

# CANADIAN GROCER

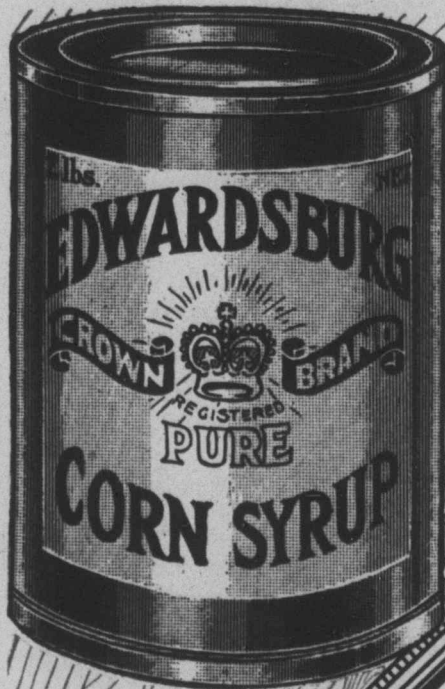
Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE : TORONTO, MAY 16, 1919

No. 20



## For Summer Trade!

In our advertising we are developing the call for Corn Syrup, so as to make it one of your best summer sellers—

## CROWN BRAND CORN SYRUP

For Candy making, a spread for bread, for use with Pancakes, Muffins, and so on.

Then when the preserving season opens, we will go strong on preserving with

## LILY WHITE CORN SYRUP

You can recommend Lily White strongly for this purpose. Last year it took the place of sugar from necessity. This year it will be by choice.

Canada Starch Co.  
LIMITED  
Montreal, Que.

*By Appointment to H.M. King George V.*

## From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

# Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

## Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

**HUNTLEY & PALMERS LTD.**

Biscuit Manufacturers  
READING & LONDON  
ENGLAND



You'll like their  
selling value right  
from the very first

And the customer satisfaction they create will react favorably on other lines you handle.

Summer displays of *Borden Milk Products* are always productive of excellent results. All manner of outing folk like Borden's because of the little trouble involved in their preparation.

Be sure your stock is ample to cover this holiday demand.



**Borden Milk Co. Limited**

"Leaders of Quality"  
Montreal

Branch Office:  
No. 2 Arcade Bldg., Vancouver

# The Wonderful convenience of EGG-O Baking Powder

Have you ever wanted tea biscuits for supper, but felt that you couldn't have them because you were going out for the afternoon and wouldn't have time to mix the dough after you returned?

Why not use Egg-O Baking Powder and mix the dough before you go, putting the dough in a cool place until you return? Then put into the oven and you'll have beautiful, light biscuits. Try it.

When Egg-O is used, it improves your biscuits and cakes to allow the dough to stand. And it is a wonderful convenience!

Egg-O is a different and better baking powder

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



THIS  
EDUCATIONAL  
ADVERTISING  
MEANS  
MONEY  
TO YOU

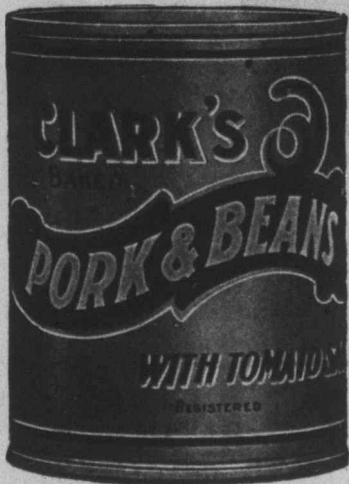
THE sales in Ontario alone in 1918 were 21 (twenty-one) times greater than in 1915. These tell their own story.

Ours is an efficient, dependable service.



Egg-O Baking Powder Company, Ltd.  
HAMILTON - CANADA

# CLARK'S PREPARED FOODS



Corned Beef

Roast Beef

English Brawn

Boneless Pigs Feet

Stewed Ox Tail

Stewed Kidneys

Cambridge Sausage

Geneva Sausage

Corned Beef Hash

Irish Stew

Lunch Tongue

Ox Tongue

## QUALITY GUARANTEED

Clark's Pork and Beans

Clark's Concentrated Soups

Clark's Peanut Butter

Clark's Potted Meats

Clark's Canadian Boiled Dinner

Etc., Etc.



**SELLERS ALL**

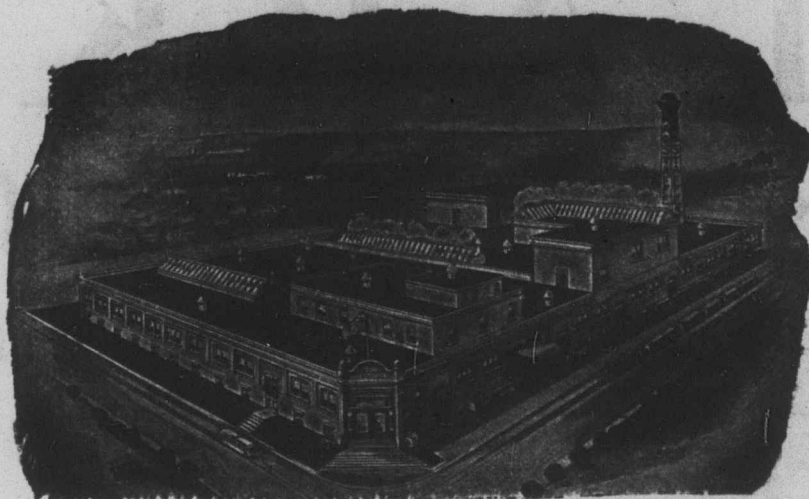
**BUY NOW**

**W. Clark, Limited**



**Montreal**

Prepared  
in  
Copper  
Kettles  
Boiled  
in  
Silver  
Pans



Packed  
in  
Gold  
Lined  
Pails  
and  
Glass  
Jars

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

# WAGSTAFFE'S

NEW SEASON'S 1919

## STRAWBERRY JAM

Now Ready for Delivery

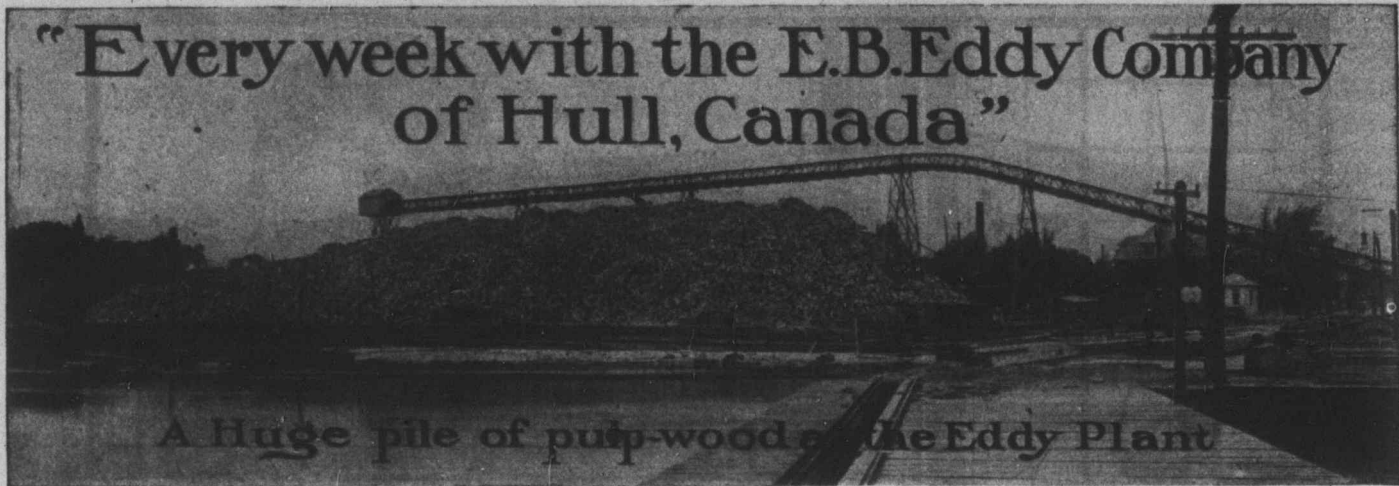
*Order from Your Wholesale Grocer*

# WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA



Story for Week Dated May 16, 1919

Being No. 34 in the Series

## PAPERS FOR ALL PURPOSES MADE BY THE E. B. EDDY CO.

EVEN if The E. B. Eddy Company's great factories were not producing paper for sale to the newspaper and book publishers, the makers of stationery, and all classes of paper users at home and abroad, the paper-making machines at The Eddy plant would not be idle.

