hams are also easier this week.

Honey is in brisk demand despite fairly high prices, and is moving out steadily.

There have been some declines in cereals and feeds during the week.

Latest reports on beans reveal a rather subdued tone. Prices are easier and demand within very narrow channels.

Grape juice has been revised to higher levels this week.

Molasses has been in somewhat light demand and has declined 3 cents a gallon.

Raisins are inclining to firmer figures, despite freer receipts.

Cocoa is still in strong demand at good figures.

Imports of tea have been very light of recent date. Prices remain firm.

Oranges are lower, prices being shaded about 25c per case this week. Bananas are in active demand—the price is up 1/2c per pound to 6c.

Peanuts (salted)—		
Fancy wholes, per lb.	0 40	
Fancy splits, per lb.	0 35	
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large		
Jumbo	0 60	
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 80-0 85-0 95	
Walnuts (Spanish)	0 30	0 33

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

**Raisins Are Freer; Seedless Firmer**

Montreal. DRIED FRUITS.—Supplies of raisins are freer and a firming of price for seedless in the 11-oz. package is reported from one quarter. Some feel that there will be an oversupply ere long, with deliveries promising well, but as yet there does not seem to be any indication of this. Restrictions are gradually lessening in the States, and export licenses are not so difficult to secure. The recent easing in this respect applies primarily to raisins.

Apricots—		
Choice	0 26	0 28
Slabs	0 24½	0 25
Fancy		0 30
Apples (evaporated)	0 16	0 18
Peaches (fancy)	0 21	0 23
Faced		0 19
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 24	0 25
Drained Peels (old)—		
Citron		0 46
Lemon		0 40
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb. case		12 75
Cut, 10-lb. boxes (lb.)		0 48

Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$5.50; 4-crown cluster, \$6.50-\$6.75; 5 crown, \$7.50; 6 crown cluster, \$7.00-\$8.75.		
Muscatsels, loose, 3-crown	0 14	
Muscatsels, loose, 3-crown, lb.	0 15	
Malaga Raisins (5½-lb. bxs), 3 cr.	1 75	
Do., 4 cr.	2 00	
Do., 5 cr.	2 25	
Do., 6 cr.	2 75	
Cal. seedless, cartons, 16 oz.	0 14½	0 15½
Fancy seeded, 16 oz. pkgs.	0 14	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
Choice seeded, 12 oz.	0 10¾	0 11¾
Valencias, selected	0 11½	0 11¾
Valencias, 4-crown layers	0 16½	0 20
Sultanas (bleached) 50-lb. boxes	0 29	0 31
Currants, old pack., 15 oz.	0 23	0 24
50-lb. boxes, loose	0 28	
Cartons	0 32	
15 oz. pkgs.	0 23	0 24
30 lb. Ainslia	0 28	
12 oz.	0 26	
Do., new	0 32	
Cal. currants (loose)	0 18	0 22
Cal. "Kurrants," 15 oz. pkge	0 20	0 22
Dates, Excelsior, per case (36-10s)	7 50	7 92
Do., Dromedary (36-10 oz.)	8 00-8 50-8 64	
Packages only, Excelsior		0 20
Packages only	0 19	0 20
Do., Dromedary		0 22
Figs (new), 100 to case		11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs (mats)	0 16	0 18
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	1 75	
Pkgs. 10 oz. (12 pkgs.)	1 45	
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 00	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatsels, 4-crown, lb.		0 13
Prunes—		
Santa Clara	0 90-0 90-0 15	
California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s		0 14½
90-100s	0 13	0 14
20-30s		0 25
30-40s		0 20

25-lb. cases, 50-60s	0 18	0 20
60-70s	0 16	0 17
70-80s	0 15	0 16
80-90s	0 14	0 15½
90-100s	0 13	
100-120s		0 10½
Oregon, 30-40s		0 16¾
50-60s		0 18½
60-70s		0 17½
70-80s		0 16½

**Split Peas Easy; Beans Are Slow**

Montreal. BEANS, PEAS.—There has been an easier feeling for split peas, and quantities are selling at around 6½c per pound. The movement is not very heavy and favorable prices are offered to move supplies. The bean situation is still unchanged and the outlook is no more promising than it was.

Beans—		
Canadian, hand-picked, bush.	5 50	5 70
British Columbia	6 00	6 60
Brown Beans		6 00
Japanese	6 50	7 00
Yellow Eyes	7 00	7 50
Rangoon beans, per bushel	6 00	6 50
Lima, per lb.	0 17	0 19
Kidney beans	7 50	8 00
Peas, white soup, per bushel	4 00	4 50
Peas, split, new crop, per lb.	0 06½	0 07
Peas (blue)	0 09	0 10
Barley (pot), per bag 98 lbs.		6 60
Barley, pearl, per bag 98 lbs.	7 50	8 25

**Coffee Sale Fair On Steady Prices**

Montreal. COFFEE, COCOA.—Locally the coffee market is quite unchanged, and the market rules steady on the recent changed quotation basis. Supplies are said to be ample but not excessive, and this would seem to apply to the New York market as well. Orders are coming to hand in fair volume. Cocoa is enjoying a steady sale on a maintained basis.

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

**Teas To Move; Imports Less**

Montreal. TEAS.—There have been many enquiries from the trade for supplies of tea, and while the movement is not large, yet it is expected that there will be a real improvement in the course of a few weeks.

As indicating the situation with regard to supplies, it is pointed out that imports for the month of December were down another four million pounds. This will make a real effect upon the future holdings in Canada.

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

**Local Spices Steady; But Trade Light**

Montreal. SPICES.—Comparing values, the prices quoted here to-day are less than the quotations at point of production freight and charges considered. It is therefore pointed out by some of the importers that there can be no great reduction expected in prices here. Trade is on the light side.

Allspice	5 and 10-lb. boxes	0 20	0 22
Cassia (pure)		0 35	0 37
Cloves		0 75	0 77
Cream of tartar		0 95	1 00
Ginger		0 39	0 40
Ginger (Cochin or Jamaica)			0 30
Mace		0 80	1 00
Mixed spice		0 30	0 32
Nutmegs		0 45	0 50
Pepper, black		0 42	0 45
Pepper, white		0 43	0 50
Pepper (Cayenne)		0 35	0 37
Pickling spice		0 25	0 27
Paprika		0 65	0 70
Turmeric		0 28	0 30
Tartaric acid, per lb. (crystals or powdered)			1 30
Cardamon seed, per lb., bulk			2 00
Caraway, Dutch, nominal	0 80		0 90
Cinnamon, China, lb.			0 30
Cinnamon, per lb.			0 35
Mustard seed, bulk	0 35		0 40
Celery seed, bulk (nominal)	0 85		0 90
Shredded cocconut, in pails	0 21		0 23
Pimento, whole	0 20		0 22

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

**High Prices Held For All Honey**

Montreal. HONEY, MAPLE PRODUCTS.—Under very steady and considerable demand, honey holds steady and firm. The high prices do not appear to have caused a cessation of purchasing, and various grades are passing out steadily.

There is nothing new with regard to maple products, the supplies being limited and prices firm.

Maple Syrup—		
10-lb. cans, 6 in case, per case		\$15 10
5-lb. cans, 12 in case, per case		17 10
2½-lb. cans, 24 in case, per case		18 50
Maple Sugar (nominal)	0 33	0 35
Honey, Clover—		
Comb (fancy)		0 30
Comb (No. 1)		0 28
In tins, 60 lbs.		0 26
30-lb. pails		0 27
10-lb. pails		0 28
5-lb. pails		0 28
Honey—Buckwheat, tins or bbls.		0 23

**Rolled Oats Less; Corn Down, Too**

Montreal. CEREALS.—Various reductions have been made in cornmeal, oatmeal and rolled oats. This is the immediate result of an easier grain market, and there is a great desire to stimulate business, which has served to create a nominal price basis for some lines. There is not a great deal of trading. White corn flour, being in very light demand, has been reduced in price also.

Self-raising flour		
3-lb. pkgs., doz.		2 90
6-lb. pkgs., doz.		5 70
Cornmeal, Gold Dust	5 40	6 00
Cornmeal	3 50	4 50
Barley, pearl	5 50	6 25
Barley, pot, 98 lbs.	3 90	4 25
Barley (roasted)		7 50
Buckwheat flour, 98 lbs.	7 00	7 25

(As to grade)

Cornflour, white	5 00	5 10
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 50
Hominy, pearl, 98 lbs.	6 75	7 00
Graham flour	5 75	5 75
Oatmeal (standard-granulated and fine)	4 90	5 25
Oatmeal (packages) fine cut	5 70	5 70
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 100 lbs.)	6 50	7 00
Rolled oats, 90-lb. bags	4 40	4 75
Rolled oats (family pack.), case	5 00	5 60
Rolled oats (small size), case	1 90	2 00
Rolled wheat (100-lb. bbls.)	7 10	8 00
Rye flour (Can.), 98 lbs.	5 75	6 05
Tapioca flour, lb.	0 15	0 16

**Feeds Are Down; Flour Quiet**

**Montreal.**  
**FLOUR AND FEED.**—There is a dearth of business for flour. Those in the market are not anxious to stock up, and the mills, realizing the risk in making up too much flour, have ceased milling altogether, or are operating on a much-reduced basis. The only change made is that of a new arrangement whereby small bakers can secure supplies at the same price as they secured formerly for taking rather large quantities.

Feeds are down considerably, and there is a fair supply in hand of shorts now, although prices are the same on both bran and shorts.

<b>Wheat Flours—</b>		
Mixed car lots on track	11 25	
Straight car lots on track (minimum 50,000 lbs.), to bakers	11 25	
Add 20c for delivery for small lots.		
Shorts, car lots on track	42 25	
Bran, per ton, car lots on track	37 25	
Crushed oats	52 00	58 00
Barley chop	47 00	55 00
<b>Gluten feed (23% protein)—</b>		
F.O.B. Cardinal	60 00	
F.O.B. Ft. William	55 00	
Feed oats, per bushel (as to grade)	0 83	0 95

**Green Beans, \$5.00; Lettuce Lower**

**Montreal.**  
**VEGETABLES.**—The price of imported green beans has soared, and these are selling at \$5 in baskets. Boston lettuce is a bit lower at \$4 per box. Potatoes are steady and held without change at \$1.60 to \$1.90 per bag, according to grade. There is not a great deal doing.

Artichokes (bag)	2 25	
Beans, new string (American) basket	5 00	
Beets, bag	0 75	1 00
Brussels Sprouts, quarts	0 20	
Brussels Sprouts (doz.)	1 00	
Cucumbers, Boston (doz.)	6 00	
Cauliflower (imported), doz.	3 50	
Cabbage, bbl.	1 50	
Carrots, bag	0 75	1 00
Celery (Montreal), doz.	1 00	
Celery, California (6-7 doz.)	13 50	
Horseradish, lb.	0 20	
Lettuce (curly), box (3-4 doz.)	2 50	
Lettuce, Boston, box	4 00	
Leeks	3 50	
Mint	0 60	
Mushrooms, lb.	1 00	
Onions, Can., bag (75 lbs.)	1 50	2 00
No. 1 Yellow (75 lbs.)	1 50	1 75
No. 1 Red (75 lbs.), crate	1 50	1 75
Onions, Spring (Imported), doz.	0 40	0 50
Oyster Plant	0 50	
Parasips, bag	1 50	
Parsley (Canadian)	0 50	
Potatoes, Montreal new (90-lb. bag)	1 60	1 75
Potatoes (New Brunswick), bag.	1 90	
Potatoes (sweet), hamper	3 50	4 00
Romane	0 50	
Spinach, box	1 00	

Turnips, per bag, Montreal	1 50	
Turnips, Quebec	1 75	
Tomatoes (hothouse), lb.	0 40	
Tomatoes, crates	8 00	
Watercress (Can.)	0 50	

**Lemons, Oranges Less; Apples Up**

**Montreal.**  
**FRUITS.**—There is a firmer undertone to the apple market, and some are even asking as much as \$11 per barrel for best grades. The sales are fairly well maintained even at the high rates. Oranges are down considerably, as are also lemons, and grapes are on a somewhat lower basis too.

<b>Apples—</b>		
Baldwins, No. 1	7 00	8 00
Blenheims	5 00	5 50

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

**ONTARIO MARKETS**

**T**ORONTO, Jan. 29.—A substantial lowering of prices on beans has been recorded during the week, and it seems hard at the moment to determine just what the market is. Cereals are still somewhat unsettled, but there seems to be a better feeling, which, it is thought, may in a week or two develop to a point where values can be determined. It may mean slightly lower prices, but not enough to seriously affect the trade. Peanut butter is lower, while grape juice shows a slight revision upward. Primary markets on walnuts, almonds and filberts are very strong. Business is considered very fair.

**Sugar Now in Plentiful Supply**

**Toronto.**  
**SUGAR.**—Indications are that sugar is now in plentiful supply, and whereas the movement to the trade is comparatively small, it is steady and shows some signs of improvement. Manufacturers are becoming bigger users, and it is expected operations will soon be at a capacity basis with the majority. Prices have held without change at following levels:

Atlantic, extra granulated	\$10 27
St. Lawrence, extra granulated	10 27
Acadia Sugar Refinery, extra granulated	10 27
Can. Sugar Refinery, extra granulated	10 27
Dom. Sugar Refinery, extra granulated	10 27
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.	
Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.	
Acadia's granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.	

**Grape Juice Up; Peanut Butter Down**

**Toronto.**  
**GRAPE JUICE, PEANUT BUTTER.**  
 —A slight change in sizes of packages has been made in Marsh grape juice and prices revised towards slightly higher levels. On the new basis, quotations range as follows: Individual, cases 6 dozen, \$6.25 per case; medium, cases 2 dozen, \$6.00 per case; large, cases 1 dozen, \$5.50 per case.

A lower price has been named on Squirrel brand peanut butter, quotations being made at following figures: 1 lb., \$3.60 per dozen; 5 lb., \$16.50; 15-lb. pails, 25c per pound.

A readjustment of prices has been made in some quarters on Gold Dust washing powder and quotations now arrived at are: 100s small, \$5.15 per case; 50s medium, \$5.15 case; 24s large, \$5.90 case.

Jello in 2 dozen boxes is being quoted at \$1.25 per dozen.

**Molasses Holds; Syrups Steady**

**Toronto.**  
**MOLASSES, SYRUPS.** — An unchanged market rules in molasses. Barbados still rules high and this tends to curtail importations somewhat. Supplies of most grades are considered fair in view of the rather limited demand just at the present.

Syrups are steady and unchanged this week. The demand for all grades is reasonably quiet, but reasonable activity in another two or three weeks seems to be generally expected. Some shading of prices to move stock a little more quickly to make room for incoming supplies is reported.

<b>Corn Syrup—</b>		
case		5 60
Half barrels, ¼c over bbls.; ¼ bbls., ¼c over bbls.		
Cases, 10-lb. tins, white, ½ doz. in case		5 90
Cases, 5-lb. tins, white, 1 doz. in case		5 10
case		5 30
Cases, 2-lb. tins, white, 2 doz. in case		0 07½
Barrels, per lb.		
Cases, 2-lb. tins, yellow, 2 doz. in case		4 80
Cases, 5-lb. tins, yellow, 1 doz. in case		5 40
Cases, 10-lb. tins, yellow, ½ doz. in case		
Half barrels, ¼c over bbls.; ¼ bbls., ¼c over bbls.		

