

CANADIAN GROCER

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

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No. 7



THE DEALER'S BEST LINE MACDONALD'S

TOBACCO has maintained an unalterable standard of high quality for the past 60 years and yields a better margin of profit than any other tobacco on the market.

Selling Agents:

Nova Scotia—Pyke Bros., Halifax.

New Brunswick—Schofield & Beer, St. John.

Kingston—D. Stewart Robertson & Sons.

Ottawa—D. Stewart Robertson & Sons.

Toronto—D. Stewart Robertson & Sons.

Hamilton—Alfred Powis & Son.

London—D. C. Hannah.

Manitoba and Northwest—The W. L. Mackenzie & Co., Limited, Winnipeg.

British Columbia—George A. Stone, Vancouver

Quebec—H. C. Fortier, Montreal.

W. C. MACDONALD REG'D.
INCORPORATED
MONTREAL

COWAN'S PERFECTION COCOA

TO PROGRESSIVE DEALERS

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

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



MADE IN CANADA AT COWAN'S SUNLIT PLANT
TORONTO

G-1

Borden's

Here's a Valuable Selling "Tip" for Borden Dealers

If your store is located in a district where there are many boarding and rooming houses (and few stores nowadays are not) you will find your sales on these four Borden products increase enormously if you suggest their convenience and economy by making an attractive window display.



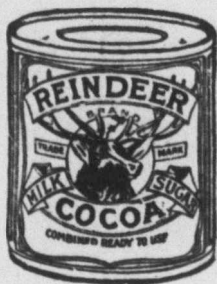
Borden's



Keep them always well displayed in your store and a little extra suggestion to every customer will bring up your Borden profits at a wonderful rate.



Borden's



Other grocers have proven for themselves that this method has greatly increased their profits. Why don't you try it? Don't delay. Plan a good Borden window to-day. The result will handsomely reward your extra efforts.

SIX CANADIAN FACTORIES

The
Borden
CO., LIMITED

Leaders of Quality

MONTREAL

VANCOUVER

Borden's

CLARK'S

SOUPS

Mr. Grocer,—

In addition to our usual publicity channels, the coming week will see our Soup-posters displayed on the billboards throughout the Dominion. This, combined with the well known CLARK quality, will create a heavy demand, for which you should be ready. The consumer price is a popular one and your margin is good.

Yours truly,

W. CLARK, LIMITED.

Montreal, Feb. 12th, 1920.

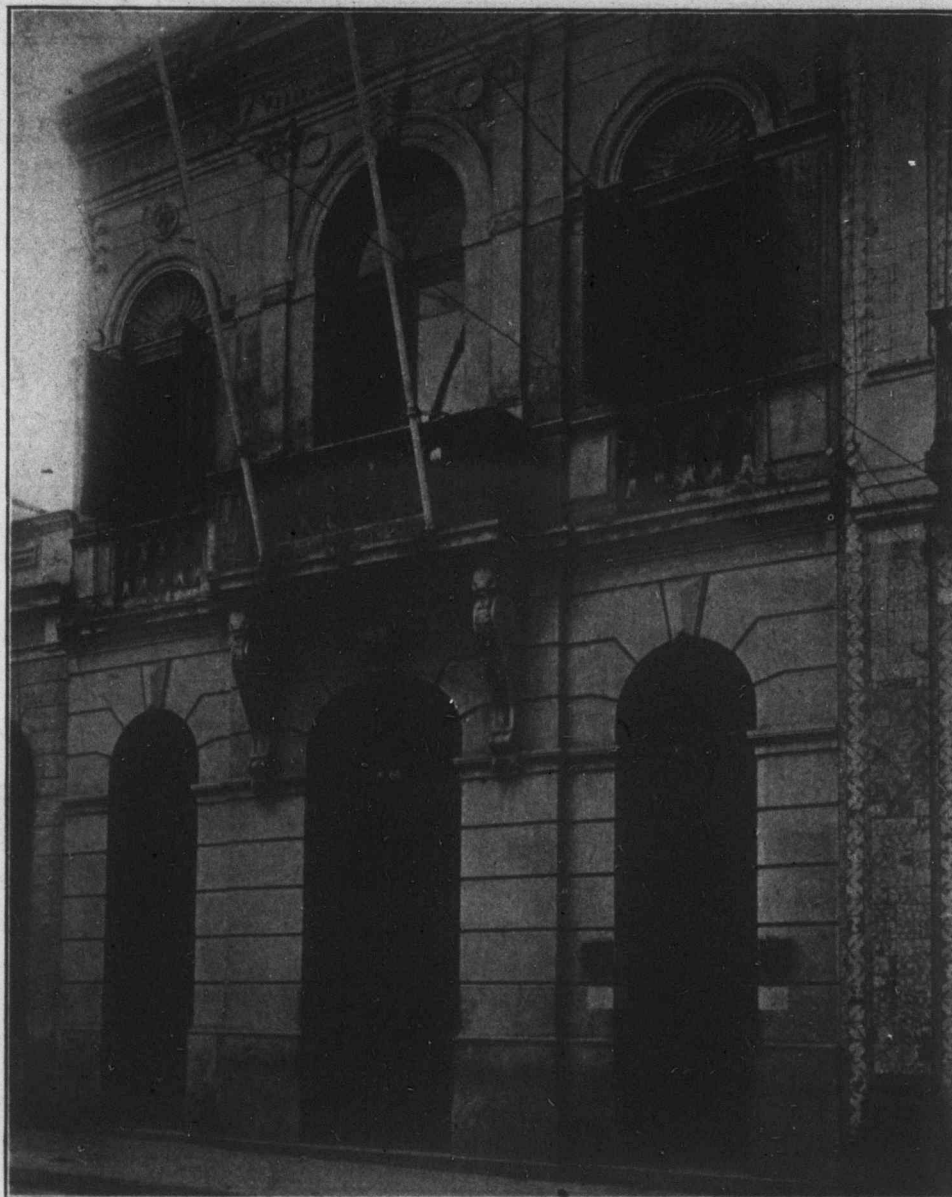
NOTE.

Don't forget that \$1.00 spent on home manufactures buys 100 cents worth of goods, instead of 85 cents worth if spent on imported goods. It gives employment to Canadians, it assists Canadian production, it means Canadian prosperity, and if you buy Clark's Soups your article is not "just as good"—IT IS BETTER.

W. Clark, Limited



Montreal



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

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

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

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

THIS CONSTITUTES ARON'S SUPERSERVICE

J. ARON & COMPANY, Inc. NEW YORK

Canadian Representatives:

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

Hip-o-Lite

MARSHMALLOW
CREME

(Ready-to-use)

*Now Made in Canada by
Bowron Bros.*



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



32 oz.
Screw Top Jar,
1 doz. to case.
\$5.50 doz.



16 oz.
Mason Jar Screw Top
1 doz. to case.
\$3.50 doz.



1 Pt.
Fibre Carton,
1 doz. to case.
\$2.60 doz.



Half Pint.
Fibre Carton,
4 doz. to case.
\$1.75 doz.

ALL SIZES QUOTED ARE IMPERIAL MEASURE

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

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

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

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

BOWRON BROS., Limited

Hamilton, Canada

Here's the Mop that Caused a Sensation



In less than six months this wonderful new mop has achieved a distribution and sale little short of marvelous. Dealer after dealer has re-ordered. The mop is so superior, so attractive, so broadly advertised that *it actually sells itself*. More than that, it greatly increases sales on the good old standby, Liquid Veneer.

Add to all this, *Liquid Veneer quality* clear through and you will understand the success of the new



LIQUID VENEER MADE IN CANADA MOP

You make a *clear profit of 66%* on your investment selling these mops and Veneer. You simply can't go wrong; the goods actually sell themselves.

Consider the 5 new points of superiority. (1) Mop is treated with Liquid Veneer instead of oil. (2) The swab comes off frame with a pull—as a curtain from a rod—easy to wash, wring out, dry and replace. (3) Mop has full, soft yarn centre giving greater cleaning surface and fully protecting the floors. (4) The long 54" handle easily adjusts to any position. (5) Extra swabs may be obtained separately in individual containers.

The mops are packed in the handsomest, brightest colored metal cans on the market to-day. Don't overlook this wonderful opportunity. Write your jobber or us.

Buffalo Specialty Co.
Bridgeburg, Ont.



Pancake Tuesday comes next week

To insure your customers a real Pancake feast, recommend

WHITE SWAN PANCAKE FLOUR

Self-Rising

Always ready for use—requiring only to be stirred with water or milk—White Swan Pancake Flour is a real live seller that every grocer should feature during the pancake season.

White Swan Spices and Cereals, Limited
TORONTO, CANADA

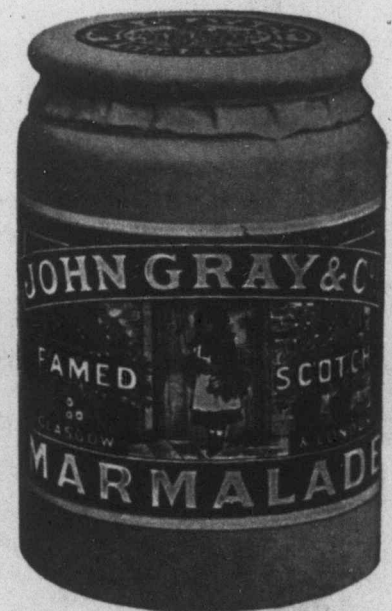


JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow
Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Edition.

CONFECTIONERY MARZIPAN CHOCOLATE

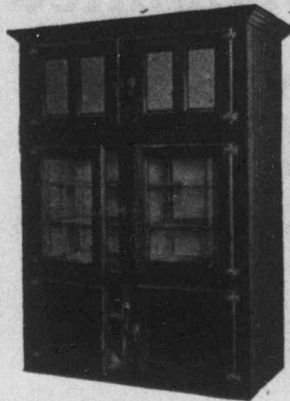


Agents:

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

EUREKA

NAME REGISTERED
PATENTS—1833—1900—1910—1914—1917



If you want to get the most efficient means of refrigeration on the market, ORDER A EUREKA REFRIGERATOR!

You cannot afford to let your goods spoil through inefficient methods.

The Eureka Grocer Refrigerators, in all models, will prevent this waste or spoil. That is our guarantee.

And NOW is the time to order; before the Summer sets in. We can fill your order sat-

isfactorily now, as we have a full line of Eureka Grocers ready for shipment. But if you delay your order until early Spring we may run out of stock, because of the heavy demand, just at the time you NEED the best and most reliable refrigerator you can get.

Write us to-day for illustrated catalog, and place your order NOW.

Eureka Refrigerator Co., Limited

Head Office: OWEN SOUND

Branches: Toronto, Hamilton, Montreal

Raisins are in demand every month of the year



Stocks are light
Place Orders now

Never before in the history of the industry has the demand been so great for **SUN-MAID RAISINS** of all varieties. Stocks in original hands have diminished to the vanishing point. Jobbers throughout the country still have cars rolling, from which the retail trade can be supplied.

CALL YOUR JOBBER TO-DAY AND SECURE A SUPPLY FOR THE SPRING TRADE.

Three varieties—Sun-Maid Seeded (seeds removed).
Sun-Maid Seedless (grown without seeds).
Sun-Maid Clusters (on the stem).

California Associated Raisin Co.

Membership 9,000 Growers
Fresno, California

A Fish Department! Stocked With Watson's!! Two Good Ideas For This Fall

Every grocer has not the facilities to handle meats, but there is no reason why he could not stock our smoked and pickled fish, and sell every family at least once a week. Many families will buy pails of herring at a time.

SMOKED Kippers Bloaters Boneless Herring Herring Chicks	SPECIAL Feature Herrings in 10-pound pails.	PICKLED Scotch Cured Herring in barrels, half barrels or pails.
--	--	---

The Possibilities in These Lines for You are Well Worth Investigating.

Write for Particulars to

Watson Bros. Fishing and Packing Co., Limited
Vancouver

Western Representatives
Donald H. Bain & Co., Winnipeg

Ontario Representatives:
S. H. Moore & Company, Excelsior Life Bldg., Toronto

FISH

Fresh - Frozen - Smoked
Expressed Daily

Directly off the Fishing Boats
Iced by Experts

B.C. COD HERRING
SALMON SMELT
HALIBUT CRAB, Etc.
ROYAL FISH CO.
VANCOUVER

Pure St. Vincent Arrowroot. Best of all the starches. Invaluable for invalids and indispensable in the manufacture of Cocoa, Chocolate, Biscuits, etc.

Direct from manufacturer, "Byera" brand.

For price, shipment, etc., apply to

CLAUDE HADLEY

Mt. William Estate, St. Vincent, B.W.I.

THE BISCUITS OF HUNTLEY & PALMERS, Limited

READING AND LONDON

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

Amongst their greatest favourites are the following:—

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

Representatives :

NOVA SCOTIA and PRINCE EDWARD ISLAND

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

NEW BRUNSWICK

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

QUEBEC

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

ONTARIO

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

MANITOBA, SASKATCHEWAN and ALBERTA

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

BRITISH COLUMBIA—

MAINLAND

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

VANCOUVER ISLAND

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

NEWFOUNDLAND and LABRADOR

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

HUNTLEY & PALMERS, LIMITED

READING AND LONDON, ENGLAND



Bring Them Together!

With
Satisfaction
and
Profit For All



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

DESICCATED COCOANUT

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

Our agents are:

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

Dodwell & Co., Ltd.

Importers & Exporters
VANCOUVER

The Norcanner Brand



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

Bravo Brand Sild Sardines

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



Your jobber can supply you.

NORCANNERS, LIMITED STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

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

The Secret of Our Success! Laid Bare



By any good
Can-opener

WALLACE FISHERIES LIMITED
VANCOUVER

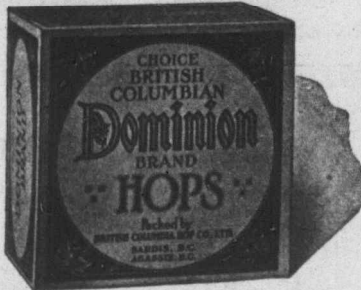


HOPS

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

Ranches located at
 Sardis, Agassiz,
 B. C.

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



Largest Hop Growers in Canada

Write for Prices—Samples

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

When Sorting up Your
CANNED FRUIT
 AND
DRIED FRUIT
 Stocks, Remember
“CASTLE”
 brands

Are as Popular as Ever

DISTRIBUTED BY



FISH

for Lenten Season

An opportunity for your fish department to profitably supply customers with a large quantity of

“Rupert” Brand Flat Fish BRILLS---SOLES

Caught in the clear, cold waters of the Northern Pacific, cleaned, headed—ready-to-cook—and rapidly frozen in the world's largest fish cold storage plant.

Grocers!

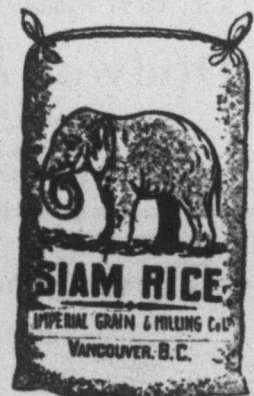
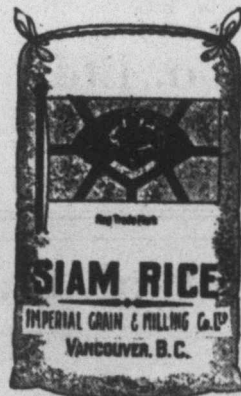
Start a fish department now. Get in on this quick turnover, quick-profit business.

Wholesale dealers in Toronto and Hamilton can supply all territory east of Winnipeg. Winnipeg and West can be supplied from any wholesaler in the territory—or write us direct.

We are glad to give fullest support and co-operation to all retailers handling “Rupert” Brand frozen fish. Ask us for information.

Canadian Fish & Cold Storage Co., Ltd.
 Prince Rupert - British Columbia

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



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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.

Vancouver
Canada

Importers — Exporters

or Lot Handlers: Beans, Nuts, Potatoes

C. T. NELSON

Grocery Broker and Manufacturers' Agent

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

VICTORIA - VANCOUVER

PETER LUND & COMPANY

Manufacturers' Agents

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

British Columbia Territory

Interested manufacturers please communicate.

505 Metropolitan Bldg., Vancouver, B.C.

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

North West Trading Co., Ltd.

Importers of Australian
and Oriental Produce
SALMON BROKERS

DOMINION BLDG. VANCOUVER

LET CANADIAN GROCER
Sell It For You



MACARONI

The pure food that builds Muscle and Bone at small expense

The Meat of The Wheat

Manufactured by the

Columbia Macaroni Co., Limited

LETHBRIDGE, ALTA.

Said the Manager:

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

"ALBATROSS" PILCHARDS

Clayoquot Sound Canning Co., Ltd.

VICTORIA

AGENTS:

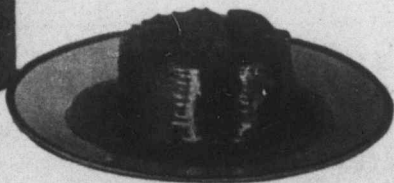
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.

Alberta & British Columbia: Mason & Hickey

J. L. Beckwith, Victoria, B. C.



EVERY MORSEL EDIBLE
AND DELICIOUS



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

A. M. Maclure & Co.

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

THE McLAY BROKERAGE CO.

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

WINNIPEG MANITOBA

ALEX. BAIRD LTD.

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

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches at

Regina, Saskatoon, Calgary, Edmonton

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

810 Confederation Life Bldg., Winnipeg

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

Richardson Green Ltd.

Manufacturers' Agents

Calling upon the Grocery,
Hardware and Drug trade.
Operating in Winnipeg, Re-
gina, Saskatoon, Calgary
and Edmonton.

We work the retail trade.

F. MANLEY

Manufacturers' Agent

42 Sylvester-Willson Building
WINNIPEGPLEASE MENTION THIS PAPER
WHEN WRITING ADVERTISERS

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

Herewith are Some Facts on Product Marketing

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

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

Get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBU-
TION

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN CANADA



The House of
Scott-Bathgate Co., Limited
 Founded on Service, Integrity and Reliability.
 Have an organization equipped to introduce your products in Western Canada.
 Manufacturers should write us.
 Address:
140 Notre Dame Ave. E., Winnipeg

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg
 We represent some of the best manufacturers and will give your line the same attention. Pugsley Dingman & Co., Ltd. John Taylor & Co. and John Bull Mfg. Co.

ALBERTA

BAKER & REID
 MANUFACTURERS' AGENTS
If you want Results, try us
 CALGARY - ALBERTA

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

Western Transfer & Storage, Ltd
C.N.R. Carters C.P.R.
 DISTRIBUTION - STORAGE - CARTAGE
 P.O. Box 666, Edmonton, Alta.
 Members of the Canadian Warehousemen's Association

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

The Advertisers would like to know
 where you saw their advertisements—tell them.

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

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

CRUICKSHANK & GUILD
Manufacturers' Agents
32 Front St. W. TORONTO

LOGGIE, SONS & CO.
Merchandise Brokers
Manufacturers' Agents
GROCERS, CONFECTIONERS
and DRUG SPECIALTIES



TORONTO 32 Front CANADA St. West

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

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

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

C. MORRIS & COMPANY
Importers Exporters
Grocery Brokers
Head Office: TORONTO U. S. Office: CHICAGO, ILL.

ESTABLISHED 1899

We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 SCIENTIFIC SPECIALTY SALESMEN

Who are anxious to introduce your lines

W.H. ESCOTT Co. Limited

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

Wholesale Grocery Brokers and Importers

Consignments solicited. Write or wire us.

OCEAN BLUE

In Squares and Bags

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

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

Order from your Wholesaler.

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

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME LIMITED
*Commission Merchants
Grocers' Specialties*
MONTREAL TORONTO

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

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

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

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

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

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

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

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

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

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

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



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

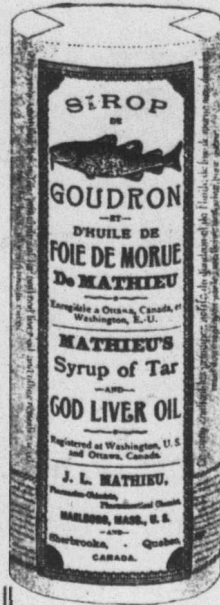
TOMATO PASTE
MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.
P. PASTENE & CO., LIMITED
340 ST. ANTOINE STREET - - - MONTREAL, QUE.

REGINA WAREHOUSE

FOR SALE

First-class warehouse on trackage, reinforced concrete construction, steel-headed freight elevator; size 50'x108', three floors. This warehouse is located on Dewdney Avenue next to Campbell, Wilson & Strathdee, and will be vacant February 28.

For further particulars apply
**SASKATCHEWAN GENERAL
INVESTMENT & AGENCY CO., Ltd.**
Bank of Nova Scotia Bldg., - Regina, Sask.



Tell your trade about this Mathieu remedy

Among the people coming into your store every day are many to whom this little remedy would be a veritable blessing. It is up to you, Mr. Dealer, to bring the merits of this Mathieu line in before them. Every sale will mean more to follow, because every user of this effective remedy will be a "booster" for your store.

Send for a small trial order to-day.

J. L. Mathieu Co.

Proprietors

SHERBROOKE

QUEBEC

A "Repeater"

Are the brooms you carry good "repeaters?" Apply to brooms the same quality test that guides you in selecting other lines worthy to be offered your customers. Take care to have a line so good that the purchaser will recognize the superiority she has bought and be anxious to buy the same brand again.

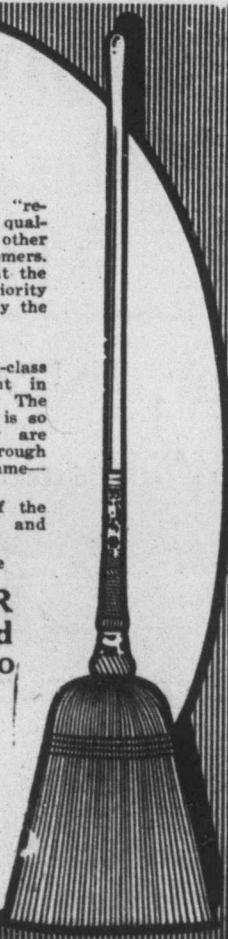
NUGGET BROOMS

are the best "repeaters" among high-class brooms in Canada. They are light in weight, attractive in appearance. The carefully selected and trimmed stock is so securely bound that wherever they are sold, women who seek "economy through quality" ask for these brooms by name—for they wear.

The Nugget Broom is just one of the famous Keystone Brand of brooms and brushes manufactured in Canada.

For particulars and prices, write

**STEVENS - HEPNER
COMPANY, Limited**
PORT ELGIN, ONTARIO



Easter Eggs

Solid, to retail at 5 and
10c. each

Hollow, decorated at
5, 7, 10, 20, 25, 35, 50,
75c \$1.00 and \$2.00.

Quantity limited.

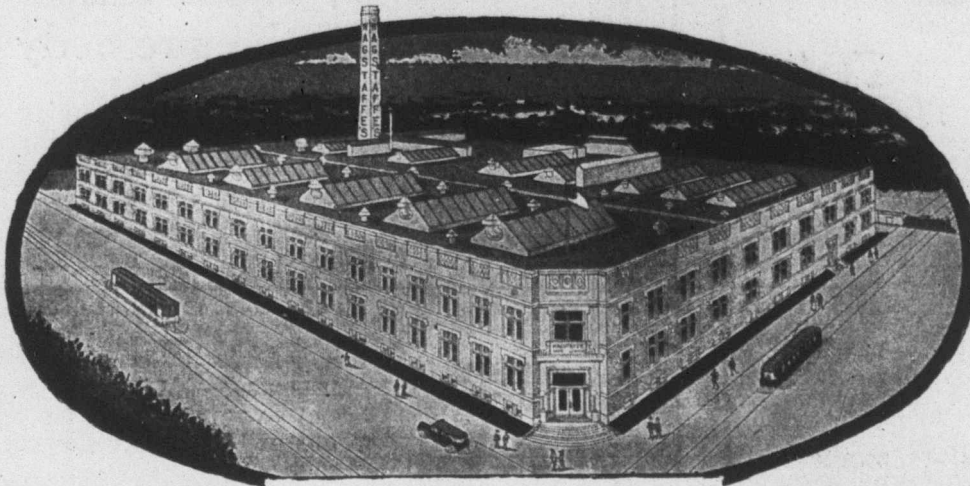
Quality and value the best.

Send in your order, or write for prices

Chas. Lauder Co.

97 ONTARIO STREET
TORONTO

WAGSTAFFE'S



WAGSTAFFE LIMITED
HAMILTON - ONTARIO - CANADA

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

New
Season's
Seville
Oranges
just arrived

We are now making delivery of our

New Season's
Celebrated

Seville Orange Marmalade

All Orange and Sugar, No Camouflage

Order from Your Wholesale Grocer

Wagstaffe Limited

Pure Fruit Preservers

Hamilton

-- --

Canada

Representatives: H. P. Burton, 513¹/₂ Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave.,

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

The first Month of 1920 has passed and the sales of "SALADA" recorded the magnificent INCREASE, for the four weeks, of

193,025 Pounds

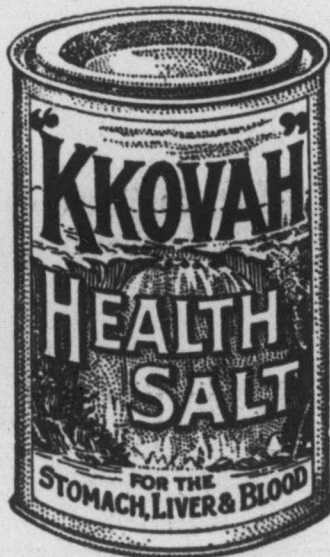
over the corresponding four weeks of 1919

"SALADA"

SPELLS "QUALITY IN TEA"

and the Traders with the keenest sense of Profit-taking have long ago given up paying rent for "shelf-warmers" and are letting "turnover" fill the till.

*Makes You Fit
Keeps You Fit*



"KKOVAH"
CUSTARD
and
"KKOVAH"
HEALTH SALT

Check over your stock to-day and order your requirements of these two business-getters.



Sole Agents for Canada:

MACLURE & LANGLEY, LIMITED

WINNIPEG

TORONTO

MONTREAL

Just To Show How It Pays To Use The "Wanted" Page Of Canadian Grocer

W. R. McCaw, Galley and Roncesvalles Ave.,
Toronto, had a coffee mill for sale.

Mr. McCaw says that after putting an advertisement in the daily papers and receiving no results, he tried Canadian Grocer for two insertions. He not only sold his coffee mill, but could have sold it "three times over." He had several replies.



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 Ave.
TORONTO

The name **RED ROSE** is your customers' guarantee of good quality.



To us it is more than a mere commercial asset---it is a name high in public esteem---the favorite in thousands of homes. It has stood for good quality for twenty-five years---it will always stand for good quality. You never need hesitate to purchase Tea under the name Red Rose.

T. H. ESTABROOKS COMPANY, LIMITED

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

LENTEN OFFERINGS

All kinds of Canned Fish on hand for prompt shipment:

Salmon, Lobster, Lobster Paste, Mackerel
Oysters, Clams etc.

Order your requirements at once. Quality first class and
all guaranteed.

J. W. WINDSOR, LIMITED
MONTREAL

Popularity means Sales

Keen's Oxford Blue has not won its great popularity without good reason—and that good reason is high quality and dependability.

Women everywhere have learned there is no better blueing on the market. That's why grocers selling Keen's Oxford Blue find and keep satisfied customers.

Magor, Son & Co., Ltd.

191 St. Paul Street, W.,
MONTREAL

30 Church Street,
TORONTO



A Counter Display Stand like this will make your sales even more easy.

Abbey's EFFERVESCENT SALT

Makes Life WORTH LIVING

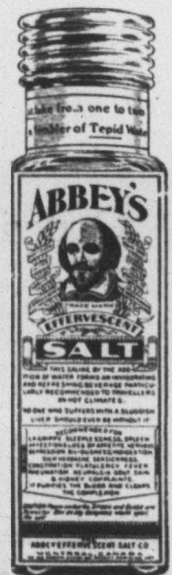
The change from Winter to Spring doubles and trebles the demand for Abbey's Salt.