The E. B. Eddy Company themselves are amongst the biggest users of paper in Canada. Every day seven tons at least of various kinds of paper are manufactured solely for the use of The Eddy Company. A very few moments in any department of the plant indicate to the visitor the importance of a continuous supply of paper. In the match factory the need is most noticeable, for you have only to look over your stock of Eddy Company matches to see that all the neat compact boxes holding the matches are made of strong, good paper.

Newsprint for newspapers, book papers for the publishers of novels, strong white writing papers, tough, tinted or white papers for account books and ledgers, all kinds of wrapping papers from the strongest to the finest, an immense variety of tissue papers, every kind and class of useful paper you have ever met with in fact can be and is being turned out by the versatile machinery of The E. B. Eddy plant at Hull.

When you watch the making of wrapping paper alone, and see how carefully every stage of its manufacture is watched to ensure cleanliness and perfection you readily realize that a waste of wrapping paper is a waste of more than merely paper. It is a waste of a great deal of care and skill, and time, and labor all of which have been devoted without stint in the Eddy plant to ensure value to the customer in the goods supplied. You realize this even with the commonest of wrapping papers, and the finer papers in process of manufacture still further emphasize the impression.



**AN EXHIBIT OF E. B. EDDY  
COMPANY PAPERS**

ON this float, on Labor Day, 1915, the employees of The E. B. Eddy Company's Paper Making Departments, paraded with samples of their many products. The centre piece of the float is the Eddystone Lighthouse, trade mark of the Eddy Company for newsprint. A big reel of Eddystone Newsprint supports the lighthouse. All around it and beside it there are sample rolls of many other kinds of Eddy Company papers, wrapping papers in the neat brown rolls with which you are so familiar, tissue papers, toilet papers, book papers, and many other varieties of strong and useful paper all made at the great plant at Hull.

*The Sweetheart of the corn*

*Prove what we say with just one of the Golden Flakes in the Golden Package*

Ask your customers to make this convincing test of the new

## *Kellogg's* DOMINION Corn Flakes

Eat just one of these gold-glinting, crisp, rich flakes, right from the package.

First they will get the flavor—the inimitable flavor with its lurking sweetness and gratifying appeal which tell of quality. Then they will get the taste—the rich full-rounded taste which tells them this is a food, rightly prepared. Then they will notice the texture—the realness of the flake. And afterwards there is a lingering memory of the flavor which will make them want more, because they have enjoyed the single flake.

That is why the new Kellogg's Dominion Corn Flakes are so wonderfully good with cream and sugar or with fruits.

Don't disappoint your customers with imitations. Remember "Kellogg's DOMINION"—the golden package is your further protection.

Every morning more than a million families eat Corn Flakes made by this NEW process.

MADE IN  
TORONTO, CANADA

*W. K. Kellogg*  
Cereal Company

Copyrighted in U.S.A and Canada, 1919.





*The Toilet Soap that everybody likes*

## You'll find Palmolive an easy seller

*Palmolive Soap* is the most popular toilet soap on the market today.

It will sell with scarcely an effort on your part because your customers are "wise" to Palmolive goodness.

And when you begin selling it, your efforts in this direction will be strengthened by our widespread newspaper and bill-board advertising.

Start the good work today. Get a trial supply and see it sell.

THE PALMOLIVE COMPANY OF CANADA, Limited.  
TORONTO

(911)

## Pineapple Preserving Time

Cuban Pineapples  
Carload lots arriving daily, excellent quality.  
Klondike Strawberries  
Texas, Bermuda Onions  
Fresh car Winesaps  
Elephant Oranges  
Cabbage, etc.

Send in your order early for 24th of May requirements.

**McBRIDE BROS.**  
*House of Quality*  
35 Church St., Toronto



## OLIVE BUTTER

Unquestionably appetizingly popular.

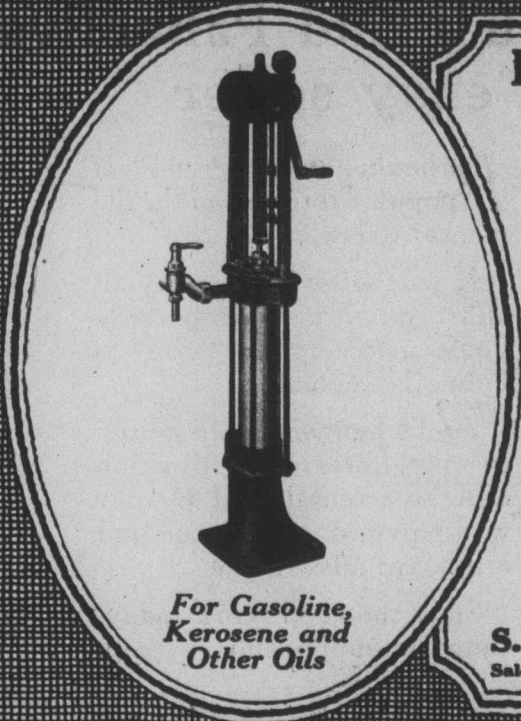
A palatable product prepared from Selected Spices, Olives, Pimento and Malt Vinegar — the Very Highest Grade Obtainable.

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

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

Sold and Manufactured by

**E. W. Jeffress, Limited**  
WALKERVILLE, ONT.



## Right Within Arm's Reach

Think what a convenience—Gasoline and Kerosene Pumps along side your finest display goods, ready for immediate delivery of these liquids in accurate quantities.

Just a step or two, the can placed on the pump nozzle, a quick turn of the handle and the sale is made. No trips to the oil room, no soiling of hands and clothes—no lost time. A pleasant operation both to you and to your customer.

That's what you can have by installing

**BOWSER**  
REGISTERED TRADE MARK

## Gasoline and Kerosene Pumps

As clean, convenient, safe and profitable as any line of goods you carry.

BOWSER outfits will make the oil business actually attract customers to your store.

Ask us to show you more reasons "why."

**S. F. Bowser & Co., Inc.** :-: 66-68 Frazer Avenue  
TORONTO, ONT.  
Sales Offices in all Centers      Representatives Everywhere

This is the Tea  
that we blend  
and recommend

## BLACKWOOD'S Heather Blend Tea



Selected from the choicest teas grown on the hill gardens of India and Ceylon, and blended by us in a way that enhances its richness and flavor—A tea to please the most critical tea lover.

Get a trial stock of Heather Blend Tea. Take a package home. Taste its quality and its strength. Realize the delicious aroma of it—then you'll feel like recommending it to every one of your customers.

**BLACKWOODS LIMITED - Winnipeg, Canada**

# Wantmore PEANUT BUTTER

The Finest Spread  
for Bread



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

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

Manufacturers

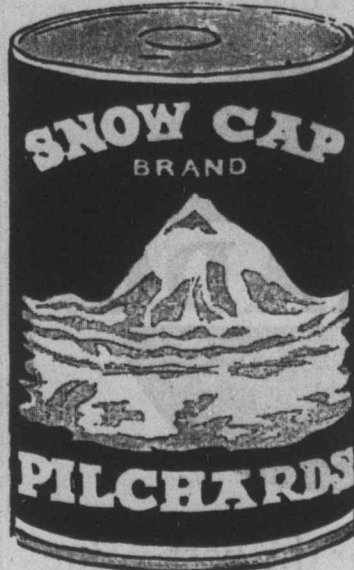
CALGARY

SASKATOON

REGINA

License No. 15-241

# SNOWCAP PILCHARDS



Delectable  
and  
Dainty  
Hand  
Packed

BY

**The Nootka  
Packing Co., Ltd.**

NOOTKA, B. C.

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

EXCLUSIVE DISTRIBUTORS

**Dodwell & Co., Limited**

VANCOUVER, B. C.