Cane Syrups—		
Barrels and half barrels, lb. . . . .	0 08	0 08½
Cases, 2-lb. tins, 2 doz. in case . . . . .		7 00
Molasses—		
Fancy, Barbadoes, barrels . . . . .	1 05	1 10
Choice Barbadoes, barrels . . . . .	0 95	1 00
West India, ½ bbls., gal. . . . .	0 56	
West India, No. 10, kegs . . . . .	6 50	
West India, No. 5, kegs . . . . .	3 25	
Tins, 2-lb., table grade, case 2 doz., Barbadoes . . . . .	4 90	
Tins, 3-lb., table grade, case 2 doz., Barbadoes . . . . .	6 75	
Tins, 5-lb., 1 doz. to case, Barbadoes . . . . .	5 30	
Tins, 10-lb., ½ doz. to case, Barbadoes . . . . .	5 20	
Tins, 2-lb., baking grade, case 2 doz. . . . .	5 50	
Tins, 3-lb., baking grade, case of 2 doz. . . . .	7 40	
Tins, 5-lb., baking grade, case of 1 doz. . . . .		
Tins, 10-lb., baking grade, case of ½ doz. . . . .		
West Indies, 1½s, 48s . . . . .	6 95	

**Fair Movement**

**Canned Goods**

**Toronto.**

**CANNED GOODS.**—There is a fair movement of canned goods reported and indications seem to be that when present stocks in jobbers' hands are exhausted, they will be hard to replace. The canners seem to be pretty well cleaned out of stocks and supplies in wholesalers' hands are not generally thought to be heavy. Marmalade is reported to be moving very well with prices showing an upward trend from last season's levels.

**Salmon—**

Sockeye, 1s, doz. . . . .	4 00	4 50
Sockeye, ½s, doz. . . . .	2 40	2 50
Alaska reds, 1s, doz. . . . .	3 75	3 85
Chums, 1-lb. talls . . . . .	2 35	2 60
Do., ½s, doz. . . . .	1 35	1 45
Pinks, 1-lb. talls . . . . .	2 25	2 60
Do., ½s, doz. . . . .	1 35	1 50
Cohoos, ½-lb. tins . . . . .	1 35	1 90
Cohoos, 1-lb. tins . . . . .	3 45	3 75
Red Springs, 1-lb. talls . . . . .	3 65	3 95
White Springs, 1s, dozen . . . . .	2 30	2 35
Lobsters, ½-lb., doz. . . . .	8 75	
Whale Steak, 1s flat, doz. . . . .	1 75	1 90
Pilehards, 1-lb. talls, doz. . . . .	1 90	2 15

**Canned Vegetables—**

Beets, 2s. . . . .	1 90	2 30
Tomatoes, 2½s . . . . .	1 80	2 10
Peas, standard . . . . .	1 50	1 95
Peas, early June . . . . .	1 67½	2 25
Beans, golden wax, doz. . . . .	2 00	2 10
Asparagus tips, doz. . . . .	3 42½	3 45
Asparagus butts . . . . .	2 00	2 02½
Corn, 2s, doz. . . . .	2 40	2 60
Pumpkins, 2½s . . . . .	1 80	2 00
Spinach, 2s, doz. . . . .	1 90	
Do., 2½s, doz. . . . .	2 52½	2 55
Do., 10s, doz. . . . .	7 55	7 57½
Succotash, 2s, doz. . . . .	2 30	2 35
Pineapples, sliced, 2s, doz. . . . .	3 20	3 50
Do., shredded, 2s, doz. . . . .	3 00	3 02½
Rhubarb, preserved, 2s, doz. . . . .	2 07½	2 10
Do., preserved, 2½s, doz. . . . .	2 65	2 67½
Do., standard, 10s, doz. . . . .	4 50	4 52½
Peaches, 2s . . . . .	2 87½	
Pears, 2s . . . . .	2 35	2 87½
Plums, Lombard, 2s . . . . .	1 97½	2 22½
Plums, Green Gage . . . . .	2 17½	2 37½
Raspberries, 2s, H.S. . . . .	4 50	
Strawberries, 2s, H.S. . . . .	4 50	
Blueberries, 2s . . . . .	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz. . . . .	3 40	3 45
Jams—		
Apricot, 4s, each . . . . .		0 84
Black currants, 16 oz., doz. . . . .	3 40	3 90
Do., 4s, each . . . . .		0 98
Gooseberry, 4s, each . . . . .		0 84
Peach, 4s, each . . . . .		0 82
Red currants, 16 oz., doz. . . . .	3 40	3 45
Raspberries, 16 oz., doz. . . . .	3 40	4 25
Do., 4s, each . . . . .		0 98
Strawberries, 16 oz., doz. . . . .	3 90	4 25
Do., 4s, each . . . . .	1 08	1 10

**Export Demand**

**Clarifies Situation**

**Toronto.**

**DRIED FRUITS.**—Reports would indicate that the export demand for all

dried fruits has clarified the situation materially and higher prices have been quoted on prunes and seedless raisins, the former being up 2c and the latter 1c according to late figures. Stocks of both these lines are very small and assortments offered within very small compass. Importation of Comadre figs is now reported as arrived. Prices are considered quite high, but available quantity is small.

Apples, evaporated, Ontario . . . . .	0 16½	0 17
Apricots, unpitted . . . . .	0 16½	0 16½
Do., fancy, 25s . . . . .	0 30	0 30
Do., choice, 25s . . . . .	0 23	0 27
Do., standard, 25s . . . . .	0 22½	0 26
Candied Peels, American—		
Lemon . . . . .	0 43½	0 43½
Orange . . . . .	0 45½	0 45½
Citron . . . . .	0 58	0 58

Currants—		
Grecian, per lb. . . . .	0 26	0 28
Australians, re-cleaned, lb. . . . .		0 30
Cherries, 2s . . . . .	2 75	2 90

Dates—		
Excelsior, kgs., 3 doz. in case . . . . .	6 50	6 75
Dromedary dates, 3 doz. in case . . . . .	7 50	7 75

Figs—		
Taps, lb. . . . .		
Malagas, lb. . . . .		
Comadre figs, mats, lb. . . . .	0 13	0 14
Cal., 4 oz. pkgs., 70s, case . . . . .		5 00
Cal., 8 oz., 20s, case . . . . .		3 25
Cal., 10 oz., 12s, case . . . . .		2 25

Prunes—		
30-40s, per lb. . . . .	0 18	0 18
40-50s, per lb. . . . .	0 19	0 19
50-60s, per lb. . . . .	0 16½	0 18
60-70s, per lb. . . . .	0 16	0 17
70-80s, per lb. . . . .	0 14½	0 16
80-90s, per lb. . . . .	0 13½	0 14½
90-100s, per lb. . . . .	0 11½	0 12½
100-120s, per lb. . . . .	0 09½	0 10½

Peaches—		
Standard, 25-lb. box, peeled . . . . .	0 24	0 24
Choice, 25-lb. box, peeled . . . . .	0 25	0 25
Fancy, 25-lb. boxes . . . . .	0 22	0 22
Practically peeled, 25-lb. boxes . . . . .	0 22½	0 22½
Extra choice, 25-lb. box, peeled . . . . .	0 26	0 26

Raisins—		
California bleached, lb. . . . .	0 17	0 18
Extra fancy sulphur bleached, 25s . . . . .	0 17	0 17
Seedless, 15 oz. packets . . . . .	0 14½	0 14½
Seeded, fancy, 1-lb. packets . . . . .	0 15½	0 16
Seeded, 15 oz. packets . . . . .	0 14	0 16
Seedless, Thompson's, 25s . . . . .	0 14	0 16
Seedless, 16-oz. packets . . . . .	0 15	0 16
Do., Bakers, Thompsons . . . . .	0 16	0 17½
Do., Bakers, Thompsons, 50s . . . . .	0 15	0 16
1 Crown Muscatels, 25s . . . . .		0 13

**Better Tea**

**Demand Reported**

**Toronto.**

**TEAS.**—A somewhat marked improvement in the demand for tea is reported. This is encouraging and would indicate that supplies throughout the country are being cleaned up pretty well. Supplies of tea are good, but the selection is by no means the choicest. Prices remain firm and unchanged.

Ceylon and Indias—		
Pekoe Souchongs . . . . .	0 46	0 48
Pekoes . . . . .	0 48	0 56
Broken Pekoes . . . . .	0 56	0 59
Orange Pekoes . . . . .	0 58	0 60
Broken Orange Pekoes . . . . .	0 60	0 62
Javas—		
Broken Pekoes . . . . .	0 45	0 48
Japans and Chinas—		
Early pickings, Japans . . . . .		0 50
Second pickings . . . . .	0 40	0 48
Hyson Thirds, B. . . . .	0 40	0 48
Do., Seconds . . . . .	0 50	0 55
Do., sifted . . . . .	0 50	0 62

**Coffee Market**

**Rules Firm**

**Toronto.**

**COFFEE.**—There is no indication of any let up in the high prices attained at primary points and the outlook seems to be a continuation of present scale of quotations for some time to come.

Supplies are ample to meet requirements of the trade and a fair movement to retail channels is noted.

**Coffee—**

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

**Spice Markets**

**Show Little Change**

**Toronto.**

**SPICES.**—There is little new to report in the situation locally, only a fair demand being in evidence and prices holding without material change. Cream of tartar seems to be somewhat weaker and coriander reveals a somewhat easier tone as well. Latest cables from primary points, however, show prices higher than those of the past month. A fair export movement is reported from New York and domestic demand is more active and covers a very fair range of items.

		Per lb.
Allspice . . . . .	0 18	0 25
Cassia . . . . .	0 33	0 45
Cinnamon . . . . .	0 45	0 60
Cayenne . . . . .	0 30	0 35
Cloves . . . . .	0 65	0 80
Ginger . . . . .	0 30	0 45
Herbs — sage, thyme, parsley,		
mint, savory, Marjoram . . . . .	0 40	0 70
Pastry . . . . .	0 23	0 40
Pickling spice . . . . .	0 22	0 30
Mace . . . . .	0 90	1 10
Peppers, black . . . . .	0 42	0 44
Peppers, white . . . . .	0 49	0 53
Paprika, lb. . . . .	0 60	0 65
Nutmegs, selects, whole, 100s . . . . .	0 45	0 50
Do., 80s . . . . .		0 55
Do., 64s . . . . .		0 60
Mustard seed, whole . . . . .	0 40	0 45
Celery seed, whole . . . . .		0 75
Coriander, whole . . . . .	0 25	0 30
Caraway seed, whole . . . . .	0 70	0 75
Tumeric . . . . .		0 30
Cream of Tartar—		
French, pure . . . . .	0 90	1 00
American high test . . . . .		2 00
2-oz. packages, doz. . . . .		3 50
4-oz. packages, doz. . . . .		0 75
8 oz. tins, doz. . . . .		0 21
Tartarine, barreled, lb. . . . .		1 75
Do., 8 oz., doz. . . . .		3 25
Do., 16 oz., doz. . . . .		

**Apples Very Firm;**

**Oranges Easier**

**Toronto.**

**FRUITS.**—A very firm market is reported in both boxed and barreled apples. Local supplies have stiffened in some quarters and some lines of imported apples show an upward trend. Oranges are somewhat easier this week locally, quotations generally being down about 25c per case. Indications are that oranges are moving rather slowly just at the present time. According to some advices the situation in bananas is just the reverse, the demand being considered excellent. Prices have stiffened ½c per pound to 6c this week. The range of quotations on the various lines follows:

Do., B.C., McIntosh Reds, box	3 00	3 00
Do., B.C. Jonathans, box	3 00	3 25
Do., Rome Beauty, box	3 25	3 50
Do., Winesaps, box	3 25	3 75
Do., Spys, box	2 25	3 25
Do., Greenings, box	2 15	2 25
Do., Baldwins, box	2 15	2 25
Do., in Barrels. No. 1	No. 2	No. 3
Greenings	7 00	6 50
Baldwins	7 00	6 50
Spys	8 00	7 00
Bananas, per lb.		0 06
Grapes—		
Do., Malagas, bbl.	13 00	14 00
Grapefruit—		
Florida, 46s	5 00	5 50
Do., 54s, 64s	5 00	
Do., 70s, 80s, 96s, 126s	5 75	6 00
Oranges—		
California navels, 100s	5 00	
Do., 126s	5 50	5 75
Do., 150s	5 00	5 75
Do., 176s	6 00	6 00
Do., 200s, 216s, 250s	6 00	6 50
Lemons, Cal., case	4 00	5 00

**Celery Scarce; Parsnips, Carrots Down**

**Toronto.**  
**VEGETABLES.**—Reports from primary points indicate a marked scarcity of celery, and local stocks are cleaning up quite rapidly even at the high prices. Florida celery is in short supply and at present prices is considered almost prohibitive for local market. Carrots are being quoted at an outside figure of 75c per bag, and parsnips are down to 90c per bag in some quarters. A car of Delaware sweet potatoes is reported as arriving, the price being \$3.25 per hamper.

Cabbage, Can., bbl.	1 25	1 50
Do., Cal., crates	2 75	3 00
Carrots, bag	0 75	
Cauliflower, California, 12s, case	4 00	
Celery—		
Do., California, 4½ to 10 doz. to case, case	12 50	13 50
Cucumbers, doz.	4 00	
Endives, dozen	0 85	
Lettuce, head		
Do., Do., Florida, large hampers	6 50	
Do., leaf, dozen	0 30	0 35
Onions, Can. Yellow, 100-lb. bag	2 25	
Do., green Shallots, doz.	1 00	
Parsley, jumbo bunches, doz.	0 75	
Parsnips, bag	0 90	
Peppers, green, dozen	1 00	
Potatoes, sweet kiln dried, hamper	3 25	
Potatoes, Ontario, bag	1 50	
Do., N.B. Delawares, bag	1 85	
Spinach, Louisiana, bush, hamp's	3 00	
Turnips, bag	0 75	

**Flour Interest Is Lacking**

**Toronto.**  
**FLOUR.**—There is practically no interest in the flour market at the present time. Domestic trade is fairly active but the absence of export demand results in a generally quiet position. The order of the Food Board permitting the milling of patents for exports came just a few weeks too late, the markets to which the export is allowed now being glutted with supplies from other sources, consequently the order does not improve the immediate position of the milling companies.

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

**No New Factors In Mill Feeds**

**Toronto.**  
**MILL FEEDS.**—An open market to the south for the export of mill feeds

would, it is believed, improve the milling situation generally. This would quite probably result in higher prices to the farmer but it is a question if now, with cheap coarse grains, his purchases would be so very heavy at the enhanced values. The question naturally arises—wouldn't the farmer be better off selling his wheat even though any purchases he made of mill feeds were made at higher figures, than holding his wheat and only paying present prices for feeds? Indications are that the Government standard feeds have not proved a success from a sales standpoint, and it is stated that the Government has disposed of some of their purchases on the American market without bringing some through to Canada.

Bran, per ton	\$37 00
Shorts, per ton	42 00

**Market Hard To Determine**

**Toronto.**  
**CEREALS.**—As far as oats and corn are concerned it is hard to determine what the market really is. Some millers have ceased quoting altogether until conditions steady down somewhat. In spite of the uncertainty, however, there is a somewhat better feeling in respect to these grains, and the opinion is expressed that another week or two will see a market from which values can be determined. They may mean somewhat lower cereals, but not sufficiently so to cause undue worry or serious loss according to well-informed authorities. Quotations shown can really only be termed nominal on oat and corn products.

	Single Bag	Lots
	F.o.b. Toronto	
Barley, pearl, 98s	\$6 00	\$6 25
Barley, pot, 98s	4 50	4 75
Barley Flour, 98s	5 50	6 00
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	4 75	5 00
Do., fancy yellow, 98s	4 25	4 75
Corn flour, white, bbl.	9 80	10 85
Do., Government standard, bbl.	9 85	10 15
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	6 10
Oatmeal, 98s	4 85	5 50
Oat Flour	5 50	6 20
Potato Flour, lb.	0 50	0 18
Rolled Oats, 90s	4 40	4 75
Rolled wheat, 100-lb. bbl.	6 50	7 00
Rice Flour, per 100 lbs.	9 00	12 00
Rye Flour, 98s	6 50	7 25
Peas, split, lb.	0 06½	0 07¼
Blue peas, lb.	0 11	0 15
Linseed Meal, 98s	8 50	8 75

Above prices give range of quotations to the retail trade.