People who have enjoyed robust health all winter, begin to feel the depressing effects of warmer weather.

They realize that they need a gentle, invigorating tonic to cool the blood, ward off bilious attacks, regulate the kidneys and bowels, and give vim and vigor to the entire system. And they know, by experience, how satisfactory are the tonic and purifying effects of their favorite saline—Abbey's Salt.

These are the days to keep ABBEY'S SALT to the front, in both window and counter displays.

The Abbey Effervescent Salt Co., Montreal



CANADIAN GROCER

Vol. XXXIV.

TORONTO, FEBRUARY 13, 1920

No. 7

Right to Fix Resale Price May Figure in Hamilton Investigation

If Manufacturers Have This Right Then Secret Commissions Act Makes It Illegal for Wholesaler or Traveller to Allow Rebate to Retail Trade—Board of Commerce Sitting Expected to Clear the Air—How the Act Reads

THE SECRET COMMISSIONS ACT MAKES SECRET REBATES ILLEGAL.

"Everyone is guilty of an offence and liable upon conviction, on indictment, to two years' imprisonment, or to a fine not exceeding two thousand five hundred dollars, or to both, and, upon summary conviction, to imprisonment for six months, with or without hard labor, or to a fine not exceeding one hundred dollars, or to both, who

(a) being an agent, corruptly accepts or obtains, or agrees to accept or attempts to obtain, from any person for himself or for any other person, any gift or consideration as an inducement or reward for doing or forbearing to do, or for having after the passing of this Act done or forborne to do, any act relating to his principal's affairs or business or for showing or forbearing to show favor or disfavor to any person with relation to his principal's affairs or business; or

(b) corruptly gives or agrees to give or offers any gift or consideration to any agent as an inducement or reward or consideration to such agent for doing or forbearing to do, or for having after the passing of this Act done or forborne to do, any act relating to his principal's affairs or business, or for showing or forbearing to show favor or disfavor to any person with relation to his principal's affairs or business; or

(c) knowingly gives to any agent, or, being an agent, knowingly uses with intent to deceive his principal, any receipt, account, or other document in respect of which the principal is interested and which contains any statement which is false or erroneous or defective in any material particular, and which, to his knowledge, is intended to mislead the principal.

(d) Every person who is a party or knowingly privy to any offence under this Act shall be guilty of such offence and shall be liable upon conviction to punishment hereinbefore provided for by this section.

The latter clause was an amendment to the original bill which passed the Senate on March 31st of the same year. After being amended, it was sent back to the House of Commons and agreed to on April 21st and was finally sanctioned by the Senate.

Hamilton, Ont., Feb. 11.—(Special).—Among the chief topics for conversation in the trade here is, of course, the proposed investigation in connection with the Wholesale Grocers' Association and the Retailers' Organization in Hamilton. The consensus of opinion is that the investigation of the alleged conspiracy will clear the air and show exactly what power the wholesale organization has and how far it can go in the matter of refusing to purchase from manufacturers that permit other wholesalers to cut the price of goods bearing an established price to the retail trade. It is

more than likely that this point will come up in the investigation, together with the whole question as to whether manufacturers have the right to fix a resale price from wholesaler to retailer, and perhaps from retailer to consumer.

As mentioned in CANADIAN GROCER last week, there has only been one occasion when this question has been before Canadian courts, and that was during the Wholesale Grocers' Guild case about eleven years ago. This point has been before the United States courts on many occasions. Sometimes the principle of the right to fix the resale price

has been upheld by the courts, and sometimes it has not.

What Resale Price Means

If the manufacturer fixes the price from wholesaler to retailer, no wholesale grocer is allowed to sell for less than that price. If he does, it means that he or his travelling salesman must give what is known as a secret commission or secret rebate; or else he must openly declare that he does not intend to keep the price. In the latter case he runs the risk of being cut off by the manufacturer.

A Hamilton retailer stated to a CANADIAN GROCER representative the other day that there were many travellers of wholesalers that did offer these secret rebates. On one occasion a traveller from a wholesale house—not a Hamilton wholesaler—was selling him some goods. He purchased a carload of canned goods from him and intimated he would not require anything else. The traveller mentioned other lines, including cereals. The retailer knew he could not get any better price on them than he could from his own local wholesaler, so declined to buy. The traveller then pointed out there was a 5 per cent. discount for him on a certain cereal which the retailer knew was sold on the fixed price basis. He decided to take a number of cases. When the draft came through he noticed the 5 per cent. had not been deducted. He, however, paid the draft.

Traveller Offers Discount

The next time this salesman came along he refused to buy, pointing out that he had not been allowed the 5 per cent. The salesman was apparently surprised and stated he would have the matter fixed up. He then gave him another order for the same cereal, but the draft came through without the 5 per cent. deducted. He refused at first to accept the draft, and secured the information from the bank messenger that there were other retailers who were

sending back the same company's drafts without acceptance. He, however, finally paid the draft. The salesman came back again. The merchant, of course, refused to purchase any more goods, and explained the reason. The traveller was more surprised than ever, and agreed then and there to pay the merchant the 5 per cent. discount out of his own pocket on the two shipments. This was refused, as the retailer in question did not believe in secret rebates, and had never accepted one. He would not ask a traveller for anything his house did not intend him to have open and above board. His idea was to draw out the salesman, to determine just how far he was prepared to go. He states he understands the traveller since signed a declaration, under oath, to the effect that

he never offered anyone a secret rebate.

The above episode shows there are some merchants who apparently do accept rebates, and there are some wholesalers who, if not openly, through their travellers, allow them. The Secret Commissions Act, passed by the Dominion Government in 1909, makes it a criminal offence to give or accept a secret rebate or commission. This act is printed in connection with this article.

Expected to Clear the Air

It is believed that an investigation into the affairs of the Wholesale Grocers' Association and of the Hamilton Retailers' Organization will clear the air and demonstrate distinctly just what can be considered business ethics in so far as the resale price question is concerned.

Outlook for Tea Is for Higher Prices

Primary Markets Show Upward Tone — Consumption Greater

THE CANADIAN GROCER has learned from all sources of information that higher prices on teas are inevitable. The London market has advanced 4 to 8 cents per pound during the previous two weeks, and brokers claim that the highest level has not yet been reached. The Colombo exchange is also higher, the rupee now being a trifle over twice the normal value. The picking of the finer grades of Ceylon tea is just commencing but these

will not be ready for the market for some time to come. The marketing of the new crop is not likely to have any declining effect on the market as all countries are very short of spot stocks. The demand in the last two years has been enormous and all surplus stocks are cleared up. The greater consumption of tea is also attributed to the trend for higher prices. Altogether the tea market is extremely strong and higher prices are assured.

Higher Prices on Biscuits

All Materials Used in Biscuits Are Higher — Overhead Expenses Also Up

THE advance of winter wheat flour and many other lines which go into the making of fancy biscuits all point to higher prices on biscuits in the very near future.

"It is going to be more a matter of procuring supplies," stated a large biscuit manufacturer to CANADIAN GROCER recently, "than a matter of price. Take bran for instance, it is almost impossible to procure any and the price is almost prohibitive; of course we do not use bran in biscuit-making

but it is necessary to keep a number of horses and necessarily the higher expense of the stables adds to the cost of biscuits."

The higher exchange rate with the United States tends to higher prices. The exchange on raisins and baking oils is approximately 4 cents per pound. Sugar and jams are about 100 per cent. higher than four years ago. Labor and packing material are also higher, so taking all into consideration everything points to higher prices.

TORONTO GROCER SPEAKS TO HAMILTON ORGANIZATION

Says Coming Investigation Will be Dominion-Wide in Its Influence

Hamilton.—At a meeting of the local Retail Grocers' Association, Robert Dawson, president of the Toronto Retail Grocers' Association, stated that the coming investigation by the board would be Dominion-wide in its influence. The fact that the Board of Commerce was composed of a judge, a lawyer, and a railroad mechanic, he stated, who knew nothing of retail business, was ridiculous,

and the board would be held up to ridicule.

CHATHAM STORES CLOSE AT 5 P.M.

Retail Merchants Elect Officers for the Ensuing Year

Chatham, Feb. 10.—W. J. Easton was elected president of the Retail Merchants' Association of Chatham at the annual meeting last week. Other officers elected were: Vice-president, B. F. Brown; secretary, N. Bilsky; treasurer, James Gray. Manager Jackson of the Public Utilities Commission addressed the meeting regarding the serious short-

age of Hydro power and the need of co-operation between the stores and the manufacturing plants in conserving power. A resolution was passed recommending that all stores be closed at 5 o'clock in the afternoon each week day except Saturday until March 15, and that all window and sign lighting be discontinued during that period.

Regina Trading Co.

New Bond Issue

Seven Per Cent. Debentures to the Amount of 160,000 Are Being Sold In Denominations Within the Reach of Everyone

REGINA, Feb. 10.—The Regina Trading Company are issuing \$160,000 seven per cent. debentures in denominations within the reach of everyone, in order to raise funds for the purpose of building their new store at the corner of Scarth and Twelfth Avenues. The sale of debentures is being conducted by Bell & Mitchell Co., Limited, Regina. The outcome of the innovation is being watched by merchants the country over. The company offers as security the new site, on which is being erected a four-storey fireproof store building, together with all the other assets of the company. The debentures are being issued in denominations of \$100, \$500 and \$1,000 and in terms of one to fifteen years. This, it is believed, will give large numbers of people a personal interest in the business of the firm, who would otherwise be but casually interested. The Saskatchewan Mortgage and Trust Corporation, Limited, is acting as trustee. The prospectus is issued over the signatures of the president, J. F. Bole, and the secretary, A. F. Little.

FINE FEE FROM OPPONENTS OF EARLY CLOSING BY-LAW

Retail fruiterers and grocers in Toronto who have declared war on the early closing by-law, and who won the first skirmish in Magistrate Kingsford's court, have a campaign fund totalling over two thousand dollars. J. Walter Curry, K.C., who these days, in addition to taking more than passive interest in Police Court reforms, is retained as counsel for the dissatisfied retailers, is said to be in line for a fine fee for his efforts on behalf of the Italian and other storekeepers who do not want to recognize the by-law.

All who were interested in fighting the by-law were invited to subscribe to the campaign fund. Great and small contributed to this fund. Some gave ten dollars, some twenty and others more, according to the way they had prospered in pre-early closing days. Over \$2,000 was collected in this way.

"It won't all go to Mr. Curry," said one of those mainly interested, "but I think we will pay him about \$1,000."

Advertising Ideas for Retailers

This is a Good Time to Push Sales of Pancake Flour and Maple Syrup—Get Your Readers' Attention and Create a Desire for These Lines

Written by J. L. WYCKOFF

NEW maple syrup! You taste it! You are carried back to the boyhood days on the farm when the snow is melted by the warm sunshine and the swallows are nesting under the rafters in the barn, the kilders fly screeching across the fields; you hie yourself back to the bush, and, with your trusty jack-knife, carve a hole in the large maple tree down in the hollow by the creek, and out trickles a stream of clear sweet sap. Then you race back to the house and all hands get busy to gather in this harvest of sweetsuff. Then the busy days of tapping the trees, the gathering and boiling down of the sap. Such fun in the open bright sunshine days of early spring. When the day is finished you go up to the house and sit down to a feast of nut brown pancakes swimming in a pool of rich essence of maple goodness. This is all brought back to you when you get a mouthful of light, fluffy pancakes smothered with new maple syrup.

A Time to Push Sales

This is the season to push sales of maple syrup, when the human system is longing for something different. Maple syrup is practically an all-round season staple, but it seems to me that it appeals to the majority of people in the spring season or the latter part of the winter,

at the time when the fruit cellars are looking bare and something different is craved for after the many months of preserved fruits.

In writing an advertisement there are three points to keep in mind. First to catch the attention of the reader by an appropriate headline. Second, to hold the attention, and third, to create a desire to obtain the article, and finally to clinch the sale. The real purpose of an advertisement is to sell goods. An advertisement that will not sell goods is an absolute waste of money and time.

A little care in arranging an advertisement will more than pay for the time consumed in putting it together; each word and line should be carefully considered so that just the right phrase is used to convey to the mind of the reader an appeal and a desire to own the article advertised. The selling power of many an advertisement has been ruined by using too many words; words that do not mean anything. Write just enough to appeal to the reader's good judgment and to make him feel that the article he is reading about is the very thing he must have.

Analysis of an Advertisement

Now suppose we analyze the advertisement illustrated. First take the headline: "Does Pancakes and Maple Syrup

Appeal to You?" This immediately conveys to the mind a vision of occasions when you have enjoyed this dish, and your attention is held until you read the sub-heading: "Light, Fluffy Pancakes Smothered With Fresh Maple Syrup." This phrase appeals to the reader's taste. He can almost taste the pancakes as he reads, and his thoughts travel back to previous occasions when he has enjoyed just such a dish. The appetite is appealed to; his interest is held. He gets the desire to have some, and continuing reading, he discovers the best brand to buy and the place to buy it.

The make-up of an advertisement is very important. It is very essential that the space should not be crowded. Leave plenty of white space. The advertisement will stand out more clearly and will attract attention more quickly than if the space is filled with black ink. A crowded space is hard to read and has a tendency to detract the reader's attention.

When you take your copy to the printer to be set up, have some definite idea how you would like it to look in regards to make-up and the style of type to use.

Co-Operation of Window Display

Follow up the same style type throughout the entire advertisement and it will have a more attractive appearance than the one set up in a variety of type styles. Whenever possible get your copy to the printer a day or two in advance of the date it is to appear in the paper and you will get a better service than rushing to the printer a couple of hours before the paper comes off the press. A carefully arranged window display of pancake flour and maple syrup to cooperate with the newspaper advertisement will assist materially to boost the sales.

Here is a suggestion of a window display that I used a few years ago, with splendid results. A small table covered with a snowy white luncheon cloth was placed in the window a little to one side. This was set up with the necessary knife and fork, stem glass, cup and saucer, with individual tea pot. A plate of nicely browned pancakes, and by its side a syrup jug partly filled with maple syrup. There was also on the table a small vase with a single red rose. On the floor of the window and resting against the leg of the table was a nicely written card with the phrase: "Who Said Pancakes?" The balance of the window was arranged with the different brands of pancake flour and bottles of maple syrup. This window was trimmed the day before, Pancake Tuesday (which falls this year on February 17th) and was the means of creating a great deal of interest and disposing of large quantities of pancake flour and maple syrup.

Does Pancakes and Maple Syrup Appeal to You ?

Light, fluffy pancakes smothered with fresh maple syrup, makes a tasty, satisfying meal.

Self-rising Pancake Flour.— No yeast required—just mix and bake. We have all the leading brands, at 15c to 25c a package.

Buckwheat Flour.— The real, old-fashioned kind at per lb...

Pure Maple Syrup.— The kind with the flavor that takes you back to the good, old days on the farm. Put up in quart bottles, at

Have you been longing for some real Maple Sugar? We have it in cakes, at

'Phone 4600 and your order will have careful attention.

JONES & COMPANY

Topical Suggestion for Newspaper Advertisement

Simplified Book-Keeping for Retailers

Bankruptcy Law Now Makes It Imperative to Keep Record of Business—The Books to Use and How Different Items Are Posted in Their Proper Places—
Making the Trial Balance

Written for Canadian Grocer by J. L. WYCKOFF

CANADIAN GROCER has an enquiry from subscriber for information on the books necessary to be kept to meet the conditions of the new Dominion Bankruptcy Law. This law was referred to in last week's issue.

If a merchant does not keep a set of books he cannot possibly tell whether he is making or losing money. The want of this knowledge is the direct cause of a large number of retailers going out of business, and for this reason a law has been passed requiring retailers to keep a complete record of their transactions. It is very easy to keep a simple set of books. In order to show how simple it is CANADIAN GROCER is publishing this simple set. Printed forms can be purchased from any stationery or office supply store. You will need two binders to hold the forms. In one binder put the cash book, journal and bills payable, in the other the ledger for customers' accounts, purchase accounts and general ledger. You will also need a trial balance book.

The Journal

To be used for charging individual accounts in ledger and crediting merchandise account. See entry No. 1.

For crediting individual accounts with goods returned and charging merchandise account. See entry No. 2.

For making closing entries at the end of financial year. See entry No. 3.

For crediting purchase accounts and debiting merchandise with all goods purchased. See entry No. 4.

For debiting purchase accounts with all goods returned and crediting merchandise. See entry No. 5.

CASH BOOK					
DR. RECEIPTS			DISBURSEMENTS		
DATE	PARTICULARS	CASH	DATE	PARTICULARS	CASH
Jan 1	Balance brot forward	100.00	Jan 1	Expense Rent	3.00
	Pro Hoc % in full	50.00		do Salary	15.00
	Midge Sales	75.00		Freight	2.75
Jan 2	B White Pay on %	90.00	Jan 2	Expense Postage	3.00
	Jones & Smith in full	50.00		Fire Insurance	
	Deposit	200.00		Prem CK #101	12.50
	Mhee sales	100.00		Deposit	200.00
	John Stern % in full	25.00		Substnre + Fix - New desk	27.60
	Deposit	150.00		Expense cleaning windows	5.00
				Deposit	150.00
		350.00		To Bank	110.00
		490.00		Balance	442.75
					240.00
					77.25
					350.00
					490.00
Feb 1	Balance brot forward	240.00			
					77.25

The Cash Book, showing entries in their proper places.

Notes given and accepted drafts are also handled through this book by debiting the creditors' account and crediting bills payable account. See entry No. 6.

A separate entry can be made for each draft, or in the case of a number of them they can be recorded in the bills payable book and one entry can be made for each note or draft, or, in the case of a number of them they can be recorded in the bills payable book and one entry made for the lot at the end of the month, debiting each individual account and crediting bills payable with the total.

This book is also used for putting

through entries which need an explanation such as errors in posting to the wrong account, or any kind of an adjusting entry. See entry No. 7.

Referring back to entry No. 1. It must not be inferred from illustration that each charge must be put through separately. This is an entry that can be made at the close of each day's business, the customers only being listed individually and merchandise account being credited with the total. This will also apply to crediting individual accounts (see entry No. 2). Also crediting and debiting of purchase accounts as per entries No. 4 and 5.

JOURNAL

DATE	PARTICULARS	DEBIT	CREDIT
No. 1 Jan 1	Kells H. B. Merchandise	46 25 65	25 65
No. 2 " 2	Merchandise Brown & Goods Ltd	2 17 50	17 50
No. 3 Dec 31	Merchandise Freight acct. brot forward	2 675 75	675 75
No. 4 Jan 31	Merchandise Samuel Jones & Co. Mc Donald & Co.	2 170 00	170 00
No. 5 " 31	Samuel Jones & Co. Merchandise goods Ltd	16 25 00	25 00
No. 6 Feb 10	Samuel Jones & Co. Bills payable. gave note \$100 in full payment of acc.	16 75 00	75 00
No. 7 Jan 6	Merchandise Kells H. B. - charge for interest at 25.65 should be 20.65	2 5 00	5 00

A specimen page from the journal.

Cash Book

This is to be used for keeping a detailed record of all cash receipts and disbursements as well as payments by cheque. The receipts to be entered on the debit side and disbursements and cheques on the credit side. The various items being posted into their respective accounts in the ledger.

Ledger (customers).—This is used for all accounts owing by customers.

Ledger (purchase).—This is all accounts showing accounts owing for goods purchased from different wholesales.

Ledger (general).—This contains all accounts such as merchandise, expense, bills payable, interest and discount, private, and freight and duty. These three ledgers can be kept in one binder.

Bills Payable

This book is for the purpose of recording all drafts accepted or notes given to a creditor in settlement of an account or any indebtedness. It is important

SHEET NO. 6
 NAME John Jones
 ADDRESS 164 Nelson St

ACCT. NO.
 BUSINESS Lawyer
 RATING 30 Days

TORONTO RETAIL GROCERS
 APPROVE DAYLIGHT SAVING
 Early Closing Discussed—An Interesting Meeting

DATE	PARTICULARS	POLIC	DEBITS	CREDITS	DR. CR.	BALANCE
Jan 4	To Goods	4/4	7 84			
6		3/6	8 46			
12		11/3	13 00			
24		5/6	16 48			
29		14/2	9 14			
Feb 1	By Cash			25 00	Dr	26 92

How a page from the Customers' Ledger will look.

that a merchant should keep a record of all these transactions so that they may be attended to promptly at maturity.

Financial Statement of Yearly Balance Sheet

Trading Account.—First take the amount of stock on hand at the commencement of the period. To this add the total amount of the purchase made during the period. Then take the total sales for the said period and put them on the other side. Add to these the total of your inventory. Now deduct the one total from the other and the difference will show your gross profit for the period.

Profit and Loss.—Record all expense accounts shown by the general ledger on the debit side. Then bring forward the gross profit from the trading account, placing it on the credit side. At the same time enumerate any of the expense accounts from the general ledger that show a credit balance. Your net profit or net loss will be the difference between the debit and credit sides.

Assets

Assets consist of: Cash in bank; cash on hand; amount owing by customers; value of stock; value of fixtures; real estate.

Liabilities

Liabilities consist of: Amount owing creditors as purchase ledger; outstanding notes.

Oyster Sales Are Increasing

Oysters Sold in Glass Jars Are in Popular Favor and Enable Merchant to Know His Profits More Easily Than When Sold in Bulk

THE sale of oysters this year has greatly exceeded that of previous years. This is most remarkable when taken into consideration that the price is higher.

"The new individual glass package has proven to be a real valuable factor in assisting the retailer to make a better profit from his oyster department," remarked a grocer to a CANADIAN GROCER representative recently. "I know the exact cost and the profit derived from every sale. There is no overflowing of measure, no leakage, no waste of any description that eats up the profit, and the customer gets his oysters in a clean, sanitary manner with all the natural salt sea flavor retained."

There are a few facts about an oyster that are well worth knowing. An oyster is very similar to any animal in this respect, that the first two years of its existence are occupied in making bone, which, in the oyster's case, is the shell. The third year it commences to put on a little flesh, and on the fourth and succeeding years the oyster, now having completed its growth, takes on fat and grows plump. There is a vast difference in oysters as to size and flavor. Those that have not reached maturity are small, scraggy, and with a poor flat flavor, while those that are fully matured are succulent and plump, and have that tasty appetizing flavor which brings customers back for more.

BILLS PAYABLE

DATE	DRAWER	WHERE PAYABLE	DATE OF DUE	TIME	MONTHS												REMARKS
					JAN	FEB	MAR	APR	MAY	JUN	JULY	AUG	SEPT	OCT	NOV	DEC	

A page from the Bills Payable Book where all Drafts are entered.

WILL PROSECUTE LEMON PROFITEERS

New York.—Warning against profiteering in lemons because of the increased demand for them during the influenza epidemic, has been issued by Food Administrator Williams here.

"Many persons are taking hot drinks made with lemon now instead of whiskey," Williams said. "I warn all dealers that evidence of unfair profits in lemons because of this epidemic demand will mean prosecution by the Federal Government. Some reports said certain dealers have jumped their prices 50 per cent."

"Allocating" Turnover and Margins

A Question Which Will Not be Settled Until It is Settled Right

By HENRY JOHNSON, Jr.

THE question brought up in the following paragraph from a letter just to hand is bobbing up pretty persistently at this time. It has occurred so frequently of late that I am certain it has to be settled. And, like slavery and autocracy, it will not be settled until it is settled right. Here it is:

"I would like to get some data as to the average profits in various departments. I think an article on this very subject would be of real interest. I have some old figures but I am not certain that they are correct. Perhaps you could start a discussion and get something together that would be of real value. Here is the ground work as I see it:

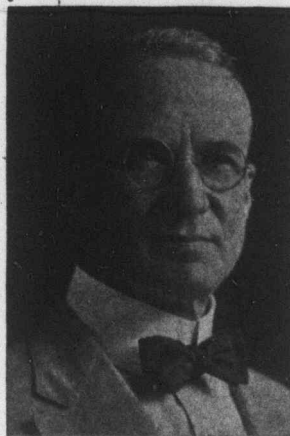
"Average turnover, average expense, average margin and net profit in canned goods, fresh vegetables and fruit, fancy groceries, cereals, crackers and biscuits, coffee, teas and spices, dried fruits, meats, staples—any other departments that occur to you."

You will admit that this is quite a large order, but you will also recognize the vital importance of knowing all about each item we handle. In fact, I feel that the grocery business must approach the efficiency, the detailed knowledge which obtains in the dry goods business, for example, or it will not survive in its present form. That is to say, the individual grocer who does not know very exactly what he is doing, is not going to be able to stand against the skilful management of the large units which now are turning their attention to the business of food distribution.

Let Us Begin With Sugar

So now I am floating this inquiry out among my readers, asking that they pass in their answers as promptly as possible. This is not just an academic discussion. We are not seeking answers just to know. I hold that the subject is vital. Let us treat it on that basis. As a hint to show the way we may work it out. Here are some results I gathered three or four years ago on sugar. The keeper of a large cash and delivery grocery store wrote the following:

"A regular 10 lb. sugar bag costs about $\frac{1}{4}$ cent on to-day's market. Sugar retails 10 lb. for 74 cents, so here is 1 per cent. It costs 15 cents per hundred to deliver sugar, or 3 per cent. How long will it take a clerk to weigh up a hundred sacks of sugar, tied and ready for delivery? Can he do it in a day? If he can, here we have another $\frac{1}{4}$ per cent. How long will it take a clerk to sell 1,000 10 lb. sacks? Customers must come pretty fast for him to sell them in a day. Here is another $\frac{1}{4}$ per cent. Sugar takes up considerable space,



HENRY JOHNSON, JR.

so rent would figure at least $1\frac{1}{2}$ per cent. So far we have 6 per cent., to say nothing of lights, taxes, insurance, office expense, cost of collecting, depreciation on fixtures and delivery equipment, and other incidentals."

To get a proper angle on this man's statement, let us examine some points from his business.

The business and premises are large, the location central and expensive. Hence the unusual totals for rent and the opportunity to segregate costs.

About 20 sacks are sold daily. It is received from the jobber in lots of 60 sacks every three days, so the turnover is about 100 times a year. Taking \$7.50 as the average selling price at that time, here is a business of \$45,000 a year. So let us examine the items of expense separately.

Fair Rental to be Charged

Obviously, rent must be charged on exact space occupied and devoted to sugar according to its value. There are about 28,000 square feet in the entire store and rental is \$24,000 a year, or a trifle under 86 cents a foot per year. It is divided into basement and main floor of equal size and upper floor $\frac{2}{3}$ the size of the others. Plainly, not every foot is of equal value. Some of the main floor must be worth ten times the average; some four times; the rear of the basement cannot be called worth more than a quarter the 86 cents average, or say, $21\frac{1}{2}$ cents a year.

The sugar is slid directly down a chute from the jobber's trucks into the basement space which totals not more than 285 feet for counters, tables, weighing machines and storage; call it 300 square feet. This figure's \$64.50 for rental which, on \$45,000 business, is .1433 per cent., or let us say $\frac{1}{6}$ per cent. for convenient computation.

The sugar man gets \$16 per week and about half of his time is devoted to handling and packaging sugar. These would figure a trifle more than my correspondent stated, but I take it that he has not understated, so accept his figures of $\frac{1}{4}$ per cent; or \$337.50 a year.

Bags, he has right—1 per cent, \$450 a year.

Delivery, I think, costs less than he states, considering how sugar goes along with other goods; but let it go at 2 per cent., or \$900.

I do not think sales cost should be included at all, because nowadays nobody SELLS sugar. I believe it would be better if they did, but it moves now in response to consumer-demand, handling being down to the minimum of standardized motions. But let us concede the $\frac{1}{4}$ per cent. to get all possible expense in.