# A Palatable Tonic Wine



Made from extract of beef and carefully selected Port Wine.

**Dr. Chiron's  
Invalid Tonic**

is as palatable and as exhilarating as the wines of former days. The only difference is the percentage of alcohol.

A clean, wholesome, blood-enriching home beverage that you can honestly recommend.

The Wholesale Grocery Trade handles it.

**BROTMAN BROS.**

Manufacturers

WINNIPEG

# EUREKA REFRIGERATORS

are

Made in Canada

by

Canadian Workmen

Guaranteed to give

Satisfaction

Eureka Principle

Cold Dry Air Circulation



PATENTED 1886, 1900, 1910, 1914, 1917.

Absolutely Reliable

Built to last a Lifetime

Write for our New Catalog

**Eureka Refrigerator Co., Limited**

Head Office : Owen Sound

Branches : Toronto, Hamilton, Montreal

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

VANCOUVER, B.C.



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

Canada Food Board License No. 4-517.

**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

**ALBATROSS BRAND**

TRADE MARK

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

**FRESH  
BRITISH COLUMBIA**

**PILCHARD**

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

Your Customers Will Like

**ALBATROSS  
BRAND**

**PILCHARD**

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

**Clayoquot-Sound Canning Co., Ltd.**

J. L. BECKWITH, Agent  
VICTORIA - B.C.

**RICE**

Wholesale houses are respectfully  
requested to enquire for prices on  
carloads of Siam and Japan Rice.  
Telegraphic messages sent "col-  
lect" will be accepted.

**S. LOWRIE**

825 Powell St.

Vancouver, B.C.

**Oranges  
California Lemons  
and Early Vegetables**

*We Invite Correspondence*

**LEMON BROS.**

Owen Sound, Ont.

# 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 announcement appear on this page.

BRITISH COLUMBIA

## Squirrel Brand PEANUT BUTTER

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

**KELLEY-CLARKE CO.**  
VANCOUVER, B.C.  
GROCERY AND SALMON BROKERS  
MANUFACTURERS' AGENTS  
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

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

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

**North West Trading Co., Ltd.**  
*Importers of Australian and Oriental Produce*  
SALMON BROKERS  
DOMINION BLDG. VANCOUVER

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

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING  
**FREE and BONDED WAREHOUSE**  
CAMPBELL BROKERAGE CO.  
860 CAMBIE ST. - - VANCOUVER

**Interested in the B.C. Market?**  
We can place one or two good Specialty lines. Our firm has back of it a 15 years' success reputation. We have a staff of aggressive salesmen and first-class storage and warehousing facilities.  
Write us if you want real representation.  
**Little Bros. Ltd.**  
VANCOUVER

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

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS


*Estd. 1905* **R. G. Bedlington & Co., Ltd., Vancouver** *Estd. 1905*  
are a firm of aggressive brokers that can give manufacturers satisfactory service. Drop a card for particulars.  
IMPORTERS EXPORTERS

*Watson's*

FISH PASTE in 4 oz. GLASS JARS

BLOATER ANCHOVY SARDINE SALMON

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



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

## A. M. Maclure & Co.

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

## ALEX. BAIRD LTD.

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

## Wholesale Grocery Brokers Commission Merchants

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

## C. H. GRANT CO.

Wholesale Commission Brokers and  
Manufacturers' Agents810 Confederation Life Bldg., Winnipeg  
We have the facilities for giving manu-  
facturers first-class service.

## W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches at  
Regina, Saskatoon, Calgary, Edmonton

## Joseph E. Huxley & Co.

Wholesale Grocery Commission Agents

WINNIPEG

CANADA

## 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

TRUCKAGE  
STORAGE  
DISTRIBU-  
TION

# Donald H. Bain Co.

## WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.

Ample capital—and the reliability that goes with it.

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

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

Are all at your disposal if WE represent you.

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

All varieties of Food Products.

If you want results get in touch with us.

## Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

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

Canada Food Board License No. 6-480

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA  
SASKATCHEWAN

Wholesale Grocery Commission  
Brokers

ALBERTA  
WESTERN ONTARIO

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

Head Office: WINNIPEG Manitoba

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



### 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.

### 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. From Port Arthur to the Rockies we represent, among other lines, Jireh Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

### SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED	Winnipeg, Man.	W. H. ESCOTT CO., LIMITED	Calgary, Alta.
W. H. ESCOTT CO., LIMITED	Saskatoon, Sask.	W. H. ESCOTT CO., LIMITED	Fort William, Ont.
W. H. ESCOTT CO., LIMITED	Regina, Sask.	W. H. ESCOTT CO., LIMITED	Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited

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

Write Us

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WESTERN CANADA



## CHRISTIE'S BISCUITS AND ROBERTSON'S CONFECTIONERY

are both marketed in Western Canada by us. Both lines are having big sales. For the same reason your goods should be among the big sellers.

### Scott-Bathgate Company, Ltd.

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave., East

**WINNIPEG**

"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

ALBERTA

### D. J. MacLeod & Co.

Manufacturers' Agents  
and Grocery Brokers  
EDMONTON, ALTA.

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

### PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty  
Storage and Forwarding Prompt Service

### MacCosham Storage & Distributing Co., Limited

MacCosham Bldg., Edmonton, Alberta  
CARLOAD DISTRIBUTORS, CARTAGE  
AND WAREHOUSEMEN

Free and Bonded Storage  
5 floors—60,000 sq. feet.

### Macdonald & Adams Co.

Brokers and Manufacturers Agents

Open to negotiate for new lines of  
Grocery Specialties in Western Canada

502 Avenue Building, Winnipeg

## LET CANADIAN GROCER Sell It For You

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

### The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

# 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

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

**H. D. MARSHALL**  
Wholesale Grocery Broker  
OTTAWA MONTREAL HALIFAX

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

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.



**Furnivall**  
JAMS

Always measure up to the particular customer's ideal of what good jams should be.

If you're not already stocked, send along your Furnivall order to-day. Bigger jam sales will follow.

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

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

**Sell the Best.**

.....

“BETTER be sure than sorry.”  
OCEAN Blue is the highest standard attainable in a Laundry Blue.

True, it sells at only a few cents a packet, but nothing has been sacrificed to bring it down to a popular price.

As you want to please ALL your customers sell them

**OCEAN BLUE**  
In Squares and Bags  
Order from your Wholesaler

**HARGREAVES (CANADA) Limited.**  
The Gray Building, 24 & 26, Wellington Street, W., Toronto.

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

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QUEBEC

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

**THE S. G. BENDON UTILITY CO.**  
*Brokers and Commission Agents*  
30 St. Francis Xavier St., Montreal  
Our Motto: Always at Your Service

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

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

**Paul F. Gauvreau**  
*Wholesale Broker*  
FLOUR, FEEDS AND CEREALS  
84, St. Peter Street, Quebec  
Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

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

MARITIME PROVINCES

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

**ATLANTIC MILLING CO., Limited**  
P.C.T.O.U., N.S.  
*Wholesale Grocers, Millers Agents*  
Manufacturers Flour, Cornmeal and Feeds. Splendid connections with Western Elevators and P.E.I. Produce Dealers.

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

WE WANT AGENCIES  
For  
Confectionery, Chocolates, Etc.  
Best References  
**J. C. THOMPSON & CO.**  
GROCERY BROKERS MONTREAL

Mention This Paper When Writing Advertisers.

## MANUFACTURERS OF FOOD PRODUCTS

Let us market your foods in the Province of Quebec. We guarantee the best of service. References, Royal Bank of Canada.

**Genest, Genest, Limited,** Board of Trade Building **Montreal**

## DO YOU NEED ANYTHING ?

If so, turn to page 72 and look it over

The opportunity you are looking for may not be there. Then create your opportunity by advertising. It is easily done. Write a concise description of what you need. Count the words. The rate is small, 2 cents per word for first insertion and one cent for each subsequent insertion. If you want your replies directed in our care the charge for Box is 5 cents per insertion extra.

**CANADIAN GROCER, 143 University Ave., Toronto, Ont.**

# Popular Brands

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

## Plug Smoking

"British Consols"  
"Brier"  
"Index"



Trade Mark  
Registered



Every package we ship carries the above trade-mark.