**LOSS TO CALIFORNIA CITRUS CROP 15 PER CENT.**

Careful Estimates Place Damage at This Figure—Lemon Growers Have Suffered More Than Orange

Based upon a detailed survey by its Field Department covering all the citrus districts in Southern California, the California Fruit Growers Exchange estimates that the shipments of citrus fruit for the season will be reduced about fifteen per cent. by the several cold nights between Christmas and New Year's. The survey shows that usual frost conditions prevailed and that the

lower districts and low spots elsewhere suffered the most injury.

Lemons were injured more than oranges, where the conditions were similar, but lemon orchards are more generally protected with heaters and a larger percentage of the season's crop has already been moved; also there are about 1,000 carloads of lemons in storage in the packing houses. The lemon damage is largely confined to the small fruit, which would not have matured until summer or fall, and the supply for the next several months will not be materially affected.

**WESTERN DISTRICTS URGE RAILWAY EXTENSION**

The liveliest question in the West to-day is railway extension. The question is being given consideration by the legislative bodies of the provinces, and by the cities, towns and municipalities in all parts of the prairies. Every board of trade and merchants' association is considering the needs and requirements of their particular district, and the Government is being deluged with petitions from almost every constituency. In Saskatchewan the question is particularly live in view of the fact that the Legislature is now in session, and from south, and north, east and west the cry is the same. Little has been done in the way of railway construction during the war, and during these years the need has increased steadily.

Southern Saskatchewan municipalities regard the situation as most critical and they are making a strong bid for immediate extension of railway facilities. Swift Current Board of Trade is acting for the municipalities in the western part of the province. Humboldt Board of Trade is pressing for the completion of the Humboldt-Melfort branch of the Canadian National railway. Yorkton is anxious for the linking up of the south-eastern part of the province with the north-eastern district by a line 66 miles long from Sturgis to Hudson's Bay Junction. Regina wants communication with the south-west by the extension of the C.N.R. Avonlea line to the city. Announcements of great importance to all parts of the province are expected shortly, and any extensions decided upon will open up new avenues of business for the wholesale and retail interests of the province.

**CALIFORNIA OLIVES SHORT AND HIGH PRICED**

A light crop of olives is reported from California, the yield being estimated at about 65 per cent. of normal. Difficulty is being experienced in getting labor and orchard costs are higher than ever before. According to reports from the coast some buyers are offering from \$100 to \$300 a ton for missions, and queens are selling for \$300 to \$375 a ton. Prices on canned olives have not been announced but will be high, judging from the cost of the fruit at the orchards.

# WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 28.—Lard, threes down to \$17.60, while compound threes are quoted at \$14.70. Washington fresh eggs are selling at \$21.00 a case; storage stocks are cleaned up. Domolco and ginger bread molasses are up 15 cents case. Rolled oats dropped 15 cents, and Red Cross pickles are quoted slightly lower. Cheese, large, are quoted \$28.50 to \$30.00. Tomatoes, twos, quoted at \$2.90 case. Navel oranges are selling \$5.50 to \$7.00. Lemons, \$6.50 to \$7.00. Grapefruit, \$6.00 to \$7.00 case. Bran and shorts are very scarce here.

Beans, Kootenashi	12 00
Beans, Calif. Lima, med.	0 15 1/2
Beans, B.C.	10 50
Do., large	0 20
Flour, 98s, per bbl.	10 50
Rye flour, 49s, per bbl.	11 20
Cornmeal, 24s, per bbl.	11 00
Roiled oats, 80s	4 10 4 20
Rice, Siam, cwt.	9 25 10 00
Rice, China mat., No. 1	4 80
Do., No. 2	4 10
Tapioca, lb.	0 12 0 12 1/2
Sago, lb.	0 12 0 12 1/2
Sugar, pure cane, granulated, cwt.	11 02
Cheese, No. 1, Ontario, large	0 28 1/2 0 30
Butter, creamery, lb.	0 50
Do., dairy, lb.	0 35 0 40
Lard, pure, 3s, per case	17 60
Compound, 3s	14 70
Eggs, new-laid, case	21 00
Eggs, No. 1 storage, case	21 00
Eggs, fresh, Washington, case	21 00
Candied peel, lemon, lb.	0 34 1/2
Do., orange, lb.	0 36 1/2
Do., citron, lb.	0 39 1/2
Tomatoes, 2 1/2s, stand. case, spot.	3 75 4 25
Tomatoes, 2s	2 90
Corn, 2s, case	4 80 5 00
Peas, 2s, standard case	3 40 3 50
Apples, gala., Ontario, case	2 85
Strawberries, 2s, Ontario, case	8 10 8 75
Raspberries, 2s, Ontario, case	8 40 8 75
Cherries, 2s, red, pitted	6 49
Apples, evaporated, 50s, lb.	0 18
25s, lb.	0 18 1/2
Apricots, evaporated, lb.	0 26 0 29
Peaches, evaporated, lb.	0 18 0 20
Peaches, 2s, Ontario, case	4 75
Salmon, pink, tall, case	9 00 10 25
Salmon, Sockeye, tall, case	16 50 16 75
Do., halves	18 50 19 00
Potatoes, per ton	32 00 36 00
Oranges, navels	5 50 7 00
Oranges, Florida	6 50 7 00
Lemons, case	6 50 7 00
Grapefruit	6 00 7 00

## Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Jan. 29.—Weather has been mild all the present month, and citizens, who have been laying in large stocks of meat, owing to high prices,

are, in some cases, having difficulty to keep it. Bar chocolates down to 5 cents. Fresh eggs are commanding 75 cts per dozen. Sago, 12 cts., and tapioca, 13 cts., both slightly lower. Lard, 3's, \$18.75. Evaporated apples, 18 1/2 c gallon. Apples, \$2.85. Canned corn is quoted at \$4.85, and peas, standards, at \$3.45.

Beans, small white Japans, bu.	5 60
Beans, Lima, per lb.	0 14
Flour, standard, 98s	5 45
Roiled oats, bails	4 35
Rice, Siam, cwt.	8 75
Sago, lb.	0 12
Tapioca, lb.	0 13
Sugar, pure cane, gran., cwt.	10 99
Cheese, No. 1 Ontario, large	0 30
Butter, creamery	0 53
Lard, pure, 3s, per case	18 75
Bacon, lb.	0 47
Eggs, new-laid	0 76
Eggs, storage	0 65
Pineapples, case	5 75
Tomatoes, 3s, standard case	4 25
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18 1/2
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	10 25
Salmon, pink, tall, case	41 00
Pork, American clear, per bbl.	59 00
Onions, ton	1 15
Potatoes, bushel	2 90 3 00
Apples, Washington, box	4 00
Pears, Washington, box	6 00 8 00
Grapefruit	15 00
Cranberries, bbl.	6 50
Florida oranges	10 00 12 00
California oranges	5 75
Pineapples	15 00
Cranberries, bbl.	15 00

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Jan. 28.—In expectation of a gradual decline in prices, continued evidence of which is shown in week's list, buying is slow and cautious and dealers are endeavoring to unload stock. Pork and products show reduction. Pure lard is quoted 32 to 32 1/2 c, and compound at 27 1/2 to 28c. American pork is selling \$56 to \$60. Cornmeal is lower and is quoted \$3.50 to \$3.60. Cheese is at 29 to 30c, and fresh eggs 60 cents. Case eggs are 53 to 55c, and tub butter 42 to 45c. Florida oranges, \$7.00 to \$7.50. Molasses, 95 to 97c.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	12 65
Cornmeal, gran., bags	6 50 6 75
Cornmeal, ordinary, bags	3 50 3 60
Rice, Siam, per 100	9 00 9 10
Molasses	0 95 0 97
Sugar—	
Standard, granulated	10 25 10 30
No. 1, yellow	9 75 9 80
Cheese, N.B., twins	0 29 0 30
Eggs, fresh, doz.	0 60
Eggs, case	0 53 0 55
Breakfast bacon	0 38 0 40
Butter, creamery, per lb.	0 50 0 52

Butter, dairy, per lb.	0 45 0 48
Butter, tub	0 42 0 45
Margarine	0 33 0 35
Lard, pure, lb.	0 32 0 32 1/2
Lard, compound	0 27 1/2 0 28
American clear pork	56 00 60 00
Beef, corned, 1s	4 90
Tomatoes, 3s, standard, case	4 40
Raspberries, 2s, Ont., case	8 80
Peaches, 2s, standard case	6 00
Corn, 2s, standard case	4 90
Peas, standard case	3 30
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case	8 20
Salmon, Red, spring, cases	
Pinks	11 00 11 50
Cohoos	14 50 15 00
Chums	8 50
Evaporated apples, per lb.	0 16 1/2 0 17
Peaches, per lb.	
Potatoes—	
Natives, per bbl.	3 00 3 25
Onions, Can., 75-lb. bags	1 75 2 00
Lemons, Cal.	6 50 7 00
Oranges, Cal., case	6 00 8 00
Oranges, Florida	7 00 7 50
Grapefruit, case	6 50 7 00
Bananas, per lb.	0 09 0 10
Apples, N.S.	2 00 7 00

## THROWS PEPPER IN GROCER'S EYES

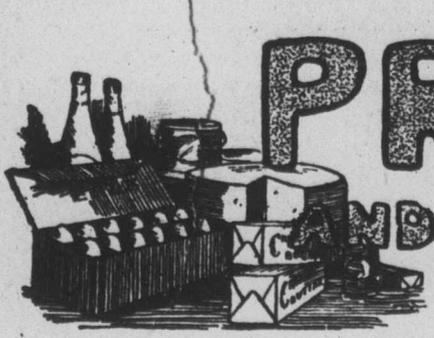
Thief Uses Unusual Weapon to Gain His Ends

A stranger, with his face blackened, walked into the grocery store of Foley Devillano, on Niagara Street, St. Catharines, Ont., near the new canal, this morning and asked for a package of tobacco. The proprietor turned to fill the order when the man threw a quantity of black pepper into the groceryman's eyes. As Devillano endeavored to brush the pepper out of his eyes he was hit on the head and body with a heavy instrument, and though badly cut, partly dazed, and his arm broken, he closed with his assailant and put up such a fight that the thug was obliged to make a getaway. Devillano, who was taken to the General and Marine Hospital, was able to give a good description of the thug, and the police have put out a dragnet.

## NEW REGINA FIRM

Guise & Smith is a new firm of manufacturers' agents and brokers in Regina, Sask. The members of the firm are C. H. Smith and F. C. Guise. Both have had considerable experience in the grocery and confectionery trade in Saskatchewan. Both of them were members of the H. G. Smith Co., Ltd. staff, wholesale grocers, Regina, for some years. Mr. Smith went overseas in the fall of 1915 with the 79th Cameron Highlanders. Mr. Guise has recently been discharged from the Royal Air Force.

The contract for the re-building of the mill of the Maple Leaf Milling Co. at Welland has been awarded to J. H. Tromanhouser, of Toronto.



# PRODUCE AND PROVISIONS

## Evolution of the Packing Industry

How the Hog Furnishes Man With a Large Portion of His Most Nourishing Food—The Fresh Cuts and Curing—There is Also the Sausage—Industry Not Unlike Mechanical Organization—The Processes Employed

Information secured through the courtesy of the Swift-Canadian Co., Toronto, Canada

**I**N looking up Webster's Dictionary for a definition of pig or hog, the writer in both instances was referred to swine. Looking up swine then this is the definition which Mr. Webster placed on the word: "A hog; a pachydermatous mammal of the genus *Sus*, which furnishes man with a large portion of his most nourishing food. The fat or lard of this animal enters into various dishes in cookery."

There in part is the real meaning of hog as outlined by Mr. Webster many years ago. After a trip through a modern packing plant one can well see that Mr. Webster was well informed, though he might have been lacking in the details as to how the hog "furnishes man with a large portion of his most nourishing food." The fact remains, however, and one has only to mention tenderloins, spare ribs, bacon, ham or many other lines to realize how true this is. But the object of this story is to tell somewhat of the processes involved in furnishing the housewife with the many choice cuts served her by the retail dealer.

### Cleanliness Marks Operations

There are undoubtedly many who look on the packing business as anything but an agreeable one—who regard those engaged in it as perhaps semi-savage. This attitude in respect to the business or those who have adopted this highly specialized field for their activities is absolutely unwarranted. There is nothing repulsive or loathsome and this is a point which cannot perhaps be too strongly emphasized. Cleanliness marks the operations of the packing industry from the time the hogs or cattle enter the runway until they are loaded into refrigerator cars on their way to the retailer. This was the factor which throughout the entire period consumed in making the round of the plant impressed itself most strongly in the mind of the writer.

### Packing Business Well-Oiled Machine

A tendency to jump from one process to another is evident in this talk, but as

far as possible the operations will be given in their proper sequence. It might be said that the term methodical fits in here and it does, too, in as far as it does not convey the idea of slowness. The expression highly specialized was used before—it is the correct term. Speed, gathered from a knowledge of just what is to be done, is evident. Each individual worker has a position and a certain detail of the work to do—the organization might be termed a well-oiled mechanism, the operations are so precise and thorough.

One associates the packing industry very largely with the activities on hogs. This being the case then, the processes involved will be outlined as clearly and briefly as consistent with the incorporation of the full details.

### Starting With the Hog—Then What?

First the hogs come into the runway—they are then hung up by their hind legs, "stuck" and left until the blood has left their bodies, after which they are thoroughly washed. The chains which fasten hogs up are attached to pulleys running on tracks. In this way the hog proceeds through all operations, which means the greatest possible ease in handling.

The next step is to scrape and clean the hog. It is first scalded in a large vat, then sent through the scraper—a multitude of fine blades which fit onto the shape of the animal, removing all signs of bristles or dirt. From the scraping machine the carcass travels along on the rail from one point to another, the men stationed at each of these performing a certain operation which soon results in the hog being opened up, its heart, liver and other organs being removed. These various organs are passed over to Government inspectors, who examine the heart and liver, etc., of each hog to determine if there is any disease whatever. These inspectors do nothing else, and when they pass on the condition of a hog their ruling is final. It is either fit for human consumption or it is not. In the latter case the diseased hog

is disposed of and this loss is sustained by the packer. The final processes in preparing the dressed hog consist in thoroughly washing away all clinging particles of blood or fat, and a singeing which removes any traces of bristles the scraping machine may have left. From the "operating" room the hog is sent through on the system of track employed to the cooling room which by the refrigeration process employed chills the hog thoroughly, but does not freeze it. The chilling process takes from 24 to 48 hours.

### The Fresh Cuts and Curing

The succeeding operations are no less skilful. From the cooling room the hogs are sent through to be cut up for the various fresh meat cuts or curing processes. They are first laid on clean metal tables, where the hog is cut into half a dozen pieces and these sent through to different departments on the floor below for further handling. Here is where the back of bacon, the tenderloins and the hams, etc., are all selected. The various lines to be cured are separated from the others and after passing inspection as to grading are sent to the curing rooms, located on one of the other floors. Here there is a large row of huge curing vats, where the various cuts are stored in different degrees of brine, until they are properly cured. This process is watched very closely, as it is exceedingly important if the desired results are to be obtained. After being cured the cuts of hams, bacon, etc., are sent to the "smoke house" where they are hung on racks, suspended from tracks running into the various smoke-house compartments, for the final smoking process.

When the smoke has reached the proper density the doors to the "house" are opened and the rack with its precious load sent in to be smoked. An interesting point here is that the fire from which the smoke comes is three floors below the point where the meats enter. This it is stated eliminates the possibility of the meats being partly overheated and thus having their rich flavor spoilt. It

also insures the getting of the full benefit of the hickory smoking.

Rigid inspection marks the entire series of operations. When the hams or bacon leave the smoke house for the shipping room they are subjected to further tests to see that the curing has been successful. There are no loopholes through which improperly cured meat can escape, and this is true of every department—careful watching is employed. All hams and bacon when cooled from the smoking are ready for shipping and are then weighed, wrapped and packed to be sent on to the retailer. The processes from there on are well known to the trade.