Totalling the Cost

So, by substituting my analysis of rental and passing all other expenses claimed, we get a total of \$2,090.50, which, divided by the sales of \$45,000, works out to 4.6455 plus—say $4\frac{2}{3}$ per cent. What will other factors amount to? Including heat, I think 1 per cent. will cover them, figuring liberally.

Thus we reach a total of $5\frac{2}{3}$ per cent. as the maximum cost of handling sugar. It seems, therefore, that 6 per cent. is a very safe estimate to put on sugar as an actual burden of expense. And, if that reasoning be sound, sugar priced on a basis of anything over 6 per cent., begins to yield actual profit. Sugar at 8 to 10 per cent. is then a gold mine!

We surely can see, that we have here a very deep question. It must be approached with an open mind. In studying it, we must have in view certain important factors. For example:

"Canned goods" embraces standard corn and tomatoes. It also covers plum pudding, caviar, expensive soups and boned chicken. It covers all kinds and grades of food in tins that come between. One need remember only that the staple canned goods move daily and weekly, while plum pudding moves once a year and tuna fish, though staple, does not run to volume.

Fresh Vegetables and Fruits

This line is coming in for some very scientific and analytical study in many sections at this time, and we are learning a lot from the study. Do you know—I do not mean do you GUESS—what your average shrinkage in this department amounts to? Bear in mind that spinach and lettuce are not the same as hubbard squash and oranges.

"Fancy Groceries," says my friend; but wot t'ell is that? Does the classi-

Continued on page 40

CANADIAN GROCER

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ESTABLISHED 1886

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

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THE EXCHANGE SITUATION

OVER one hundred replies received from the Atlantic to the Pacific, in answer to a request of the Secretary of the Canadian Wholesale Grocers' Association, are unanimously in favor of the proposal to discontinue the purchasing of U. S. manufacturers' goods unless payment for the same is accepted in Canadian funds. Several U. S. manufacturers have notified their representatives in Canada that payment in Canadian funds would be accepted, prices being the same as in the United States.

The action of Canadian buyers of American goods, in curtailing purchases, unless the Canadian dollar is given its par value, is a noteworthy one, and should do much to correct the sensational and altogether unfavorable rate at which Canadian money is discounted. The U. S. manufacturer and packer, rather than face the loss of much Canadian trade, will in many cases accept payment in Canadian funds, and many already have signified their intention of doing so. Otherwise it would mean the curtailment of a great deal of buying. This abnormal rate, reaching more than seventeen per cent. in the past week, means a severe handicap to the trade buying goods in the United States that cannot be bought in Canada. One way for the American manufacturer to overcome the difficulty is to open an account in some Canadian bank, and have the payment made here, until the position of exchange becomes more favorable.

CREDIT ACCOUNTS MUST BE WATCHED

AT present there does not appear to be many indications of lower prices in the majority of foodstuffs and, in fact, in other lines sold by the retail trade.

But sooner or later we come to the peak when there will be a more or less gradual decline to a normal basis. No one considers for a moment that prices will go back to where they were in 1914. As production, however, overcomes demand, as the demand for certain lines slackens there will inevitably be a readjustment.

Retailers for the above reasons should see that their credit accounts are in good standing. They should, in fact, be careful from now on as to who should receive credit and who should not. Customers should not be permitted to get behind with their bills. If a customer cannot keep his bills paid up now he never will be able to. It should be remembered that many people are spending money to-day on things that are not absolutely necessary, and letting their accounts with their merchants go by. By cutting off some of these unnecessary purchases they will be able to keep their bills paid up to date, but if this is not done, they must continue to let some of these bills stand and they as well as the merchants suffer.

By starting right now to see that all bills are paid when they should be, the merchant will have the satisfaction of security whether declines in prices take place to-day, to-morrow or six months from now.

WILL BE BETTER FOR ALL

WHATEVER variance of opinion there may be among retailers as to business conditions at present and for the future no one can describe them as at all pessimistic. There are many who believe that prices have reached the danger point and that a break is inevitable, with resulting lower levels. Realizing that they have to risk their money and their credit on markets that may be very uncertain, they are taking the only wise course and buying with extreme care. The attitude of the merchants is reflected also in the stand the banks and other lending institutions are taking. These show a strong disinclination to aid in carrying merchandise while prices keep rising. This view is, of course, based on the knowledge the banks have that the ability to pay will be finally dependent on the ability and willingness of the general public to do so. This country has seen an era of buying on the part of the public that was never before equalled. While a percentage of the people continue to buy extravagantly, there is a noticeable tendency to buy more carefully or to hold off buying altogether owing to the prevailing prices. Many retailers are looking for this phase of the situation to be accentuated. Once, however, that prices are to any extent stabilized they are looking for splendid business. The sooner, they say, that artificial inflation is removed and business resumes a more or less normal course the better it will be for all.

CURRENT NEWS OF THE WEEK

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

Maritime

D. J. Murray, New Glasgow, N.S., has installed the cash system in his store.

C. B. Sweet, Hantsport, N.S., has opened the Hants Border Grocery, in the stand formerly known as the J. B. North Hantsport Stand.

The Frank E. Davis Fisheries, Ltd., which have, for the past eleven months, been carrying on operations in Freeport, have opened an office in Yarmouth, N.S.

The marriage was recently performed in St. John, N.B., of W. K. Ganong and Miss Mary Georgia Merritt, both of St. John, N.B. The groom is the manager of the Corona Candy Co. in St. John.

Quebec

S. W. Ewing, of S. H. Ewing & Son, Montreal, was in Ottawa last week.

A. Fontaine, grocer, succeeds A. Martineau at 270 Iberville Street, Montreal.

Mr. Aimes, of Aimes & Millet, jobbers, Lennoxville, is in Montreal on business.

A. H. Ewing, of S. H. Ewing & Sons, Montreal, is obliged by sickness to keep to his bed.

L. LaFleur, grocer, 473 Joliette Street, Montreal, has sold his business to Emil Stalpart.

W. J. Wilson, one of the Eastern representatives of the S. H. Ewing & Sons, Montreal, is ill in bed.

J. H. Daragon has bought out the grocery business of J. E. LaFortune at 2498 St. Joubert, Montreal.

L. Pelletier has bought out the grocery business formerly owned by J. A. Cardin, at 91 Cuvillier Street, Montreal.

A Rivest has taken back his old stand at 667 St. Catherine E., Montreal, and will resume his business of butcher and grocer.

Joseph Laporte, of Laporte, Martin, Ltee, wholesale grocers, Montreal, has gone to Lake Masson, St. Marguerite, for a couple of weeks.

Albert Tanguay, commission merchant of Quebec City, sustained the loss of his son, Maurice, who died at his home on February 3 after a brief illness. He was but 16 years of age.

A. E. Cox, Quebec representative of the Cowan's Cocoa Co., who has for some weeks been confined by sickness to the Homeopathic Hospital, Montreal, is convalescent and hopes to soon be back to business.

Ontario

S. Hackett, Hamilton, grocer, has sold out.

O. Brooker, West Lorne, Ont., has opened a grocery and meat market.

Hyde & Gorren, Hamilton, have dissolved partnership. B. Hyde will continue to carry on the business.

L. Burgess and C. Cox, Wallaceburg, Ont., have purchased the grocery business of C. Harper.

O. Brooker, West Lorne, has opened a butcher department in connection with his grocery.

The Anchor Cap and Closure Corp., Toronto, which has been located at foot of Dovercourt Road, has moved to 275 Wallace Ave.

The firm of J. F. Brock & Co., of St. Williams, Ont., has been dissolved. The business in future will be carried on by Frank E. Johnson.

The Dominion Express Company is planning to establish a motor truck line between Hamilton and the Niagara fruit belt this summer.

A. E. Smith, for several years past manager of the fish department of the Moody & Clarke Company, St. Thomas, Ont., has purchased the grocery business of W. E. Lumley, Ross Street, in that city.

T. A. Fisher, grocer, of Lindsay, Ont., sustained the loss of his wife, who died very suddenly. Mr. Fisher is well known as a grocer in Lindsay, and his many friends will regret the loss he has suffered.

A. H. Tipping, Coldwater, Ont., has introduced a new plan in his store, known as the cash sales system of profit sharing. Every customer spending a dollar in the store receives a profit sharing card, which will entitle the purchaser to at least five per cent.

The large store building, grocery and meat business, at 239-241 Ross Street, St. Thomas, Ont., owned and operated by W. A. Day for the past six months, was sold to Arthur S. Leakey, former proprietor of the Park House Hotel in that city. The business was purchased by Mr. Day from T. S. Poole, who is now conducting a grocery business in Windsor. Mr. Leakey took immediate possession. Mr. Day is retiring from business.

Ontario

The stock of J. S. Leveill, South Indian, Ont., is to be sold.

Ross and Warmington, Chesley, Ont., recently suffered a fire loss.

R. J. Cole has retired from the grocery firm of McQuarrie & Cole, Hockey, Ont. The flour mill of W. J. Baldwin, Aurora, Ont., was recently damaged by fire.

Wm. Waddell, of Waddell & Pollard,

flour and feed merchants, Newton, Ont., is dead.

Dawson and Gibson, Sault Ste Marie, Ont., has dissolved partnership, and the business is being continued by Mr. Dawson.

MANUFACTURERS' AGENT DIES

Regret has been widely expressed among the trade on account of the death of T. M. Sibbald, of T. M. Sibbald and Son, manufacturers' agents, King St. E., Toronto. Mr. Sibbald has for many years been the Toronto representative of the Battle Creek Toasted Corn Flake Company of London, Ont. About a year or more ago he went into the manufacturers' agency business for himself and retained this representation. He also represented the Parkinson Cereal Company of Thornbury, Ont., and a number of other firms. He called on the wholesale trade in Toronto particularly, and many retailers were also listed among his business friends.

Mr. Sibbald was born in Liverpool, England, fifty-eight years ago, but resided in Canada for the past thirty-three years. His death was due to pneumonia, after an illness of about nine days.

The trade from outlying districts that called at the exhibits of the Battle Creek Toasted Corn Flake Company at the exhibition in Toronto for many years back were familiar with the kindness and courtesy of Mr. Sibbald. He had been in charge of that exhibit for a great many years.

Rockland Cocoa Co.

Purchase Property

Now Owners of Property at 18 Duncan Street That They Have Been Occupying Under Lease

The Rockland Cocoa and Chocolate Co., Ltd., have bought outright the three-storey brick manufacturing building at 18 Duncan Street, which they have until now been occupying under lease, and in addition have acquired the ownership of the adjoining building to the north which is on the south-west corner of Adelaide and Duncan Streets.

The total frontage on Duncan Street, including a lane on the south, is 140 feet by a depth of 103 feet on Adelaide Street to a lane. The south building consists of three storeys and a basement, and the north one of four storeys and a basement, and both are of brick construction.

The company's offices will be on the ground floor and the balance of the building will be used for the manufacture of chocolate and cocoa.

NEWS FROM WESTERN CANADA

Cutting Down On Butter Consumption Prophecy That Butter Would Make the Dollar Mark a Fallacy—People Are Not Buying So Much

Vancouver, Feb. 10.—One of the Vancouver retail grocers drew the attention of CANADIAN GROCER to a very concrete example of natural price reduction. "It has been prophesied," he said, "that butter would by this time have reached the dollar mark. We are getting practically no butter from any point outside of British Columbia and probably Alberta. In other days there were about 10,000 boxes of butter a week arrived here from New Zealand and Australia. It has been consistently predicted that with local demand greater than local supply the price would soar. It did, to 80 cents, and now the price has dropped a cent wholesale. Why? Simply because the public has eased off in their use of butter at the price. 'My sales are about 30 per cent. of normal on butter,' a grocer I talked to said yesterday." This grocer continuing, said "that whereas he used to sell thirteen boxes of butter on Saturday, last Saturday he sold five. Many grocers have told me the same thing recently. Margarine sales have increased slightly but not enough to account for all this difference. I say," he added, "the public is using less."

Kerrobert is Now R. M. A. District Branch

A. E. Tutte Has Been Chosen District Secretary and Has Taken Up His New Duties

Regina, Feb. 10.—Kerrobert has been chosen as the headquarters for the second district branch of the Saskatchewan Retail Merchants' Association. A. E. Tutte has been chosen district secretary and has taken up his new duties already. It is the intention of the provincial association to establish some twenty branches in various parts of the province, with a resident secretary and organizer on the spot. One district has already been organized for five months with Assiniboia as the centre. The Kerrobert branch covers the territory lying between Ruthilda on the G.T.P. and Anglia on the C.P.R. to the provincial boundary on the west, and as far north as Cut Knife. Wilkie is in the district.

The object of placing a secretary in each district is to enable members to secure information on vital subjects in connection with the retail trade from time to time, to get together to discuss various problems and to conduct a pro-

gram of co-operation. Mr. Tutte went overseas in 1915, and during his service was connected with various military bands. Previous to enlisting he was secretary of the Humboldt Board of Trade.

WESTERN

Walter Rogers of Rogers Bros., To-field, Alta., is retiring from business.

W. J. Clements, Red Deer, Alta., has opened a grocerteria, which will be known as The Red Deer Grocerteria.

George Thomas, Mirror, Alta., has sold his business to Thomas Hardy and Son.

King & Southcott, Vancouver, have been appointed agents for the Sure Catch Flycatcher Company, Woodstock, Ont.

A. E. Burns, secretary of the Wholesale Grocers' Association, and W. C. Walker, of the Fruit Dispatch Company, have been in Vancouver attending the conference of the Western Canada Fruit Jobbers' Association.

A. J. Rowley, architect, is preparing plans for the additions to the Elite Cafe, Regina. These will include an extension of the present property and the addition of a second storey. The work will cost between \$30,000 and \$40,000.

Duboff Bros. have opened a grocery store at the corner of Simcoe and Ellice Avenue, Winnipeg, with a new stock of staple and fancy groceries. The store will be known as the "Ellice Food Supply."

Hunter Bros. have opened a grocery store at Paddling Lake, one of the northernmost points in the province. They intend opening a creamery in the summer.

Mr. Alexander, who sold out his restaurant at the Shaunavon hotel some time ago, has decided to get back into harness, and will reopen for business immediately.

The butcher business of Stanley Knight at Whitewood has been purchased by Shepherd Bros., and Mr. Roy Emigh has been placed in charge as manager.

Saskatoon Retailers' Organization is branching out. W. R. Kell has been appointed secretary, and offices for the local branch of the association have been secured in the Helgerson block. Luncheons will be held periodically, when each trade section will in turn be responsible for the entertainment.

During the months of February and March the following places of business in the town of Wapella will close at 7 o'clock Saturday evening, it has been agreed: Thompson's pharmacy, MacDonald's hardware, Nicholson's harness shop, A. M. Nairn Hardware Co., W. J.

Bragg, general store; Rowell and Creary, general store; and H. M. Baches, butcher shop.

H. F. Clarke, a returned soldier, who served overseas for four years with the Fifth Canadian Mounted Rifles, has been appointed manager of the Great War Veterans Trading Co., Regina. Since returning from overseas he has been employed with the Capital Grocery, Regina. Walter Dawson has been appointed to the Board of Directors to carry on the duties of secretary of the company.

A new wholesale house has been opened in Saskatoon. It is the Sterling Candy Company, of which Maurice Axelrod is president. Mr. Axelrod has for the past three years been prominently connected with the retail fruit and confectionery business. The ground floor of the old Alexandra hotel has been leased, and a full line of confectionery, beer, soft drinks, cigars, cigarettes and tobaccos, will be carried. The company have secured the exclusive agency for Northern Saskatchewan of Blackwood's beers, soft drinks and other products, as well as Dingle and Stewart's confectionery.

The Humboldt Creameries, Limited, are adding a complete ice cream-making plant to their business. This department will have a capacity for the manufacture of 1,000 gallons of ice cream per day. The plant will be complete in every respect, with ice crushers, artificial freezers, and pasteurizers. Through this process the product will be absolutely pure from the health standpoint. Mr. Anderson is manager of the Humboldt Creameries, Limited.

On March 15, Aird's Cash and Carry Market, Regina, will occupy new premises at the corner of Lorne and Eleventh. A new meat market will be opened and full line of general provisions and groceries will be carried. The east half of the new store will be used for the grocery and provision store, and the west half for the meat market. J. H. Arnett has secured the contract for the installation of all fixtures. There will also be a fruit store and two refrigerators installed. The new market will be the very latest thing in modern and up-to-date stores for the handling of provisions, groceries, meats and fruits.

Walter W. Shaw Co. Insures Employees

The Walter W. Shaw Co., candy manufacturers, Moose Jaw, are among the latest concerns in that city to take out group insurance for their employees. On January 15 this firm insured its employees to the extent of \$500 each with the Metropolitan Life Insurance Co.

J. E. Morris, of Blackwood's Ltd., Winnipeg, has been spending a few days in Vancouver with the company's B. C. representatives, R. J. Williams & Co. Mr. Morris also attended the sessions of the Western Fruit Jobbers' convention, held in the Vancouver Hotel.

Messrs. Richardson & Green, Ltd., wholesale grocery brokers, McIntyre Bldg., Winnipeg, are successors to the Oppenheimer Houses on the prairie.

The Consolidated Card Co., of New York City, have opened a factory to take care of Canadian orders at Windsor, Ont. Richardson & Green are the Western representatives of this concern.

Nicolson & Rankin, wholesale grocery brokers, 710 Confederation Life Bldg., Winnipeg, have been successful in securing the account of the Fay Fruit Co. of Los Angeles. They have also secured the account of S. H. Shaeffer Products, of Minneapolis. This firm are manufacturers of salad dressings, etc. Both these accounts have been secured for the Prairie Provinces from the Great Lakes to the Rockies.

A. E. Neil, one of Saskatoon's long established grocers, has sold his stock, fixtures and delivery equipment and rented the store to Archie and Robert Middleton, both well-known to travelling men covering Northern Saskatchewan. The new management take possession on January 15.

During the eight years he has been in business, Mr. Neil has built up a big family trade, and this, combined with the fact that both partners of the new firm are practical retailers, make their success in the new venture an assured fact.

PORPOISES CREATE HAVOC AMONG SARDINES

Brest.—Such havoc has been wrought in the sardine fisheries off the coast of Brittany by shoals of porpoises that the fishermen have appealed to the French Ministry of Marine for relief.

The Ministry has been asked to station seaplanes at the fishing ports supplied with bombs having an explosive area of 300 yards, to rid the fishing grounds of the pest.

MORE COMPETITION FOR THE GROCERS

Retail merchants, and particularly those in Ontario, may look forward to a rapid increase in farmers' co-operative stores while the U.F.O. is at the helm in that province. Many of these have been established during the past few months, and many more are in the offing.

Reports, too, indicate a chain or system of co-operative stores under the management of the Ontario Great War Veterans' Association, the provincial secretary of which is W. E. Turley.

At present there are six stores doing business in Winnipeg and three of them are operated by the G. W. V. A. In British Columbia the system is operated on a larger scale. There are ten co-operative stores there carried on by

veterans and the Provincial Command of B. C. are planning to put the organization on a Dominion-wide footing at the next convention in Montreal on March 22. Secretary Turley intimates that the question would also be brought up at the provincial convention in Peterborough.

OPPORTUNITIES IN EVERY LINE

By Staff Correspondent.

MONTREAL.—That success in business does not depend upon the kind of business one follows, and that there are opportunities in every line and in every industry, was the kernel of an effective address made last week before the Montreal Canadian Club, Kiwanis Club, and Montreal Publicity Association at the Windsor Hotel by Roger W. Babson, statistician of the United States.

Mr. Babson, in beginning his address, explained that he had some years ago made a study to ascertain whether there were not some industries which might be further developed. To his surprise he was unable to find a single industry of any description, large or small, in which some American or Canadian had not made as much as a million dollars.

In following out this phase of his address the speaker went on to say that his investigations revealed the fact that success was not attained only by those particularly fitted for a business career.

A further analysis revealed the fact that success was due to the following five traits: thrift, integrity, initiative, faith and vision. The most rare of these is vision, or the ability to forecast the future. Taking John D. Rockefeller to illustrate his point regarding the vision secured by successful captains of industry, the speaker said that Mr. Rockefeller had taken him into his private statistical department, where he had showed him the Standard Oil records of bank clearings, railroad earnings, foreign trade, immigration, commodity prices, and the various statistics of the production of pig iron, copper, lumber and other trade commodities. The Standard Oil Company had charts covering all these subjects.

Future of Canada

Regarding the future of Canada, Mr. Babson is very optimistic. He took occasion to point out, however, that Canadians need a greater vision and that they should substitute production for protection, and faith for fear. He stressed on the point that great natural resources are of little value unless the people have the thrift, integrity, initiative, faith and vision, and properly conserve, develop and distribute these resources.

"I hear a lot of talk these days about the need of more legislation, more democracy, more education, and more of material things. Statistics show, however, that the great need of the hour is not more things, but more vision; not more democracy but more service; not more legislation but more religion."

Hamilton Duckworth, 215 Sorauren Avenue, Toronto, has sold his business to James Waddell.

NEW CONCOCTION WAS NOT AT ALL POPULAR

Vancouver, Feb. 4.—The motorship Culburra, owned by the Australian Government, arrived from San Francisco the other day with a mixed cargo. With 1,700 tons of lime, green rice and salt for C. E. Disher & Co., the Vancouver Milling and Grain Co., and Martin & Robertson, the vessel lies in Vancouver harbor decorated with sheriff's writs. Each commodity taken separately is a good sample, but owing to the bags having got broken in the hold, and the rice bleached by the lime, and the whole seasoned with the salt, and the consignees not being ready to launch a new breakfast food on the market, they have libelled the vessel to ensure having an audience with the captain. As the crew did the same thing before the vessel left San Francisco, over a wage dispute, and the captain had to give bonds before departing, the skipper might be pardoned if he did get "a bit crusty" before he picked up the Sydney heads again.

In the last enquiry page that appeared in CANADIAN GROCER there were given in answer to an enquiry a number of firms selling popping corn and pop corn machines. In this list the name of the Harry Horne Co., Toronto, should also have been given. This company sells popping corn, and is also agent for a pop corn machine manufactured in the United States.

LET THE GOVERNMENT HANDLE THE SUGAR

J. H. Edwards, grocer at Carleton Place, Ont., and a subscriber of CANADIAN GROCER, writes as follows:

"I have been reading some replies which you received to your sugar questions. It seems to me that the Food Commission, which is no doubt composed of men who have had considerable business experience to be appointed to the Board, have given the merchant very little consideration when they made such an unreasonable demand.

"Personally, I would like to see the Government handle sugar. I think it could be done in much the same way that they are to-day handling intoxicants. It would then be a simple matter, not only to control the price to the consumer, but also to control the distribution of the same. We are to-day handling a great many lines that show too small a margin of profit. This latest order is simply the limit. When we pay \$14.93, f.o.b., Carleton Place, and sell at 16c, we know without a doubt that every pound that goes out in small lots shows a loss.

Most of our sugar goes out in 25c, 50c and \$1.00 worth and 20-pound bags. There is always a loss more or less from accident when sugar is delivered in paper bags."

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THERE is a general firmness manifested throughout all markets. The tea market is very strong and higher prices are almost assured. Laundry soaps have again reached higher levels and toilet soaps are expected to follow in the near future. Supplies of granulated sugar in all parts of Canada are very low. Business generally is reported very active and the demand for all lines of commodities is almost greater than the supply.

MONTREAL—Montreal markets are very firm with upward tendencies on practically all lines. Sugar is very strong, although no actual changes have been effected. Supplies of raws show no improvement and some refineries have been obliged to discontinue melting for the time being. Canned goods are firm and canned beans, and also beets, have advanced. Currants continue strong and dates are stated to be getting very scarce. Higher prices are inevitable. Shelled walnuts and almonds are somewhat easier under an increasing demand and peanuts are practically unchanged, firm with upward tendencies. Owing to the existing high rate of exchange between Canada and the United States, beans are very strong. Very few Canadian beans are on the market at the present time. Japanese dealers demand settlements in American funds and while the exchange situation is unimproved, prices will continue to advance. Feeds are very scarce and very firm. The rice situation is pretty much unchanged. Stocks are low and demands are heavy. Package goods are steady, the only change being an advance on self-raising flour. Flour is steady and unchanged. Spices are firm with upward tendencies. Molasses are very strong and syrups are firm under an exceptionally heavy demand. The tea market remains very bare and prices are sure to advance in view of the heavy consumption of this beverage. Coffee has again advanced and trade is very brisk. Cocoa is unchanged. Oats are much easier and have declined about four cents.

TORONTO—The market in general grocery lines is very strong with a tendency to higher prices. Many lines of commodities have advanced to higher levels. An advance of 50 cents per case is again named on laundry soaps. This is an increase of 75 cents per case registered on soaps in the last ten days. Toilet soaps, although not showing an increase

as yet, can be expected to advance in the near future. The harvesting of the raw sugar crop in Cuba is proceeding very favorably in spite of the labor troubles. Production of raws has been the heaviest in years. Primary markets for sugar are slightly easier, although this has not made any difference in the price of refined. The primary market for molasses remains very strong and higher prices are assured on shipments to arrive about March 1st. The great consumption of tea combined with the advance of the rupee is causing the market for tea to be very strong and higher prices are inevitable. Rices continue to be one of the features of the markets. Japan has practically put a stop to exporting except in very small quantities to the Japanese population. Texas rice has been greatly damaged by rain. Coffee market remains firm with an upward tendency; one package coffee has again advanced one cent per pound. Stocks of raisins in wholesalers' warehouses are very small and if any future shipments arrive prices are sure to be 5 to 7 cents per pound higher. Other lines of dried fruits are in active demand and prices are firm. A few Fard dates are being offered, but for the most part the market is bare of this line. Package dates have advanced 50 cents per case. Marmalade manufacturers have received their first shipment of Seville oranges and new marmalade is now being offered to the trade. Fruit dealers state that bitter oranges for the trade will probably arrive in the coming week and the price will be around \$6.00 per case. The potato market is slightly easier, the prices quoted this week being \$4.00 to \$4.25 per bag.

WINNIPEG—The markets generally are quite firm with higher prices manifested on many lines of grocery commodities. Paper bags are higher. Discounts on all manila and kraft paper bags have changed, making a strong advance on all lines. Wrapping paper has not advanced in proportion, but the market is very strong and a general advance is looked for on all grades. Wax paper is also due for another strong advance. Laundry soaps have reached higher levels and toilet soaps are expected to follow. Rice is in a very strong market and higher prices are assured. Confectionery is higher as also is furniture polish, potted meats, jelly powders and washing powders. Eggs have shown a decline. The butter market is firm at unchanged prices.

QUEBEC MARKETS

MONTREAL, Feb. 13—An easier feeling has been manifested this week in Montreal markets generally, and although there are few price changes, indications point to a decline rather than an advance in many lines. Hogs are easier, but supplies are stated to still be very short. New quotations are from \$20.25 to \$20.50 per 100 lbs. Beef is weakening and the live cattle market is very slow. Cooked meats are steady with an easier feeling. No changes have been made in hams or bacon despite the decline in hogs, and the current quotations are firm. Little movement is recorded in the cheese market, although triplets have declined in one quarter one cent per pound. Stocks of storage eggs are stated to be practically exhausted and few new-laid are making their appearance on the market. Prices have declined, however, on all grades. Butter is unchanged but the undertone is not quite as strong as it was last week. Lard has again advanced under heavy demands and prices are standing firm. Although American margarine has recently advanced one cent, there is no change in the local market. Shortening has advanced. Current exchange rates are stated to be the reason. There is a brisk demand for poultry, which stands firm under prevailing prices. Oysters are again very high. Cape Cod are selling for \$16.00 per barrel. Demand for frozen fish is maintained, but orders for pickled and salt fish are not quite so brisk. Supplies of fresh fish are fairly good and quotations are steady all round.

Laundry Soaps Advance; Toilet Soap Also

Montreal.—There has been a general advance of 25c per case on laundry soaps, which are now selling at from \$9.25 to \$9.50 per case. "Goblin" toilet soap has also advanced, boxes of 50 cakes being quoted at \$3.05, and 100 cakes, \$6.00.