## Plug Chewing

"Prince of Wales"  
"Napoleon"  
"Black Rod" (Twist)



Trade Mark  
Registered

# W. C. MACDONALD, REG'D.

*Established Over 60 Years*

**MONTREAL, P. Q.**

After present manufactured stocks are exhausted, all our brands except "Twist" will be put up in 10-lb. caddies.

# THE SWEETEST BREAD

Will Win The Family's Favor

Ask Your Customers  
When Making Bread  
to Use — 20% of

# RICE FLOUR

**MOUNT ROYAL MILLING AND MANUFACTURING CO., LIMITED**

MONTREAL, QUEBEC

VICTORIA, B.C.



*Two All Sufficient Reasons  
for Selling*

# ROYAL ACADIA

- (1) It is so deliciously good, so pure and dependable that a trial will win the approval of every good housewife.
- (2) The profit on Royal Acadia is more than ordinarily attractive and worth going after.

Get your stocks in good order. Sold in 2 and 5-lb. cartons, 10, 20 and 100 lbs. bags, half-barrels and barrels.

**The Acadia Sugar Refining Co., Limited**  
HALIFAX, CANADA

**CROWN**



Screw Top

## Be Ready to Supply the Demand

### Buy Right and Buy NOW

These Fruit Jars Produce Results

Extra Quality Rubber Ring in Each

**PERFECT SEAL**



Lightning Fastener

**GEM**



Screw Top

The Names Are  
Household Words  
The Jars Household  
Necessities

**Dominion Glass Company, Limited**

Secure Styles That  
Reduce  
Both Labour And  
Cost



## Keeps Your Store Free of Dust

**H**OUSEWIVES, all customers, in fact, buy from those dealers who have the brightest stores.

If you believe in clean hands and shining windows, you will want to keep your goods free from dust—you can, by using—

### STANDARD Floor Dressing

the non-evaporating, sanitary wood preservative which cleans the surface of wood, linoleum and oil cloth, and prevents dust from rising. Dust cannot rise from floors treated with Imperial Standard Floor Dressing.

One gallon of Imperial Standard Floor Dressing, when applied with the Imperial Floor Oiler, will cover between 500 and 700 square feet of floor space with a dressing which will last for several months.

Merchants, public buildings, office buildings, churches and apartment houses should use Imperial Standard Floor Dressing. Display a few cans on your shelf and draw the attention of your customers to its good results on your floors.

Sold in one gallon and four-gallon cans, also half-barrels and barrels.

## IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES



## Mr. Potato Bug hasn't a chance

Not if you will cooperate to the fullest with the potato growers of your district by supplying them with the greatest bug destroyer on the market

### Munro's Pure Paris Green (Government Standard)

Munro's is the sure-fire killer that every farmer and gardener knows. It is a regular profit-bringer, easy to sell, and perfectly satisfactory *always*. A light, fluffy powder that sprays out evenly, covers thoroughly, and does not burn nor scorch the foliage. Order from your nearest jobber or direct.

**McARTHUR, IRWIN, LIMITED**

MONTREAL  
Established 1842



Branches and Offices: ---Toronto, Ont., Montreal, Que., Boston, New York, Chicago, Buffalo, Pittsburg, Detroit, Cleveland, Philadelphia and London, England.

Sold throughout North and South America.

**"REMEMBER"**

This is the **guaranteed** brand.

Any quantity of Salada bought from us may be returned at any time and the purchase money refunded in full.

Return freight paid, too! No quibble about it either.

A Merchant's reputation is reflected by the goods he sells. After 27 years faithful service, the public has learned to rely *absolutely* upon "SALADA" Quality.

# COX'S

Instant Powdered

# GELATINE



The Label is the same  
the Quality is the same  
and the Price is only  
slightly different

Yes, Cox's Gelatine in the well-known little checkerboard box is an excellent line to feature. In appearance, quality and price it appeals tellingly to every good housewife. Today the quality is the same as of old and the price shows but a small advance over pre-war days.

Are you showing Cox's? Neat displays are easy with handsome checkerboard packages. Although the quality of Cox's Gelatine is still of the same high standard that has characterized it from the first.

We are honestly proud of the fact. Cox's Gelatine is today a good "buy" both because of quality and economy. It is a profitable line to handle. Are you well stocked?

Agents

**Arthur P. Tippet & Co., Montreal and Toronto**

Tees & Perse, Winnipeg

Martin & Robertson Ltd., Vancouver, B.C.

# Enquiry Department.

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

### MEMORIAL DESIGNS

Kindly advise me where and to whom I can write to have designs submitted with prices for soldiers' memorial in bronze and granite.—J. H. Rogers, Box 90, Goderich, Ont.

Answer—Wm. A. Rogers, 570 King St. W., Toronto, Ont.; Ryrie Bros., 134 Yonge St., Toronto, Ont.; Kents Ltd., 144 Yonge St., Toronto, Ont.; Tisdall's, 150 Yonge St., Toronto, Ont.; Toronto Trophy Craft, H. I. Potts, Royal Bank Bldg., Toronto, Ont.

### WOOD ASHES AND TANALAC

1. Where can I sell wood ashes in car lots?  
2. Where can I get Tanalac, the bottle gives Willis as distributors, but I do not get any answer from him—"August."

Answer.—Standard Chemical Co., Toronto, advise that you get in touch with Frederic McNair, 318 William St., Elmira, N.Y., who is desirous of purchasing wood ashes.

Tanalac is sold only through agents; would advise you to try this address again, G. F. Willis, 4th National Bank Building, Atlanta, Georgia.

### RE SELLING TEMPERANCE DRINKS?

Is it lawful to sell soft drinks such as ale, lager and stout in a grocery store or is a special license required?—W. H. Drury, Gelert, Ont.

Answer.—It is entirely lawful as long as the beverage does not exceed 2½% proof spirits. No license is required to sell these goods.

### MANUFACTURERS OF SPLIT PEAS

We would be very much obliged if you will kindly give us the names of the principal manufacturers of split peas in Ontario and Eastern Canada.—O'Loane, Kiely & Co., Ltd., Vancouver, Canada.

Answer.—Canadian Cereal & Flour Mills, Stratford, Ont.; John MacKay & Co., Bowmanville, Ont.; Milne Bros., Markham, Ont.; H. Murton, Ltd., Guelph, Ont.; White Swan

Spices & Cereals Co., 156 Pearl St., Toronto, Ont.

### MANUFACTURERS OF GROUND CLAM SHELL

Please give me address of manufacturers of ground clam shell, and oyster shell, Canadian manufacturers if possible.—W. F. Elliot, P. O. box 70, Fort William, Ont.

Answer.—Gunns Limited, Toronto, Ont.; A and R. Loggie, Loggieville, N.B.

Shaw & Ellis, Pocologan, N.B., intend to grind clam shell for poultry food in the near future.

### MOTOR DRIVEN COFFEE MILL

Some time ago there was an advertisement in your publication of a motor driven coffee mill but it does not appear to be in your recent issue. Will you kindly put me in touch with the manufacturer of said mill?—W. J. Craig, general agent, Keewatin, Ont.

Answer.—This information has been sent.

### STORE REFRIGERATORS

Kindly give me the names of firms who handle refrigerators suitable for store use, large enough to hold a carcass of beef. Also dealers in men's serge for tailor-made suits.—Thos. Steinburg, Marksville, Ont.

Answer.—Refrigerators: W. A. Freeman Co., Ltd., Hamilton, Ont.; John Hillock & Co., George street, Toronto; Eureka Refrigerator Co., Owen Sound, Ont.; Canadian Linde Mfg. Co., Montreal. Men's serge: Nisbett & Auld, Wellington street West, Toronto, Ont.

### WHERE HOPS CAN BE PURCHASED

Please advise through your paper where we can purchase hops in quantities.—

Answer—Dole Bros.' Hops & Malt Co., Boston, Mass.; British Columbia Hop Co., San Francisco, Cal.

### NO RETAILERS' LICENSE NOW NECESSARY

Can you tell me if I am required to renew my Canada Food Board License this year?—D. R. Shirra, General Merchant, Lang, Sask.