#### There is Also the Sausage

But there are other items to be taken into account. In cutting up the hogs there are many loose ends of fat and lean meat which must of necessity reveal themselves. These are assembled in equal proportions and sent through to the sausage room, where they are put through the mincer, through the stuffing machine into the casings, and there you have the small pork sausage.

Sounds simple, doesn't it?—and it is, too, but the term mincer might perhaps be explained a little further. In the case of the highest grade sausages, large semi-circular shaped knives rock back and forth slowly over the surface of a large wooden revolving table. These cut the meat into very fine shreds, but do not squeeze out any of the goodness as a more rapid process, or really mincing process, might do.

From the process of "shredding" and thoroughly mixing the fat and lean proportions, the meat is taken to the sausage stuffers. Incidentally it might be mentioned that the casings are cut up beforehand into long lengths and tested to see that there are no breaks. A further test, that of running water through, is employed just before the meat is put into the casing. The casing is slipped over the end of the sausage stuffer, the lever switched over and the casing is filled. Girls measure off exact length of the individual sausage, twist and send on through to the shipping room where the weighing, wrapping and putting into cartons is done. Only a sufficient quantity to cover the orders of the day is so prepared.

#### The Cooked Hams

It might be said that taking the hogs as a basis, a parallel or even an advanced process can be shown in their preparation for market for every other animal prepared by the packing plant. Even the cooked meats, of which these are many, are represented in pork by hams.

These are carefully selected in their fresh stage, the bone removed, rolled and tied, and in this form go to the cooking

room. The cookers are large, circular vats, the water in same heated by steam to the correct temperature and each lot is given a certain amount of cooking, found by tests to produce the most satisfactory results. The hams when cooled are wrapped in waxed paper before being wrapped for shipment.

One might go further and describe the processes with each of the animals treated, but very few go through the extensive operations of the hog. Taking the lambs as an example these are sold whole—the actual cutting up is done by the individual butchers.

#### Packing Business Not Unlike Mechanical Organizations

The operations leading up to their preparation for market are not unlike those outlined above. A system of trackage along which the suspended lambs travel eliminates heavy lifting, and eases and speeds up the work materially.

There are few perhaps who have not heard stories told of the operations connected with the assembling of an automobile. Men are stationed at intervals along a moving platform and they are entrusted each with one single detail in connection with putting the automobile together. It may be only a bolt they have to put in place, but that is their function in turning out the completed machine. They each represent a cog in the smooth operation and expeditious handling of the automobile, and there is nothing in the handling of lambs—in fact all of the animals—more resembles from the time they enter the runway until they enter the cooling rooms than the mechanical precision of an automobile or other large manufacturing plant.

#### The Processes Employed

After the lambs are killed, the first man hangs the animal up by one foot—the next puts the braces or stays in place which stretch the animals feet apart so that the man next in line can begin the process of skinning. This work is handled by half a dozen or more men, each of whom loosens the skin from where the man ahead left off until it has been entirely removed from the carcass.

The dressing of the animal is handled in much the same manner and Government inspectors are on deck here, too, to examine the heart, liver and other internal organs for signs of disease. The final processes embrace a thorough cleansing of the animal, particles of fat and blood being removed before sending through to the cooling room to be chilled.

#### Cleanliness the Watchword

The question may arise—how is all this carried on and still the claim that cleanliness predominates? Isn't there an accumulation of dirt which must result in the handling of the animals? The packers are quite willing to admit

that there is a certain amount of what may best be described as slop during the day's work. But this does not accumulate. Each night when the day's run has been completed, every department is washed down with water and steam. This cleaning-up process starts at the runway, too, and follows the course of the animals in the various operations they go through so that by the time the last animal has been sent along to the cooling room, the cleaners are right behind with their hose. When they have completed their work, there are no evidences of the day's activities noticeable. The floors and walls have had the last traces of pork, lamb or beef removed from them and one could eat a meal in the surroundings of the operating rooms without any compunction as far as cleanliness is concerned.

#### What Refrigeration Means

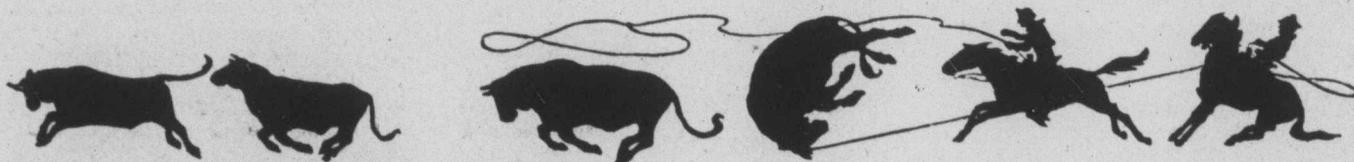
At many points reference has been made to the cooling rooms and the chilling process. Without a perfected system of refrigeration it might be truly said the packing industry would not be possible on so extensive and successful a scale. For the successful preservation of meats, butter, eggs or margarine, a refrigeration system such as the one employed must be a big factor in curtailing loss which would otherwise result. By it, dry, cool air is constantly circulated through the various cooling rooms, and when so desired a temperature which will freeze the meats solid can be secured. This is particularly employed in the case of beef or poultry for export shipment, these items being frozen to board-like solidity.

#### Care in Handling Eggs

In the case of eggs, cool, dry air is constantly being circulated through the storage rooms. Careful inspection is very necessary to avoid loss in eggs. Before going into storage each egg is candled by expert candlers. They become so proficient that it is seldom an egg gets by in any way tainted. Speed is one of their mottoes, too, an average of twenty-five to thirty cases per day being candled with a high rate of thirty-five cases being sometimes put through. But not only are the eggs candled when placed into storage—they go through the same process before being shipped out again. Every care to maintain the grades at their highest point is exercised.

#### Butter Cut As Wanted For Day's Orders

Butter is no less carefully watched than any other line. The storage is kept at the temperature found most suitable and only as the orders come in is the butter cut up for shipment. It is stored in 56-pound boxes and when sold is brought out to be cut up and packed in the one pound cartons. It is first cut



into what might be called slabs, then cut again into rectangular blocks, in which shape it goes through the butter machine, is pressed into a solid block the thickness of the print and cut again the exact size required for the one pound block. Each block is weighed to make the one pound net, then it is wrapped in waxed paper, put in the cartons and when packed in the wooden cases containing 50 one-pound cartons is ready for shipment.

#### The Making of Margarine

There is another manufacturing process, however, which might be mentioned briefly, though it is developing to a greater extent all the time: that is, the making of margarine. At the outset there were two vats, one in which the finest selected creamery butter—free from all coloring—was heating; in the other was the oleo, which when brought to the proper temperature with the melted butter was carried in nickel tubes to what might best be described as the churn or mixer. Here all the ingredients are thoroughly worked together and when completed sent through a quick chilling process which brings the particles of margarine to the surface. These are assembled in wooden trucks and taken through to an adjoining room where the mixture is worked up into solid blocks ready to be cut and packed into cartons. The process from here on is not unlike that of cutting butter. One point which became conclusively evident as the cartons were finally sealed was that the margarine was not touched by the hands at all. Throughout the various processes nickel tubes, wooden shovels and small wooden spades were employed to handle the product.

#### How Lard is Handled

Perhaps the question of how lard is dealt with should have been mentioned before, but it is not too late now to say a few words in reference to this commodity. The fatty portions of the hog which are not utilized in any other way are assembled and sent to what is known as the refinery. Here they are rendered and clarified and as wanted brought through to the yard room for packing. The lard is heated to a very high point and run through nickel tubes to a trough-shaped receptacle which adjoins a big long cylinder. This cylinder is cooled to a point so that when it revolves through the trough containing the hot lard, a thin film adheres to the cylinder. The lard in this state is scraped off into another trough which contains a long screw something similar to that in a food chopper. This revolves and forces the lard through nickel tubes which run along tables where girls are standing ready to pack it into the various containers. The nickel tube is tapped at intervals and there is sufficient pressure so that the lard is forced out through these taps as wanted. As in many other departments only a sufficient amount of lard is run through each day to take care of the orders on hand, insuring a constantly fresh supply.

Throughout the entire course of the trip through the packing plant, perhaps

the most outstanding feature was the cleanly manner in which all products are handled. The packing business is undoubtedly thorough; it is highly specialized; it is like nothing more than a mechanical organization in its precision and attention to detail. Every care is exercised that the foodstuffs turned out are up to a standard. There is nothing repulsive—once again let it be said, it is cleanly.

#### OTTAWA PURE FOOD SHOW WILL FEATURE FISH

OTTAWA, Jan. 24.—At the retail grocers' meeting in Ottawa on January 23rd, T. Bowman presiding, it was decided to add fish as a new feature at "The Central Canada Exhibition Pure Food Show."

Fish will be prominently brought to the notice of the visitors and a campaign carried on by the retailers to boost sales of well-known kinds of fish as well as to introduce others which only need to be eaten once to be appreciated.

The packers and wholesale firms from coast to coast are being approached by the association and a great variety of brands will be shown.

Results so far indicate that every inch of space will have been let long before the exhibition.

#### STATUS OF FARMER AS FOOD HANDLER

REGINA, Sask., Jan. 24.—The status of the farmer in selling produce of the farm has been under discussion in Saskatchewan, and many inquiries have been directed to the Canada Food Board office. The secretary, L. E. Mutton, Regina, has made a pronouncement to the effect that where the farmer, vacant lot gardener or fisherman is a producer of food, he does not need a license to dispose of his own produce. In the disposal of his own goods which he himself has produced he is free to do so in any reasonable way he may see fit, alive or dead, wholesale or retail. In order to buy and resell, however, Mr. Mutton takes another view of the question. This he would regard as a retail or wholesale transaction and the farmer doing such a business would require a license. Also in conducting the business of a slaughterman, that is in killing stock for others, a farmer or any other person needs a license.

#### RUMOR THAT ARMOUR & CO. HAVE BOUGHT TORONTO PROPERTY

Superintendent for Canada Denies All Knowledge of Any Such Move

There has been a rumor going the rounds of the Toronto stockyards that Armour & Company had purchased a 35-acre tract north of St. Clair avenue, Toronto, known as the Hayden House property, for the erection of a large packing plant. This property has recently been used by the Royal Air Force.

Mr. Duval, the superintendent of the Armour & Company interests in Canada,

in answer to an enquiry, stated to CANADIAN GROCER, that he knew of no such move on the part of Armour & Co. and certainly did not think it at all probable. The company, he stated, at present had a plant at Hamilton valued at upwards of a million dollars, and had also distributing warehouses in other centres.

#### SMALL PACKING PLANT COULD NOT LIVE ON GOVERNMENT MARGIN

In referring to the closing of the Chatham Packing Co. recently, "The Financial Post" had this to say:

"The closing of the plant of the Chatham Packing Company, Chatham, Ont., recently, because it was found impossible to operate at a profit on the margin permitted by the Government, is an indication of the soundness of the contention of "The Financial Post," raised at the time of the packing investigation, that a too rigid regulation of profits would mean strangulation of business.

"The larger packers, by reason of their turnover, can operate on a margin that this instance proves hopelessly inadequate to meet the needs of a smaller plant. In this way this rigid limitation tends to eliminate the very competition that might be expected to regulate profits.

"In a recent article appearing in these columns it was shown that the large American concerns were operating on a profit basis around 2 per cent., and showing at least some profit on that business. The head of a large Canadian packing plant, commenting on this report, made the statement that the average profit of the Canadian packing firms would be less than this figure. That is of course lower than the basis of profits permitted by the Government, yet these companies are presumed to be making satisfactory profits. But they are making it on a basis of an enormous turnover. In the case of the small plant the turnover, being a mere fraction of the other, and the operating costs being spread over this comparatively small burden of business instead of the heavy outturn, of necessity reduces the profits of these plants to the vanishing point; such conditions must eventually eliminate the smaller packer."

#### CLAIMS CARELESS PACKING DISCOUNTS GOODS

West Indian Demand for Canadian Goods Strong But Care Must be Taken in Shipping.

A St. John merchant on his return from the West Indies reports an increasing demand for Canadian goods, but says there are two principal complaints. One is that sufficient care is not taken with regard to the character of some of the goods sent, and the other is with regard to the packing. For instance, Canadian jam is greatly preferred to the British article, but in this line fault is found with the methods of packing for shipment.

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

**M**ONTREAL, Jan. 29.—Live hogs declined materially, and are quoted at \$17. This has been followed by reductions for dressed pork and for loins, shoulders and legs. There has also been a revision of two cents per pound downward on hindquarters of beef. Breakfast bacon is easier in price on some grades. Lard is lower, too.

Margarine and butter are held in price, with fair demand for the former and steady good sale for butter being reported. Cheese is firm. The egg market is lower, new-laid being quoted at 63-65c per dozen on larger receipts. Poultry is unchanged. There is a quiet fish market, and prices are without change.

### Lower Prices on Fresh Cut Pork

**MONTREAL.**—**FRESH MEATS.**—Live hogs are down to \$17. This has meant a revision downward for dressed varieties, and abattoir stock is selling at \$23-\$23.50, and country-dressed at \$18-\$20. Leg of pork, trimmed shoulders and loins are also slightly lower in price. Hind quarters of fresh beef, steers, heifers and cows are quoted down about two cents per pound.

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

### Breakfast Bacon Lower; Hams Hold

**MONTREAL.**—**CURED MEATS.**—The market shows but one change this week, that being a lower price for bacon. The range for this is now 38c to 45c per pound, according to quality. Hams are held without change, as are also salt meats.

CURED MEATS			
<b>Hams—</b>			
Medium, smoked, per lb.—			
(Weights) 10-16 lbs.....		0 36	
16-20 lbs.....		0 36	
20-35 lbs.....		0 34	
<b>Bacon—</b>			
Plain.....	0 43	0 44	
Boneless, per lb.....	0 46	0 47	
<b>Bacon—</b>			
Breakfast, per lb. (as to qual.)	0 38	0 45	
Roll, per lb.....	0 33½	0 34½	
<b>Dry Salt Meats—</b>			
Long clear bacon, ton lots ..	0 28	0 28½	
Long clear bacon, small lots ..	0 28½	0 29	
Fat backs, lb.....	0 29½	0 30	
<b>Barrel Pork—</b>			
Canadian short cut (bbl.) .....	\$54 00		
Clear fat backs (bbl.) .....	58 00		

Short cut clear pork (bbl.).....	52 00	54 00
Heavy mess pork (bbl.) .....	51 00	
Bean pork (bbl.) .....	49 00	

### Cooked Meats Quiet, Prices Are Held

**MONTREAL.**—**COOKED MEATS.**—There is not a great deal of trade for cooked meats, and the price basis is unchanged. Packers could handle considerably more business, and the outlook is for ample supplies in this market.

COOKED MEATS	
Head cheese.....	0 15
Meat loaf with macaroni and cheese, lb.....	0 29
Choice jellied ox tongue.....	0 48
Ham and tongue, lb.....	0 32
Veal and tongue.....	0 25
Hams, roast.....	0 51
Shoulders, roast.....	0 46
Shoulders, boiled.....	0 44

### Lard Lower, Offerings Big

**MONTREAL.**—**LARD.**—Another decline has been recorded for lard this week. Tierce price is now as low as 27½c, and the undertone is rather weak. Stocks are said to be larger than expected, and the demand has been limited. Under a desire to stimulate business, the basis is more or less nominal, and further revision downward will not come entirely as a surprise.

Lard, Pure—			
Tierces, 400 lbs., per lb.....	\$0 27½	\$0 28	
Tubs, 50 lbs.....	0 28	0 28½	
Pails, 20 lbs., per lb.....	0 28	0 28½	
Bricks, 1 lb., per lb.....		0 29	

### Price is Held on Shortening

**MONTREAL.**—**SHORTENING.**—There is not a great deal of movement for shortening, but the price has held, notwithstanding. With lard in so favorable a basis it is unlikely that there will be a big sale for the compound product at this time, unless the basis should be lowered.