Liquid Veneer and Metal Polish Advance

Montreal.—Advanced prices rule on liquid veneer and new quotations are as follows: Large bottles, \$4.80 per dozen; and small, \$2.40. "Parrot" metal polish has also advanced, and the three dozen case of ½ pints is selling at \$4.75.

Washboards Score Higher Prices

Montreal.—WASHBOARDS.—"Eddy's" washboards have recently advanced. Here-with new quotations: "Small," \$2.50; "Duchess," \$4.70; "Two-in-One," \$5.40; "Waverley," \$5.40; "Twin Beaver," \$5.50.

Another Advance on Spring Clothes Pins

Montreal.—CLOTHES PINS.—Another advance has been scored in this market and clothes pins are now selling at \$1.30 per box of 2 gross.

Seedless Raisins Higher; Re-cleaned Sultanas, Also

Montreal.—RAISINS.—In view of the firm con-

dition of the raisin market and the shortage of supplies, fancy seeded raisins are higher and the 15 oz. package is selling at 30 cents, an increase of 2c over old prices.

CALIFORNIA re-cleaned sultanas (loose), 25 lb. boxes are selling at 25c per pound, showing an advance of one cent per lb.

Spavin Cure is Quoted Higher

Montreal.—SPAVIN CURE.—Owing to the recent advances in the necessary oils used in the manufacture of this commodity, spavin cure has advanced. Small size has advanced \$1.00 and sells at \$6.00 per dozen; large, \$10.00 per dozen.

Sardines Advance; Pure Lard, Also

Montreal.—SARDINES.—Canadian sardines (Brunswick brand), have advanced 50 cents per case, and are now being quoted at \$6.75 per case.

LARD.—Pure lard in 20 lb. pails is quoted in this market at \$6.55.

Sugar Unchanged; Stands Strong

Montreal.—SUGAR.—Sugar is very strong, although no actual price changes have been brought into effect. The labor troubles in Cuba are said to be practically over, but the supplies of raws are still very poor and some refineries are obliged to discontinue melting on this account. In the meantime, this market stands very strong and further advances may be expected.

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

Canned Goods Are Very Firm

Montreal.—CANNED GOODS.—Market is firm, with upward tendencies. Stocks are low, as is always the case at this time of the year. Canned beans are advanced and beets also have scored higher prices. In view of the recent advance in sugar and the uncertainty of this market, prices are likely to advance on all lines of canned fruits in which sugar is used. Golden wax beans are being quoted at \$2.00, and beets are selling at \$1.80.

CANNED VEGETABLES		
Asparagus (Amer.), mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 55
Beans, Golden wax	2 00	2 00
Beans, Refugee		2 00
Beets, new, sliced, 2-lb.		1 35
Corn (2s)		1 80
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 35	2 90
Squash, 2½-lb., doz.		1 50
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 20
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½ lb. tins		1 60
Tomatoes, 1s	1 45	1 50
Do., 2s		1 50
Do., 2½s	1 80	1 85
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, standards	1 85	1 90
Do., Early June	1 92½	2 05
Do., extra fine, 2s		3 00
Do., Sweet Wrinkle		2 80
Do., fancy, 20 oz.		1 57½
Do., 2-lb. tins		2 75
Peas, Imported—		
Fine, case of 100, case		27 50
Ex. Fine		30 00
No. 1		23 00
Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.		2 20
Do., 2s, doz.	1 90	1 95
Do., new pack		6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. tins, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.		16 00
Cherries, red, pitted, heavy syrup		
No. 2½	4 80	5 15
No. 2		20 00
CANNED FRUITS		
doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gallon, "Pie," doz.		9 50
Do., gallon, table		10 00
Pears, 2s	4 25	4 50

Do., 2 1/2s	5 25
Do., 2s (light syrup)	1 90
Pineapples (grated and sliced), 1-lb. flat, doz.	1 90
Do., 2-lb. talls, doz.	2 30
Do., 2 1/2s	4 60
Plums, Lombard	2 00
Do., in heavy syrup	2 40
Do., in light syrup	2 45
Gages, green, 2s	2 40
Raspberries, 2s, black or red, heavy syrup	4 50
Strawberry, 2s, heavy syrup	4 50
Rhubarb, 2-lb. tins	2 25
CANNED FISH, MEATS, ETC.	
Salmon—	
Chums, 1-lb. talls	2 00
Do., 1/2s, flat	1 20
Sockeye, 4s, 1s, doz.	4 75
Do., 9s, 1/2s, doz.	2 50
Red Springs, 1-lb. tall	4 10
Do., 1/2 lb.	2 00
Cohoos, 1-lb. tall	3 65
Do., 1/2-lb. flat	1 90
Pinks, 1 lb.	2 60
Do., 1/2 lb.	1 30
White Springs, 1s	2 00
Chums, 1 lb., talls	3 00
Do., 1/2s, flat	1 10
Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Alaska, red, 1-lb. tall	4 25
Herrings, imported, tomato sauce	2 85
Do., kippered	2 90
Do., tomato sauce, 1/2s	1 85
Do., kipp., Canadian, 4s, 1s	1 50
Do., plain, case of 4 doz.	6 75
Do., 1/2s	1 65
Haddies (lunch), 1/2-lb.	1 00
Haddies, chicken (4 doz. to case), doz.	2 25
Canadian sardines, case	6 25
Whale Steak, 1-lb. flat	2 00
Pilehards, 1-lb. talls	1 90
Norwegian sardines, per case of 100 (1/4s)	24 00
Oysters (canned), 5 oz., doz.	2 60
Do., 10 oz., doz.	4 20
Lobsters, 1/2-lb., doz.	3 40
Do., 1-lb. tins, doz.	5 50
Do., 1-lb. talls	12 00
Do., 1/2-lb., doz.	6 00
Do., 1-lb. flats	12 00
Lobster pas 1/2-lb. tins	2 40
Sardines (Amer. Norweg'n style) Do., Canadian brands (as to quality), case	6 25
Do., French	32 00
Do., (gen. Norwegian)	21 00
Do., Portuguese, case	24 00
Scallops, 1-lb., doz.	3 25
Do., Eastern trade	2 65
Do., Winnipeg and Western	2 35
Scotch Snack, No. 2, doz.	4 50
Shrimps, No. 1	2 40
Do., 1 1/2s	4 50
Crabs, No. 1 (case 4 doz.)	6 75
Crab meat (Japanese), doz.	6 50
Clams (river), 1 lb., doz.	1 90
Scotch Snack, No. 1, doz., Montreal	2 85
Meats, English potted, doz.	2 00

Currants Are Firm; Dates Unsettled

Montreal.
DRIED FRUITS.—Owing to the tremendous demands for currants the market is very firm, with upward tendencies. Dates are unsettled. Recent shipments from London are all sold and large importers are awaiting further advice from London. In view of this, it is stated that people who have bought at low prices have made a good purchase, for dates will be very scarce soon and advanced prices will prevail. Turkish sultanas have advanced in the European markets, but owing to the high price of California raisins, these sultanas can be imported at practically the same price. One dealer informed CANADIAN GROCER that, in his opinion, Turkish sultanas are superior to the California raisin in the matter of flavor. Prices are unchanged this week, but advances are probable.

Apricots, fancy	0 40
Do., choice	0 34
Do., slabs	0 30

Apples (evaporated)	0 23 1/2	0 24
Peaches, (fancy)	0 26	0 30
Do., choice, lb.	0 25	0 28
Pears, choice	0 30	0 35
Drained Peels—		
Choice	0 26	
Ex. fancy	0 30	
Lemon	0 45	
Orange	0 46	
Citron	0 63	
Peels (cut mixed), doz.	3 25	
Raisins —		
Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscataels, 2 Crown	0 23	0 23
Do., 1 Crown	0 25	0 25
Do., 3 Crown	0 24	0 24
Do., 4 Crown	0 19 1/2	0 20
Cal. seedless, cartons, 16 oz.	0 23	0 23
Cal. seedless, cartons, 16 oz.	0 23	0 23
Fancy seeded	0 17	0 17
15 oz.	0 21	0 22
Currents, loose	0 22	0 24
Do., Greek, 15 oz.	0 25	0 25
Dates, Excelcior (36-10s), pkg.	0 15 1/2	0 15 1/2
Fard, 12-lb. boxes	3 25	3 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	0 19	0 19
Packages only, Excelcior	0 20	0 20
Figs (layer), 10-lb. boxes, 2s, lb.	0 40	0 40
Do., 2 1/4s, lb.	0 45	0 45
Do., 2 1/2s, lb.	0 45	0 45
Do., 2 3/4s, lb.	0 50	0 50
Figs, white (70 4-oz. boxes)	5 40	5 40
Figs, Spanish (cooking), 28-lb. boxes, each	0 14	0 14
Figs, Turkish, 3 crown, lb.	0 44	0 44
Do., 5 Crown, lb.	0 46	0 46
Do., 7 Crown, lb.	0 52	0 52
Figs, mats	4 75	4 75
Do., 28 8-oz. boxes	3 50	3 50
Do. (12 10-oz. boxes)	2 20	2 20
Prunes (25-lb. boxes)—		
20-30s	0 23	0 23
30-40s	0 20	0 20
40-50s	0 27	0 27
50-60s	0 23	0 23
60-70s	0 22	0 22
70-80s (25-lb. box)	0 20	0 20
80-90s	0 19	0 19
90-100s	0 17 1/2	0 17 1/2
100-120s	0 16	0 17

Shelled Walnuts Slightly Easier

Montreal.
NUTS.—Under an increasing demand shelled walnuts have slightly declined, although no actual change has been recorded this week in the local markets. Shelled almonds are not so strong and a decline is expected. Peanuts are very firm. Demands for No. 1 Spanish are falling off, but brisk business is being done in No. 1 Javas. Sales are good for this time of the year and prices are pretty steady.

Almonds, Tarragona, per lb.	0 35	0 36
Do., shelled	0 60	0 60
Do., Jordan	0 75	0 75
Brazil nuts (new)	0 26	0 26
Chestnuts (Canadian)	0 27	0 27
Filberts (Sicily), per lb.	0 23	0 29
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	0 25	0 25
Peanuts, Jumbo	0 24	0 24
Do., "G"	0 19	0 20
Do., Coons	0 16	0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16 1/2	0 18
Do., No. 1 Virginia	0 14	0 14
Peanuts (Salted)—		
Fancy wholes, per lb.	0 38	0 38
Fancy splits, per lb.	0 33	0 33
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	0 60	0 60
Pecans, shelled	1 60	1 70
Walnuts	0 29	0 35
Do., new Naples	0 25	0 25
Do., shelled	0 32	0 35
Do., Chilean, bags, per lb.	0 28	0 28

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

Beans and Peas Are Very Strong

Montreal.
BEANS.—Beans continue very strong

under the existing high rate of exchange. Most of the beans on the market at the present time are Japanese, and although these come, in most cases, to Vancouver, the Japanese merchants demand to be paid in American funds. Under these conditions, beans are very strong and higher prices are said to be inevitable.

PEAS.—There is practically no change in this market. Supplies are none too plentiful and prices are very firm under a steady demand.

BEANS—		
Canadian, hand-picked, bush..	5 40	5 75
Japanese	5 25	5 50
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California	0 17	0 20
PEAS—		
White soup, per bush.	4 80	5 00
Split, new crop (98 lbs.)	5 40	5 50
Boiling, bushel	4 80	5 00
Japanese, green, lb.	0 10 1/2	0 11

Gluten Feeds Are Advanced

Montreal.
FEEDS.—All feeds are very short and supplies are found to be quite inadequate to meet the heavy demands of the present time. Gluten feeds have advanced and are now being quoted at \$66.00 per ton f.o.b. Cardinal, and f.o.b. Fort William, \$64.00. Tendencies in this market are decidedly upward.

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

Steady Demand Reported For Rice

Montreal.
RICE.—The market is practically unchanged as far as prices are concerned. Supplies are coming in very slowly and the market is still pretty bare. Dealers state there is a heavy demand for rice and business is very good. Prices hold firmly.

RICE—		
Carolina, ex. fancy	17 50	20 00
Do. (fancy)	17 00	17 00
Do., No. 2	16 50	16 50
Siam, No. 2	12 60	12 60
Siam (fancy)	16 00	16 00
Rangoon "B"	11 75	13 25
Rangoon CC	11 75	13 00
Mandarin	13 75	13 75
Sparkling	15 75	15 75
Japan	13 50	13 50
Do., special	9 50	9 50
Patna	0 14 1/2 - 0 15 1/2	0 17 1/2
Broken rice, fine	7 00	7 00
Do., coarse	6 00	6 00
Tapioca, per lb. (seed)	0 12 1/2	0 16
Do. (pearl)	0 12 1/2	0 14
Do. (flake)	0 11	0 13

Note.—The rice market is subject to frequent change and the price bases is quite nominal.

Cereals Firm; Are Good Sellers

Montreal.
CEREALS.—There is little movement in this market owing to the recent slight decline in corn and oats. The local market, however, stands firm on an unchanged price basis and trade is stated to be very good under heavy demand.

Self-raising Flour Scores Advance

Montreal. **PACKAGE GOODS.**—The market for package goods is steady, and last week's quotations rule unchanged, with the exception of self-raising flour, which has advanced to \$3.05 per dozen (3 lb. packages), and \$6.00 the 6 lb. size. Business in package goods is stated to be very good.

PACKAGE GOODS	
Breakfast food, case 18	2 85
Cocoanut, 2 oz. pkgs., doz.	0 75 1/2
Do., 20-lb. cartons, lb.	0 88
Corn Flakes, 3 doz. case	3 50 3 65 3 50
Oat Flakes, 20s	5 40
Rolled oats, 20s	6 50
Do., 18s	2 42 1/2
Do., large, doz.	3 00
Oatmeal, fine cut, pkgs., case	6 75
Puffed rice	5 70
Puffed wheat	4 25
Farina, case	2 35
Hominy, pearl or granu., 2 doz.	3 65
Health bran (20 pkgs.), case	2 60
Scotch Pearl Barley, case	2 60
Pancake Flour, case	5 60
Pancake Flour, self-raising, doz.	1 50
Wheat food, 18-1 1/2s	3 25
Buckwheat Flour, case	3 60
Wheat flakes, case of 2 doz.	2 80
Oatmeal, fine cut, 20 pkgs.	4 75
Porridge wheat, 36s, case	7 00
Do., 20s, case	7 50
Self-raising Flour (3-lb. pack.) doz.	3 05
Do. (6-lb. pack.), doz.	6 00
Corn starch (prepared)	0 11 1/2
Potato flour	0 16 1/2
Starch (laundry)	0 12
Flour, Tapioca	0 15 0 18

Flour Steady; is a Good Seller

Montreal. **FLOUR.**—The demand for flour continues very brisk and business is on the increase. Prices remain unchanged and prevailing prices are expected to rule for some time to come.

Standard Wheat Flour—	
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (3) jute bags, 98 lbs.	13 25
Per bbl., in (2) cotton bags, 98 lbs.	13 45
Small lots, per bbl. (3) jute bags, 98 lbs.	13 65
Winter wheat flour (bbl.) Jute bags	.....

Spice Market Continues Firm

Montreal. **SPICE.**—This market remains very firm, with higher tendencies. Current prices are unchanged and local dealers state that business is very good, although supplies are not coming through as freely as the present heavy demand calls for.

Allspice	0 23	0 23
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	0 46	
Do., sweetened, lb.	0 26	
Chicory (Canadian), lb.	0 20	
Cinnamon—		
Rolls	0 35	0 35
Pure, ground	0 35	0 40
Oleives	0 85	0 90
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	0 40	0 40
Ginger (Cochin or Jamaica)	0 31	0 31
Mace, pure, 1-lb. tins	1 00	1 00
Mixed spice	0 30	0 32
Do., 2 1/2 shaker tins, doz.	1 15	1 15
Nutmegs, whole	0 60	0 70
64, lb.	0 45	0 45
80 lb.	0 45	0 45
100, lb.	0 40	0 40
Ground, 1-lb. tins	0 65	0 65
Pepper, black	0 30	0 40
Do., special	0 33	0 33
Do., white	0 50	0 50
Pepper (Cayenne)	0 35	0 37

Pickling spice	0 20	0 20
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	2 90	
Caraway (nominal)	0 30	0 35
Cinnamon, China, lb.	0 30	0 30
Do., per lb.	0 35	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 18	0 20

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

Molasses Strong; Syrups Are Firm

Montreal. **SYRUPS.**—Syrups are very firm under heavy demands, and although no definite changes have been effected this week, the tendency is upward.

MOLASSES.—There is practically no change to the situation in this market. Supplies are so scanty that in some cases dealers in Barbadoes have been known to re-buy stocks from other markets. Although no actual advance is made this week, the general impression is that much higher prices will rule within a very short while, on account of the barren condition of the market.

Corn Syrups—	
Barrels, about 700 lbs., per lb.	0 08 1/2
Half barrels	0 08 1/2
Kegs	0 08 1/2
2-lb. tins, 2 doz. in case, case	5 45
5-lb. tins, 1 doz. in case, case	6 05
10-lb. tins, 1/2 doz. in case, case	5 75
20-lb. tins, 1/4 doz. in case, case	5 70
2-gal. 25-lb. pails, each	2 70
3-gal. 38 1/2-lb. pails, each	3 80
5-gal. 65-lb. pails, each	6 50
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	6 30
5-lb. tins, 1 doz. in case, case	7 15
10-lb. tins, 1/2 doz. in case, case	6 85
20-lb. tins, 1/4 doz. in case, case	6 20
Cane Syrup (Crystal) Diamond—	
case (2-lb. cans)	8 50
Barrels, per 100 lbs.	12 25
Half barrels, per 100 lbs.	12 50
Glucose, 5-lb. cans (case)	4 80

Prices for	
Island of Montreal	
Barbadoes Molasses—	
Punchoons	1 30 1 35
Barrels	1 33 1 36
Half barrels	1 35 1 40
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case	6 00
3-lb. tins, 2 doz. in case, case	8 25
5-lb. tins, 1 doz. in case, case	6 80
10-lb. tins, 1/2 doz. in case, case	6 65

Note—Prices on molasses to outside points average about 2c per gallon less. In gallon lots 2c above 1/2 barrel prices.

Teas Continue Very Strong

Montreal. **TEAS.**—Teas are very strong and supplies are no better. The markets are very bare and there is no hope of any improvement to this condition for many months to come. Shortage of labor in Europe is said to be entirely responsible for this condition. There is a congestion that cannot be remedied, and until these labor difficulties are overcome, the tea shortage will continue to be very acute. In the meantime, there is an increased consumption of this beverage, and in view of the bare markets, prices are sure to advance.

JAPAN TEAS—	
Choice (to medium)	0 65 0 75
Early picking	0 65 0 70
Finest grades	0 80 1 00
Java—	
Pekoes	0 46 0 48
Orange Pekoes	0 49 0 51

Broken Orange Pekoes 0 48 0 50
Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee Continues to Score Advances

Montreal. **COFFEE.**—Coffee has again advanced about three cents per pound. Dealers state that it is getting difficult to secure ample supplies of good coffee, and a shortage is feared in some quarters. Business is very brisk, and the condition of the market is very strong.

COCOA.—Cocoa continues a good seller under recently advanced prices and the market stands very firm.

COFFEE—	
Rio, lb.	0 33 1/2 0 35 1/2
Mexican, lb.	0 50 0 51
Jamaica, lb.	0 46 0 48
Bogotas, lb.	0 49 0 51
Mocha (types)	0 50 0 52
Santos, Bourbon, lb.	0 47 0 49
Santos, lb.	0 47 0 48
COCOA—	
In 1-lbs., per doz.	5 80
In 1/2-lbs., per doz.	3 00
In 1/4-lbs., per doz.	1 60
In small size, per doz.	1 15

Oats Decline; Hay is Steady

Montreal. **HAY AND GRAIN.**—Oats are considerably easier this week and prices have declined on all grades, No. 2 C.W. being quoted at \$1.12. Little business is reported in this market and the undertone is considerably weaker.

HAY.—Hay rules firm at prevailing prices, although dealers state they are unable to buy hay in the country for prices charged in the Montreal market.

Hay—	
Good, No. 1, per 2,000 lb. ton.	28 00
Do., No. 2	27 00
Do., No. 3	24 00
Straw	15 00
Oats—	
No. 2 C.W. (34 lbs.)	1 12
No. 3 C.W.	1 09
Extra feed	1 09
No. 1 feed	1 07
No. 2 feed	1 05
Tough 3 C.W.	1 05

Barley—	
No. 3 C.W.	.....
No. 3	.....
No. 4 C.W.	.....
Feed barley	1 65
Prices are at elevator.	

California Navels Again Advance

Montreal. **FRUIT.**—California navels have again advanced and are now quoted at from \$8.00 to \$8.50 per case. There is a good demand for all fruits and supplies are found sufficient to meet present business. Lemons are stated to be in good demand, and grapefruit is a good seller.

Apples—	
Baldwins	7 50 8 00
Ben Davis, No. 1	6 00 7 00
MacIntosh Red	12 00
Fameuse, No. 1	14 00 15 00
Greenings	7 50 8 00
Gravenstein	.....
Spies	10 00
Winter Reds	6 50 7 00
Apples in boxes	4 00
Bananas (as to grade), bunch	6 00 7 00
Cranberries, bbl.	12 00 13 50
Do., gal.	0 75
Grapes, Tokay (box), 50 lbs.	.....
Grape, Emperor, kegs	18 00
Grapefruit, Jamaican, 64, 80, 96	4 25
Do., Florida, 54, 64, 80, 96	4 25
Lemons, Messina	6 00
Pears, Cal.	6 50

Pomegranates (boxes of about 20), box	3 00
Keiffer Pears (box)	2 70
Pears, Cal.	5 00
Oranges, Cal., Valencias	7 00
Cal. Navels	8 00
Florida, case	4 00

**Carrots Advance;
Onions, Celery, Also**

Montreal.
VEGETABLES.—Vegetables are very strong and several advances have been effected in this market. California celery is very scarce and has advanced to \$16.00 per crate. Carrots are now being quoted at \$1.75 per bag, and yellow onions have scored a further advance of \$2. Florida tomatoes are on the market, being quoted at \$8.00 per crate (about 40 lbs.).
Florida tomatoes, crate (40 lbs.)... 8 00
Beans, new string (imported) hamper .. 7 00
Beets, new, bag (Montreal)..... 2 00
Cucumbers (hothouse), doz. 4 00

ONTARIO MARKETS

TORONTO, Feb. 13.—The advance in soaps and soap powders is the feature of the markets this week. Laundry soaps are up 50c per case. This is the second advance in a week. One line of cleansing powder is also higher. Teas and coffee are in a firm market and higher prices are expected. Raisins are becoming scarcer. The situation for rice is the same as reported last week. Potatoes are in a declining market and are quoted at \$4.00 to \$4.25 per bag. Oranges and lemons have a tendency for higher prices. All markets generally are very firm with a steady demand.

**Sugar Prices
Remain Unchanged**

Toronto.
SUGAR.—The sugar market remains firm and steady. The production of new raws in Cuba has been the heaviest in years, and although greatly hampered by labor trouble stocks of raws are arriving quite freely. The trend of the primary markets are slightly easier.
St. Lawrence, extra granulated, cwt... 14 71
Atlantic, extra granulated .. 14 71
Acadia Sugar Refinery, extra granulated 14 71
Can. Sugar Refinery, extra granulated.. 14 71
Dom. Sugar Refinery, extra granulated.. 14 71
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2, 55c.
Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c
Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10, 50c; cartons, 20/5s, 60c; cartons, 50/2, 70c Yellows same as above.

**Corn Syrups Steady;
Molasses Tight**

Toronto.
SYRUPS AND MOLASSES.—There are no changes in corn syrup reported this week. Indications from primary markets on molasses have a very strong upward tendency.

**Higher Prices
Likely on Teas**

Toronto.
TEAS.—Every indication from primary markets point to higher prices on teas. The London market in the last two weeks has advanced 4 to 8 cents per pound. The Indian rupee is higher,

Chicory, doz.	0 75
Cauliflower, Am., doz. dble crate	7 00
Do., single crate	3 50
Cabbage (Montreal), barrels	5 50
Carrots, bag	1 75
Celery, Canadian, doz.	16 00
Do., California, 5-7 doz. crate..	0 50
Garlic, lb.	0 20
Horseradish, lb.	3 25
Lettuce (Boston), head crate	3 00
Leeks, doz.	0 60
Mint	1 50
Mushrooms, lb.	4 00
Do., basket (about 3 lbs.).....	8 50
Onions, Yellow, 75-lb. sack.....	9 00
Do., red, 75 lbs.	3 00
Do., crate	8 50
Do., Spanish, case	0 50
Oyster plant, doz.	0 60
Parsley (Canadian)	0 50
Peppers, green, doz.	1 75
Parsnips, bag	4 25
Potatoes, Montreal (90-lb. bag)...	4 00
Do., New Brunswick	3 75
Do., sweet hamper	0 75
Radishes, American, doz.	6 00
Spinach, barrel	2 00
Turnips, Quebec, bag	1 50
Do., Montreal	0 65
Tomatoes, hothouse, lb.	4 00
Florida lettuce (hamper).....	2 00
American parsley, doz.	

which will also add to the cost of teas. Local prices this week are unchanged.

Ceylons and Indians—		
Pekoe Souchongs	0 45	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 55	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 50	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans.....	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 52	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		

**Coffee Inclined
To Advance**

Toronto.
COFFEE.—The outlook in the coffee market is decidedly upward. There is an enormous demand at this season of the year for coffee and spot stocks are not overly large. Conditions from primary markets show that higher prices are inevitable. One package coffee has shown another advance this week.

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

**Package Goods
Selling Freely**

Toronto.
PACKAGE GOODS.—The market for

package rules firm at the same prices as quoted last week. The demand is good.

**Wheat Flakes
Quoted Higher**

Toronto.
CEREALS.—There is a brisk business reported in all lines of breakfast food. Flaked wheat is now quoted at \$8 per barrel and 8 1/2 cents per pound in broken lots. Other lines remain at the same prices.

	Single Bag	Lots
	F.o.b.	Toronto
Barley, pearl, 98s	8 00	
Barley, pot, 98s	6 50	
Barley Flour, 98s	4 50	
Buckwheat Flour, 98s	6 25	
Cornmeal, Golden, 98s	5 75	6 00
Do., fancy yellow, 98s	6 50	
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 75	6 00
Oat Flour		
Corn Flour, 98s	5 50	
Rye Flour, 98s	5 00	
Roller Oats, 98s	5 25	5 50
Roller Wheat, 100-lb. bbl.....	8 00	
Cracked wheat, bag	6 50	
Breakfast food, No. 1	7 75	
Do., No. 2	7 75	
Rice flour, 100 lbs.	10 00	
Linseed meal, 98s	6 75	
Peas, split, 98s	0 08 1/2	
Blue peas, lb.	0 09	0 10
Marrowfat green peas	0 11 1/2	
Graham Flour, 98s	6 60	
Farina, 98s	6 20	

**Soaps Advance
50 Cents Per Case**

Toronto.
MISCELLANEOUS.—Laundry soaps have again advanced, the price basis now being \$10 per case. Pearline is higher, ranging from \$7.25 to \$8.75 per case according to size of package. Sea-foam soap chips are up 25 cents per case; Babbitt's Cleanser is higher, the 100 size quoted at \$6.20 and the 50 size quoted at \$3.35 per case; Bird's Custard Powder is up to \$1.85 per dozen; Bird's Egg Substitute is \$2 per dozen. Holbrook's Sauce quoted at \$3.15 per dozen. Washboards are 15 to 25 cents per dozen higher. Salt is quoted higher, barrels of 80s at \$7.05, 40s at \$6.05, and 20s at \$6.10. New prices on Tanglefoot are announced, \$6.25 per case and \$1.35 per carton. New prices on Shirriff's marmalade are quoted \$3.85 for the 16-ounce jars, \$5.15 for the 22-ounce jars, No. 4 tins at \$11.75 and No. 7 tins at \$19.92 per dozen.