Answer—No.

### DRIED FRUIT HANDLERS

We will be very pleased if you will supply us with a list of Canadian jam manufacturers. We also wish to get in touch with the best source of supply in dried fruits and raisins.—The National Broom & Brush Co., 25, 27 and 29 Latour Street, Montreal.

Answer—List of jam manufacturers has been mailed. Following are firms handling dried fruits and raisins: California Prune & Apricot Growers, Inc., San Jose, Cal.; California Associated Raisin Co., Fresno, Cal.; California Packing Corporation, San Francisco, Cal.; Rosenberg Bros., San Francisco, Cal.; American Vineyard Co., Hearst Bldg., Chicago, Ill.; Fresno Home Packing Co., Fresno, Cal.; Hills Bros. Co., 375 Washington St., New York, N.Y.; American Vineyard Co., Holbrook Bldg., San Francisco, Cal.; Guggenheim & Co., San Francisco, Cal.; California Packing Corp., San Francisco, Cal.

### BRITISH GROCERS FAVOR COLLEGE DEGREES

LONDON, May 6.—At the annual meeting of the British Institute of Certified Grocers the opinion was expressed that it was as important for grocers to possess educational qualifications as any other branch of the commercial faculty in the interests of which the London University proposed to encourage study. Chemists and druggists had to pass some examinations, and surely if it was important for them it was more important for grocers who feed the people.

CANADIAN GROCER,  
143-153 University Avenue,  
Toronto.

For Subscribers  
**INFORMATION WANTED**

Date.....191..

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

Address .....

.....

.....

.....



# Why Grocers Like Red Rose Tea

Because it is always the same "good" tea --- and can be counted upon to give entire satisfaction to their customers.

*Always safe to recommend to a particular customer.*

**T. H. Estabrooks Co.**  
**Limited**

ST. JOHN      MONTREAL      TORONTO  
WINNIPEG      CALGARY      EDMONTON



## GOOD AND PROFITABLE

"Marigold" Oleomargarine is the highest quality margarine you can possibly sell and is one of the best "repeating" lines on the market.

You should handle it, not merely because we say so, but because there's profit in it for you and satisfaction for your customers.

We are sole agents for Ontario for this line.

### "KINGNUT" NUT BUTTER

This product is made from cocoanut oil and peanut oil, churned with pasteurized milk. It is a pure, sweet and thoroughly wholesome food.

You should find a ready sale for it in your district.

**Fresh Goods - Prompt Deliveries**

**The Bowes Company, Limited, Toronto**



*Every time you  
sell a package of*

**ROBINSON'S  
"PATENT" GROATS**

*and*

**ROBINSON'S  
"PATENT" BARLEY**

*you build for the future*

Do your customers know you carry Robinson's Patent  
Groats and Patent Barley in stock?

**MAGOR SON & CO., Limited**

191 St. Paul St. West, MONTREAL

30 Church St., TORONTO

## This is the Point

We've got every facility for marketing your product from Lake Superior to the Pacific Coast.

We've got the prestige that counts for a good deal in getting you the results you anticipate.

We'll give you **Service** from the drop of the hat. Our houses are well located and we handle nothing but A1 products.

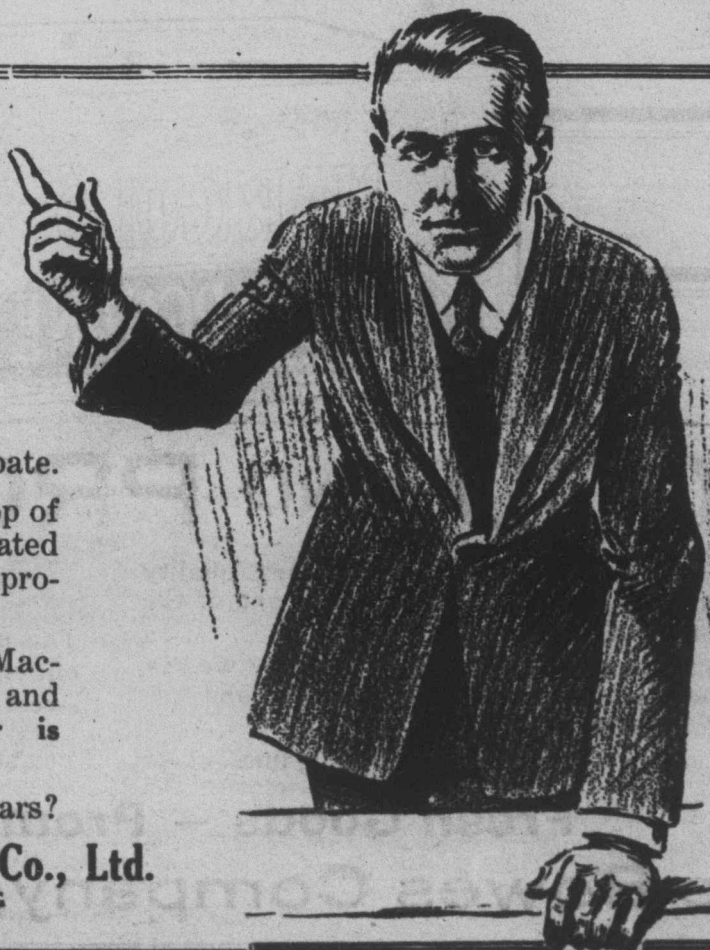
We are purchasing agents for Macdonald's Consolidated Interests and our **Annual Purchasing Power is Twelve and a Half Millions.**

May we send you further particulars?

**The Consolidated Purchasing Co., Ltd.**

313-319 PACIFIC AVE., WINNIPEG

*E. Nicholson, Genl. Mgr.*



# CANADIAN GROCER

Vol. XXXIII.

TORONTO, MAY 16, 1919

No. 29

## An Export Market for Canned Goods

Probabilities Regarding the Continuation of the Export Demand for Canned Goods—  
Conditions That Influence This Business—The Probable Effect on Domestic  
Prices—Conditions in England Good

**T**HE question of continued export business in canned goods is an important one, for on it depends in some measure the probable prices that the merchant will have to pay for these commodities during the coming season. For the past few years there has grown up an important export business, owing to the need for all available foodstuffs in the British Isles. Now the question arises as to whether this trade can be maintained. One of the difficulties in forecasting what may occur in this way, is the uncertainty of the pack, and the consequent inability to set a price ahead of the season.

As far as last year's pack is concerned, it has pretty well been disposed of, both fruit and vegetables, the heavy export demand relieving what might otherwise have been a glutted market. But when it comes to assuring a market for the coming season's pack an entirely different situation arises. The Canadian packer is in direct competition with the American packer, who, by reason of his geographical situation, is in a much better position. He begins to pack a couple of weeks earlier than the Canadian packer, and has an uninterrupted season. Knowing his costs and being able to estimate the probable production, with slight possibilities of variation, it is easier for him to set a price. The Canadian canner, on the other hand, while he knows what his costs of unperishable supplies will be, is absolutely unable to estimate the production cost. The season starts later, and may be cut short early in September by frosts. In such a case, of course, there would only be a fractional pack, and the costs must be of necessity far heavier per case than if the season were free from frost and a full pack available. This makes it inadvisable to set a price ahead of the pack, and were he to do so he would have to make a price to cover every contingency, otherwise in the event of crop failure, loss of produce through shortage of help, etc., he might face a disastrous loss, and this is the condition that makes it hard for the Canadian canner to get business on foreign markets.

Despite these difficulties, however, an aggressive bid is being made for this

business. W. R. Drynan, secretary-treasurer of the Dominion Cannery, Limited, has but recently returned from England and France, where he has been exerting his energies toward securing a market opening for a part of the coming season's pack.

When seen recently by a CANADIAN GROCER representative, Mr. Drynan expressed himself as very pleased with the prospects for export during the coming season.

### Arranging for Full Pack

The company, he stated, was making arrangements to put up a pack to the limit of the capacity of their entire sixty factories.