Shortening—			
Tierces, 400 lbs., per lb.....	0 25½	0 25¼	
Tubs, 50 lbs.....	0 25¼	0 26	
Pails, 20 lbs., per lb.....	0 26	0 26¼	
Bricks, 1 lb., per lb.....	0 27	0 28¼	

### Margarine Moves, Basis the Same

**MONTREAL.**—**MARGARINE.**—Some report a freer movement of margarine, while others are not so encouraged. The price of butter continuing high, many are using the substitute to a considerable extent nevertheless. The basis is unchanged this week, and supplies are ample.

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

### Butter Export Big, Price is Firm

**MONTREAL.**—**BUTTER.**—The heavy export of butter has served to maintain the price basis, combined with the heavy consumptive demand in this city and district. While the receipts for many months have been greatly in excess of those for the same period the year previous, the export and home demand have combined to make quite ready consumption of the supplies.

While reductions totalling a considerable amount have been made in the Chicago market, the prices there have been greatly inflated, and even now the quotations are on somewhat of a parity with prices here, and the fluctuations there have been on fresh butter. Storage is firm here, and some expect it to hold firm until spring, when new-made may force prices down.

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

### Cheese is Steady Under Demand

**MONTREAL.**—**CHEESE.**—There is a great deal of selling from a jobbing and retail standpoint. As a consequence of the activity, and because of the heavy export that has continued for a long time, there is no great amount of cheese held here, export taking most of the receipts in a large way. Prices are firmly maintained.

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

### New-Laid Eggs 63c, Supplies Larger

**MONTREAL.**—**EGGS.**—There is a steady improvement in the new-laid egg market and supplies are larger and prices less. The low price for these is 63c this week, five cents below the lowest price of last week. Selects are quoted at 56c. Stor-

age eggs are scarcer and the undertone even steadier than that for new-laid.

New laids	\$0 63	\$0 65
Selects		0 56
No. 1	0 53	0 54

### Poultry Steady Under Fair Selling

Montreal.

POULTRY.—There is a steady and fair movement of poultry and the basis of quotations is held without change. Supplies coming forward are fair and the outlet through retail channels is maintained on a fairly reasonable basis.

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

### Colder Weather Would Move Fish

Montreal.

FISH.—Colder weather is needed to make fish a bigger seller. It is always recognized at this season that cold weather will improve sales of frozen varieties. So mild has the weather been that fishing has continued right down to the present, where it usually has ceased long ago. This has served to increase supplies of some varieties, and there have been losses in some points from spoiled fish that had no outlet. Reports indicate that there is a similar

condition in Western Canada points. The campaign for codfish selling is continuing.

FRESH FISH		
Haddock	0 10'	0 12
Steak Cod	0 11	0 13
Market Cod	0 08½	0 09
Flounders	0 10	0 12
Prawns	0 30	0 32
Live lobsters	0 70	0 75

FROZEN FISH		
Halibut, large and chicken	0 22	0 23
Halibut, medium	0 23	0 24
Haddock	0 08½	0 09
Mackerel	0 16	0 17
Dore	0 15	0 16
Salmon Cohoes, Hd. and Dd.	0 21	0 22
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 14½	0 15
Gaspe Salmon, per lb.	0 24	0 25
Whitefish	0 15½	0 16
Whitefish, small	0 12	0 12½
Pike, Headless and Dressed	0 12	0 13
Market Cod	0 07½	0 08
Sea Herrings	0 08	0 09
Steak Cod	0 09½	0 10
Smelts, No. 1, per lb.	0 17	0 18
Smelts, No. 2, per lb.	0 14	0 15
Smelts, extra large		0 24
Lake Trout	0 19	0 20
Tom Cods, per bbl.		5 00
Lake Herrings, bag, 100 lbs.		6 00
Alewires	0 07½	0 08

SALTED FISH		
Codfish—		
Codfish, large brl., 200 lbs.	\$22 00	
Codfish, No. 1, medium, brl., 200 lbs.	21 00	
Codfish, No. 2, 200 lb. barrel	19 00	
Pollock, No. 1, 200 lb. barrel	15 00	
Codfish, strip boneless (30-lb. boxes) lb.	0 20	
Codfish (boneless) (24 1-lb. cartons)	0 20	
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18	
Pickled Fish—		
Herrings (Scotia) barrel	13 00	
Oysters—		
Cape Cod, per barrel	\$15 00	
Batouche, per barrel	15 00	
Scallops, gallon	4 00	
Can No. 1 (Solids)	2 50	2 60
Can No. 3 (Solids)	7 25	7 50
Can No. 5 (Solids)		12 00
Can No. 1 (Selects)		3 00
Can No. 3 (Selects)		8 40
Sundries—		
Crushed Oysters Shell, 100-lbs.	\$1 60	
Paper Oyster Pails, ¼-lb. per 100	2 25	
Paper Oyster Pails, ½ per 100	1 75	

red which provide for a scale of prices generally lower than those in effect last week. There is still a tendency to curtail buying to essential requirements on the part of the retail trade and a factor in the future trend of prices will be the decision by the United States Government in reference to set prices on hogs.

CURED MEATS		
Hams—		
Medium	0 32	0 36
Large, per lb.	0 29	0 32
Bacon—		
Plain		0 46
Skinned, rib in		0 46
Boneless, per lb.		0 48
Bacon—		
Breakfast, per lb.	3 39	0 41
Roll, per lb.		0 30
Wiltshire (smoked sides), lb.	0 35	0 37
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.		0 28
Do., aver. 70-100 lb.		0 26½
Fat backs, 16-20, lb.		0 30
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.		46 00
Short cut backs, bbl., 100 lbs.	54 00	56 00
Pickled rolls, bbl., 200 lbs.	50 00	52 00

### Boiled and Roast Hams Easier

Toronto.

COOKED MEATS.—Lower prices have been named on boiled hams and roast hams during the week, quotations being down from 1c to 2c per pound. Other lines show little change though choice jellied ox tongue is also down about 2c per pound. Business is very good and supplies generally quite ample.

COOKED MEATS		
Boiled Hams, lb.	0 50	0 51
Hams, roast, without dressing, lb.	9 52	0 54
Shoulders, roast, without dressing, per lb.	0 49	0 51
Head Cheese, 6s, lb.		0 16½
Meat Loaf with Macaroni and Cheese, lb.		0 29
Choice Jellied Ox Tongue, lb.	0 52	0 54
Ham and Tongue, lb.		0 32
Veal and Tongue, lb.		0 25

### Lard Holds at Unchanged Levels

Toronto.

LARD.—The market holds at unchanged levels during the week. Some reports intimate that trade is rather dull while others indicate that there seems to be a little more activity manifest. Another two or three weeks and a fairly brisk demand is expected. Prices range at following figures:

Lard, tierces, 400 lbs., lb.	\$0 27½	\$0 28
In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.		

### Shortening Remains at Steady Basis

Toronto.

SHORTENING.—A very steady tone marks the situation in shortening. Prices have held at unchanged figures and the demand is considered only fair. Range of quotations being made to the trade are as follows, tierce basis, per pound: Easifirst, 26½c; Domestic, 26c; Peerless, 25½c to 26c; Cotasuet, 25½c to 26c. Range for other brands follows:

Shortening, tierces, 400 lbs., lb.	\$0 25½	\$0 26
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1¼-1½c higher than tierces.		

## ONTARIO MARKETS

TORONTO, Jan. 29.—A general revision of prices downward on fresh pork and cured meats has been made. A weaker tone is reported in lambs also, while a wider disparity between the lighter cattle and best grades is now apparent. Dairy butter has eased a little somewhat, and new-laid eggs have also declined from two to three cents per dozen. Lard is fairly well maintained, and shortening rules at unchanged figures. The fish markets show some slight revisions, and business is just a little quiet owing to unseasonable weather.

### Fresh Cuts Pork Register Declines

Toronto.

FRESH MEATS.—Lower prices have been named on some of the cuts of pork, this being the result of lower prices on live hogs which have prevailed during the last couple of weeks. The situation in beef remains quite steady, the best cattle ruling at prices about as high or higher than a month ago, while the lighter cattle have sagged somewhat. Select stock in any field continues to secure high prices.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.		\$25 00
Live, off cars, per cwt.	16 00	16 50
Live, fed and watered, per cwt.	16 25	16 75
Live, f.o.b., per cwt.	15 00	15 50

Fresh Pork—		
Leg of Pork		0 32
Loins of pork, lb.	0 36	0 38
Tenderloins, lb.	0 39	0 40
Spare Ribs, lb.	0 18	0 20
Picnics, lb.	0 22	0 23
New York shoulders, lb.	0 24	0 25
Montreal shoulders, lb.	0 25	0 26
Boston butts, lb.		0 32
Fresh Beef—		
Hind quarters, lb.	0 23	0 26½
Front quarters, lb.	0 16	0 18½
Ribs, lb.	0 22	0 23
Chucks, lb.	0 17	0 18
Hips, lb.	0 20	0 25
Calves, good, lb.	0 25	0 27
Lambs, whole, lb.	0 25	0 29
Sheep, whole, lb.	0 18	0 21

### Hams and Bacon Revised Downward

Toronto.

PROVISIONS.—Further revisions in the price of hams and bacon have occurred

**More Interest  
Noted in Margarine**

**Toronto.**  
**MARGARINE.**—There seems to be a little better feeling in margarine, the trade reporting a little more buying interest as apparent. Prices have ruled without any quotable change and stocks are well equal to requirements of the retailer.

**Margarine—**

1-lb. prints, No. 1.....	0 34	0 35
Do., No. 2.....	0 31	0 33
Do., No. 3.....	0 27	0 28

Solids, 1c per lb. less than prints.

**Freer Supply  
Dairy Butter**

**Toronto.**  
**BUTTER.**—There seems to be a little freer offering of dairy butter and prices have declined slightly. The situation in regard to creamery shows little material change, the demand being very well maintained, with supplies ample and prices remaining steady. Quotations range to-day as follows:

**Butter—**

Creamery prints (storage).....	0 53	0 54
Creamery solids (storage).....	0 52	0 53
Creamery prints (fresh made).....	0 55	.....
Dairy prints, fresh separator lb.	0 48	0 50
Dairy prints, No. 1, lb.....	0 46	0 48
Creamery solids (fresh made)....	0 54	.....

**New-Laid Eggs;  
Better Supplies**

**Toronto.**  
**EGGS.**—New-laid eggs are coming along fairly well now and prices have sagged another two to three cents per dozen. Storage eggs remain at unchanged figures, with supplies being reduced to a pretty small compass. Prices on these hold at unchanged figures. The range of quotations being made to the trade follow:

**Eggs—**

New-laid, in cartons, doz.....	\$0 65	\$0 66
Extras.....	0 63	0 65
Storage, No. 1, doz.....	0 56	0 57
Splits and No. 2, doz.....	0 45	0 47

**Cheese Moving  
Very Well**

**Toronto.**  
**CHEESE.**—A very good movement of cheese is reported and the market rules with a very firm undertone. Supplies as a whole are none too plentiful and a continued heavy demand may move prices up somewhat. However, the situation for the week is without any quotable change.

**Cheese—**

New, large.....	0 28½	0 29
Stilton (new).....	0 32	0 32
Twins, ¼c lb. higher than large cheese. Trip-les ½c higher than large cheese.		

**Situation in  
Poultry Steady**

**Toronto.**  
**POULTRY.**—The situation in poultry holds steady and quotations remain at unchanged figures for the week. Supplies have been coming along very well the last week or ten days, but it is expected receipts may fall off for some

little time to come. Range of quotations follows:

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.....	\$0 28-\$0 32	\$.....-\$0 32
Geese, lb.....	0 15-0 20	0 20-0 25
Turkeys, old, lb.....	0 28-0 30	0 35-0 36
Do., young, lb.....	0 32-0 25	0 38-0 40
Roosters, lb.....	0 20	0 25
Fowl, 4 to 5 lbs., lb.....	0 28-0 25	0 25-0 23
Fowl, over 5 lbs., lb.....	0 26-0 30	0 28-0 30
Fowl, under 4 lbs., lb.....	0 17-0 20	0 20-0 23
Chickens, under 5 lbs., lb.....	0 23	0 28
Chickens, over 5 lbs., lb.....	0 25	0 30
Chickens, over 5 lbs., milk fed, lb.....		0 32

Prices quoted to retail trade:

	Dressed
Hens, light.....	\$0 30
Do., heavy.....	0 32
Chickens, spring.....	0 33
Ducks.....	0 35
Turkeys.....	0 45
Geese.....	0 25

**Some Minor  
Changes in Fish**

**Toronto.**  
**FISH.**—There have been some revisions in prices recorded this week, some lines showing a slight reduction and others an upward trend. No. 1 smelts are down to 16c per pound in some quarters, and mullets are also lower at 8c per pound. Trout are being quoted at 17c to 18c per pound. Small haddock, tomocods and ciscoes have firmed up about 1c per pound. Range of prices follows:

**FRESH SEA FISH**

Cod Steak, lb.....	\$0 12	\$0 14
Do., market, lb.....	0 09	0 10
Haddock, heads on, lb.....	0 10	0 11

**SMOKED FISH**

Haddock, lb.....	0 10
Bloaters, 40 Count, box.....	2 00
Cod, smoked, lb.....	0 12
Ciscoes, lb.....	0 16
Haddies, chicken.....	0 10
Do., fillets, lb.....	0 17
Do., Finnan, lb.....	0 15
Herring, Kippered, box.....	1 65
Shrimps, can.....	1 75

**FRESH FROZEN SEA FISH**

Cod Steak, lb.....	0 09½	0 10
Do., market, lb.....	0 08½	0 09
Flat Fish, B.C., lb.....	0 10	0 11
Flounders, lb.....	0 08	0 10
Gaspereau, lb.....	0 07	0 08
Haddock, headless, lb.....	0 08	0 10
Do., heads on, lb.....	0 09	0 09½
Do., small, case, 200 lbs., lb.....	0 08	0 08
Halibut, medium, lb.....	0 22	0 23
Do., chicken, lb.....	0 21	0 22
Do., large, lb.....	0 21½	0 22
Herring, lb.....	0 07½	0 09
Mackerel, lb.....	0 14	0 16
Salmon, Cohoe, lb.....	0 20	0 22
Do., Qualla, lb.....	0 14	0 15
Do., Red Spring, lb.....	0 24	0 25
Do., Gaspe, lb.....	0 24	0 25
Smelts, No. 2, lb.....	0 10	0 12
Do., No. 1, lb.....	0 16	0 18
Do., Extra, lb.....	0 25	0 26
Tomocods, lb.....	0 07	

**FROZEN LAKE FISH**

Herrings, Lake Superior.....	0 06	0 07
Mullets, lb.....	0 08	0 10
Pickrel, lb.....	0 14½	0 16
Pike, round, lb.....	0 09	0 11
Trout, lb.....	0 17	0 18
Tulibeas, lb.....	0 10½	0 12
Whitefish, lb.....	0 15	0 16

**DRY AND PICKLED FISH**

Cod, Acadia Strip, box.....	6 50	7 00
Do., Acadia Tablets, 1 lb., 20 to case.....	3 90	4 00
Do., Acadia Tablets, 2 lb., 12 to crate.....	5 25	5 25
Do., Halifax Shredded, box.....	14 00	14 25
Herring, Labrador, bbl.....	7 00	7 25
Do., Do., No. 4 size.....	5 60	5 60
Do., Do., No. 2 size.....	7 25	7 50
Do., Lake, keg.....	3 00	3 50
Imperial, 25 lbs., loose, case.....	4 15	4 50
Mackerel, salt, 20-lb. kit.....	4 15	4 50
Quail on Toast, 24 1-lb. tab'ts, case.....	4 20	4 32

Shrimps, headless, No. 1 size, tin	1 60	1 75
Do., Do., No. 3 size, tin.....	4 20	4 20
Skinless Fish, 100s, lb.....	0 15	0 19
Sea Trout, keg.....	12 00	12 00
Whitefish, No. 1, keg.....	14 50	15 00

**OYSTERS, No. 3 size package (2½ gallons).....** 9 50

**Do., No. 5 size package (4 1-6 gallons).....** 15 50

**Do., No. 1 size package.....** 3 30

**Shell Oysters, 800 count, bbl.....** 14 50

**Do., Do., 1,000 count.....** 13 00

**TRAINLOAD OF DEHYDRATED VEGETABLES**

The Grahams, Limited, of Belleville, Ont., recently made an extensive shipment from their evaporating plant in this city. A trainload of 36 cars of dehydrated vegetables were shipped to New York for the United States Government. The cargo was valued at \$323,000.