**Dried Fruit Market
is Very Firm**

Toronto.
DRIED FRUITS.—The situation in the dried fruit market remains very firm. The demand for prunes is commencing to liven up; stocks to arrive are likely to be higher on account of the high exchange rate. Raisins continue to be scarce and prices high. No future prices on raisins are being quoted. Dromedary dates in packages have advanced to \$8 per case.

Evaporated apples	0 24
Apricots, cartons, 11 oz., 48s....	4 55
Candied Peels, American—	
Lemon	0 44
Orange	0 44
Currants—	
Grecian, per lb.	0 22
Australians, 3 Crown, lb.	0 22
Dates—	
Excelsior, pkgs., 3 doz. in case	6 00
Dromedary, 9 doz. in case	8 00

Fard, lb.	0 19 1/2	0 20
New Halloween dates, per lb.	0 19 1/2	0 20
Figs—		
Taps, lb.	0 17	
Malaga, lb.		
Comrade figs, mata, lb.		
Smyrna figs, in bags.	0 16	0 18
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, 25s.	Per lb.	0 31
40-50s, 25s.		0 28
50-60s, 25s.		0 24
60-70s, 25s.		0 22
70-80s, 25s.		0 21 1/2
80-90s, 25s.		0 17 1/2
90-100s, 25s.		0 16 1/2
Sunset prunes in 5-lb. cartons, each.		1 15
Peaches—		
Standard, 25-lb. box, peeled.	0 26 1/2	0 28
Choice, 25-lb. box, peeled.	0 27	0 30
Fancy, 25-lb. boxes.	0 29	0 30
Raisins—		
California bleached, lb.		
Extra fancy, sulphur bich., 25s.	0 28 1/2	
Seedless, 15-oz. packets.	0 26 1/2	
Seedless, 15-oz. packets.	0 24	0 25 1/2
Seedless, Thompson's, bulk.	0 25	0 26
Crown Muscatels, No. 1s, 25s.	0 25	
Turkish Sultanais.	0 25 1/2	0 28 1/2

Shelled Nuts

Selling Freely

Toronto.

NUTS.—A slow business for nuts in the shell is reported. A brisk demand is noted for all shelled nuts. Manchurian shelled walnuts are arriving in better quality and the trade is commencing to take to this line more readily as the price is considerably lower than the Bordeaux variety. Manchurian shelled walnuts are quoted this week at 68 cents per pound. Java peanuts for March delivery are quoted at 19 cents per pound.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	0 08	0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 28	0 30
Walnuts, Grenobles, lb.	0 33	0 33
Do., Marbot.	0 30	0 30
Filberts, lb.	0 25	0 25
Pecans, lb.	0 30	0 32
Cocconuts, Jamaica, sack.	10 00	
Cocconut, unsweetened, lb.	0 45	0 45
Do., sweetened, lb.	0 45	0 45
Peanuts, Jumbo, roasted.	0 18	0 19
Brazil nuts, large, lb.	0 32	0 33
Mixed Nuts, bags 50 lbs.	0 32	0 32
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, Bordeaux lb.	0 88	0 90
Do., Manchurian.	0 68	0 68
Peanuts, Spanish, lb.	0 26	0 26
Do., Chinese, 30-32 to oz.	0 18	0 19
Do., Java.	0 19	0 19 1/2
Brazil nuts, lb.	0 88	0 88
Pecans, lb.	1 10	1 10

Asparagus Tips

are Very Scarce

Toronto.

CANNED GOODS.—There are no changes reported in canned goods this week. Asparagus tips are getting very scarce and none are being quoted. Standard peas are scarce and the prices range from \$2.25 to \$2.50 per dozen.

Salmon—		
Sockeye, 1s, doz.	4 75	
Sockeye, 1/2s, doz.	2 75	
Alaska reds, 1s, doz.	4 25	4 50
Do., 1/2s.	2 50	2 50
Lobsters, 1/2 lb., doz.	6 50	
Do., 1/4 lb. tins.	3 90	
Whale Steak, 1s flat, doz.	1 75	1 90
Pilchards, 1-lb. tins, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2 1/2s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.	2 40	2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, dozen.	1 45	1 45
Do., extra sifted, doz.	2 77 1/2	2 82 1/2
Beans, golden wax, doz.	2 00	2 00
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2 1/2s, doz.	2 50	2 50
Canadian corn.	1 75	2 10
Pumpkins, 2 1/2s, doz.	1 25	1 25

Spinach, 2s, doz.	2 15	2 15
Do., 2 1/2s, doz.	2 52 1/2	2 80
Do., 10s, doz.	10 00	10 00
Pineapples, sliced, 2s, doz.	4 50	4 75
Do., shredded, 2s, doz.	4 50	4 75
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	4 52 1/2
Do., standard 10s doz.	5 00	5 00
Apples, gal., doz.	6 25	6 25
Peaches, 2s, doz.	3 55	3 90
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	6 25
Do., Green Gage.	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s.	2 25	2 40
Strawberries, 2s, H. S.	4 90	5 25
Blueberries, 2s.	2 10	2 35
Jams—		
Apricots, 4s, each.	1 03	
Black Currants, 16 oz., doz.	4 85	
Do., 4s, each.	1 25	
Gooseberry, 4s, each.	0 98	
Do., 16 oz., doz.	4 10	
Peach, 4s, each.	0 97	
Do., 16 oz., doz.	4 00	
Red Currants, 16 oz. doz.	4 16	
Raspberries, 16 oz., doz.	4 90	
Do., 4s, each.	1 30	
Strawberries, 16 oz., doz.	5 10	
Do., 4s, each.	1 30	

Spice Market

is Unchanged

Toronto.

SPICES.—No new developments are reported in spices although the primary markets have a firmer tendency. The demand is not heavy at this season. Prices are unchanged.

Allspice.	0 22	0 25
Cassia.	0 85	0 40
Cinnamon.	0 55	0 55
Cloves.	0 85	0 90
Cayenne.	0 35	0 37
Ginger.	0 32	0 40
Herbs—sage, thyme, parsley, mint, savory, Marjoram.	0 40	0 70
Pastry.	0 35	0 38
Pickling spices.	0 22	0 30
Mace.	0 95	1 00
Peppers, black.	0 39	0 41
Peppers, white.	0 50	0 52
Paprika, lb.	0 80	0 85
Nutmegs, select, whole 100s.		
Do., 80s.		
Do., 64s.		
Mustard seed, whole.	0 20	0 40
Celery seed, whole.	0 75	0 75
Coriander, whole.	0 25	0 30
Caraway seed, whole.	0 35	0 45
Turmeric, whole.	0 28	0 28
Cream of Tartar—		
French, pure.	0 80	0 85
American high-test, bulk.	0 80	0 85
2-oz. packages, doz.	1 75	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	5 75	5 75

Blue Rose Rice

18 Cents Per Pound

Toronto.

RICE.—The situation in the rice market shows every indication for higher prices. Japan is allowing barely enough rice to be exported to meet the demands of the Japanese population. The Southern rices are mostly damaged by rain, and high-grade Texas rice is quoted in the primary market higher than the present price quoted by wholesalers.

Honduras, fancy, per 100 lbs.	15 00	16 00
Blue Rose, lb.	0 18	0 18
Siam, fancy, per 100 lbs.	13 50	14 50
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 10 lbs.	17 00	17 00
Do., seconds, per 100 lbs.	15 00	15 00
White Sago.	0 14	0 14
Do., Pakling.	14 00	14 00
Chinese, XX., per 100 lbs.		
Do., Simiu.		
Do., Mujin, No. 1.		
Tapioca, per lb.	0 14 1/2	0 15

Maple Syrup

Quoted Higher

Toronto.

HONEY, MAPLE SYRUP.—There are no changes in the price of honey. The demand is steady. Stocks of maple

syrup are getting low and prices are somewhat higher, small bottles 36 to the case being quoted at \$5.40 per dozen; large bottles 24 to the case are quoted at \$9.60 per dozen.

Honey, Clover—		
5-lb. tins.	0 28	
2 1/2s, tins.	0 29	
10-lb. tins.	0 27	
60-lb. tins.	0 26	
Buckwheat, 50-lb. tins, lb.	12 20	
Comb, No. 1, fancy, doz.	4 50	
Do., No. 2, doz.		
Maple Syrup—		
3 1/2-lb. tins, 10 to case, case.	18 00	
Wine qt. tins, 24 to case, case.	23 00	
Wine, 1 gal. tins, 6 to case, case.	24 00	
Imp. 5 gal. cans, 1 to case, case.	20 00	
Bottles, 36 to case, doz.	5 40	
Do., 24 to case, doz.	9 60	
Maple Sugar—		
50 1-lb. blocks to case, lb.	0 29	

Beans Are in

a Firm Market

Toronto.

BEANS.—There is a very firm market for beans. Supplies of Ontario hand picked are arriving very slowly. Brokers state that there are large quantities of beans throughout the country but that farmers will not sell until a higher price is reached. The Japanese variety are arriving in good supply. The quality is equally as good as the Ontario and the price is considerably lower.

Ontario, 1-lb. to 2-lb. pickers, bus.	5 60	
Do., hand-picked, bu.	6 00	6 00
Marrowfats, bu.	6 00	6 50
Japanese Kotosashi, per bu.	4 50	5 00
Rangoons, per bushel.	3 00	3 50
Limas, per lb.	0 16	0 17
Madagascars, per lb.	0 14	0 15

Oranges and Lemons

to be Higher

Toronto.

FRUIT.—California this year has only about a quarter crop of navel oranges, which, coupled with the high exchange rate is causing the orange market to go higher. The epidemic of "flu" is creating a heavy demand for lemons and prices are higher.

Valencia Oranges—		
216s, 250s, 288s, 324s.		
Cal. Navels—		
100s, 126s, 150s, 176s, 200s.	5 00	6 75
216s, 250s, 288s, 324s.		6 75
Florida Oranges—		
176s, 200s, 216s, 250s.	5 50	6 00
Bananas, Port Limons.		0 97 1/2
Lemons, Cal., 300s, 360s.	7 00	7 50
Lemons, Messinas, 300s.		4 50
Grapefruit, 54s, 64s, 70s, 80s, 96s.	4 50	5 00
Apples—		
Ontario Spys, bbl.	8 00	
Blenheims, bbl.	7 50	
Other varieties.	4 50	7 00
Winesaps, box.	4 25	
Delicious, box.	4 75	
Kings, box.	3 25	
Spys, Ont., box.	2 75	
Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s.	3 75	4 00
Cal. Pears.		5 50
Florida Tangerines, 144s, 168s.		
196s, 216s, 224s.	4 25	
Do., Spanish Malagas, keg.	15 00	17 00
Cranberry, Cape Cod, bbl.		13 50
Do., half bbl.		7 50
Do., boxes.		4 50
Pomegranates, boxes.		4 00

Cabbage is

\$6.00 Per Barrel

Toronto.

VEGETABLES.—Potatoes are easier in price and indications are for a further decline. Prices quoted are \$4 to \$4.25 per bag. Cabbage is selling at \$6 per barrel of 115 pounds. California vegetables are in good demand. Cauliflowers are quoted at \$4.25 per case.

Celery at \$7 per case. Mushrooms are selling at \$4 per 4-pound basket.

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

Flour is in Fair Demand

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

Bran is Reported Very Scarce

Toronto.
MILLFEEDS.—Supplies of bran are very scarce and none is being offered by the millers.
MILLFEEDS.
 Bran, per ton..... 45 25
 Shorts, per ton..... 52 95

WINNIPEG MARKETS

WINNIPEG, Feb. 13—The market for general grocery lines is very firm. Many lines of commodities have shown a considerable advance. Laundry and castile soaps are further advanced by 50 cents per case. Paper bags are higher. Rice is scarce and prices higher. Raisins are almost off the market and prices are higher.

Sugar Supplies Are Unsatisfactory

Winnipeg.
SUGAR.—Sugar deliveries are very unsatisfactory, great difficulty being experienced in keeping accounts in anything like adequate supplies. Due to strikes in Cuba refineries are having difficulty in getting in raws. Raw sugar is reported slightly easier on the New York market.

Corn Syrups Show Advance

Winnipeg.
SYRUPS.—Corn syrups show an advance of 25 to 50 cents per case. Market is very strong on both syrups and molasses.

Rice Market is Very Strong

Winnipeg.
RICE.—Rices of all descriptions are very strong. From reports just received from one of the largest rice manufacturers it would look as though there were no possible chance for a decline in present prices for at least six months to come. The exchange situation as well as the embargo on Japan and Indian rices are having a serious effect on rice prices.

Seeded Raisins in Scant Supply

Winnipeg.
DRIED FRUITS.—Seeded raisins are in very scant supply. Prices have gone away up. Reports just to hand show the 11-ounce package to be worth 20 cents in California and the 16-ounce package 24 cents. Add to this freight exchange etc. means they would have to go to the consumer at around 45 cents a pound—a prohibitive price.

Canned Fruits and Jams Higher

Winnipeg.
CANNED GOODS.—All jam lines show strong advance of around two dollars per case. Buying has been very active and supplies of a few lines are in scant supply. A heavy demand is reported in canned fruits. Supplies are said to be very short among the jobbers.

Strawberry, 1s, 2 doz. case, per dz	5 00
Raspberry, 1s	5 20
Black Currant, 1s	4 95
Raspberry and Red Currant, 1s.	4 60
Strawberry, 4s, 1 doz., per tin.	1 36
Raspberry, 4s	1 31
Gooseberry, 4s	1 16
Raspberry and Red Currants, 4s	1 06
Red Currant, 4s	1 06
Plum, 4s	1 06
Assorted, 4s	1 13
Mixed Fruit and Apple—	
Apple and Strawberry, 4s, per c.	10 00
Do. and Raspberry, 4s	10 00
Do., 30-lb. pails, per lb.	.....
Do. and Strawberry, 30-lb. pails, per lb.	.....
Jelly, 1s, 2 doz. to case, per doz.	.....

CANNED FRUIT

Apples, gal., per case	3 35
Blueberries, 2s, per case	5 15
Gooseberries, 2s, per case	6 25
Lawton Berries, 2s, per case	9 00
Peaches, 2s, per case	7 40
Do., B.C. yellow, 2 1/2s, per case	10 70
Pears, light syrup, 2s, per case	6 10
Do., heavy syrup, 2s, per case	8 30
Plums, Lombard, 2s, H.S., case	6 15
Do., 2s, L.S., per case	5 15
Raspberries, 2s, H.S., per case	9 60
Do., 2s, L.S., per case	9 50
Strawberries, 2s, H.S., per case	10 50

Tapioca and Sago Have Advanced

Winnipeg.
TAPIOCA AND SAGO.—The tapioca market has been showing—a slightly weaker tendency for some time past but it has now stiffened considerably and an advance of around one cent per pound is reported on both tapioca and sago.

Olive Oil Scarce; Market Strong

Winnipeg.
OLIVE OIL.—Olive oil and cooking oils are very firm, market showing slight

advances on all oil lines. Olive oil in particular seems to be in scant supply.

Fancy Biscuits Show Advance

Winnipeg.
CONFECTIONERY.—Local manufacturers of fancy biscuits have advanced practically all lines of pound goods and package goods. It would not be surprising to see still farther advances. All lines of confectionery have been advancing so rapidly that it has been hard to keep track of advances. A further advance is just reported of from one to two cents per pound on all pound goods.

Soaps and Other Lines Advance

Winnipeg.
MISCELLANEOUS.—Laundry soap again shows an advance of 50 cents per case. Castile soap is also up 50 cents per case. This is taken as a forerunner to the anticipated advance in toilet soaps which shows a very strong market. Many lines of washing powders show an advance of 50 cents per case; a general advance on all lines is looked for. Baked beans are up 3 to 15 cents per dozen. Potted meats are higher by 10 to 15 cents per dozen. Furniture polish has advanced 40 to 80 cents per case on a number of lines. Jelly powders show a very stiff advance. Some manufacturers have withdrawn their prices altogether.

Paper Bags and Check Books Higher

Winnipeg.
PAPER BAGS.—Discounts on all manila and kraft bags have changed, making a strong advance in all lines. Wrapping paper has not advanced in proportion but market is very strong and a general advance is looked for on all grades. Wax paper is also due for another strong advance. Manufacturers are well sold up on wax paper and are requesting agents not to be anxious about booking orders as they cannot fill them. Manufacturers of counter check books have notified their representatives that a strong advance is looked for in the near future.

Oranges and Lemons Selling

Winnipeg.
FRUITS.—Oranges and lemons are in good demand. Prices are unchanged.
 Cal. Oranges, Navels, per case.. 6 75 7 25
 Valencia 7 25 7 50
 Cal. Lemons 7 00 7 50
 Grapefruit 5 25 6 00
 Cranberries, per box 5 00
 Bananas, per lb. 0 09 1/2
 Grapes, Spanish, per keg. 16 00
 Apples, B.C., Jonathans 3 00 3 50
 Do., Northern Spies 3 25 3 75
 Washington, wrapped 2 25 2 50

Vegetables Reported Unchanged

Winnipeg.
VEGETABLES.—There are no changes reported in the vegetable market this week.
 Beets, per lb. 0 03
 Turnips, per lb. 0 02 1/2
 Carrots, per lb. 0 01 1/2
 Cabbage, per lb. 0 05
 Potatoes, per bushel 2 25

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, Feb. 13.—Stocks of granulated sugar in wholesalers' warehouses are almost depleted. Plenty of yellow sugar, however, can be obtained. Raisins are very high and supplies are short. Cornmeal is quoted at \$3.90 to \$4. Oats are higher and hard to obtain. Grapefruit has advanced 50 cents per case; other citrus fruits remain firm. Eggs are showing an inclination to decline. Potatoes are firm at unchanged prices. Heavy local storms are interfering with railway shipments, railway yards being completely blocked and freight is being held up.

Flour, No. 1 patents, bbls., Man.	14 90
Cornmeal, gran., bags	6 00
Cornmeal, ordinary	3 85
Rolled oats	12 50
Rice, Siam, per 100 lbs.	14 75
Tapioca, 100 lbs.	13 50
Molasses	1 30
Sugar—	
Standard, granulated	14 60
No. 1, yellow	14 10
Cheese, New Brunswick	6 32
Cheese, Ont., twins	0 70
Eggs, fresh, doz.	0 58
Eggs, storage	0 42
Breakfast bacon	0 40
Butter, creamery, per lb.	0 66
Butter, dairy, per lb.	0 60
Butter, tub	0 55
Lard, pure, lb.	0 32
Lard, compound	0 31
American, clear pork	58 00
Beef, corned, 1s	4 00
Tomatoes, 2 1/2s, standard case	4 20
Raspberries, 2s, Ont., case	4 40
Peaches, 2s, standard, case	7 25
Corn, 2s, standard, case	3 75
Peas, standard, case	4 10
Apples, gal., N.B., doz.	4 75
Strawberries, 2s, Ont., case	5 00
Salmon, Red Spring, flats, cases	19 50
Pinks	11 00
Cohoos	15 00
Chums	9 00
Evaporated Apples, per lb.	0 22 1/2
Peaches, per lb.	0 27 1/2
Potatoes, Natives, per bbl.	7 00
Onions, Can., 100-lb. bag	7 00
Lemons, Cal., case	10 00
Oranges, Cal., case	6 00
Grapefruit, Cal., case	7 00
Apples, Western, box	4 50
Bananas, per lb.	0 10
Grapes, Malaga, keg	11 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Feb. 13.—B. C. sugar has advanced \$1 per cwt. B. C. syrup also up 50 cents per case. P. & G. and Sunlight soaps are higher now, \$9.50 per case. Lux has advanced to \$8.50. Royal Crown soap, 5s, quoted at \$8.25. Golden West washing powder, 24s, is up to \$7.85

per case. Domestic pack herrings and sardines are up 25 cents per case. Squirrel brand peanut butter has advanced 20 cents per dozen on the 1 pound tins. Chase and Sanborn's coffee has advanced. Liquid Veneer and all soft drinks are also higher. Creamery butter is declining, now selling at 65 cents per pound. Dairy butter is 50 to 55 cents per pound, and new laid eggs are \$22.50 per case.

Flour, 96s, per bbl.	12 95
Beans, B.C.	7 50
Rolled oats, 80s	4 40
Rice, Siam	12 75
Japan, No. 1	15 50
Tapioca, lb.	0 14
Sago, lb.	0 13 1/2
Sugar, pure cane, granulated, cwt	15 35
Cheese, No. 1, Ontario, large	0 32
Butter, creamery, lb.	0 65
Do., dairy, lb.	0 50
Lard, pure	20 40
Eggs, new laid, local, case	22 50
Do., No. 1, storage, case	17 00
Tomatoes, 2 1/2s, standard, case	4 50
Corn, 2s, case	4 00
Peas, 2s, standard, case	4 20
Strawberries, 2s, Ontario, case	10 30
Raspberries, 2s, Ontario, case	10 30
Cherries, 2s, red, pitted	9 00
Apples, evaporated	0 22 1/2
Do., 25s, lb.	0 26 1/2
Peaches, evaporated, lb.	0 25 1/2
Do., canned, 2s	7 50
Prunes, 90-100s	0 16
Do., 70-80s	0 17
Do., 50-60s	0 20
Do., 30-40s	0 26
Do., 20-30s	0 31
Raisins, bleached Sultanias	0 27
Do., bulk, seedless	0 21
Do., package, 11 oz.	0 16 1/2
Filiatras Currants, lb.	0 26
Salmon, pink tall, case	10 25
Do., Sockeye, tall, case	17 50
Do., halves	18 00
Potatoes, Alta., per ton	65 00
Oranges	6 50
Lemons	9 00
Grapefruit	6 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Feb. 13.—Local merchants have considerably increased quotations on lemons and oranges, due to the higher exchange rate between Canada and the States. Oranges are quoted at \$8.50 per case. Ontario apples are selling at \$8.50 per barrel. B. C. sugar has advanced \$1 per hundred. Laundry soaps are 50 cents per case higher. The increase in the strength of the hog market has caused an advanced in the price of bacon, which is now quoted at 48 cents per pound. Supplies of these commodities are none too plentiful.

Beans, small white, Japans, bus.	4 50
Beans, Lima, per lb.	0 12 1/2
Rolled oats, bralls	5 00
Rice, Siam, cwt.	12 00
Sago, lb.	0 11 1/2
Flour	5 40
Tapioca, lb.	0 14
Sugar, pure cane, gran., cwt.	13 50
Cheese, No. 1, Ontario, large	0 33

Butter, Creamery	0 70
Lard, pure, 3s, per case	21 60
Bacon, lb.	0 47
Eggs, new laid	0 75
Tomatoes, 2 1/2s, standard case	4 47
Corn, 2s, standard case	3 96
Peas, 2s, standard case	4 30
Apples, gal.	3 25
Apples, evaporated, per lb.	0 26
Strawberries, 2s, Ont., case	9 75
Raspberries, 2s, Ont., case	9 75
Peaches, 2s, Ontario, case	7 85
Plums, 2s, case	5 00
Salmon, finest Sockeye, tall, case	17 80
Salmon, pink, tall, case	10 25
Peaches, Cal., 2 1/2s	7 00
Potatoes, bag	1 35

"ALLOCATING" TURNOVER AND MARGINS

Continued from page 28

fiction embrace caviar? A few years ago it did embrace tuna, but no longer. Fact is, not only do classifications vary from season to season, but in different stores. We must actually take each line and each variety and grade by itself.

Crackers and biscuits not only embrace a wide range but whether they pay or not and on what basis depends on how skilfully they are handled.

And "staples" covers too vast a multitude of sins for any such classification.

Now, Men, Write!

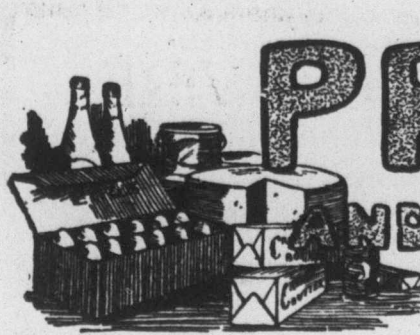
Now it strikes me that here is something so very important that it should engage the attention of the best merchants and they should be willing to take time to write about it. It is high time that we got some data on our main lines which may act as a sort of guide to all of us, telling us at least, with fair approximation, whether we are on the right track or not.

For instance, if my sugar analysis is anywhere near right, we have made money on sugar all these years during which we have thought we were handling it for nothing.

AND THAT IS JUST WHAT I BELIEVE WE HAVE BEEN DOING!

BUTTER MUST NOT BE ADULTERATED

Two Toronto merchants, alleged to have sold adulterated butter, appeared in the Police Court this week on the complaint of H. J. Dager, Dominion Food Inspector. Roy Waldrop, 163 Woodbine avenue, was charged with adulterating his butter with margarine, and on conviction was fined \$100 and costs. A retailer was found guilty of selling some of the adulterated product, but claimed that he had acted in good faith in buying and retailing the butter. He was fined \$25 and costs.



PRODUCE AND PROVISIONS

Butter and Egg Standards Before Produce Convention

One of the Chief Topics Up for Discussion Again at Annual Conference of Canadian Produce Association—Matter to be Taken Before Government—
Year's Progress Outlined in Annual Address

Reported by Staff Correspondent, "Canadian Grocer"

HAMILTON, Feb. 10.—The Canadian Produce Association, at their eighth annual convention in the Royal Connaught Hotel here to-day, spent the greater part of the afternoon session in the discussion of the grading and standardizing of eggs. The subject was taken up by the majority of the delegates, and considerable objection and criticism was registered against some of the clauses, resulting in a strong committee being appointed to take the matter up with the Government representatives, both of whom were present at the convention in an effort to have some of the objectionable features remedied in the interests of the trade.

The convention was not as largely attended as was expected on the first day, but the second day promises to see a larger number. The prevailing epidemic of influenza and colds interfered somewhat with the attendance, even to the extent of preventing the presence of the president, E. J. Smith, of Brockville. Vice-President Harper R. Gray, of Montreal, presided, and a telegram expressing the regret of the gathering at his inability to be present, coupled with the earnest wish for a speedy recovery, was sent to the president during the day.

Mayor Booker, of Hamilton, in extending a welcome to the convention, spoke of the regrettable fact that the prevailing epidemic was preventing so many from being present. In part he said: "It is a pleasure, as Mayor, to welcome the convention to Hamilton. The work you are engaged in touches the very vital life of our community. I hope when you have concluded you will agree that Hamilton is one of the most hospitable of cities.

"A stimulating thought to your association," he said, "in these days of trial should be to keep prices down as far as is humanly possible, and when things return to normal you will have the satisfaction of knowing you have done your

part. There is a power that shapes our ends, and the only hope is that some day in the future we shall be able to look back and say that wise men have been placed in positions of authority. In shaping our immigration policy in Canada, high standards of education, intelligence and morals, should be insisted upon. Let us build up this country with good Anglo-Saxon stock.



HARPER R. GRAY

Elected President of the Canadian Produce Association for 1920

"There is a chance for every man in this country, an opportunity unexcelled by any other in the world."

President's Address

Vice-President Harper R. Gray read the annual address of President E. J. Smith, which is as follows:

The year 1919, in the history of our association, has been a busy one for your officers. As we closed our convention last year, we realized that we were on the eve of the reconstruction period and during the year, we would have to face new problems and adjust ourselves to new conditions. There had been an upheaval of old conditions, old methods, old marketing facilities, and old shipping and export conditions and it seemed necessary that we should get together and consider the past and pay the most careful attention to what should be our best line of effort for the future.