### Material Remains High

Prospects are that there will be little change in actual costs in the canning industry. Tin plate is now a trifle lower, but cans will hardly be obtainable at much under that of the preceding year. Cases, too, are higher, and the labor situation as far as wages are concerned, does not indicate a lower cost for labor.

As another factor in maintaining canned food prices during the coming season, the export demand is still a matter to be reckoned with. The failure of the fruit crop last year in Great Britain has resulted in a steady demand for all kinds of canned fruits. Canned vegetables such as tomatoes and peas have also been selling freely. This inquiry is largely from the British Isles. The fact that the workingman there is earning so much more than he ever did before has affected the consumption of foodstuffs, for he is a good buyer, and everything points to the British consumer being a larger buyer of canned foods than ever before.

### Have Depleted Reserves to Meet Export Orders

In order to meet this present export demand, Mr. Drynan stated that Canadian manufacturers had to draw from the stocks in the hands of the jobbers, as canners were long ago completely cleaned out. As a result indications point to a bare market before the new crop. Whether Canada will have a surplus should the export demand continue remains to be seen. Quite frequently it

is the case that the output is only sufficient for pro rata delivery for domestic demands.

### Italy, France and Holland Formerly a Factor

Heretofore the export trade of Italy, France and Holland, especially in canned vegetables, has operated against the Canadian manufacturer. Before the war, owing to low freights and cheap labor, America could not successfully compete in the Old Country market. It is doubtful, however, if any of these countries will be a factor this year in the Old Country markets.

### Preferential Tariff Would Help Canada

The United States will also be a competitor, but with the proposed British preference, Canadian canners should be able to successfully cope with American competition, notwithstanding the fact that Americans have the advantage of not having to pay inland freight. This, of course, applies to the Baltimore district. The feeling of the British buyer at present is strongly in favor of doing business with Canadians.

### Small Likelihood of Low Price

This past season it will be remembered prices in Canada were much lower than in the United States.

With the possibility of a continued export demand, and with high priced materials and labor, and with very light stocks of canned goods to carry over, there seems slight likelihood of any material declines in canned goods prices during the coming season.

Of course the export situation is uncertain, but given the ability to meet competition in the matter of price, there is a strong probability of a good business.

"Money in both France and England is easy," stated Mr. Drynan, "and among the business people there is a general feeling of optimism as to the future. England's manufacturers are all busy. People in Canada had rather exaggerated ideas of industrial conditions in the Old Country. They were not as bad as was generally believed, in fact in many industries business is still held back owing to shortage of labor."

"John Bull," in his opinion, "was, is, and will continue to be the top dog in the world's business."

# Sask. R.M.A. Convention Great Success

Enthusiastic Gathering Starts Convention Off With Enthusiasm. Very Satisfactory Conditions Represented by Financial Statement. Money and Membership Both Increasing. Some Interesting and Important Discussions

*By Special Representative of Canadian Grocer*

**R**EGINA, May 14.—Special—After a spirited discussion of the change in the constitution of the Association, appointing a Western Executive Board for the four Western provinces proposed at the recent session of the Dominion Board in Ottawa, the question was put to the vote and the convention went on record as favoring a Western executive.

The half-holiday question was another discussion that aroused a great deal of interest and a resolution was finally passed to approach the Provincial Government to make the Wednesday half-holiday compulsory in places where the majority have declared in favor of such closing, the decision as to whether such closing be introduced to remain optional with the community. The convention, however, favored approaching the Government to declare a compulsory half-holiday during the summer months.

J. A. Banfield, president of the Dominion Executive Council, made an attack on the Canada Food Board because of the unarranted expenses they had incurred. He took his figures from the official record issued by the board and called in question the need for such heavy expenditures at a time when every nerve was on the strain to save for the essential needs of the Empire.

J. J. Polson, first vice-president of the Saskatchewan Association, spoke of the better feeling that had developed between the Eastern and Western sections of the Association since the proposition to revise the constitution to give each part of the country an equal voice in affairs had been proposed. He was confident that this would assure the best of feeling throughout the Association.

The proposed trip to the coast was discussed, and it was the suggestion of some of the members that the trip be made in August of this year, a suggestion that found favor with the Association.

**E**ARLY Tuesday morning of this week the delegates to the Saskatchewan convention of the Retail Merchants' Association began to arrive, and the convention hall presented a busy scene, marked by enthusiasm and high spirits, that promised well for the success of the gathering.

Early in the session some interesting questions were considered, and a brisk discussion, tinged with flashes of humor, was the order of the day.

Among the points discussed was the suggestion to hold the next convention at the Coast, a suggestion that was received with a good deal of favor on the part of many of the delegates, though the final decision was left to a later session of the convention.

The prevalence of guessing contests in the West in connection with the retail store aroused a good deal of interest, and the methods of a firm located in Regina, which stages a gigantic guessing contest, was gone into in detail. It was shown that for the sum of \$50 the merchant would be supplied with guessing coupons on a bowl of beans, either in Saskatchewan or Regina, depending on whether he was in the northern or southern portion of Saskatchewan. Although one large firm in Regina received their contract gratis in order to act as a bait to the rest, it is estimated that at least 500 dealers fell for the scheme to the tune of \$50 apiece. If this estimate were correct it would appear that with the \$25,000 realized Chevrolet cars could very well have been afforded, one for the south and one for the north. The infinitesimal chance of any one of the customers of drawing

that car may be imagined. The convention recommended most strongly that the Government take whatever means necessary to make any kind of a straight guessing or gambling scheme in connection with business illegal.

The mail order houses were touched on when deprecating the fact that some manufacturers, though they depend on the legitimate retail trade for the major portion of their distribution, will still put the mail order houses on their job-

bers' list, and thus assist in unfair competition with them.

## Favor Credit Business Rather Than Cash

Considerable discussion was given to the problem of conducting retail business on a strictly cash basis. It seemed to be the consensus of opinion that this was strictly a matter for each merchant's individual decision. One speaker stated that while indiscriminate credit was, of course, absolutely ruinous, that a legitimate credit business can be done by those who keep closely in touch with all accounts, and that a pointblank refusal on the part of retailers generally to extend this accommodation to those of their customers who were good risks would simply be playing into the hands of the mail order houses. This was specially true as regards rural communities, in that farmers especially would find it very inconvenient to pay for each item as they received it; in fact, if they were required to do so, they would be more likely to use the catalog.

## Loss on Gasoline

The hardware merchants and those of the grocers who operate gasoline stations complain that they have had great difficulty and considerable loss owing to the present system by which they buy their gasoline by weight and dispense it by the gallon. One retailer stated that the last filling of his five barrel tank, even though sold carefully, for checking purposes, showed him a loss of 15 gallons. One of the gasoline companies explained that the average merchant did not realize what a volatile substance petroleum product was. A change of 20 degrees F. in temperature resulted in a 1% difference in volume above or below 60 degrees F., at which temperature presumably the barrels were filled. The association would recommend as a remedy to this that the gasoline be sold by gallons, as the specific gravity explanations seemed to always break the wrong way for the retailer.

The members of the association apparently view with concern the number of bank mergers which have been effected in recent months, and seriously deprecate the concentration of capital and credit in the hands of a few.

## To Make Weekly Half Holiday Provincial Enactment

It was also decided that the Government be approached with a view to making the weekly half holiday a Provincial enactment instead of, as at present, a local matter, the decision as to the most suitable day on which to close being, of course, left for settlement by local option.



MAYOR BLACK

of Regina, who welcomed the visiting delegates on behalf of the city.



H. D. McPHERSON

President of the Saskatchewan Retail Merchants' Association, who is presiding at the Convention in session at Regina this week.

## The Address of Welcome

His Worship Mayor Black, in welcoming the delegates, stated that it had been his pleasure to welcome the citizens of the other prairie cities and municipalities on many previous occasions, and under the auspices of many different organizations. These "get together" movements, which had become so popular with all different trades and associations, were having no small effect in cementing all communities into a fellowship of good will and mutual understanding.

He stated that he felt sure that though the general public were greatly exercised concerning the high cost of living, and would eliminate all other persons except the consumer and the manufacturer, whom they generalized under the all-embracing title of "the middlemen," this convention, among other results, would tend to educate the public as to the valuable and very necessary service which the retailer, in every line of merchandising, gave for value received.