**TORONTO M.O.H. REFUSES RELIEF**

A deputation representing the Toronto branch grocers' section of the Retail Merchants' Association waited on Dr. Hastings, Medical Health Officer of Toronto, recently to ask that the restrictions enforced in regard to food-stuffs be relaxed. Objection was taken to the requirement that confectionery and candies be kept in glass cases, and that the windows had to be closed. Dr. Hastings was not inclined to carry out their request.

**MR. HOOVER SPEAKS WHAT IS ON HIS HEART**

Mr. Hoover, who is at present in England on business connected with the re-victualling of Europe, will endear himself more than ever to the public by his emphatic refusal to discuss German food conditions with Baron von der Lancken and Dr. Reith, who sought a meeting with the food administrator.

A message from Paris said these two German officials, who were prominent in the German administration of Belgium, wired from Berlin to Walter Lyman Brown, director of the Commission for Relief in Belgium in Rotterdam, that they had been appointed by the German Government to negotiate with Hoover for food supplies and that they desired to advise them when and where he would meet them.

In answer to the request for a conference, Hoover sent this message:

"You can describe two and a half years of arrogance toward ourselves and cruelty to the Belgians in any language you may select, and tell the pair personally to go to hell, with my compliments. If I do have to deal with Germans, it will not be with that pair."

**HAROLD F. RITCHIE TO VISIT OLD COUNTRY**

Harold F. Ritchie, of Harold F. Ritchie & Co., Toronto, leaves for the Old Country between the 1st and the 8th of February in the interests of his company. Mr. Ritchie represents many British firms, and it is to secure first-hand information as to conditions affecting their lines that the trip is being undertaken.

# BACK BACON

A very nice line of Bacon, preferred to Breakfast Bacon by some and always supplying a change when asked for. We have it "In Casings," Boneless and Skinned.

Made Under Government Inspection

**F. W. Fearman Co.**  
LIMITED  
HAMILTON



**PLAN NOW**  
FOR THE  
**HOT WEATHER**  
ORDER YOUR  
**FREEMAN EQUIPMENT**  
EARLY

Write for illustrated catalogue showing complete line of Refrigerator equipment.

**The W. A. Freeman Co., Limited**  
Hamilton, Canada

Toronto 114 York St.      Branches at Montreal      Winnipeg 209 McDermitt Ave.



**A Substitute That Equals The Real Thing**

Indispensable — as a substitute for expensive Eggs.

Profitable — for it builds up business as well as cakes, etc., and puts reasonable profits into your pockets.

Agents: Loggie, Sons & Co., Toronto—Angvine & McLaughlin, St. John, N.B.—W. H. Escott Co., Ltd., Winnipeg, Canada.

**RELEG CO. Regd.**  
Quebec, Canada

For Critical People—

## BLUE SEAL MUSHROOM CATSUP

Its delicate piquancy appeals to all.

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

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

Try this line out and see it sell.

**E. W. Jeffress, Ltd.**

WALKERVILLE, ONT.



GROCCERS, Butchers, General Store-keepers---you have a real opportunity for good profit by selling

## SWIFT'S PREMIUM OLEOMARGARINE

Many of your customers know it is economical for table use, while thousands of housewives also use it regularly for baking, frying, etc.

The demand is already created---take advantage of it. Order your supply from our salesman or write direct.

Swift Canadian Co.  
Limited

Toronto

Winnipeg

Edmonton

(Canada Food Board License Nos. 13-170, 171, 172)



**Have No Hesitation**  
in choosing  
**'Bluenose' Butter**

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

**SOLE PACKERS.**

**SMITH & PROCTOR - HALIFAX, N.S.**

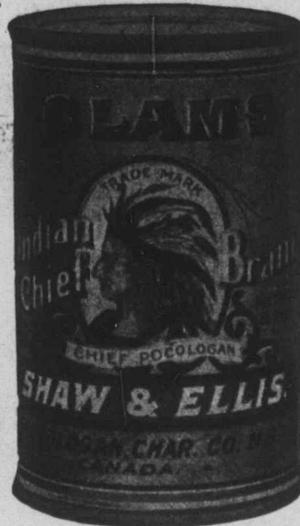
**SMITH  
AND  
PROCTOR**

**SOLE PACKERS**

**Halifax - N.S.**

**"INDIAN  
BRAND  
INCREASINGLY**

There is a sea food which your customers will appreciate. It is a sensible and delicious substitute for meat. "Indian Chief" Brand Clams are put up the same day they are taken from the clam beds and sealed without solder or acid. They



*And the Profits are  
Pleasing*

**CHIEF"  
CLAMS  
POPULAR**

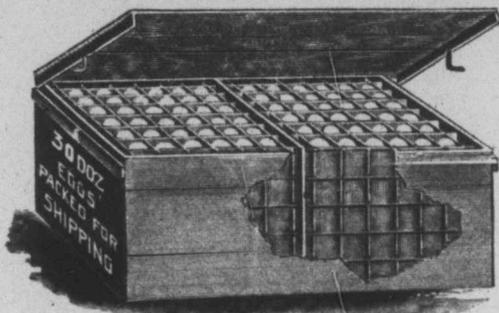
reach the customer's table as sweet and as fresh as the day they were caught.

"Indian Chief" Brand Clams proved to be a big summer seller. They appeal to the restaurant trade as well as to the housewife.

**Shaw and Ellis, Pocologan, Charlotte N. B.**

Canadian Food Control License No. 1-718

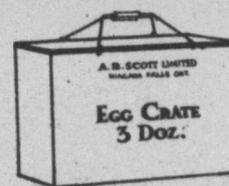
**THE MILLER BROS. CO., LIMITED**



Manufacturers of  
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.  
**20-38 DOWD STREET, MONTREAL, CANADA**

**Suit Case Egg Crates**

A collapsible egg crate to hold two or three dozen fresh eggs. When collapsed will not take up any more room in a suit case than a traveller's order book.  
A sure seller if you will buy it and show it.



**A. B. SCOTT, LIMITED**  
NIAGARA FALLS, CANADA



## BRUNSWICK BRAND

is a big factor in creating  
year round sales

### BRUNSWICK BRAND SEA FOODS

*Are Reliable Sellers*

The delicious, wholesome qualities of these high-grade sea foods appeal to the taste of the most discriminating people.

Prove what real quality sea foods mean to your business by stocking and suggesting Brunswick Brand — the line that lives up to the dealers' best recommendation.

Stock from the following list:

- ¼ Oil Sardines
- ¼ Mustard Sardines
- Finnan Haddies  
(Oval and Round Tins)
- Kippered Herring
- Herring in Tomato Sauce
- Clams

## CONNORS BROS.

Limited

Black's Harbor, N.B.

Canada Food Board License No. 1-603

Ask us for

# Wrapping Papers Twines

## Grocers' Specialties

Butter Tubs and Boxes, Egg Cases

N.B. Egg Carriers

## Walter Woods & Co.

Hamilton and Winnipeg

## Cow Brand Baking Soda

has given and is giving the Canadian housewife that unlimited satisfaction which brings her back to the grocer for further supplies. She is a firm believer in Cow Brand superiority.

The reason for this is—because it is pure—it is made from the finest material, and is manufactured under conditions which guarantee purity.



*Cheapest because Best!*

Church & Dwight, Limited  
MONTREAL

Our 5c and 10c Easter specialty Eggs will exceed the sales of the past

Composed of a solid cream centre, chocolate covered, neatly decorated.



Baines Chocolates  
Maple Products  
Cream Sugar

BOOK YOUR REQUIREMENTS NOW

**BAINES, LIMITED**

344 Delorimier Ave.

MONTREAL

For household baking there is one flour you can heartily recommend.

**PURITY FLOUR**

(Government Standard)

will give complete satisfaction to the home cook.

*"More Bread and Better Bread," and Better Pastry*

**Western Canada Flour Mills Co., Limited**

Head Office: Toronto, Ontario

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

When Writing to Advertisers Kindly  
Mention this Paper.



## All Patriotic Grocers and Storekeepers Should Sell THRIFT Stamps

**S**ELL Thrift Stamps, not because there is any immediate profit for you in such sales, but because the Dominion of Canada needs your patriotic co-operation in its plans to ensure Prosperity.

If the smaller savings of the people can be made available to finance Government expenditure, then the larger public investments will be free for industrial securities, thus promoting general Prosperity, in which every storekeeper is vitally interested.

Get your customers to take a Thrift Stamp in place of 25c change whenever you possibly can. Display your sign. Explain that Thrift Stamps are a means to acquire War-Savings Stamps, and people should strive to fill their Thrift Cards as quickly as possible.



**JAMS  
MARMALADES  
PEELS**

**John Gray & Co., Ltd., Glasgow**

Established over a Century

Cable: Lamberton, Glasgow.

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

**CONFECTIONERY  
MARZIPAN  
CHOCOLATE**



*Agents*

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

Lind Brokerage Co., Ltd., Toronto

**KING GEORGE'S  
NAVY** CHEWING TOBACCO

Will prove one of your "best sellers"

Because the excellent texture and flavor of King George's Navy Chewing Tobacco wins instant approval with the most critical chewers.

Stock King George's Navy now for easy, profitable tobacco sales and satisfied customers.

Order your supplies from your wholesaler.



**Rock City Tobacco Co., Ltd.**

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



# JAPAN TEA

The tender leaves — carefully picked and more carefully prepared—impart that same charm to your cup of Japan Tea as to the sacred tea ceremonial of Japan. Japan Tea carries a government guarantee of purity.



*"Tea purifies the blood  
and cheers the heart!"*

—Ten Rhyme,  
8th Century.

17

One of our consumer ads.

**O**RDER a supply of Japan Tea to-day and note difference in your turnover.

Behind your selling efforts is its unexcelled reputation for extra good quality and an aggressive and widespread consumer advertising campaign.

Ask your wholesaler for Japan Tea.

**QUOTATIONS FOR  
PROPRIETARY ARTICLES  
SPACE IN THIS DEPARTMENT IS \$83.20  
PER INCH PER YEAR**

**JAMS**

DOMINION CANNERS, LTD.

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

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 25
Currant, Black	3 90
Pear	3 15
Peach	3 25
Plum	2 90
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

DOMINION CANNERS, LTD.  
CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	\$1 90
Pts., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80

**BAKED BEANS WITH PORK**Brands—Canada First, Simcoe,  
Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
1½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$10.	

That pure, good  
Salt that your good  
customers want—

# Century SALT

Made by improved vacuum  
process. Well advertised.  
Well liked everywhere.

For "something special" offer SIFTO—it  
flows freely in all weathers.

If your jobber cannot supply you, write to  
**DOMINION SALT CO., LTD., SARNIA, ONT.**  
Manufacturers and Shippers

## American Steel Wool

Cleans, smooths and polishes anything and everything

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

There is nothing like

### American Steel Wool

for these and countless other uses:

Cleaning, scouring and polishing ALUMINUM, enameled, steel and iron kitchen utensils, cutlery, tile, marble, wooden floors, sinks, stoves, bath tubs, basins and fixtures, bric-a-brac and everything about the home, farm, dairy and shop.

Removing dirt, mud and rust from farming utensils, garden implements and tools; from golf clubs and guns; from autos, bicycles, carts, wagons and trucks. Eliminating old coats of paint, varnish, Japan, shellac, etc., rubbing in first fresh coat; also rounding off and smoothing down wooden surfaces.

Whatever, wherever, the object is that needs to be cleaned, smoothed or polished, American Steel Wool is essential and incomparable.

Six grades and each the best for a special use:  
00-0-1-2-3-4

Grade 0 is the ALUMINUM Cleanser

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

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

Have your jobber supply your requirements.



Original Package  
in Red, White and Blue



One important use for  
Steel Wool

**W. J. Chambers & Co., Sole Agents, 43 Scott St., Toronto**



## Look for the Macdonald Trade Mark

Every package we ship carries the above Trade Mark—it's your guarantee that the tobacco was manufactured by W. C. Macdonald Reg'd, established over 60 years.

### PLUG SMOKING

- "BRITISH CONSOLS"
- "INGOTS" (Rough and Ready)
- "BRIER"
- "INDEX"

### PLUG CHEWING

- "PRINCE OF WALES"
- "NAPOLEON"
- "CROWN"
- "BLACK ROD" (Twist)

*Distributed by Leading Wholesalers.*

## W. C. MACDONALD, REG'D.

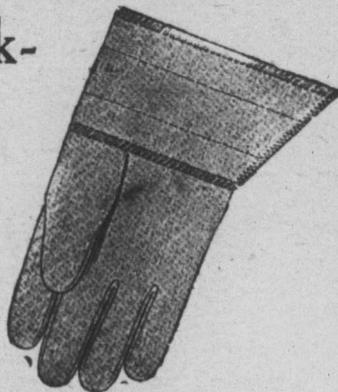
*Established Over 60 Years*

TOBACCO MANUFACTURERS

MONTREAL

For the work-  
ing men of  
your town

in fact for every man because practically every man needs a good roomy serviceable pair of working gloves.



**TAPATCO**  
REGISTERED BRAND TRADE MARK



You can get this profitable extra trade by stocking the Tapatco lines—There's a style and a weight to suit every requirement. Your jobber can supply Tapatco Gloves.

The American Pad and Textile Company  
Chatham, Ontario



Every dealer should have a Display Stand of Cane's Pencils on his counter

A good easy writing Canadian pencil is a necessity to everybody. CANE'S CANADIAN-MADE PENCILS are good easy writing leads and they come to you in a handsomely colored eye-catching Counter Display Stand that sells the pencils without any further bother on your part. And the profit you get on every sale makes the proposition very worth while. Half a gross of nicely colored and tipped pencils for \$2.40—to retail at 5c. each.

*At your wholesalers or direct from*

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

Mend  
Pots  
and  
Pans  
etc.



Big  
Profits  
For You  
Write  
To-Day

**Costs Less Than 10c. Sells At 15c**

Vol-Peek gives you over 60% profit. Send us a trial order for one brightly colored, attractive stand, containing 24 packages. Price \$2.25. Your customers will want VOL-PEEK. Sells at sight. Mends thoroughly, quickly and costs only 1/2c each mend. VOL-PEEK is just like stiff putty—absolutely sanitary—easily applied, and hardens in 2 minutes.

We will send you dealer's helps with your order. Don't hesitate. There's money in VOL-PEEK for you.

From your jobber or

**Vol-Peek Mfg. Co.**

P. O. Box 2024

Montreal, Canada

It is the superior quality that continually brings new buyers, and holds the trade of old customers if you stock

**OCEAN BLUE**

Order from your Wholesaler.

**HARGREAVES (CANADA) LIMITED**

The Gray Bldg., 24-26 Wellington St. W., Toronto.  
WESTERN AGENTS—For Manitoba, Saskatchewan and Alberta—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton.  
For British Columbia and Yukon—Creeden & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.



**EVAPORATED MILK**

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

**CONDENSED COFFEE**

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

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—1/2s, \$2.90; 1s, \$4.90; 2s, \$9.25; 6s, \$34.75.
Lunch Ham—1s, \$7.40; 2s, \$14.50.
Ready Lunch Beef—1s, \$4.50; 2s, \$9.00; English Brawn—1/2s, \$2.90; 1s, \$4.95; 2s, \$9.90.