A few days after our convention closed, our association was asked to send delegates to the first Canadian National Poultry Conference which was held in Ottawa at the invitation of the Honorable, the Minister of Agriculture. Your vice-president and president attended the conference for three days. Delegates from all the provinces of the Dominion and representatives of all phases of the poultry industry were present on this occasion. Many problems relating to the whole trade were discussed and each of us had the opportunity of seeing the viewpoint of others of the trade in this and other provinces that had not been brought to our attention heretofore. The result of this conference was to effect a permanent organization thoroughly representative of all phases of the industry. Many problems were discussed and many recommendations made to the Department of Agriculture. In connection with this, we asked the Minister to send Mr. W. A. Brown, chief of the poultry division, to attend an international poultry conference to be held in London, England, in March. We considered it important that we should have a representative from Canada hold up our Canadian standards and our Canadian products so that we might establish a confidence in the British market that would lead to increased business during the year. We have already reaped the harvest, to some extent, of Mr. Brown's visit and we know of the value it has been to all of us who have been doing an export trade this year.

At that time steps were taken to impress upon the Department of Agriculture the importance of securing a market for the surplus poultry then in Canada. Through the efforts of the department by correspondence, cables, and personal interviews, and through the efforts of H. S. Arkell, Livestock Commissioner, and Dr. J. W. Robertson, who were then in England, refrigeration shipping space was secured, with the result that over 500,000 pounds of poultry were exported

to arrive on the British market to be sold at maximum controlled prices, and at a time when the market in England was bare of poultry, the United States surplus not having been exported until several weeks later.

Exports and Imports

During the last nine months of the year 103,160 cases of eggs were imported into Canada for home consumption. 101,204 cases of these came from the United States. 83,893 cases of United States eggs were exported through Canadian ports. We exported 171,045 cases of Canadian eggs during this period as compared with 24,300 cases in the previous year and 163,000 during 1917. Live poultry exports were valued at \$383,526, and dressed poultry exports at \$252,701. \$51,791 worth of dressed poultry was imported. (These statistics are compiled by the Department of Agriculture.) The statistics for the export of cheese and butter compiled by the Montreal Board of Trade show that 924,203 boxes of cheese were exported to Britain and 248,257 boxes to France, Antwerp and Norway. There were 56,049 boxes of butter exported to Britain and 23,106 boxes to Antwerp, France and Norway. After July all cheese for Britain were purchased through a committee in Montreal appointed by the British Ministry of Food, the butter being purchased on their behalf by Mr. Jas. Alexander.

Inspection

The department reports 924 inspections of 366,758 cases; of the total inspections there were only 70 rejections. During the year 1918, there were 416 inspections with 46 rejections with a total of 118,595 cases. In some quarters there seems to be considerable dissatisfaction with the inspection. The chief criticism is that it is almost impossible to dispose of poor undergrade eggs. From information I have gathered I believe the inspectors have in most cases done efficient work. From an export standpoint especially has the inspection and grading been an advantage to Canadian shippers.

Immediately after the last convention we pressed hard to have the recommendations with reference to the "loss off system" enacted in legislation. The Department of Justice gave it as their opinion that it was a question on which the provincial authorities should act, if action should be taken at all. To accomplish our objective Mr. W. A. Brown prepared the "proposed regulations." Copies of these were sent to me and in order to get the opinion of various sections and classes of trade I sent copies to representative men interested in all provinces and the replies I have received have been forwarded to the chairman of the legislation committee. I also urged that as many as possible attend this convention to have a part in the discussion and to voice any objections there might be, and later in the programme you will have the opportunity to consider same.

The Future

With problems of adverse exchange, payment of war debt and other similar questions it looks to me as if we should emphasize two points—production and consumption. By the former we will be able to increase the wealth of our own country, and be in a position to supply other countries with our products, which by improvements made in handling and grading in recent years, command a premium over others. The possibilities for increased consumption can hardly be estimated. If we in Canada would try to increase the consumption to "an egg a day" for each person we would not require an export market. With an advertising campaign at home and abroad and more and better eggs, there is practically no limit to what we can do in this respect. It may be well for this convention to decide on the advisability of asking the Department of Agriculture at Ottawa to appoint a representative in Britain to promote our interests abroad, or to appoint a representative committee to confer with all the Government departments to increase the uniformly high quality of our goods, thus begetting confidence and increasing consumption.

Appreciation

I cannot close without expressing my appreciation of all who have so kindly assisted me in my work throughout the year. Mr. Harper R. Gray has been a continuous worker, as vice-president and as chairman of the transportation committee. Mr. Lorne Marshall is entitled to the thanks of the association for completing the work connected with the convention last year and in the preparation of the year book. The advantage of having a permanent secretary who can devote unlimited time to the work of our association has already been proven and in Mr. Madden we have a capable and efficient officer. The co-operation of the officials of the poultry division of the Depart-

Feb. 11th and 12th, 1919, and as most of our members have no doubt read them with interest, I would ask that some member move that they be taken as read.

During the interval from the time of my appointment as Secretary-Treasurer of our association I have attended (in the capacity of Secretary) several meetings of the committee on legislation, and of these meetings you will no doubt hear through the chairman of that committee.

The fall meeting of executive and directors was held in the rooms of the Toronto Produce Exchange on Nov. 10th, 1919.

Shortly after assuming the duties of this office I issued a circular letter to all our members, requesting their assistance in increasing our membership. Total result, one new member. I wish to thank the chairman of the banquet and entertainment committee, Mr. H. H. Fearman, for his efforts in this direction, he having sent me the names of nine firms who have become members. On this question I expect to say a few words later on.

I now beg to present the financial statement, which has been duly signed by the Auditors as being correct.

You will notice that I have brought this statement down to date.

Financial Statement, Canadian Produce Association for Year Ending Feb. 10, 1920.

Receipts—	
Balance on hand	\$748.04
Membership fees, 1919 (3).....	15.00
Membership fees, 1920 (9).....	45.00
Advertisements, 1919	59.00
Interest on deposit	12.39
Exchange on Am. cheques.....	.73
	\$880.16
Disbursements—	
Exchange on cheques	\$.75
Postage	23.00
Printing, 1919	1.09
Telegram, 1919 .....	.80
Fees, National Poultry, Butter and Egg Association, with exchange	26.03
Printing and stationery	70.41
Programmes for convention and banquet, 1920	120.00
Badges, 1920	44.00
Secretary's expenses, Cleve'd ..	50.00
Secretary's expenses, Hamilton ..	4.95
Telegrams and phone	3.78
	344.81
Balance on hand	\$535.35

We, the undersigned, having audited the books, vouchers and accounts of the Canadian Produce Association for the period from May 31st, 1919, to Feb. 10th, 1920, and have found the attached statement of receipts and disbursements to be correct, and the balance shown on hand agreeing with that of the bank pass book.

H. B. CLEMES,
F. F. WHITE,
Auditors.

GREETING FROM NATIONAL ASSOCIATION.

H. F. Jones, executive secretary of the National Produce Association, Chicago, Ill., conveyed the greetings of his organization. The Mayor of Hamilton, he said, had spoken of the heart of the Hamilton people being in the right place. The hearts of the produce men too were out to do what is right and equitable. Much of the unrest at the present time was due, it was said, to the high food prices that were ruling, and responsibility for some of them were laid at the doors of the produce men. The ultimate victory in the war was due in no small measure to the successful feeding of the armies, the produce associations playing no little part in the carrying out of the same. "We made rules through those trying days and lived up to them," he continued. "The food men did their part, and they still could be looked to, and depended upon, to do the right thing in the day of peace. We can truthfully say we were there, in all the great battles of the war, for had it not been for the combined

STANDING COMMITTEES

The following committees of the Canadian Produce Association were struck at the morning session:—

TRANSPORTATION—Richard Gray, Montreal; J. T. Madden, Toronto; J. F. Fraser, Halifax; C. P. Rhodes, Calgary; H. Johnston, Lindsay; F. F. White, Toronto; T. J. Coyle, Winnipeg; C. M. Thacker, Montreal.

RESOLUTIONS—A. E. Silverwood, London; R. J. McLean, Toronto; E. J. Smith, Brockville; J. T. Madden, Toronto; H. H. Fearman, Hamilton; John I. Brown, Montreal; N. H. Eden, Montreal; J. F. Fraser, Halifax.

ARBITRATION—H. B. Clemes (chairman), Toronto; J. J. Fee, Toronto; I. W. Steinhoff, Toronto; J. T. Madden, Toronto; F. M. Watt, Toronto; John Wilson, Montreal; A. A. McKergon, Montreal; W. Champagne, Montreal; P. W. McLagan, Montreal.

LEGISLATION COMMITTEE—R. J. McLean, Toronto; A. E. Silverwood, London; R. S. Whyte, Toronto; R. E. Bailey, Belleville; C. M. Thacker, Montreal; John Wilson, Montreal; W. G. Jackson, London; A. W. Bayman, Ottawa; F. M. Watt, Toronto; R. H. Ashton, Morrisburg; C. G. Stuart, Montreal; W. R. Erskine, Atwood; R. J. Hunter, St. Mary's; C. Henderson, Montreal; John E. Weston, Tillsonburg; J. T. Madden, Toronto.

NOMINATING COMMITTEE—J. R. McNab, Dunganon; L. M. King, Toronto; H. H. Fearman, Hamilton; F. F. Whyte, Toronto; E. J. Smith, Brockville; W. Champagne, Montreal; J. Edmond, Quebec; J. J. Fee, Toronto; J. T. Madden, Toronto.

EXECUTIVE—A. E. Silverwood, London; A. D. McGillis, Montreal; J. T. Madden, Toronto; H. H. Fearman, Hamilton; J. R. McNab, Dunganon; A. E. Bailey, Belleville; R. B. Colville, Halifax; A. N. Wilson, Winnipeg; Geo. Kent, Toronto; A. W. Bayman, Ottawa; J. F. Fraser, Halifax; Geo. Lightizer, Charlottetown, P.E.I.

ment of Agriculture at Ottawa has been much appreciated. Whenever information with reference to rates, shipping, exchanges, or any other question comes into their possession they are pleased to pass it on. These officials are pleased to serve us in any reasonable capacity and this department can be of much more service to us in the future than they have been in the past.

The Report of the Secretary-Treasurer

The report of the Secretary and of the Auditors that followed showed the association to be in a very satisfactory position:

The year book of our seventh annual convention contains a very complete report of the proceedings of our last general meeting, held in the King Edward Hotel, Toronto,

efforts of the food men, we would not have had a well-fed soldiery. Then again when the enemy was conquered we carried food to him. In this period of reconstruction we cannot escape the problems that are rising. Sometimes we are accused of wasteful practices in the daily press. But the press only get half the truth. It is up to us to give them the other half."

Mr. Jones remarked that he could see no reason why the Canadian and National Produce Associations should not be affiliated. With such an affiliation difficulties of reconstruction could be overcome.

Transportation Committee Report

The report of this committee was presented by Harper R. Gray, chairman of the committee. It is in part as follows:—

Claim for Damaged Cheese Boxes.—The trade will be interested in knowing, that the transportation companies agreed to settle claims for damaged cheese boxes on the basis of fifteen cents each as an average price on all damaged boxes during the season. There is no agreement with respect to the 1920 season.

Shipper's Load and Count.—Complaints were received, that bills of lading were still being issued by railways for shipments reading "shipper's load and count."

This matter was taken up with the Canadian Freight Association, who were asked to bring the matter to the attention of all the carriers, with a view to their giving a clean receipt, to which the shipper is entitled, signed by the railway agent in every instance.

Sealing of Egg Crates.—Although this matter has been the subject of several meetings, with representatives of the express companies, nothing definite has yet been arrived at.

Broken Eggs.—A number of complaints were received of excess breakage in transit, and one or two members took advantage of the kind offer of assistance offered by the Department of Agriculture. Inspectors were sent out to shipping points, and followed shipments to destination, and in many shipments there was evidence of carelessness on the part of the express company. This matter was brought to the attention of Mr. C. N. Ham, secretary, Express Traffic Association, and it was stated, that where shippers have serious complaints, particulars with regard to each complaint should be forwarded to Mr. Ham, so that they could be fully investigated.

Express Rates.—Revised rates went into effect September 1st, 1919, and the following tariffs, which are herewith filed, issued:—

E. T. 14. Express Classification for Canada No. 4.

E. T. 15. Graduated table of first and second-class express charges for shipments weighing 100 lbs. and under.

E. T. 16. Joint Directory of Express Stations in the Dominion of Canada showing block numbers and sub-block letters designating their location.

E. T. 125. Local and Joint tariff containing first-class rates from stations located in block 4521 (Montreal). Above are all effective September 1st.

Complaints have been made, that the express rates are too high, and if this association feels that this is the case, efforts should be made at once to have the matter taken up with the Board of Railway Commissioners, Ottawa.

Express Rates Without Wagon Service

Some of the members of the association brought up this question, stating that when shippers' teams were used after 5 p.m. it should receive a reduction in the express rate. This matter was dealt with by the Railway Commission in a letter from the secretary of the board, dated September 3rd, reading as follows:

"I am directed to say, that the judgment recites, inter alia. There are many points, hundreds of them, where there is no wagon service, and where the cost of maintaining a wagon service would be entirely disproportionate to the total receipts. Nevertheless these points pay just the same rates as do points where a wagon service exists."

And then goes on to provide as to the reductions to be made. Your correspondence raises the contention that where at a cartage point the shipper or consignee performs a wagon service after cartage hours, there should be a similar reduction in respect of the shipper or consignee. The intention of the judgment is that the reduction should be limited to points where there is no cartage service of any kind whatever performed by the express companies."

Express Merchandise Receipt or Contract

Limiting Liability to \$50.00.—The express receipt limits the liability of the company to \$50.00 unless a higher valuation is declared by the shipper and inserted on the receipt. This limitation of liability was approved of by the Railway Commission. If shippers wish the express company to assume liability in excess of \$50.00 additional charges are made.

Bills of Lading.—It was recently called to our attention, that it is necessary to show the value on all through bills of lading.

Possibility of Export of Butter and Eggs in 1920

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

J. S. McLEAN, of the Harris Abattoir Co., Toronto, read the following paper on the outlook for export trade at the annual convention of the National Produce Association.

Prior to the war Great Britain consumed about 430 million dozens of eggs per year. Of these, roughly, one-half or 215 million dozens were produced at home and one-half or 215 million dozens were imported from abroad. The Canadian thinks of eggs in terms of cases rather than dozens. Great Britain's imports expressed in cases were 7,200,000. In respect of export trade it is more natural for us to think not of cases but of carloads. Adopting a standard for a carload of four hundred cases, Great Britain's imports prior to the war, were 18,000 carloads annually. For the purpose, therefore, of visualizing the situation more clearly I shall speak throughout of carloads, as that reduces the figures to units which are smaller and, therefore, more easily remembered. Defined in units of carloads, Great Britain before the war produced herself 18,000 carloads and imported annually a further 18,000 carloads. Of her importations three countries contributed sixty per cent., namely, Russia, Germany and Austria. The other forty per cent. of their imports came from United States, Holland, Belgium, Denmark, Egypt and China. For several years before the war, Canada had shipped to England practically no eggs at all.

What has been the result of the war? In the first place England's home production has been reduced probably ten per cent. or 1,800 carloads. Russia, Germany, Austria, have ceased shipping eggs altogether. Before the war, these three countries shipped to England approximately 11,000 carloads. Therefore, as compared to pre-war conditions there will be a shortage of importations to England of approximately 12,800 carloads. This shortage must be made up largely, if it is to be made up at all, by increased exports from United States and Canada. It is clear, therefore, that a demand will exist for all the surplus eggs which can be produced in North America.

I regret that I have not the figures of United States exports to England during the war years, but I have the Canadian figures. Expressed in terms of carloads they were as follows:—

In 1914	300 carloads.
In 1915	1,000 carloads.
In 1916	1,600 carloads.
In 1917	750 carloads.
In 1918	430 carloads.

I have not the figures for 1919.

The Canadian figures which I have just quoted include American eggs repacked in Canada. I have not been able to get reliable figures as to the volume of this business, but in each year it has probably amounted to at least half of the total Canadian business.

In the above I have referred to the requirements of Great Britain alone, but there will certainly be a great shortage in production of eggs in all European countries.

I have the figures for only a few countries. They are as follows:—

There has been a decrease in poultry population of Belgium, 80%; of Holland, 75%; of Denmark and France, 50%.

In Germany and Austria the decrease is probably greater than any of these figures. Therefore, all the above mentioned countries would probably seek to import eggs, providing they are able to pay for them.

The figures which I have quoted refer only to the potential demand from Great Britain. They would be greatly increased if to them were added the potential demands from France, Belgium, Holland, Denmark, Germany and Austria.

In order to get the situation again clearly in mind before leaving this phase of my subject, I shall repeat the key figures. There will this year be a shortage of eggs in Great Britain, as compared with the pre-war period, of approximately 13,000 carloads. If made up at all, this shortage must be made up from North America. The magnitude of the shortage can best be visualized when we remember that in the year of our greatest exports, namely, 1916, we shipped to Great Britain only 1,600 carloads. Nothing more need be said by way of proving that Great Britain will this year be an eager buyer of Canadian eggs.

It may further be said that Canadian eggs have merited and secured a preferred place in the British market. The reason lies primarily in the quality of the Canadian eggs. Our eggs are admitted by the British importer to rank high both in respect of quality and pack. Their reputation for quality results partly from the fact that being a northerly country we have a cooler climate, but also partly from the fact that on the whole our hens stand relatively high as regards breeding. On this latter point I do not wish to be more flattering than the conditions justify. We have on the whole good flocks, but no one knows better than the Canadians themselves that there is still great room for improvement on this score, and I conceive it to be the duty of this Association and of every Governmental agency interested in poultry to continually emphasize the importance of this subject. It is the same in poultry as in any other class of livestock. No single factor is comparable in importance to this question of breeding. The same law governs in respect to a hen as in respect of a beef steer or a dairy cow, or a sheep or a hog. It costs no more to feed a good animal than a scrub and the returns from pure-bred stock are infinitely greater than those from mongrel stock. The value of our meat, dairy and poultry production in Canada might within a few years be multiplied enormously if consistent and scientific attention is given to the improvement in the quality of our herds and flocks. This Association can do nothing more useful nationally than to join in every possible way in the effort being made by the various Departments of Agriculture to improve the breeding of our hens.

[Continued in Next Issue]

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Feb. 13—All markets are very firm with an upward tendency. Advances are shown on a number of lines. Sugar is very strong, although no actual changes have been effected. Shelled walnuts and almonds are somewhat easier under an increasing demand. Beans are very scarce and prices have advanced and expected to go higher. The tea market remains very bare and prices are sure to advance in view of the heavy consumption of this beverage. Laundry soaps have advanced, also metal polish, Liquid Veneer, wash boards, raisins and sardines.

Hogs Are Easier Fresh Beef Also

MONTREAL.
FRESH MEATS.—Hogs are a little easier this week, and are now being quoted at from \$20.25 to \$20.50 per 100 lbs. Supplies are still very limited. Beef is weakening and the live cattle market is very slow. Prices have declined about \$2.00 per 100 lbs. in two weeks.

FRESH MEATS		
Hogs, live (selects)	20 25	20 50
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	25 00	26 00
Fresh Pork—		
Leg of Pork (foot on)	0 31½	
Loins (trimmed)	0 35	
Loins (untrimmed)	0 32	
Bone trimmings	0 18	0 21
Trimmed shoulders		0 25
Untrimmed		0 23
Pork Sausage (pure)		0 23
Farmer Sausages		0 18
Fresh Beef—		
(Cows)		(Steers)
\$0 19 \$0 22 ..Hind quarters..	\$0 24	\$0 28
0 12 0 14 ..Front quarters..	0 13	0 16
0 27 ..Loins	0 38	
0 22 ..Ribs	0 28	
0 ..Chucks	0 14	
0 18 ..Hips	0 19	
Calves (as to grade)	0 22	0 28
Lambs, 50-80 lbs. (whole carcass), lb.		0 28
No. 1 Mutton (whole carcass), 45-50 lbs., lb.		0 18

Cooked Meats Stand Steady

MONTREAL.
COOKED MEATS. — No actual changes have been effected in the market this week, although the easier feeling in the hog market will no doubt be reflected in this. In the meantime, business is brisk and prices stand steady.

Jellied pork tongues	0 40
Jellied Pressed Beef, lb.	0 32
Ham and tongue, lb.	0 30
Veal and tongue	0 28
Hams, cooked	0 47
Shoulders, roast	0 50
Shoulders, boiled	0 43
Pork pies (doz.)	0 12
Blood pudding, lb.	0 16
Mince meat, lb.	0 19
Sausage, pure pork	0 18
Bologna, lb.	0 15

Ham And Bacon Remain Steady

MONTREAL.
CURED MEATS.—The market for ham and bacon is firm and demands are keeping steady. Current prices are unchanged, but the undertone indicates no

further advances for some time to come.

Hams—	
Medium, smoked, per lb.—	
(Weights) 8-10 lbs.	0 35
12-14 lbs.	0 36
14-20 lbs.	0 35
20-25 lbs.	0 30
25-35 lbs.	0 28½
Over 35 lbs.	0 28½
Boneless (for slicing), 4c advance over above prices.	
Bacon—	
Breakfast	0 48
Cottage Rolls	0 32½
Picnic Hams	0 24
Barrel Pork—	
Canadian short cut (bbl.), 25-35 pieces	54 00
Clear fat backs (bbl.), 40-50 pieces	55 00
Heavy mess pork (bbl.)	52 00
Plate Beef	30 00
Mess Beef	23 00 28 00
Bean Pork	48 00

Cheese Easier; Triplets Decline

MONTREAL.
CHEESE.—Little movement is manifested in this market, although in one quarter triplets have declined one cent per pound, and is quoted at from 30 to 31 cents. Prices rule comparatively steady.

CHEESE—	
New, large, per lb.	0 31
Twins, per lb.	0 31
Triplets, per lb.	0 30 0 32
Stilton, per lb.	0 35
Fancy, old cheese, per lb.	0 35

Eggs Decline On All Grades

MONTREAL.
EGGS.—Although the market is very low at the present time and storage stocks are practically exhausted, all grades have declined and new-laid are quoted at from 72 to 77 cents per dozen. Despite this fact, very few eggs are coming upon the market.

EGGS—	
No. 2	0 45
No. 1	0 50 0 52
Selects	0 60
New laid	0 72 0 77

Butter Market Holding Steady

MONTREAL.
BUTTER. — The butter market is practically unchanged, as far as prices are concerned, but an easier feeling is manifesting itself and prices are likely to decline somewhat in the near future. In the meantime brisk business is reported at prevailing prices.

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

Lard Advances Good Seller

MONTREAL.
LARD.—Lard is very strong and further advances have been effected this week. Tierces are quoted at from 30½ to 31¼ cents, and all sizes are advanced in proportion under a steady demand.

LARD—		
Tierces	0 30½	0 31¼
Tubs		0 32
Pails		0 32½
Bricks		0 33

Little Change To Margarine

MONTREAL.
MARGARINE.—This market is practically unchanged, although it is stated that American margarine has recently advanced one cent. Little movement is recorded and sales are very light.

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

Shortening Advances Under Exchange Rates

MONTREAL.
SHORTENING.—Owing to the prevailing high rate of exchange between Canada and the United States, shortening has again advanced and tierces (400 lbs.) is quoted at from 30 to 31¼c per lb. As most of the oil used in the manufacture of this product is imported from across the line, prices will be governed by the exchange situation.

SHORTENING—		
Tierces, 400 lbs., per lb.	0 30	0 31¼
Tubs, 50 lbs., per lb.		0 31½
Pails, 200 lbs., per lb.		0 31¼
Bricks, 1 lb., per lb.		0 32¼

Live Poultry Reported A Good Seller

MONTREAL.
POULTRY.—Prices rule steadily in this market and brisk business is reported, especially in live poultry. The market stands pretty firm and prevailing quotations are steady.

POULTRY (dressed)—		
(Selling Prices)		
Chickens, roasting (3-5 lbs.)	0 37	0 40
Chickens, roasting (milk fed)	0 42	0 44
Ducks—		
Brome Lake (milk fed green)	0 46	
Young Domestic	0 42	
Turkeys (old toms), lb.	0 55	
Do. (young)	0 58	
Geese	0 34	
Old fowls (large)	0 34	0 36
Do. (small)		0 36
(Buying Prices)		
Chickens, light weights	0 19	0 24
Do., heavy weights	0 22	0 27
Ducks, young	0 30	0 34
Geese—		
Young	0 25	0 26-0 28
Old	0 17	0 20-0 21
Fowls	0 18	0 21
Turkeys	0 45	0 48-0 50

Oysters Advance.
Codfish Easier

Montreal.

FISH.—The principal feature of the market this week is the high cost of bulk and shell oysters. Cape Cod are quoted at \$16.00 per barrel. The high prices are said to be due entirely to the bad weather of the past week on the fishing grounds, and the exchange rate, which has had the effect of boosting prices about 25 per cent. above normal. Demand for frozen fish is maintained, but orders for pickled and salt fish are not so brisk. One dealer stated to CANADIAN GROCER that it is evident the consuming classes are not using this kind of foodstuffs as much as formerly. Supplies of fresh fish are fairly good, with the exception of Tommy cods and haddocks, which are not so abundant as expected. Quotations are steady all round.

PICKLED FISH

Herrings, Scotch cured, half bbl.	12 00	06
Do., Scotia, barrel	12 00	00
Do., half barrel	6 50	00
Mackerel, barrel	25 00	00
Salmon, B.C., 200 lbs.	25 00	00
Labrador Salmon, barrels	26 00	00
Sea Trout, 200-lb. barrels	22 00	00
Turbot, 200 lbs.	20 00	22 00
Codfish, tongues and sound, lb.	0 13	00
Eels, lb.	0 15	0 16

SMOKED FISH

Haddies, BXs, per lb.	0 11	0 12
Fillets	0 17	0 18
Bloaters, box	2 50	0 00
Kippers	2 15	2 50
Digby Chicks, in bundles, per box	0 24	0 00
Boneless Smoked Herring, 10-lb. box, per lb.	0 20	0 00

OYSTERS

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

SUNDRIES

Paper Oyster Pails, 1/4 per 100	1 50	00
Paper Oyster Pails, quart size, per 100	2 25	00
Crushed Oyster Shells, 100-lbs.	1 50	00

FRESH FISH

Haddock	0 11	0 12
Steak, cod	0 12	0 13
Market cod	0 08	0 09
Mackerel	0 18	0 18
Flounders	0 10	0 12
Prawns	0 40	0 40
Live Lobsters	0 70	0 70
Salmon (B.C.), per lb., Red.	0 30	0 30
Skate	0 12	0 12
Shrimps	0 40	0 40
Whitefish	0 16	0 16

FROZEN FISH

Gaspereaux, per lb.	0 06 1/4	0 07
Halibut, large and chicken	0 18 1/2	0 19
Halibut, Western, medium	0 20	0 21
Haddock	0 08	0 08 1/2
Mackerel	0 15	0 16
Dore	0 15	0 16
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	0 25	0 25
Smelts, extra large	0 26	0 26
Pike, headless and dressed	0 11	0 12
Market Cod	0 07	0 07 1/2
Whitefish, small	0 12	0 13
Sea Herrings	0 07	0 07 1/2
Steak Cod	0 09	0 09 1/2
Gaspe Salmon, per lb.	0 24	0 25
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 13	0 14
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	5 00	5 00
Alewives	0 07	0 08

SALTED FISH

Codfish—Large bbls., 200 lbs.	18 00	00
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No. 1, medium, bbl., 200 lbs.	16 00	00
No. 2, 200-lb. bbl.	14 50	00
Strip boneless (30-lb. boxes), lb.	0 20	00
Boneless (24 1-lb. cartons), lb.	0 20	00
Ivory (2-lb. blocks, 20-lb. boxes)	0 16	00

Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.	15 00	00
Skinless, 100-lb. boxes	16 50	00
Pollock, No. 1, 200-lb. barrel	13 00	00
Boneless cod (2-lb.)	0 23	00

ONTARIO MARKETS

TORONTO, Feb. 13.—There are not many changes in the produce and provision market reported this week. Live hogs are quoted at \$18.25 per cwt. on the fed-and-watered basis. Pork cuts are quoted a cent a pound higher. Local new-laid eggs are in scant supply, due to the condition of the roads, but American new-laid are arriving quite freely and are selling at 76 cents per dozen. There are large stocks of cheese on hand and the market is reported rather flat. Creamery butter is slightly easier.