That day has passed in which anyone with the necessary capital can launch out into the retail business, be it grocer, hardware, dry goods, men's wear or any other line, and conduct it profitably and satisfactorily without practical experience. Each retail trade has become a science, and the successful merchant has learned that conventions such as this, and his trade papers, are the secrets of keeping up with the march of progress.

"You have much, gentlemen, to discuss. I am sure that we consumers demand much more service than we understand. We demand elaborate deliveries. We demand plate glass windows and expensive fittings. We demand our food put up in very artistic and very expensive manners. To give us what we want, and at the same time attempt to reach

our ideas of what we should pay for it, is your very difficult problem. I am sure that these and many more problems will be nearer solution when this body have subjected them to their discussion."

## The President's Address

H. D. McPherson, the president, in his opening remarks, expressed regret that the illness of A. A. Evans, honorary president, had made it necessary for him to discontinue his former business activities, and to seek a less rigorous climate.

After touching on the progress made in membership, Mr. McPherson continued: "One pleasing feature in this connection is the increased interest taken in our work by our members in general. They are more and more coming to look upon the association as a clearing house for all their troubles, as is evidenced by the ever-increasing amount of correspondence covering a great variety of subjects, some of which tax the ability of those of us expected to deal with them, to the limit. In order to meet this situation it has been necessary to increase the staff in the provincial office from time to time, until now eleven people, including the secretary, are employed and their time is fully taken up day in and day out. We also found it necessary last fall to engage the services of another organizer, whose full time is devoted to the Province of Alberta, thus giving our two men in Saskatchewan more time to talk over matters in general with our members in this Province. This makes a total of fourteen persons in the employ of the association, which fact in itself is some indication of the growth of the organization since the start of our work in 1913, at which time the secretary, with one stenographer, and an organizer, constituted the entire staff. In spite of these increases in staff and also slight increases in salaries, and although our membership fee has remained the same since 1915, when it was raised from ten to twelve dollars, we are still able to show a balance on the right side of the ledger.

"At our last convention the formation of District Advisory Committees was suggested, it being left with your executive to put the arrangement into effect, which was done. The Province was divided into four districts, and a chairman appointed in each district, with whom it was left to select his own committee, with the exception that a retail implement dealer was named in each case to act on the committee at the request of the executive of the Implement Dealers' Trade Section.

### Better Organization Needed

"We feel, however," he continued, "that the time has come for a more complete system of organization, which involves the formation of district branches with a permanent paid secretary in charge of each branch, who will give his entire time and attention to the work of the association in his particular district. While this may mean an increase in the provincial membership fee, your executive is of the opinion that the returns from the improved service that will be available to the merchants individually and collectively, will far more than offset any additional cash outlay that may be necessary. An additional advantage will be that we will be able to get a better expression of opinion on any matter of importance with which we have to deal. The full details of this plan will be placed before you for your consideration during the course of this convention.

"At a meeting closely following our last convention, James Clinkskill and George Hazen, of Saskatoon, and R. A. Magee, of Wolsley, were named to act with your executive in making representations to the University of Saskatchewan regarding the establishment of a course in Commercial Education. At a meeting held in August, between this committee and Dr. Murray,

president of the university, the matter was thoroughly discussed with the result that Dr. Murray agreed to recommend to the University Senate that the course be established, and we are, during this convention, to be favored with a series of lectures by Mr. Frank Stockdale, retail commercialist of Chicago, who has been engaged by the university for the purpose. It is the intention of the university to instal a regular course in Commercial Education as soon as a suitable man can be found to conduct it. In the meantime an effort will be made to secure the services of some person qualified to fill the position, to travel through the Province on behalf of the university, for the purpose of addressing the merchants locally and giving what assistance may be possible in the interests of better business. Our thanks are due to the university authorities for their action in this respect and it is to be hoped the business interests generally will cooperate with them in making the undertaking a success. In this connection I would like to mention that I think we should have a committee on Commercial Education representing all branches of commercial undertaking instead of the committee being confined to retail merchants alone. This, it seems to me, will have the effect of making the courses more far-reaching in their effect, to the ultimate advantage of all concerned.

"In December last a general meeting of the retail implement dealers of the Province was held at Regina, at which many of the grievances peculiar to that business were thoroughly discussed and ways and means devised by which they might be overcome. Part of the day was devoted to a meeting with representative wholesale implement dealers from Regina and Saskatoon, before whom many of the injustices with which the retailer has to contend were placed. Facts and figures showing an intolerable state of affairs as regards the margin of profit allowed on the sale of agricultural implements and repairs had been prepared, and were placed before the meeting at this time. The wholesalers admitted the unfairness of existing conditions, but were not prepared to offer any solution. They asked for a copy of the resolutions that had been placed before the meeting and suggested that another meeting be called after they had been given a chance to consider them. In the meantime, and up to the present, our provincial office has been giving a great deal of attention to this matter with



J. L. S. HUTCHISON.

Who presented the very satisfactory Treasurer's report of the Saskatchewan Retail Merchants' Association in Convention at Regina this week.

a view to meeting the wholesalers again at an early date.

"Our success in bringing this or any other matter affecting any other line of trade, to a successful conclusion, lies to a very large extent in point of numbers. If we have the merchants back of any such undertaking, not only as members of the association, but with their moral support as well, we can accomplish almost anything we set out to do. This is a fact that does not seem to be appreciated as much as it should be, and merchants generally are too often satisfied to "let the other fellow" fight their battles, when as a matter of good business, they should look upon any effort to improve conditions as a personal affair, requiring personal attention,—which means that if a general meeting of the merchants engaged in any particular line of business is called, each one should make a point of attending even at some sacrifice if necessary, so that those with whom we have to deal may see that we mean business.

"Just previous to the last session of the Provincial Legislature your executive met the Government ministers and laid before them our requests for legislation we were anxious to have passed at the forthcoming session of the House.

"These included an amendment to the Village Act regarding assessments. Previous to the second session of 1917 it was left optional with a village council as to what form of taxation they adopted, that is, whether a single or a general tax, but at the session it was made compulsory for them to adopt a general tax on lands, (100 per cent.), buildings and improvements, (60 per cent.), personal property (100 per cent.), and income. According to information received by the association this worked an undue hardship on many merchants, increasing the amount of their taxes by several hundred per cent. We requested that the amendment be repealed and it again left optional with the village as to what they do in this respect. We were not successful in having the amendment repealed, but an additional amendment was passed exempting personal property including stock in trade, and fixtures in connection with the business in cases where a merchant is paying a license fee in respect to his business. This is of no advantage, however, as the Village Act does not contain authority for the council to license retail businesses. This matter will receive further attention.

#### To Regulate Hours of Trading

"We also requested that the Village Act be amended, giving the council authority to pass a by-law regulating the hours of trading including provision for a weekly half holiday. We are pleased to say that this amendment was passed, and the village council may now put such a by-law into force upon receipt of a petition signed by 75 per cent. in number of the occupiers of shops in the village.

"One other item of legislation in which a great many of you will doubtless be interested," Mr. McPherson continued, "and one which has received a considerable amount of our attention during the past three years, is that of an amendment to the Chattel Mortgage Act regarding the status of chattel mortgage on the growing crop, or a crop to be grown, covering the purchase price, meat, groceries, flour, clothing and binder twine. We understood at the time this legislation was passed in 1916 that this mortgage would take precedence over any other claim, except seed grain liens, and were so sure of our ground that we entered an appeal against a decision that was given in one of our district courts contrary to our understanding of this matter. We lost out in our appeal and consequently approached the Government again requesting that a crop mortgage be made a prior claim, second only to seed grain liens, and you will be pleased to know that this is now the case—that is to say, one of these mortgages now takes preference over any other claim except seed grain liens and seed grain advances

under the seed grain advances passed at the last session, whereby any mortgagee of land in Saskatchewan may make advances to the owner of the mortgaged land to enable him to purchase seed grain for use in sowing the land for the crop of 1919,—the advance is not to exceed \$250 on any one quarter section, and where the



F. E. RAYMOND.

The energetic Secretary of the Saskatchewan Association, who has been largely responsible for making the Convention such an unqualified success.

mortgagee makes such an advance he may add the amount to the mortgage. In view of the extensive use being made of these crop mortgages we are sure that the fact that they now rank as a preferential claim will be appreciated.