Boneless Pig's Feet—1/2s, \$2.90; 1s, \$4.95; 2s, \$9.90.
Ready Lunch Veal Loaf—1/2s, \$2.45; 1s, \$4.45.
Ready Lunch, Beef-Ham Loaf—1/2s, \$2.45; 1s, \$4.45.
Ready Lunch Beef Loaf—1/2s, \$2.45; 1s, \$4.45.
Ready Lunch Asst. Loaves—1/2s, \$2.50; 1s, \$4.50.

Geneva Sausage—1s, \$4.40; 2s, \$9.40.
Roast Beef—1/2s, \$2.90; 1s, \$4.50; 2s, \$9.25; 6s, \$34.75.
Roast Mutton—\$7.25; 2s, \$14.50; square cans, \$48.00.
Boiled Mutton—\$8.25; 2s, \$14.50.
Boiled Beef—1s, \$4.80; 2s, \$9.25; 6s, \$34.75.

Jellied Veal—1/2s, \$3.25; 1s, \$4.80; 2s, \$9.25.
Cooked Trips—1s, \$2.90; 2s, \$4.90.
Stewed Ox Tail—1s, \$2.40; 2s, \$4.40.
Stewed Kidney—1s, \$4.40; 2s, \$8.40.
Mince Collops—1/2s, \$1.90; 1s, \$3.85; 2s, \$6.90.

Sausage Meat—1s, \$3.90; 2s, \$7.80.
Corn Beef Hash—1/2s, \$1.90; 1s, \$3.90; 2s, \$7.90.
Beef tSeak and Onions—1/2s, \$2.90; 1s, \$4.90; 2s, \$8.90.
Jellied Hocks—2s, \$9.90; 6s, \$30.00.
Irish Stew—1s, \$2.90; 2s, \$5.90.
Cambridge Sausage—1s, \$4.40; 2s, \$8.40.

Boneless Chicken—1/2s, \$5.90; 1s, \$9.00.
Boneless Turkey—1/2s, \$5.95; 1s, \$9.00.
Ox Tongue—1/2s, \$3.90; 1s, \$8.40; 1 1/2s, \$13.40; 2s, \$17.20; 3 1/2s, \$29.70; 6s, \$45.
Lunch Tongue—1/2s, \$3.90; 1s, \$6.90; 2s, \$15.50.

Tongue Lunch—1s, \$6.75; \$4.45; 5s, \$12.95.
Beef Suet—1s, \$6.40; 2s, \$12.40.
Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 5s, \$12.90.
Mince Meat (Bulk)—5s, 19c; 10s, 18c; 25s, 17c; 50s, 16c.

Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.10; 1s, \$1.75; 2s, \$2.55; 6s, \$3.85.
With Plain Sauce—Ind., \$1; 1s, \$1.65; 2s, \$2.40; 6s, \$3.40.
Chateau Brand Concentrated Soups—Celery, \$1.25; Consommé \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mulligatawny, \$1.45; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Vegetable, \$1.25; Chicken, \$1.45; Mock Turtle, \$1.45; Tomato, \$1.25; Vermicelli Tomato, \$1.25; Assorted, 1s, \$1.35; Soups and Bouilli, 1s, \$1.25.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 90c; 1s, \$1.25; 1 1/2s, \$1.90; 2s, \$2.30; 3s, \$3.35; 6s, \$12; 12s, \$20.
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.15; 1 1/2s, \$1.65; 2s, \$1.95; 3s (talls), \$2.95; 6s, \$10; 12s, \$18.

Chili Sauce (red and gold label)—Ind., 90c; 1s, \$1.25; 1 1/2s, \$1.90; 2s, \$2.30.
Vegetarian Baked Beans and Tomato Sauce—2s, \$2.25.
Sliced Smoked Beef—1/2s, \$2.40; 1s, \$3.40; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.40; 2s, \$5.90.

Army Rations—Beef and Vegetables, 1s, \$3.40; 2s, \$5.90.
Spaghetti with Tomato Sauce with Cheese—1/2s, \$1.40; 1s, \$1.90; 2s, \$3.35.
Tongue, Ham and Veal Pates—1/2s, \$2.35.
Ham and Veal Pates—1/2s, \$2.35.
Smoked Vienna Style Sausage—1/2s, \$2.35.

Pate De Foie—1/2s, 75c; 1/2s, \$1.40.
Plum Pudding—1/2s, \$2.40; 1s, \$3.90.
Potted Beef Ham—1/2s, 75c; 1/2s, \$1.40.
Beef—1/2s, 75c; 1/2s, \$1.40.
Potted Tongue—1/2s, 75c; 1/2s, \$1.40.
Potted Game (Venison)—1/2s, 75c; 1s, \$1.40.
Potted Veal—1/2s, 75c; 1/2s, \$1.40.
Potted Meats (Assorted)—1/2s, 80c; 1/2s, \$1.45.

Devilled Beef Ham—1/2s, 75c; 1/2s, \$1.40.
Devilled Tongue—1/2s, 75c; 1/2s, \$1.40.
Devilled Veal—1/2s, 75c; 1/2s, \$1.40.
Devilled Meats (Assorted)—1/2s, 80c; 1/2s, \$1.45.

**In Glass Goods**

Fluid Beef Cordial—20 oz. bottle, \$10; 10 oz., \$5.
Ox Tongue—1 1/2s, \$14.50; 2s, \$19.70.
Lunch Tongue—1s, \$9.90.
Sliced Smoked Beef—1/2s, \$1.80; 1/2s, \$2.80; 1s, \$3.90.
Mince meat—1s, \$3.25.
Potted Chicken—1/2s, \$2.40.
Ham—1/2s, \$2.40.
Tongue—1/2s, \$2.40.
Venison—1/2s, \$2.40.
Meats, assorted—\$2.45.
Chicken Breast—1/2s, \$3.90.
Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.

Chili Sauce—10 oz., \$3.25.
Spaghetti with Tomato Sauce—1/2s, \$1.40; 1s, \$1.90; 3s, \$3.30.
Peanut Butter—1/2s, \$1.40; 1/2s, \$1.90; 1s, \$2.30; in pails, 5s, 29c; 12s, 27c; 24s, 26c; 26c, 28c.

**COLMAN'S OR KEEN'S MUSTARD.**

D. S. F., 1/4-lb.	Per doz. case	\$3 50
D. S. F., 1/2-lb.		5 20
D. S. F., 1-lb.		10 40
F. D., 1/4-lb.		

Durham, 1-lb. jar, each	\$0 60
Durham, 4-lb. jar, each	3 25

Canadian Milk Products, Ltd., Toronto and Montreal. KLIM

Hotel	\$18 50
Household size	3 25
Small size	5 75
F.o.b. Ontario jobbing points, east of an including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.	

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

Laundry Starches—	
Boxes	Cents
40 lbs. Canada Laundry	69%
40 lbs., 1 lb. pkg., White Glass	10%
45 lbs., No. 1 White or Blue Starch, 2-lb. cartons	10%
100-lb. kegs, No. 1 white	10%
200-lb. bbls., No. 1 white	10%
30 lbs., Edwardsburg Silver Gloss, 1-lb. chrome pkg.	11%
45 lbs., Silver Gloss, in 6-lb. tin canisters	10%
36 lbs. Silver Gloss, in 6-lb. draw hd boxes	10%
100 lbs., kegs, Silver Gloss, large crystals	11%

## The Remarkable Favor

accorded the popular cereal beverage, **POSTUM**, during the strenuous period of the war, justifies us in looking for a continually increasing sales record in the months to come. **INSTANT POSTUM** is going fine! We are putting forth every effort to co-operate with grocers in making effective every legitimate means for bringing **POSTUM** before thousands who are demanding a 100% healthful table drink.

**Liberal and Co-operative Sales Policy  
National Advertising—Guaranteed Sale**

Canadian Postum Cereal Co., Ltd., Windsor, Ont.

## RICE FLOUR

<i>Healthy and Nourishing</i>	This product, when blended with other flour, makes whiter bread and better bread. You will be surprised at the difference it makes.	<i>Wholesome and Nutritious</i>
---------------------------------------	---	---

*Use anywhere from 10% to 20% Rice Flour.*

**Mount Royal Milling and Mfg. Co., Limited**

Agents:  
**D. W. Ross Co., Montreal**

Mills at  
**Montreal and Victoria, B.C.**

# FORD PRICES

The policy of the Ford Motor Company of Canada, Limited, to sell its cars for the lowest possible price consistent with dependable quality is too well known to require comment. Therefore, because of present conditions there can be no change in the price of Ford Cars.



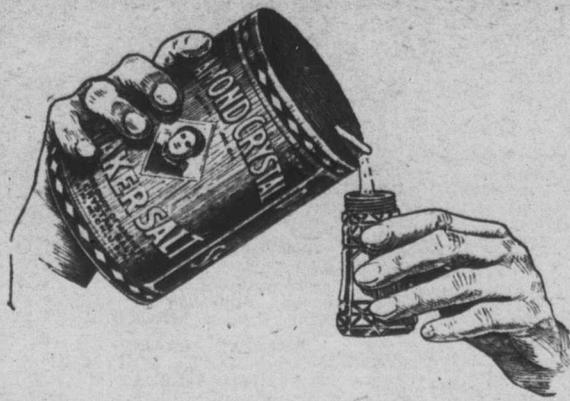
Runabout	-	-	-	\$ 660
Touring	-	-	-	690
Coupe	-	-	-	875
Sedan	-	-	-	1075
Standard Chassis	-	-	-	625
One-Ton Truck Chassis	-	-	-	750

These Prices are F.O.B. Ford, Ontario

*All prices subject to war tax charges, except truck and chassis*

---

**Ford Motor Company of Canada, Limited**  
**FORD - ONTARIO**



# SALT

The Diamond Crystal Salt which we sell is easily the premier salt of America if not of the world. The manufacturers of this Salt have perfected their product to such an extent that this make is now considered the Standard both for table and dairy use. If you have not handled it you are certainly missing a good one, for you can take any of their lines and we feel safe in saying that they are pre-eminent. Diamond Crystal Table Salt is incomparable. Diamond Crystal Dairy Salt will get better results for butter makers than any other kind. Diamond Crystal Cooking Salt will make better bread than any other brand. This has all been proved by the most rigid tests.

Shaker Salt, case 2 doz.	-	-	2.35 case
Bbls. Diamond Crystal	-	150 - 2s	7.25
Bbls. Diamond Crystal	-	75 - 4s	7.05
Bbls. Diamond Crystal	-	24 - 12s	6.95
Bbls. D. C. Flake (for Bakers and Dairy use)		280 lb.	4.35



SEND US A TRIAL ORDER

## H. P. ECKARDT & CO

### WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO



# FISH

LAKE SUPERIOR FROZEN HERRINGS  
SPECIAL PRICE

B. C. Halibut, Redsprings, Cohoe, and  
Qualla Salmon, Atlantic Cod, Herrings,  
Soles, Haddock, Mackerel, Smelts.

FINEST LABRADOR SALT  
HERRINGS

in barrels and half barrels. Finnan  
Haddie and Smoked Cod in 15-lb. boxes.

## Fruits and Vegetables

Oranges, Grape-fruit, Apples, Lemons,  
Pears, Cranberries, Potatoes, Onions,  
Cabbage, Carrots, etc.

We can supply you with the best  
obtainable.

**DUNCANS LIMITED**

NORTH BAY, ONT.

BRANCHES AT SUDBURY, COBALT, TIMMINS

LICENSE No. 151

# APPLES

We are now showing some  
very fine

**BOXED APPLES**

Jonathans  
Rome Beauties  
Stagman Winesaps  
Delicious

PROPERLY GRADED AND PRICED

California Celery  
Cauliflower  
Navel Oranges  
Florida Grapefruit

**WHITE & CO., LIMITED**

Importers of Fancy Fruits  
and Vegetables

TORONTO



Give  
Little Miss Vi  
a Welcome.

Little Miss Vi has come to  
Canada as the representative  
of Vi-Cocoa. She is known  
in millions of homes in  
the British Isles, and a  
great desire for her beneficial

beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she  
will attract many customers to your Store and take  
a prominent place on the credit side of your balance  
sheet. Vi-Cocoa is a ready seller showing sub-  
stantial margin for the retailers.

# Vi-Cocoa

has been known for years as the food beverage of  
the people—it is the super-cocoa, far more nourishing  
and palatable than ordinary cocoa, and is made  
under ideal hygienic conditions in the sweetest and  
cleanest factory in the world.

Write for trade terms and particulars to the  
Watford Mfg. Co., Ltd., Delectaland, Watford, England.



# WETHEY'S

## Mince Meats

(both Condensed and Bulk)

always lead



When buying  
insist

on this brand

Canada Food Board License No. 14-128

# To The Manufacturing Trade—

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

**GUISE AND SMITH, LTD.**

1603-5 Broad St.

Regina, Sask.

## A BARGAIN

General Stock consisting of Groceries, Boots and Shoes, Hardware, Drugs, Flour, Feed, etc.  
25 miles from Ottawa.  
Stock about \$4,000. Owner retiring.

Will sell cheap for cash.

Apply to **CANADIAN GROCER**

158 Bleury St., MONTREAL

## Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

“SUPERIOR” BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing 1/4, 1/2 or 1-lb. packets.

**R. E. BOYD & COMPANY**

Agents for the Province of Quebec

15 STE. THERESE ST. - - MONTREAL

**DONALD H. BAIN CO.**

AGENTS FOR THE CANADIAN NORTH-WEST



## Oakey's "WELLINGTON" KNIFE POLISH

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

**John Oakey & Sons, Ltd.**

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 229 McDermid St., Winnipeg.