Pork Cuts
Are Quoted Higher

Toronto.

FRESH MEAT.—There are no changes named on fresh meats this week. Pork and pork products are firm at unchanged prices.

FRESH MEATS

Hogs—Dressed, 70-100 lbs., per cwt.	25 00	27 00
Live off cars, per cwt.	19 50	00
Live, fed and watered, per cwt.	19 25	00
Live f.o.b., per cwt.	18 25	00

Fresh Pork—

Legs of pork, up to 18 lbs.	0 32	00
Loins of pork, lb.	0 38 1/2	00
Tenderloins, lb.	0 50	00
Spare ribs, lb.	0 22	00
Picnics, lb.	0 25	00
New York shoulders, lb.	0 28	00
Boston butts, lb.	0 31 1/2	00
Montreal shoulders, lb.	0 28 1/2	00

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 24	0 26
Front quarters, lb.	0 15	0 17
Ribs, lb.	0 24	0 28
Chucks, lb.	0 14	0 16
Loins, whole, lb.	0 32	0 36
Hips, lb.	0 20	0 22

Cow beef quotations about 2c per pound below above quotations.
Calves, lb. 0 25 0 28
Spring lamb, lb. 0 23 0 33
Sheep, whole, lb. 0 18 0 23
Above prices subject to daily fluctuations of the market.

Cooked Meats
in Steady Demand

Toronto.

COOKED MEATS.—Dealers report a ready demand for cooked meats of all kinds, cooked ham and jellied meats moving especially well. The prices remain unchanged.

Boiled hams, lb.	0 47	0 50
Hams, roast, without dressing, lb.	0 50	0 52
Shoulders, roast, without dress-		
Head Cheese, 6s, lb.	0 12	0 14
Choice jellied ox tongue, lb.	0 55	0 55
Jellied pork tongue	0 49	0 50

Above prices subject to daily fluctuations of the market.

Bacon and Hams
Remain Unchanged

Toronto.

PROVISIONS.—The demand for hams and bacon is very steady. There are no changes in prices reported this week.

Hams—

Medium	0 34	0 35
Large, per lb.	0 29	0 30
Heavy	0 28	0 29

Backs—

Skinned, rib, lb.	0 49	0 50
Boneless, per lb.	0 52	0 56

Bacon—

Breakfast, ordinary, per lb.	0 46	0 45
Breakfast, fancy, per lb.	0 45	0 52
Roll, per lb.	0 29	0 30

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

Fresh Eggs in
Declining Market

Toronto.

EGGS.—The condition of the roads are attributed to the scant supply of local new laid eggs. American new laid are arriving quite freely and are quoted at 76 cents per dozen. The last of the storage eggs are in sight and are quoted at 60 to 62 cents per dozen.

EGGS—

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

Prices shown are subject to daily fluctuations of the market.

Cheese Market
is Very Flat

Toronto.

CHEESE.—There are large stocks of cheese on hand and as there is practically very little exporting at the present time the market is inclined to be dull, with a tendency to decline.

CHEESE—

Large	0 30	0 32
Stilton	0 35	0 36
Twins 1c. higher than large cheese.		Triplets 1 1/2c. higher than large cheese.

Butter Market
Slightly Easier

Toronto.

BUTTER.—The butter market rules slightly easier this week. Fresh creamery quoted at 67 to 68 cents per pound. The demand is keeping up with the supplies.

BUTER—

Creamery prints (fresh made)	0 67	0 68
Dairy prints, fresh, lb.	0 50	0 50
Dairy prints, No. 1, lb.	0 56	0 56

Shortening Prices
Remain Unchanged

Toronto.

SHORTENING.—There are no changes

reported in shortening this week. The demand is steady.

SHORTENING—

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

**A Good Demand
Made For Lard**

Toronto.

LARD.—There is a good demand for lard which remains steady at unchanged prices.

LARD—

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

**Margarine is
Selling Freely**

Toronto.

MARGARINE. — Dealers state that there is a good steady demand for margarine. Prices are unchanged.

MARGARINE—

1 lb. prints, No. 1	0 38
Do., No. 2	0 34
Do., No. 3	0 30
Nut margarine, lb.	0 34

**Brisk Demand
Quoted For Fish**

Toronto.

FISH.—There is a brisk demand for all kinds of fish. Chicken halibut is in the largest demand and is quoted at 20 cents per pound. Whitefish is selling at 13 cents per pound. Supplies of smoked fish are arriving a little more freely. Prices are unchanged.

FRESH SEA FISH.

Cod Steak, lb.	0 12	0 14
Do., market, lb.	0 07	0 07
Haddock, heads off, lb.		
Do., heads on, lb.	0 08	0 11
Halibut, chicken		0 20
Do., medium		0 20
Fresh Whitefish		
Fresh Herring		
Flounders, lb.		
Oysters, No. 1 can	3 40	
Do., No. 3 can	10 10	
Do., No. 5 can	16 50	
Blue Point oysters, 800s	15 75	
Do., 1000s	14 00	

FROZEN FISH

Salmon, Red Spring	0 24
Do., Cohoe	0 20
Do., Qualla	0 13
Halibut, chicken	0 20
Do., medium	0 20
Do., jumbo	0 19
Whitefish, lb.	0 13
Herring	0 09½
Mackerel	0 12
Flounders	0 10
Trout	0 17
Pickrel, dressed	0 14
Smelts	0 16
Spanish Mackerel	0 30
Pike, round	0 08½
Do., headless and dressed	0 10

SMOKED FISH

Haddies, lb.	0 13
Fillets, lb.	0 18
Kippers, box	2 50
Bloaters, box	2 50
Ciscoes, lb.	0 20

**Poultry Prices
Remain Steady**

Toronto.

Poultry.—Supplies of poultry are arriving freely and the demand is keeping up. Prices are unchanged.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	\$0 35	\$0 45
Do., young, lb.	0 35	0 45
Roasters, lb.	0 30	0 30-0 36
Fowl, over 5 lbs.	0 33	0 36

Fowl, 4 to 5 lbs.	0 30	0 80
Fowl, under 4 lbs.	0 25	0 28
Ducklings, 3½ lbs. up	0 30	0 32
Geese	0 25	0 26
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 24-0 26	0 34

Prices quoted to retail trade:—

Dressed

Hens, heavy	0 84
Do., light	0 28
Chickens, spring	0 28
Ducklings	0 34
Geese	0 28
Turkeys	0 50

WINNIPEG MARKETS

WINNIPEG, Feb. 13.—The hog market this week is very unsteady. Cured pork products have shown an advance of 2 to 3 cents per pound. New-laid and storage eggs have declined 2 to 3 cents per dozen. Butter and cheese remain firm at steady prices.

**Pork Market
Very Unsteady**

Winnipeg.

FRESH MEATS.—The pork market has been unsteady for some days. Receipts are reported light with good demand. Select hogs are quoted around \$19.00 choice calves, \$12 to \$13; and steers, \$8.50 to \$12.50.

**Cured Meats
Have Advance**

Winnipeg.

PROVISIONS. — Cured meats show an advance of one to one and a half cents per lb. on hams, bacon, etc. Bacon especially is in heavy demand.

Hams, average, 8-16 lbs.	0 40
Do., 16-20 lbs.	0 40
Do., 20-25 lbs.	
Bellies, average, 6-12 lbs.	0 38½
Do., 12-14 lbs.	0 38½
Do., 14-16 lbs.	0 36
Cottage Rolls	0 31
Briskets	0 23½
Picnics	0 29½

HAMS, ENGLISH CURED.

Hams, 8-12 lbs., average	0 41½
Do., 12-16 lbs., average	0 41½
Do., 16-20 lbs., average	0 37½
Breakfast bacon, 4-6 lbs., average	0 52½
Do., 8-10 lbs., average	0 39

**Cheese Market
is Much Firmer**

Winnipeg.

CHEESE.—Cheese prices remain unchanged. There is a general feeling of firmness in the market, with a heavy demand reported.

CHEESE—

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

**Butter Remains
Very Steady**

Winnipeg.

BUTTER.—Butter has shown little change during the past two weeks. Supplies are reported fair, prices firm.

BUTTER—

Finest creamery, 1s	0 68
Do., solids	0 67
Do., choice	0 67
Do., solids	0 66
Dairy, finest, No. 1, prints	0 62
Do., solids	0 61
Margarine, 1s	0 39

**Eggs Show
a Slight Decline**

Winnipeg.

EGGS.—Eggs show a drop of two to

three cents per doz. this week. Supplies have somewhat improved. Storage eggs are moving out freely.

EGGS—

Fancy, in cartons, per doz.	0 65
Candled, per doz.	0 54
Strictly fresh from farmers	0 67

**Lard Unchanged;
Market Firm**

Winnipeg.

LARD.—Lard market remains unchanged. Prices are very steady, but firm.

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

**Fish Market
is Fairly Steady**

Winnipeg.

FISH.—There is little change in the fish market, black cod being the only line showing much change; on this line there is an advance of 2c per lb.

**Is Adding Pork
Curing Plant**

P. Burns Co., Prince Albert, Sask., Will Be Able to Handle 2,000 Hogs Weekly

Prince Albert, Sask., Feb. 10.—The P. Burns Co., Prince Albert, Sask., are adding a pork curing plant to their already extensive factories. It is expected that 2,000 hogs will be handled weekly, and export will be made to the English market. About 35 men will be employed, and the company expect to be in a position to handle all the hogs that Northern Saskatchewan can produce. The hogs will be killed at the main plant, and the salting and smoking and curing will be done at the new property recently acquired and formerly known as the Golden Lion Brewery. The P. Burns Co. at Prince Albert are at present killing 600 cattle weekly, and the products are shipped to Montreal, destined mostly for Greece and Belgium. The company recently purchased 5,000 sheep in the Wynward district.



Davies Pure Lard

is a product you can recommend
with confidence to your customers

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

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

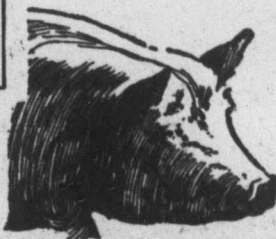
For family use Davies Pure Lard is sold in 1-lb. sanitary cartons, and in 3-lb., 5-lb. and 10-lb. attractive blue, white and gold pails.

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

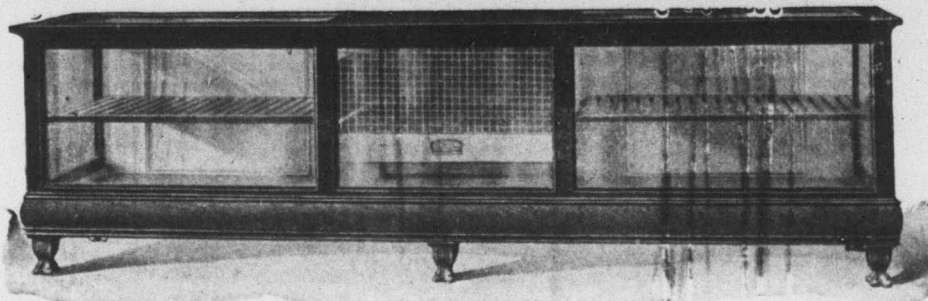
THE **DAVIES** COMPANY
WILLIAM LIMITED
TORONTO

MONTREAL

CHICAGO



Imagine Your Perishables Displayed In This



ARCTIC

Counter Refrigerator

In an atmosphere of cold, dry, circulating air, behind shining glass, attractively arranged on the white enamelled base and clean wood shelves, what perishable goods will not look better and sell more quickly?

Trade shuns the store that is careless about freshness. It favors the one where it can see and know that goods are in choicest condition. Don't ignore this natural habit. Cater to it. Get an Arctic Counter Refrigerator and

watch the way it arouses appetite and desire, extends trade and increases individual sales. Style shown above comes in two sizes and among others are fully described and illustrated in our FREE catalogue. Write for it.

JOHN HILLOCK & CO., Limited

Office, Showrooms and Factory
154 GEORGE ST., TORONTO

AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B. C.

FREEMAN REFRIGERATORS

KEEP GOODS LONGER

They lengthen the life of your perishable goods and so increase your profits. Absolutely dry and sanitary and use a minimum amount of ice. They last longer.

Freeman Display Counters

Are attracting attention to dealers' goods every day and increasing sales. You owe it to your business to investigate our counters. They back up all that we claim for them. Made in all lengths and heights.

Write for information regarding our complete line of grocers', confectioners' and butchers' supplies.

W. A. FREEMAN CO., LIMITED

Grocers', Confectioners' and Butchers' Supplies

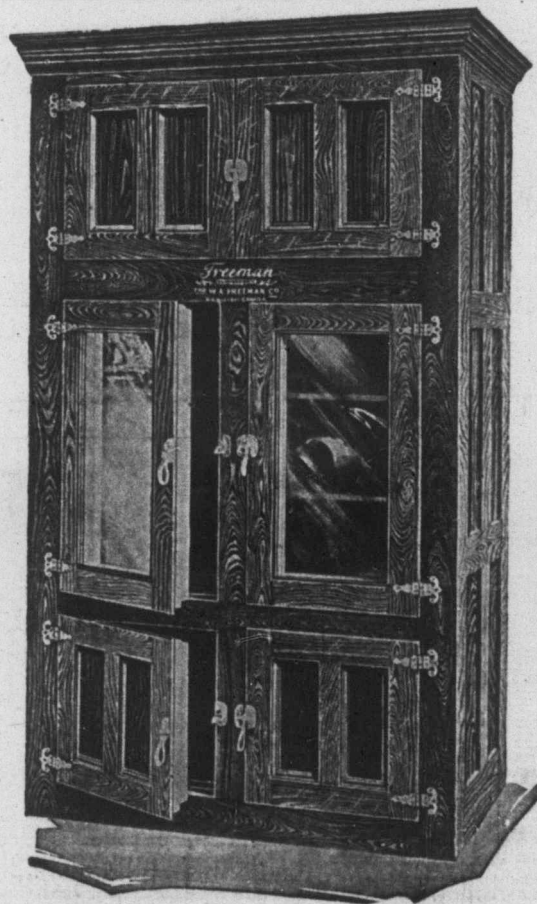
HAMILTON - CANADA

Toronto Offices: Montreal Representative:

173 King St., East

P. A. Joncas Reg'd.

Room 102 - 90 St. James St.





Young Girls Packing Brunswick Brand Sea Foods



THE above illustration is a view of the large packing room of Connors Bros., Limited, the home of *Brunswick Brand Sea Products*.

Visitors to the plant at Black's Harbor, N.B., are at once impressed with the immaculate cleanliness that is everywhere evident in each operation in the preparation of this famous brand.

Note the white-uniformed packers, the freshly scrubbed floors and tables, the large well-ventilated room, then add to this the fact that only the finest selected freshly caught fish are used and you can easily realize why Brunswick Brand Products have won the hearts of quality lovers throughout Canada.

This is the seventh of a series of advertisements depicting the most up-to-date method employed by Connors Bros., Ltd., in preparing Brunswick Brand Celebrated Fish Foods.

Connors Bros., Limited
BLACK'S HARBOR, N.B.



Have No Hesitation
in choosing
'Bluenose' Butter

It always opens up in excellent shape,
and its quality and flavor are remark-
ably 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.

57



Heinz Pickles in bottles are especially cul-
tivated cucumbers, cured when fresh from
the vines and preserved in fine old Heinz
vinegar.

A half century of pickling experience is
embodied in every bottle of Heinz Pickles.

H. J. HEINZ COMPANY
Pittsburgh Toronto

57

57



The People's Favorite

for making Pancakes, Muffins,
Biscuits, etc. This is the time of
the year to push sales. Keep a
good stock on hand—it's a ready
seller.

Brodie & Harvie, Limited
MONTREAL

RICE

RICE FLOUR

RICE MIDDINGS

**Mount Royal Milling
and
Mfg. Coy., Limited**

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

D. W. ROSS COMPANY
Agents
MONTREAL

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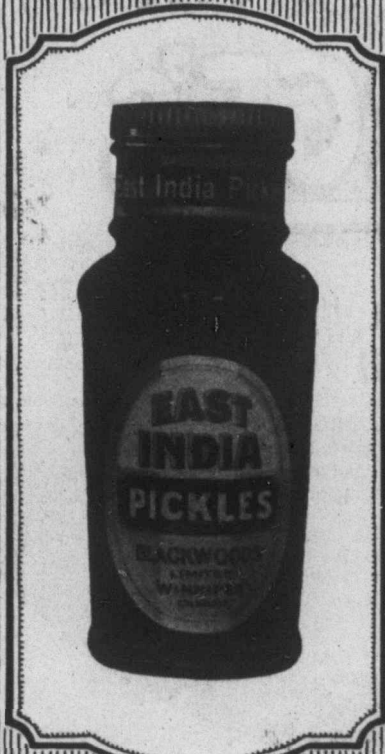
“The Greatest Seller of Its Kind in the World”

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

CANADIAN DISTRIBUTORS:

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

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec



“Here Since 1876”

During this time we have grown with the West. We have developed a line of products that has been a splendid source of supply to dealers in

Pickles	Sauces
Relishes	Vinegar
Temperance	Vanilla
Drinks	Liqueurs
“B.B.” Sauce	Fountain
Baking Powder	Syrups
Extracts	Tea, etc., etc.

Ask your wholesaler. If he cannot supply you—ask us.

Blackwoods Limited
WINNIPEG, MAN.

VLIT
THE TIME AND LABOR-SAVING FURNITURE POLISH

**Vlit
Lessens
Indoor
Toil**

**Prevents dry rot
and fills hair cracks**

**Improves all wood-
work**



Best and

**Sold only through
Wholesalers and Jobbers**

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



VLIT is guaranteed to polish Paints, Varnishes, Enamelware, Planos, Floors and Furniture. Also Burlap, Linoleum, Fancy Leathers and other things, too numerous to mention.

VLIT does not contain one drop of acid which is the great destroyer of furniture.

VLIT prevents mud from adhering to automobiles.

VLIT makes old cars look new.

VLIT licks up dirt and polishes in one movement.

VLIT must make good or we will

Made in Canada

Direction-- Shake bottle, moisten lightly a soft clean cloth, rub briskly four or five movements are sufficient, when a brilliant polish is the result DO NOT use a second cloth to polish.

The VLIT MFG. CO., Ltd.
MONTREAL

**Velvet Finish
Lighter Labor
Instantaneous
Troubles Over**

**A genuine furniture
food**

**Contains no kerosene
nor acids**

Non-inflammable



Goes Farthest

Order Today

**THE VLIT MANUFACTURING
CO., LTD.**

**223 McGill St. MONTREAL
Main 4927**

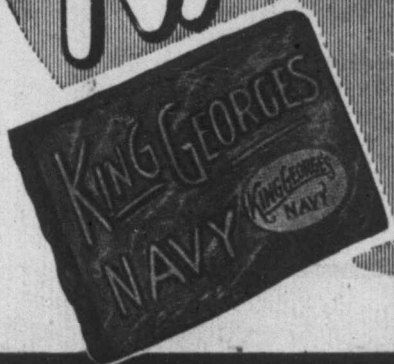
Why You Should Feature

**KING GEORGE'S
NAVY**

**The Chew that "gets"
him good**

Sell a man a plug of KING GEORGE'S NAVY and you clinch his good-will right there. The more particular he is the better. KING GEORGE'S NAVY will win his approval every time.

And the profit on every sale is big enough to make a little effort on your part worth while. If you are not already selling it, start in to-day. Results will please you.



Handled by
the Wholesale
Trade

Rock City Tobacco Co., Ltd.

ESTABLISHED 1874

D. Hatton Company, Montreal, largest receivers and distributors of all kinds of FISH in Canada.

Mr. Dealer:—

Compare the cost of foodstuffs, such as meats, sugar, molasses, butter, eggs, corn, bread and potatoes

With the Cost of Fish

For instance, frozen Herring, Codfish and Herring can be sold from 5c to 6c per lb.

100% cheaper than any other kinds of food.

Order your fish for the Lenten trade from the old reliable headquarters.

D. HATTON CO.

MONTREAL

WHITTALL CANS

for

**Meats
Syrup**

**Vegetables
Fish Paint**

**Milk
Etc.**

PACKERS' CANS

**Open Top Sanitary Cans
and**

**Standard Packer Cans
with Solder-Hemmed Caps**

A. R. Whittall Can Company Ltd.

Sales Office:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316

MONTREAL

Established 1888

Sales Office:
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

SIFTO
SALT IT FLOWS
BEST FOR TABLE USE

Two Salt brands that speed up your Salt Sales. They're well advertised and hundreds more housewives every month are coming to learn that SIFTO is "the Salt that flows," a delight to the table. And that Century Salt—pure and dazzling and economical—is the best all round household salt. Stock them both.

CENTURY
SALT BEST
FOR GENERAL
USE

THE DOMINION SALT CO. LIMITED
SARNIA, ONTARIO

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

QUOTATIONS FOR PROPRIETARY ARTICLES
SPACE IN THIS DEPARTMENT IS \$2.20 PER INCH EACH INSERTION PER YEAR

JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.
"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac. Top Glass Jars, 16 oz.
Strawberry \$5 15
Currant, Black 5 05
Pear 4 40
Peach 4 40
Plum 4 20
Apricot 4 50
Cherry 4 85
Gooseberry 4 50

"AYLMER" PURE ORANGE MARMALADE

Per doz.
12 oz. Glass, Screw Top, 2 doz. in case 3 15
16 oz. Glass, Screw Top, 2 doz. in case 3 85
16 oz. Glass, Tall, Vacuum, 2 doz. in case 3 85
2's Tin, 2 doz. per case 5 95
4's Tins, 12 pails in crate, per pail 0 95
5's Tin, 6 pails in crate, per pail 1 18
7's Tin or Wood, 6 pails in crate 1 64
80's Tin or Wood, one pail in crate, per lb. 0 23

PORK AND BEANS
"DOMINION BRAND"

Per doz.
Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case \$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case 0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case 0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case 0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case 0 97½
1½'s (20 oz.), Plain, per doz. 1 25
Tomato or Chili Sauce 1 27½
2's Pork and Beans, Plain, 2 doz. to the case 1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case 1 52½
2½'s Tall, Plain, per doz. 2 00
Tomato or Chili Sauce 2 25
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

Per doz.
¼ Pts., Aylmer Quality \$1 90
12 oz., Aylmer Quality 2 85

Per jug
Gallon Jugs, Aylmer Quality \$1 62½

Per doz.
Pints, Delhi Epicure \$2 70
¼ Pints, Red Seal 1 45
Pints, Red Seal 1 90
Qts., Red Seal 2 45
Gallons, Red Seal 6 45

BORDEN MILK CO., LTD.
180 St. Paul St. West, Montreal, Can.

CONDENSED MILK
Terms—Net 30 days

Eagle Brand, each 48 cans... \$10 25
Reindeer Brand, each 48 cans... 9 80
Silver Co, each 48 cans... 9 35
Gold Seal, Purity, each 48 cans 9 20
Mayflower Brand, each 48 cans 9 20
Challenge Clover Brand, each 48 cans 8 70

EVAPORATED MILK
St. Charles Brand, Hotel, each 24 cans \$7 15
Jersey Brand, Hotel, each 24 cans 7 15

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

CONDENSED COFFEE
Reindeer Brand, large, each 24 cans 6 75
Reindeer Brand, small, each 48 cans 6 50
Cocoa, Reindeer Brand, large, each 24 cans 6 25
Reindeer Brand, small, 48 cans 6 50

HARRY HORNE & CO.,
Toronto, Ont.

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

B.C. HOPS
Dominion Brand, quarters, per short weight pound 0 30
Dominion Brand, halves, per short weight pound 0 30
Maple Leaf Brand, ¼ lb. packages, per full weight pound 0 40
Maple Leaf Brand, ½ lb. packages, per full weight pound 0 30

COLMAN'S OR KEEN'S MUSTARD

Per doz. tins
D.S.F., ¼-lb. \$2 00
D.S.F., ½-lb. 5 30
D.S.F., 1 lb. 10 40
F.D., ¼-lb.

Per jar
Durham, 1-lb. jar, each... \$0 60
Durham, 4-lb. jar, each... 2 25

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal

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

THE CANADA STARCH CO., LTD.
Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

Manufacturers of the
Edwardsburg Brands Starches
Laundry Starches—

Boxes Cents
40 lbs., Canada Laundry... \$0 10
100-lb. kegs, No. 1 white... 0 10½
200-lb. bbls., No. 1 white... 0 10½
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. 0 12
40 lbs., Benson's Enamel, (cold water), per case... 3 25
Celluloid, 45 cartons, case... 4 70

Culinary Starch.
40 lbs., W. T. Benson & Co.'s Celebrated Prepared 0 11½
40 lbs. Canada Pure or Challenge Corn 0 10½
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. 0 10½
(20-lb. boxes, ¼c higher, except potato flour.)

A Choice Concord Grape Juice

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

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

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

Quality Backed by Selling Force

There are very good reasons for the overwhelming success and popularity of the new tea called Lanka.

It is based on quality — on a perfection of blend especially suited to British tastes. This quality blend is insured popularity by moderate price. 75 cents retail per pound is astonishingly reasonable considering Lanka quality.

This kind of tea, so reasonably priced, is backed by the continuous selling campaign in the leading magazines, newspapers and farm papers of Canada. Over a million circulation, totaling about five million actual readers, are repeatedly seeing and reading about Lanka.

When these millions visit their dealers and see the handsome Lanka package on their shelves the transaction is completed. They know about Lanka, they want to try Lanka, they buy a package of Lanka. Then Lanka's quality assures permanent adoption and repeated and steady demand.

Be sure your stock of Lanka is ample, display it prominently. Put the Lanka display card in your window. There are your profits and assured demand and satisfied customers. Order from your jobber today.

Lanka Tea is imported and packed by **WM. BRAID & COMPANY, Vancouver, Canada**

S. H. Moore & Company, Ontario Agents
704 Excelsior Life Bldg., Toronto

The Finest Tea— Perfectly Blended

There are many reasons why Lanka is the finest tea ever blended. It is a perfect blend of the finest teas from the best tea gardens in Ceylon. It is a tea of quality and of moderate price. It is a tea that is especially suited to British tastes. It is a tea that is insured popularity by moderate price. 75 cents retail per pound is astonishingly reasonable considering Lanka quality.

LANKA TEA



Taste It Without Cream or Sugar

Drink your first cup of Lanka without sugar. You will find it is a tea of quality and of moderate price. It is a tea that is especially suited to British tastes. It is a tea that is insured popularity by moderate price. 75 cents retail per pound is astonishingly reasonable considering Lanka quality.

LANKA TEA



From Ceylon's Hill Gardens

Lanka Tea is a perfect blend of the finest teas from the best tea gardens in Ceylon. It is a tea of quality and of moderate price. It is a tea that is especially suited to British tastes. It is a tea that is insured popularity by moderate price. 75 cents retail per pound is astonishingly reasonable considering Lanka quality.

LANKA TEA



LANKA

See What They Say About LANKA

Drink your first cup of Lanka without sugar. You will find it is a tea of quality and of moderate price. It is a tea that is especially suited to British tastes. It is a tea that is insured popularity by moderate price. 75 cents retail per pound is astonishingly reasonable considering Lanka quality.

LANKA TEA



British Grown for British Taste

Lanka Tea is a perfect blend of the finest teas from the best tea gardens in Ceylon. It is a tea of quality and of moderate price. It is a tea that is especially suited to British tastes. It is a tea that is insured popularity by moderate price. 75 cents retail per pound is astonishingly reasonable considering Lanka quality.