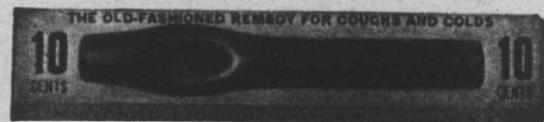
### INDEX TO ADVERTISERS

American Pad & Textile Co. ....	55	Lemon Bros. ....	12
Anchor Cap & Closure Corp. ....	8	Little Bros., Ltd. ....	14
Bain, Donald H., Co. ....	11	Loggie, Sons & Co. ....	12
Baines, Ltd. ....	51	McBride Bros. ....	17
Baker & Co., Walter, Ltd. ....	12	Macdonald, W. C., Reg'd. ....	56
Bendon Utility Co., S. G. ....	13	Mackay Co., John ....	6
Blackwoods, Ltd. ....	8	MacLure, A. M., & Co. ....	11
Borden Milk Co. ....	1	MacLeod & Co., D. J. ....	11
Bowman Fish Co. ....	63	MacLure & Langley ....	12
Bovril, Ltd. ....	Front cover	Magor, Son & Co., Ltd. ....	22
Bradstreets ....	60	Mann, C. A., & Co. ....	63
Canada Maple Exchange ....	50	Marsh Grape Juice Co. ....	6
Canada Nut Co. ....	14	Marshall, H. D. ....	12
Canadian Milk Products ....	17	Mathieu Co., J. L. ....	6
Can. Postum Cereal Co., Ltd. ....	57	Megantic Broom Mfg. Co. ....	17
Cane & Son, Wm. ....	55	Miller Bros. Co. ....	18
Chambers & Co., W. J. ....	54	Moore & Co., R. M. & Mfg. Co., Ltd. ....	57
Chamberlain Medicine ....	20	Mount Royal Milling ....	63
Chishelm Milling Co. ....	15	Nagle Mercantile Agency ....	64
Church & Dwight ....	49	Nagle & Co., N. (Volpeck) ....	56
Clark, W., Ltd. ....	7	National Licorice Co., Ltd. ....	62
Clayquot Sound Canning Co. ....	14	National War Savings Stamps ....	51
Cockburn Co., F. D. ....	11	Nelson, C. J. ....	14
Colwell Brokerage ....	13	Nobility Chocolates, Ltd. ....	3
Connors Bros. ....	49	Nooka Packing Co. ....	16
Davies, Wm., Co. ....	Inside back cover	Nutrient Food Co. ....	63
Dayton Scale Co. ....	Back cover	Oakery, John, & Sons, Ltd. ....	62
Davis & Sons, S. ....	20	Oury Millar Co. ....	6
De Brisay & Co., M. ....	14	Oval Wood Dish Co., Inside front cover	
Defiance Packing Co. ....	16	Patrick, W. G., & Co. ....	12
Dodwell & Co., Ltd. ....	15	Pennock, H. P., & Co., Ltd. ....	10
Dominion Cannery, Ltd. ....	2	Perry, H. L., & Co. ....	10
Dole Bros. Co., Ltd. ....	54	Pullan, E. ....	64
Duncans, Ltd. ....	61	Releg Co., Ltd. ....	46
Eddy Co., E. B. ....	5	Rock City Tobacco Co. ....	52
Eckardt, H. P., & Co. ....	59	Rose & Lafamme, Ltd. ....	13
Egg-O Baking Powder Co., Ltd. ....	18	Schofield & Beer ....	13
El Roi-Tan, Ltd. ....	13	Scott, Ltd., A. B. ....	48
Elliott, W. F. ....	12	Scott-Bathgate Co., Ltd. ....	10
Escott, W. H., Co., Ltd. ....	10	Shaw & Ellis ....	46
Estabrooks & Co., T. H. ....	21	Sibbald & Co. ....	12
Fearman, F. W. ....	46	Smith & Proctor ....	48
Ford Motor Co. ....	58	Spratts, Limited ....	9
Fowler Co., R. L., Ltd. ....	15	St. Williams Preservers, Ltd. ....	60
Freeman & Co., J. L. ....	13	Stevens-Hepner Co., Ltd. ....	17
Freeman Co., W. A. ....	46	Swift Canadian Co. ....	47
Fugita & Co., Ltd. ....	2	Toronto Salt Works ....	63
Furnivall-New Co. ....	2	Trent Mfg. Co. ....	63
Gaetz & Co. ....	60	Thompson, E. B. ....	63
Genest & Genest ....	13	Turton, J. E. ....	13
Gauvreau, Paul F. ....	13	Toronto Pottery Co. ....	63
Gillespie & Co., The Robt. ....	14	Torry & Co., J. L. ....	14
Gillard & Co. ....	63	Vogans, Ltd. ....	63
Grant, C. H. ....	11	Wagstaffe, Ltd. ....	4
Gray, John, & Co. ....	52	Walker, Hugh, & Son ....	19
Guise & Smith ....	52	Watford Mfg. Co. ....	61
Harraves, Canada, Ltd. ....	56	Watson Bros. Fishing & Packing Co., Ltd. ....	14
Hart, C. B., Reg. ....	13	Watson & Truesdale ....	11
Imperial Rice Milling Co. ....	16	Western Canada Flour Mills Co. ....	61
Ingersoll Packing Co. ....	22	Wethey, J. H., & Co. ....	61
Japan Tea Assn. ....	53	White & Co. ....	61
Jeffress, E. W., Ltd. ....	46	White Cottell's ....	63
Lambe, W. G. A. ....	12	Williams Storage Co. ....	11
		Woods, Walter, & Co. ....	49

## 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

# BUYERS' MARKET GUIDE

## Latest Editorial Market News

**Vogans** Overseas  
**CAKE**

Put up in one pound packages.  
Order from your jobber to-day.  
**VOGANS, LIMITED TORONTO**

**STONEWARE**  
Buy Now—Butter  
Crocks, Jugs,  
Churns, Flower  
Pots, etc. Ask  
for latest cata-  
logue.

The Toronto Potter/  
Co., Limited  
Dominion Bank Bldg.  
TORONTO

We are now located in our new and more  
spacious warehouse at  
**60-62 JARVIS ST.**  
**TORONTO SALT WORKS**  
GEO. J. CLIFF

**WHITE-COTTELL'S**  
Best English Malt Vinegar  
**QUALITY VINEGAR**  
White, Cottell & Co., Camberwell, London, Eng.

Agent:  
W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto  
Beach 2170

**The LV PICKLE**  
Manufactured by  
**GILLARD & CO., LIMITED**  
London, England  
An English Delicacy of High Repute  
Magor, Son & Co., Ltd., 403 St. Paul St.,  
(Place Royale), Montreal.

All these ads will have  
position on a live page  
each week containing  
reading matter.

### BUYERS' DIRECTORY PRICE FOR HOGS IS FIXED FOR FEBRUARY

A despatch from Washington, dated January 28, states that a minimum base price of \$17.50 a hundred pounds for hogs for the month of February was unanimously agreed upon to-day by the hog committee meeting at the Food Administration. This should tend to stabilize the markets in Canada to some extent, and the effect may extend to the grain markets which have been the butt of the bears and bulls the past couple of weeks.

Lower priced cereals may develop from the present uncertain conditions in their grain markets. At the present time there is really no market on cereals, values being very uncertain. Conditions much more stabilized, however, seem to be in the not distant future, and it is indicated that another two weeks at the outside should see a market from which values can be determined. That it may mean declines is quite true, but the opinion of well-informed authorities is that the move to lower levels will not be so great as to cause very serious loss to those holding stocks.

### MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.

**E. B. THOMPSON**  
20 Front Street East, Toronto

30 DOZ. CASE FILLERS  
ONE DOZ. CARTON FILLERS  
¼-INCH CUSHION FILLERS  
CORRUGATED FLATS.

**The TRENT MFG. CO., Ltd.**  
TRENTON - - ONTARIO

## CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

**NUTRIENT FOOD CO., TORONTO**



Now is the time to see us regarding Salted Lake Herring in pails, tubs or half barrels. Write us at once. Herring any quantity our specialty.

**BOWMAN FISH CO.**  
66 Jarvis Street,  
Toronto

## GROCERS & BUTCHERS

Buy the Best  
FANCY DRESSED POULTRY,  
SELECTED EGGS, CHOICE DAIRY  
AND CREAMERY BUTTER  
**C. A. MANN & CO.**  
LONDON, ONTARIO  
"Canada Food Board License No. 7-078"

**BREAK NO FEARS IT'S AN R.M. FLEXIBLE**

**GAS MANTLES**  
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE—SUPERSEDE ALL OTHER STYLES FOR INTERED GAS LIGHTS.

**R.M. Moore & Co. Ltd. Vancouver B.C.**  
PACIFIC COAST MANTLE FACTORY

These one-inch spaces  
only \$1.60 per insertion  
if used each issue in the  
year.

# Wanted

## CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

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

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

### WANTED

**WANTED—LADY OF EXPERIENCE** IN country general store—good locality. Box 484, Canadian Grocer, Toronto, Ont.

**SALESMAN WITH A GOOD GROCERY CONNECTION** in Alberta and British Columbia, at present travelling for an Alberta firm, desires a change. Box 482, Canadian Grocer, Toronto, Ont.

**TO MANUFACTURERS—WE CAN SUCCESSFULLY** handle one or two sole distributing agencies for approved articles for Pacific Coast. Particulars to Direct Supply Association, Victoria, B.C.

**LIVE SALES ORGANIZATION WITH OFFICES** at Winnipeg, Saskatoon and Edmonton, with broad experience and valuable connections, is open to take on a few high-class lines for the Western provinces; only high-class propositions entertained. Give details in first letter to P.O. Box 1232, Winnipeg, Man.

**WANTED—A GOOD-SIZED, STRONG, SECOND-HAND** counter show case. State price and description. Box 486, Canadian Grocer, 143 University Ave., Toronto.

### FOR SALE

**FOR SALE—A USED BOWSER OIL PUMP** for kerosene, self-measuring. One used galvanized oil tank, ninety gallons. J. H. Edwards, Carleton Place, Ont.

**FOR SALE—HONEY—WHITE CLOVER EXTRACTED** in 5 and 10-lb. lithographed pails. F. Walker, Norwich, Ontario.

**FOR SALE—MEAT AND GROCERY BUSINESS.** Annual turnover \$22,000. Stock \$2,000. Net profits \$2,600. Clear title. Owner giving up business. Apply Box 488, Canadian Grocer, Toronto, Ont.

**FOR SALE—USED CHEESE SAFE, SMALL** coffee grinder, two-pound computing scale. **WANTED—Twelve hundred pound platform scale.** Box 490, Canadian Grocer, Toronto, Ont.

**WHITE COTTON  
SUGAR LINERS  
E-PULLAN  
TORONTO**

## TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

**CANADIAN GROCER** offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

### TRANSLATIONS

**ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature.** Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

### FOR SALE

**EMPTY BAGS FOR SALE**  
**EXCELLENT ONCE USED JUTE FLOUR** bags. Apply Joseph Wood & Co., Halifax, N.S.

**UP-TO-DATE GROCERY BUSINESS** IN splendid section of Toronto. Good family trade which can easily be developed. Includes first-class house and store with modern conveniences. \$7,000. 168 Lamb Avenue, Toronto.

**FOR SALE—TWO-FIRE BLACK DIAMOND** oven in good condition. Apply McKeivey & Birch, Limited, Kingston, Ont.

**WELL-ESTABLISHED, UP-TO-DATE GENERAL** store business with Post Office and telephone. No opposition. Modern conveniences. About \$5,000 cash required, terms on the balance arranged. Can recommend to any young man desirous of going into business. Sickness and other interests reasons for selling. In the centre of a great farming region, Saskatchewan; point lots of scope for the future. Owner might consider an active partner with \$3,000 cash to be invested in the business, which would eliminate salary expenses and be able to take active interest in the business. Owner has other interests in district. No agents, deal direct with owner. Reply in first instance, Box 480, Canadian Grocer, Toronto, Ont.

**WANTED FOR ENGLISH TRADE.**  
**A COMMISSION AGENT, AN ENGLISHMAN,** with British Agencies on this side spends three months each year in England selling for firms in Canada and the United States of America. He desires several more Agencies such as canned goods, chocolates and any other goods applicable to grocery, provision and confectionery trade. He has the finest connection with the best wholesale merchants in London, Liverpool, Birmingham, Bristol, Manchester, Glasgow and all the Midlands. Apply Box 492, Canadian Grocer, Toronto.

## COLLECTIONS

In selecting an Agency to handle your accounts, you desire one that you can put full confidence in—one whose honesty and integrity is unsurpassable, and finally, you want an Agency that WILL produce RESULTS.

Without making any exaggerated claims we can honestly say we CAN fill your requirements. Let us PROVE it to you.

No Collection—No Charge.

**The Nagle Mercantile Agency**  
Westmount, Montreal, Que.

CANADIAN GROCER



## Products that give customers confidence in your store

**T**RANSIENT trade is very well in its way. It all helps. But what you like to see most is the same customers coming back to your store again and again.

You can ensure this in two ways: (1) By giving good, efficient service, and (2) By selling goods that **satisfy** your customers.

This is why dealers are having such success with Davies' Products. Their customers know they are buying food products of the highest quality, and this creates confidence in the store and leads to steady trade and constantly increasing sales.

**Davies' Quality Products include:**

FRESH MEATS  
PORK SAUSAGE  
PURE LARD  
CANNED MEATS  
SMOKED MEATS

WILTSHIRE BACON  
"PEERLESS" SHORTENING  
DRY SALT MEATS  
"GLENGROVE" BUTTER  
CARTON EGGS

Etc., Etc.

Are you featuring these trade-winning lines?

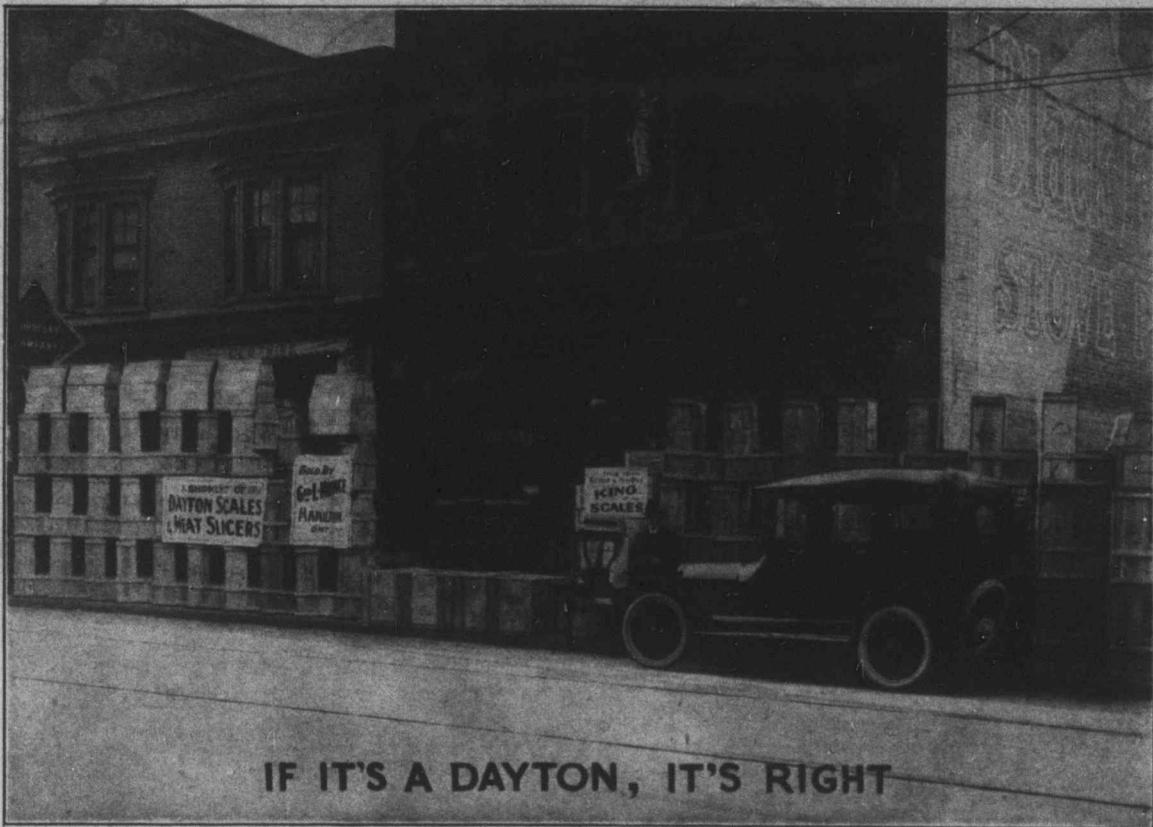
**THE DAVIES COMPANY**  
**WILLIAM DAVIES LIMITED**

MONTREAL

TORONTO

HAMILTON

Canada Food Board Packers License No. 13-50



IF IT'S A DAYTON, IT'S RIGHT

## *Ninety-One Hamilton Merchants Buy Daytons*

Ninety-one live merchants in Hamilton bought Daytons from our local representative, Mr. Geo. Muntz.

There's a demonstration of confidence and shrewdness for you. Ninety-one merchants decided to be known as "honest" merchants—merchants who used Dayton Machines—machines that never lie—machines that the public depend upon—machines that give the exact price and weight at a glance—machines that prevent losses through leaks and dissatisfaction through underweight—the perfectly balanced, beautifully finished, efficient and up-to-the-minute

## *Dayton Automatic Scale*

Go wherever you like, and you will find the real live merchants—the successful merchants—the merchants who are building up big business on a square deal and protected profits—use the Dayton.

Are **you** known as a live merchant—a merchant who uses a Dayton?

*Write us to-day for our newest literature*

## **DAYTON COMPUTING SCALES**

Royce and Campbell Avenues, Toronto

**FRANK E. MUTTON**  
Vice-Pres. and General Mgr.

Division International  
Business Machines Co., Ltd.

Also Makers of International Time  
Recorders and Hollerith Electric Tabulators