LANKA TEA



CANADIAN GOODS WANTED

A prominent firm of English brokers (London) with important established connections in the United Kingdom and Europe is desirous of opening direct relations with Canadian packers of CANNED GOODS, DRIED FRUITS, Etc.

A representative of the firm will arrive in Canada about end of January to interview interested parties. Will owners of reliable brands desiring active representation please write "Conflict," c/o Canadian Grocer, 143-153 University Ave., Toronto.

"FISH"

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

LEMON BROS.

Owen Sound, Ont.

It's Profitable Because—



100%
PURE

COSGRAVE'S PURE MALT Vinegar

Better to sell this branded, bottled vinegar than the bulk article. No waste—no loss—no deterioration. Easily handled—makes fine display. Quality guaranteed.

RETAILS
15c and 25c

WELL ADVERTISED

Write us or ask your jobber for trade prices.



CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case.... 5 45
5-lb. tins, 1 doz. in case.... 6 05
10-lb. tins, 1/2 doz. in case.. 5 75
20-lb. tins, 1/4 doz. in case.. 5 70
(Prices in Maritime Provinces 10c per case higher.)

Barrels, about 700 lbs. 0 00 1/4
Half bbls., about 350 lbs.... 0 00 1/4

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case.... 35 95
5-lb. tins, 1 doz. in case.... 6 55
10-lb. tins, 1/2 doz. in case.. 6 25
20-lb. tins, 1/4 doz. in case.. 6 20
(5, 10, and 20-lb. tins have wire handles.)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz. 1 50

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—

1 lb. 24 00

1/2 lb. 2 00

Robinson's Patent Groats—

1 lb. 4 00

1/2 lb. 2 00

NUGGET POLISHES

Pelish, Black, Tan, Toney Red and Dark Brown \$1 15

Card Outfits, Black and Tan. 4 25

Metal Outfits, Black and Tan. 1 25

Creams, Black and Tan..... 1 25

White Cleaner 1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

EMPIRE BRANCH

Black Watch, 10s, lb. \$1 20

Bobs, 12s 1 15

Currency, 12s 1 15

Stag Bar, 9s, boxes, 6 lbs. 1 05

Pay Roll, thick bars 1 30

Pay Roll, plugs, 10s, 6-lb. 1/2 caddies 1 25

Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs. 1 25

Great West Pouches, 9s, 2-lb. boxes, 1/2 and 1-lb. lunch boxes 1 20

Forest and Stream, tins, 9s, 2-lb. cartons 1 44

Forest and Stream 1/2s, 1/4s, and 1-lb. tins 1 50

Master Workman, 2 lbs. 1 25

Master Workman, 4 lbs. 1 25

Derby, 9s, 4-lb. boxes 1 30

Old Virginia, 12s 1 70

Old Kentucky (bars), 8s, boxes, 5 lbs. 1 35

BLUE

Keen's Oxford, per lb. 0 24

In cases, 12 12-lb. bxs to case. 0 25

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Sterling Road, Toronto, Ont.

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. \$5 80

Perfection, 1/4-lb. tins, doz. 1 60

Perfection, 1/2-lb. tins, doz. 3 00

Perfection, 10s size, doz. 1 15

Perfection, 5-lb. tins, per lb. 0 42

Supreme Breakfast Cocoa, 1/2 lb. jars, 1 and 2 doz. in box, doz. 3 25

Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. 0 28

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. bxs, per lb. 0 45

Supreme Chocolate, 10c size, 2 doz. in box, per box. 2 25

Perfection Chocolate, 10c size, 2 doz. in box, per box. 1 90

SWEET CHOCOLATE

Per lb.

Eagle Chocolate, 1/4s, 6-lb. boxes 0 36

Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case. 0 36

Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case 0 36

Diamond Chocolate, 5s, 6 and 12-lb. boxes, 144 lbs. in case 0 36

Diamond Crown Chocolate, 28 cakes in box 1 25

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. \$0 47

Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. 0 47

Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. 0 47

Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. 0 47

Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. 0 47

30 boxes in case, per lb. 0 47

Milk Croquettes, 5-lb. boxes,

No. 1 Milk Wafers, 5-lb. boxes,

30 boxes in case, per lb. 0 47

Chocolate Beans, 5-lb. boxes,

30 boxes in case, per lb. 0 48

Chocolate Emblems, 5-lb. boxes,

30 boxes in case, per lb. 0 48

No. 2 Milk Wafers, 5-lb. boxes,

30 boxes in case, per lb. 0 48

No. 1 Vanilla Wafers, 5-lb. boxes,

30 boxes in case, per lb. 0 48

No. 2 Vanilla Wafers, 5-lb. boxes,

30 boxes in case, per lb. 0 48

No. 1 Nonpareil Wafers, 5-lb. boxes,

30 boxes in case, lb. 0 48

No. 2 Nonpareil Wafers, 5-lb. boxes,

30 boxes in case, lb. 0 40

Chocolate Ginger, 5-lb. boxes,

30 boxes in case, per lb. 0 60

Crystallized Ginger, 5-lb. boxes,

30 boxes in case, per lb. 0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, 1/4s,

wrapped, 4-lb. box, 36 boxes in case, per box. 2 35

Nut Milk Chocolate, 1/2s,

wrapped, 4-lb. box, 36 boxes in case, per box. 2 35

Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped,

6-lb. box, 5 div. to cake, 24 boxes to case, lb. 0 47

Nut Milk Chocolates, 5s,

squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box. 2 45

Fruit and Nut Milk Chocolate Slabs, per lb. 0 47

Milk Chocolate Slabs, with Assorted Nuts, per lb. 0 47

Plain Milk Chocolate Slabs, per lb. 0 47

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., 1/2 doz. in box, per doz. \$6 00

Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz. 3 20

Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz. 6 00

Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz. 3 20

Chocolate Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 35

Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 35

Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per box. 2 05

Triumph Chocolate, 1/4s, 4-lb. boxes, 35 boxes in case, per box. 2 05

Triumph Chocolate, 1/2-lb. cakes, 4 lbs., 36 boxes in case, per box. 2 05

Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross. 1 14

120-lb Milk Chocolate Sticks, 60 boxes in case. 0 80

6c LINES

Toronto Prices

Per box

Filbert Nut Bars, 24 in box, 60 boxes in case \$1 05

Almond Nut Bars, 24 in box, 50 boxes in case 1 05

Puffed Rice Bars, 24 in box, 50 boxes in case 1 05

Ginger Bars, 24 in box, 50 boxes in case 1 05

Fruit Bars, 24 in box, 50 boxes in case 1 05

Active Service Bars, 24 in box, 50 boxes in case 1 05

Victory Bars, 24 in box, 50 boxes in case 1 05

Queen's Dessert Bar, 24 in box, 50 boxes in case 1 05

Cream Bars, 24 in box, 50 boxes in case 1 05

Victory Bar, 24 in box, 50 boxes in case 1 05

Regal Milk Chocolate Bar, 24 in box, 50 boxes in case. 1 05

Royal Milk Cakes, 24 in box, 50 boxes in case 1 05

Maple Buds, 5c display boxes, 5c pyramid packages, 5c glassine envelopes, 4 doz. in box 2 10

Queen's Dessert, 10c cakes, 24 in box, per box. 1 90

W. K. KELLOGG CEREAL CO.

Kellogg's Toasted Corn Flakes, Waxtite 4 15

Kellogg's Toasted Corn Flakes, Ind. 2 00

Kellogg's Dominion Corn Flakes 4 15

Kellogg's Dominion Corn Flakes, Indiv. 2 00

Kellogg's Shredded Krumbles. 3 50

Kellogg's Shredded Krumbles, Ind. 2 00

Kellogg's Krumbled Bran 1 85

Furnivall's
FINE
FRUIT
PURE JAM

Only fresh, juicy, nature-ripened fruit—carefully selected to exclude blemishes—and pure cane sugar are employed in making these delicious jams.

If your customers are particular and demand the highest quality, give them Furnivall's.

FURNIVALL - NEW
Limited
Hamilton Canada



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

Every Grain Pure Cane

*—that's the best description of
Royal Acadia Sugar*

And to this purity are due the unexcelled sweetening properties of Royal Acadia.

Housewives like Royal Acadia Sugar, and the dealer who recommends this sweetener is certain of securing the confidence of the customer and a continuance of her sugar order.



In 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half-barrels and barrels.

The
Acadia Sugar Refining Co., Limited
HALIFAX, CANADA

—Speed up your
Spring sales with

CHICKEN

(LILY BRAND)

HADDIES

Packed 48 ones to case.

PACKED AT CANSO, N.S., by the

(REGISTERED)

Head Office at MONTREAL

MARITIME FISH CORPORATION, LIMITED

Packers of the celebrated MAPLE LEAF Canned Codfish Flakes

Hustle Your Stock by Selling More



PURITY FLOUR

Selling Purity Flour hustles a hundred and one other lines—baking powder, sugar, shortening, currants, raisins, syrup, eggs, spice, flavoring extracts, butter, canned goods—everything that goes into bread, pies, cakes, cookies, pastry, puddings, etc., the goods that stock every grocer's shelves.

Purity Flour will speed up your turnover on all these lines, because flour sales are the foundation of a grocer's business. The quicker the turnover the greater the gross profits.

Western Canada Flour Mills Co., Limited

Head Office: TORONTO

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

Teas

Tea markets all over the world are in a very excited condition---Exchange is upsetting all calculations. The high value of the Rupee and the low value of the Pound Sterling has compelled the fixing of a definite basis for trading purposes in India and Ceylon, which will have a tendency to raise prices there. London, which has been holding back the advance on account of a little extra weight of low grade teas--has now joined in, and for the three last weekly auctions has gone up a cent to a penny at each sale. We look for a higher market.

Our business building blends are now

Golden Tip	-	-	72
Imperial Blend	-	-	68
Monarch	"	-	59
No. 35	"	-	50
Regal	"	-	46
Hursley	"	-	42
Camp	"	-	38

Send us an order

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO



CURLING BROOMS

Ours is in a class by itself, made very select for the curlers.
 Selected basswood handles.
 Selected corn.
 Closely stitched.
 Well balanced.

*Tough, Fine Corn
 Can Ship from Stock.*

J. C. SLOANE CO.
 Owen Sound Canada



EVERY HOME NEEDS KEATING'S

To have Keating's is to sell Keating's. It is the universal insecticide: fatal to every form of insect life, but harmless to human or animal life:

- | | | |
|------------|---------|---------|
| Flies | Ants | Bugs |
| Fleas | Wasps | Roaches |
| Mosquitoes | Beetles | Moths |

No insect can live once it comes into proper contact with Keating's, and as even the most tidy home cannot escape the unwelcome visit of some member of the bug family, so the careful housewife will keep a tin of Keating's constantly on hand for immediate use.

Made by THOMAS KEATING, London, England
 Established 1788

SOLE AGENTS FOR CANADA
HAROLD F. RITCHIE & CO., LIMITED
 McCaul Street, TORONTO

BRODIE AND HARVIES

XXX Self-Raising Flour, 6 lb. packages, doz.	5 80
Do., 3 lbs.	2 95
Superb Self-Raising Flour, 6 lb.	5 60
Do., 3 lb.	2 85
Crescent Self-Raising Flour, 6 lb.	5 70
Do., 3 lb.	2 90
Perfection rolled oats (50 oz.)	3 00
Brodie's Self-Raising Pancake Flour, 1 1/2 lb. pack., doz.	1 50

BLACKWOODS' BAKING POWDER

8-oz. tins, 4 doz. to case.	\$ 1 50
12-oz. tins, 4 doz. to case.	3 25
14-oz. tins, 4 doz. to case.	2 50
Qt. Sealers, 1 doz. to case.	5 00
2-lb. tins, 1 doz. to case.	6 50
5-lb. tins, 1 doz. to case.	10 00

CORDIALS

Black Cherry	St. Julien Claret
Mondago Port	Grape Wine
Hot Todd	Ginger Wine
Sloe Gin	Crema de Menthe

Packed 1 doz. qts. to case. \$4 50
 Per case \$4 50
 Bulk, per gallon 1 85

LIQUORS

H. T. Special	Ginger
Crema deMenthe	Black Cherry
Hot Todd	Port
Grape	Claret
Sloe Gin	Trench Rum

Packed 1 doz. qts. to case. Per case. \$4 00
 Bulk, per gallon 2 85

CONCENTRATED FRUIT CIDER

Orange	Cherry
Peach	Loganberry
Lemon	Strawberry
Grape	Raspberry

Packed 24, 2 1/2-lb. tins to case. \$7 20
 Apple, pkd. 24, 2 1/2-lb. tins to case. 7 40

EXTRACTS

Blackwoods' Government Standard.
 All flavors. Per doz. —

2-oz.	2 1/2-oz.	4-oz.	5-oz.	16-oz.
\$1 75	2 00	3 25	5 75	11 25

Heather Brand. Fifty per cent. over Government Standard. Per doz. —

2-oz.	2 1/2-oz.	4-oz.	5-oz.	16-oz.
\$2 25	2 00	4 25	7 50	14 00

OYSTER COCKTAILS Per doz

Pimento Stuffed, 24, 6 oz. to case.	3 00
Packed 5-doz. 4-oz. bottles to case.	\$9 25

OLIVES Per doz

Queens, packed 24, 5 oz. to case.	\$2 20
Queens, packed 24, 16 oz. to case.	3 25
Pimento Stuffed, 24, 16 oz. to case.	4 50

BLACKWOODS' DE LUXE PICKLES

Oss.	10	16	18	20	Qts.
Sr. Mix.	2.25	3.15	3.35	3.75	4.65
Chow	2.35	3.25	3.40	3.85	4.90
Onions	3.45	.....	.....	.....	.....

Gherkins	3.50	.....	.....	.....
Sw. Mix.	2.50	3.35	3.60	4.00 5.15
Sw. Onions	3.75	.....	.....	.....
Sw. Gherkin	3.75	.....	.....	.....

F.o.b. jobbing points add the following freight per dozen:—
 10 oz., 10c; 16 oz., 15c; 18 oz., 20c; 20 oz., 25c; qts., 30c.

PICKLES IN TINS Per doz.

Sr. Mix, 2 1/2-lb. tins	.....	\$3 25
Chow, 2 1/2-lb. tins	.....	3 40
Sw. Mix, 2 1/2-lb. tins	.....	3 50
Sr. Gherkin, 2 1/2-lb. tins	.....	4 25
Sw. Gherkin, 2 1/2-lb. tins	.....	4 50
Dills, 2 1/2-lb. tins	.....	3 50
Kraut, 2 1/2-lb. tins	.....	1 90

PICKLES IN BULK
 Spring Top Gallen Jars

Sr. Mix	.....	\$1 15
Chow	.....	1 25
Sw. Mix	.....	1 40
Dills	.....	1 10

Pails 1 gal. 2 gal. 5 gal.
 Sr. Mix. \$1 40 \$2 00 \$4 00
 Chow 1 45 3 25 4 90
 Sw. Mix 1 70 4 25 6 50

RELISHES Per doz

Horse Radish, 10-oz. bottle	.....	\$2 40
English Pickle, 8-oz.	.....	2 25

RASPBERRY VINEGAR, HEAVY SYRUP Per doz.

Packed 1 doz. Qts. to case	.....	\$5 50
Packed 2 doz. Pts. to case	.....	3 25
Packed in bbls., 6 doz. Qts.	.....	5 25
Packed in bbls., 10 doz. Pts.	.....	3 00

BRAMBLE BRAND RASPBERRY VINEGAR Per doz.

Packed 1 doz. Qts. to case	.....	\$4 00
Packed 2 doz. Pts. to case	.....	2 50
Packed in bbls., 6 doz. Qts.	.....	3 25
Packed in bbls., 10 doz. Pts.	.....	2 25

SAUCES Per doz.

Gravy Sauce, 1/2-pt. bottles	.....	\$2 50
B.B. Sauce, 1/2-pt. bottles	.....	2 25
Worcester, 1/2-pt. bottles	.....	1 40
Worcester, pt. bottles	.....	2 00
Mustard, 4-oz. bottles	.....	0 95

TOMATO BOUILLON VINEGAR

Packed 1 doz. qts. to case.	Case.	\$12 00
-----------------------------	-------	---------

BLACKWOODS' NO. 1 BROWN AND WHITE SPIRIT VINEGAR

Packed 2 doz. Qts. to case	.....	\$2 25
Packed 2 doz. Pts. to case	.....	1 50

50 O.P. Spirit, per gallon. \$0 52
 Proof Spirit, per gallon. 0 37
 Spirit, per gallon 0 28 1/2
 Cider, per gallon 0 45
 Artificial Proof, per gallon. 0 28
 Artificial, per gallon. 0 22

BULK

ARTIFICIAL HONEY
 Packed 2 doz., 8-oz., per doz. \$2 50

When Writing to Advertisers
 Kindly Mention this Paper

Order from your Jobber

STAR" BRAND COTTON CLOTHES LINES, ROPE AND WRAPPING TWINES

Manufactured in Canada

Winter Bananas

Our Specialty

Absolutely the best fruit you can obtain. Special packing during cold weather. Let us have a standing order for what you require.

Golden Orange Brand
Navels

Florida Grape Fruit—Bright,
heavy packing

Western Box Apples—All
Best Winter Varieties

Frozen and Smoked Fish
Oysters

Potatoes, Carrots, Beets, Parsnips,
Turnips, Cabbage,
Onions

The House of Quality

Hugh Walker & Son

Limited

Guelph

Established 1861

Ontario

FRESH

Florida Tomatoes

Our First Car from Florida has arrived. Others will begin to come along regularly

Quality and Pack First-Class

Pet Brand

Sunkist Navel Oranges

Stripes Brand Grape Fruit

Winesap Apples

Malaga Grapes

Headquarters for Good Jumbo Peanuts

WHITE & CO., Limited

TORONTO

Wholesalers to the Discriminating Trade

Parchment Butter Wraps

WALTER WOODS & CO.

Hamilton and Winnipeg



A New Drink Champagne de Pomme

Made from the juice of Canadian apples. A most delicious and refreshing drink.

Put up in pints, bottles or splits.

Every grocery store in Canada can sell this delicious beverage.

Packed 2 doz. to the case.

Order from your wholesaler or direct to

Cie Canadien Importations

140 St. Catherine St. E., Montreal



WANT MORE PEANUT BUTTER

Superior quality and excellent profits, combined with an advertising campaign that is daily reaching over two million probable purchasers, are three reasons why wise grocers everywhere throughout Canada are selling Wantmore Peanut Butter.

In the world of peanut butter there is none better. Made only from carefully roasted peanuts by a process that preserves all the delicious flavor, Wantmore Peanut Butter is truly

It's easy to prepare a nourishing, strengthening, wholesome lunch for boy or girl or man or woman with

Wantmore PEANUT BUTTER

Here you have the old time Peanut Butter vastly improved. Every can contains quantity, quality and economy. You'll like "Wantmore" better every time you use it.

Your Dealer has it and also "Wantmore" Salted Peanuts.

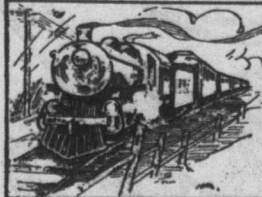
R. L. FOWLER COMPANY LIMITED
CALGARY SASKATOON REGINA

"The Finest Spread for Bread"

You can ring up handsome profits if you line up with this big campaign. Keep your stock well displayed, get up an occasional Wantmore Peanut Butter window display and use one of our free electros (similar to the above) in your local advertising. We'll gladly send you them at once.

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BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE JARS



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

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

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

60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 592 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building,
Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St. Johns

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

Olivier's Cream Toffee

5 cent bars

O.K.—Almond—Cocoanut
The finest made

Brokers
Man. & Sask. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVIER (the toffee man)
MEDICINE HAT

OUTLOOK FOR TEAS IS FOR HIGHER PRICES

Every indication from primary markets points to higher prices on teas. The greater consumption, coupled with the shortage of spot stocks in every country in the world, also the advance of the rupee, tends toward higher levels. The London market during the previous three weeks has advanced 4 to 8 cents per pound.



CLIMAX PAPER BALERS
ALL STEEL-**FR**EE-PROOF
"Turns Waste into Profit"
12 SIZES
Send for Catalogue
CLIMAX BALER CO.
Hamilton, Ont.

FOR SALE

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

C. A. MANN & CO.
LONDON, ONT.

Phone 1577



The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

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

BEANS

Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
3/4-INCH CUSHION FILLERS
CORRUGATED FLATS

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

Fidelity Collection Agency Ltd.

Canadian Bank of Commerce Bldg., Winnipeg

Collections and Adjustment

"We collect anything anywhere"

References: Can. Bank of Commerce and Molsons Bank

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

Wanted

Classified Advertising

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

FOR SALE

GROCERY FOR SALE. LARGE FAMILY trade. Stock all new and clean. Sell or rent building. Woodman & McKee, Coaticook, Que.

FOR SALE OR RENT—LARGE BRICK STORE with fixtures, at Comestogo, Waterloo County. General business established sixteen years. H. H. Bowman, 10 Ernest Ave., Toronto, Ont.

FOR SALE—QUARTER HORSE POWER Hobart Electric Coffee Mill. In first-class condition. For further particulars apply Box 44, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—ONE OF THE BEST COUNTRY general stores in Welland County. Stock about \$10,000, annual turnover about \$25,000; right on railway; stock well assorted; one mile and a quarter from Crystal Beach; buildings all in splendid shape. Apply Box 52, Ridgeway, Ont.

GOOD RUBBER TIRE GROCERY WAGON. Back tires used about six weeks. High top; solid, driver sits inside, was painted during last summer; in fine condition. It would cost about \$300 to build to-day. Price, \$125. Apply Box 48, Canadian Grocer, 153 University Ave., Toronto.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

WANTED

WANTED — BY A LIVE WIRE SPECIALTY salesman an attractive side line for the grocers' trade in the Maritime Provinces on commission only. Box 40, Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED—SITUATION AS CLERK IN GROCERY or general store; four years' experience. Can commence at once. OR WOULD BUY small business if right location. Apply Box 30, Canadian Grocer, 153 University Ave., Toronto.

IS THIS YOUR YOUNG MAN?

SEVEN YEARS WHOLESALE AND RETAIL experience. High school and business college education. Practical knowledge of modern salesmanship and office routine. A hustler and thorough worker. Familiar with trade conditions. Open for immediate employment. Box 32, Canadian Grocer, 143 University Ave., Toronto.

WANTED—POSITION IN GROCERY OR GENERAL store in some town in Manitoba or Saskatchewan. Have twelve years' experience; capable of taking charge. Best of references. 32 years old and married. Box 149, Woodstock, N.B.

Baker's Cocoa and Chocolate



REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

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

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.

Established 1780

AGENCIES WANTED

MONTREAL IMPORTER VISITING ENGLAND in spring is open to act as buying or selling agent for Canadian manufacturers. Strong connection on candies and grocery lines in England. Can undertake care of exhibits at Canadian Exhibition in London. D. F., Canadian Grocer, Southam Bldg., Montreal.

MANUFACTURERS' AGENTS, MONTREAL, are looking for agencies in connection with grocery and candy trade. 250 open accounts in Montreal. A.B.C. Canadian Grocer, Southam Bldg., Montreal.

COMMISSION AGENT CALLING ON THE mining and lumbering business in the Cobalt and Porcupine District wants a few good lines. Box 181, Canadian Grocer, 153 University Ave., Toronto, Ont.

TO MANUFACTURERS—COMMERCIAL TRAVELLER, Canadian, with experience in selling packers' products and groceries, is taking up residence in England May first and would like to handle a few good Canadian lines in that country. Personal interview can be arranged. Apply Box 36, Canadian Grocer, 153 University Ave., Toronto.

AGENCY WANTED

To handle ready-made shirts and overalls on the Gaspé Coast. All connections with all customers. Apply Box 42, care of Canadian Grocer, 143 University Ave., Toronto, Ont.



Parke's Smoke Essence

will smoke and cure meat better than the old smoke house method. It is easy to use—just apply with a brush. Keeps the meat tender, because the moisture is retained.

RETAILS 35c AND 75c.

35c size enough for about 100 lbs. is packed in compartment corrugated cases, 36 bottles in each. Price \$8.40 per case.

75c size, enough for about 300 lbs., is \$6.00 per dozen.

Parke & Parke Limited
MACNAB ST. AND MARKET SQ.
Hamilton, Ontario

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.

COLLECTIONS

By a competent organization which is wideawake to the necessity of having these leakages stopped.

We can handle this proposition in a proper business like manner and guarantee satisfaction to all concerned.

Nagle Mercantile Agency
Laprairie (Montreal) Que

EVERYWHERE
NO
COLLECTION
NO
CHARGE
EFFICIENT
RELIABLE



YOU WILL BE SURPRISED

when you see how easily you can make the finest pastry, cakes, pies, biscuits, etc., by using

REGAL FLOUR

White and Pure as the Lily
THE BEST IN THE WORLD

It is with this fine, smooth, always uniform flour that are always made those rich, light, wholesome pastries that please the eye and tempt the palate.

Try it with your favorite recipe and you will not fail to notice how different it is from ordinary flour.

REGAL FLOUR does not cost more than other brands of good flour. It is on sale everywhere in bags of 7-14-24-49 & 98 lbs. and in 98 and 196 lbs. barrels.

ST. LAWRENCE FLOUR MILLS CO., Limited
MONTREAL.

Regal Flour

EVERY NEWSPAPER OF THE PROVINCE OF QUEBEC

publishes, this week, the advertisement reproduced above in favor of our

REGAL FLOUR

White and Pure as the Lily

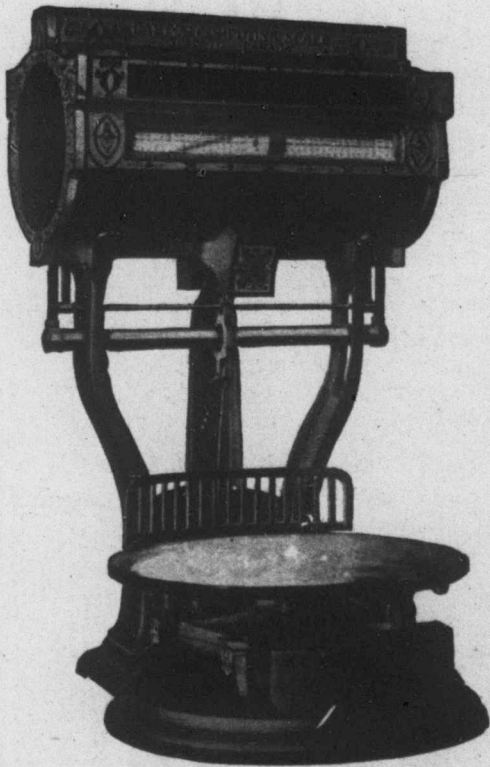
the best flour for cakes and pastry. Highly recommended for its high quality, it will please your customers. How is your stock?

We shall be pleased to fill your orders promptly.

Sold everywhere in 7, 14, 24, 49 and 98 lb. bags and in 98 and 196-lb. barrels.

St. Lawrence Flour Mills Co., Limited, Montreal

Measure up



The path to success in business—even in a grocery business—is the path of common-sense.

And profits don't just "happen!" Even though the dollars come rolling over your counters, don't hand back more than you should in return. Take into your business as a silent partner a Dayton Computing Scale to measure up every ounce of all you sell. It's the ounces and fractions that count.

The "Dayton" is the silent partner to be sure, but none the less a loyal and worthy friend.

Ready and willing from early morning on through the rush time where mistakes would crop up if weights were measured by human eyes and prices figured by the human brain, on into the late evening, tireless, keen, alert, accurate, honest. The "Dayton" never fails to Measure Up.

We have an illustrated catalogue that will help you pick your partner, waiting for your address. Write for it to-day.

Dayton Computing Scales

Royce and Campell Ave.
Toronto

FRANK E. MUTTON
Vice-Pres. and Gen. Mgr.

Offices in all
Principal Cities

DIVISION INTERNATIONAL BUSINESS MACHINES CO., LTD.
Also makers of International Time Recorders and Hollerith Electric Tabulators