"During the past number of years, since the beginning of our work as an association, we have been holding annual general conventions which have been appreciated more or less by those who have attended them, but at the same time at a convention of this nature there are bound to be subjects up for discussion, which while they may be vital to the interests of some one or perhaps two sections of trade, are of no interest whatever to the others,—consequently they do not become interested or do not feel that they have any part in the discussion. In order to overcome this and to make our conventions more interesting, it has been proposed that we hold trade section conventions,—for instance a convention of hardware dealers; a convention of jewelers, etc., etc., at different intervals throughout the year, which perhaps need not take up more than a day or two days at the outside. It is felt that this method will not only prove more interesting but that it will be much more beneficial to all concerned. I am merely mentioning this now. You will see by your programme that this matter and that of the formation of district branches will be up for discussion on Wednesday morning."

In conclusion, Mr. McPherson said: "I just wish to say that while we consider that we have made fairly satisfactory progress during the past year, we believe that the programme we have mapped out for the future will, if adopted, be the means of not only creating greater interest in our work, but it will enable the association to render a more efficient service in every way to its members, and not only this, but we feel that our service will then be such that no retail merchant would think of remaining on the outside.

## Increases in Money and Membership

J. L. S. Hutchison, in presenting the financial report of the association, stated that the association had ground for satisfaction in the very satisfactory showing that it had been possible to make during the past year. So satisfactory had conditions been that the financial year closing December 31, 1918, showed a surplus of \$3,211.63. Not only had the association prospered in a monetary sense, but it had also shown a very encouraging growth in membership, and in the interest taken in its various activities. At the end of 1917 the total enrollment showed a membership of 1,590, while the present membership was well over 2,100, a significant indication of the way the association was finding favor with the retailer. The comparative statement of the past two years also indicated a very satisfactory growth.

#### December 31, 1917—

Assets .....	\$4,615.84
Liabilities .....	1,190.79
Balance .....	\$3,425.05

#### December 31, 1918—

Assets .....	\$8,328.74
Liabilities .....	1,692.06
Balance .....	\$6,636.68

## The Financial Statement

The current financial statement which was then presented more than anything else went to show the very substantial position which the Saskatoon branch of the association now enjoyed.

The report is as follows:

#### INCOME

Dues,		
Saskatchewan .....	\$20,624.76	
Alberta .....	4,586.00	\$25,210.75
Commissions on collections		856.51
Commission on freight		211.00
claims .....		
Convention advertisements ..	\$ 792.50	
Less convention expenses ..	641.00	151.50
Sundry receipts .....		54.78
"Retailer," advertising .....	\$ 2,936.28	
Subscriptions .....	652.50	
	\$ 3,588.78	
	2,655.02	933.76
		\$27,418.30

#### EXPENDITURE

Office salaries .....		\$ 7,599.78
Organizers' salaries and expenses		
Saskatchewan .....	\$ 6,149.93	
Alberta .....	1,645.68	7,795.61
Executive meeting expenses		273.15
Dominion association for dues		2,090.00
Stationery, printing and office supplies .....		1,633.80
Traveling expenses .....		587.90
Office rent .....		685.00
Legal expenses .....		177.00
Interest and exchange .....		34.81
Alberta R.M.A. accounts .....	\$ 1,152.69	
Grant to Edmonton local .....	225.00	1,377.69
Grants to Regina and Saskatoon locals .....		583.50
Sundry expenses .....		1,011.03
Depreciation written off furniture and fixtures .....	\$ 173.09	
Automobiles .....	184.30	357.39
		\$24,206.67
Balance, income exceeds expenditures by .....		3,211.63
		\$27,418.30

## R.M.A. Fire Insurance Report

Mr. Hutchison, of Saskatoon, gave the financial statement of the Retail Merchants' Mutual Fire Insurance Co. A few of the outstanding features of this report follow:

Net Ins. carried to Dec. 31, 1918..... \$882,200  
Net Ins. carried to Dec. 31, 1917..... 554,985

Showing an increase of ..... \$327,265  
Assets to end of Dec. 31, 1917..... \$ 30,637  
Liabilities to end of Dec. 1, 1917..... 19,737

Balance, 1917 ..... \$ 10,900

Assets to end of Dec. 31, 1918 ..... \$ 48,064  
Liabilities to end of Dec. 31, 1918..... 29,032

Balance, 1918 ..... \$ 19,031  
A substantial increase.

Also another interesting analysis was submitted:

Savings ..... 25.00%  
Expense (a low expense) ..... 23.15%  
Losses ..... 22.25%  
Surplus ..... 29.60%

100.00%

In any other company than a co-operative, only this 25 per cent. savings would be included as surplus. This arrangement shows that the company is operating on a 75 per cent. basis altogether. In concluding the report of the four years' operations, Mr. Hutchison expressed confidence in the coming year even exceeding the past records, which had been good.

## The Secretary's Report

One of the matters that F. E. Raymond, the secretary, brought up for discussion, at the convention, concerned the joint liability of the husband and wife for bills contracted for the necessities of life. It has occasionally happened that the husband has contracted bills for food, hardware, clothing, etc., even to the extent of several hundred or a thousand dollars, and when approached for payment has frankly stated that he has no money, and, upon investigation it has been disclosed that everything had been made over in his wife's name. The Government will probably be asked for legislation making this particular class of evasion impossible by making both parties individually responsible for such accounts.

Another matter that the secretary brought up for discussion was in connection with the Small Debts Act, the fact of the matter being this, the reading of the Act. "The summons shall be returned not less than six days, nor more than twenty days from date of issue," which simply means that at present a debtor, after being handed the summons, if he is so disposed, can continue to sell his available assets and probably have them all sold before his time limit for making appearance before the J.P. The Legislature will be asked to make some provision so that in a matter of this kind, pending appearance after the issue of a subpoena, any sales that will affect the collectibility of an account will be illegal.

"Another matter," he continued, "which received our attention was rela-

tive to the village assessments. Previous to the second session in 1917, it was optional to each village council which method they employed in collecting their taxes; whether on the single tax basis or on a general taxing scheme. Now, however, it has been rendered compulsory for them to tax lands, improvements, personal property and incomes. The effect, as found among the retail trade, has been this, in the few cases mentioned:

1917 tax, \$96, same property 1918, \$278;  
1917 tax, \$76, same property 1918, \$279;  
1917 tax, \$27, same property 1918, \$503;  
1917 tax, \$71, same property 1918, \$408;  
but possibly the most notable one to show the difference when the rates of taxation on a man's personal property or stock-in-trade was assessed was this: in 1917 \$24, 1918 \$688. Of the assessed amount \$300 was the value put on his lot, \$6,000 on his building and fixtures, and \$25,000 on that retailing stock.

"Recommendations were made, when the effect of this action became evident, that the Government revert to status quo in this matter. However, the Government could not see their way clear to do this, and asked your association to consider the matter further and submit further schemes. The association at that time asked them then to eliminate stock in trade, which the Government did in this matter.

"An Act to Amend the Village Act:

"14. (s) subsection (3) of the said section 198 is amended by adding thereto the words 'and no person who pays a license fee in respect of a business shall be assessed upon the stock in trade or personal property used in the business.'"

"They also raised the permissible rate of taxation to 15 mills on the dollar, whereas it had been ten. It will readily be seen that this amendment was a joker, from the fact that the Government does not permit villages to levy a business license. Therefore at present none of the sufferers received that exemption of taxation on their stock in trade. Your association will, however, endeavor to have the Legislature grant the villages this authority when this amendment will become effective. And furthermore, in many cases, the villages realized less than in previous years because the assessed value of unimproved lots was decreased too much."

Mr. Raymond continued: "Another very important matter that is receiving considerable attention is the establishment of regular courses in retail merchandising in the Universities of Saskatchewan and Alberta. The scheme which Manitoba adopted, and which is in its second year, is not considered by the members as suitable for these provinces at present, as it is felt that it would be almost impossible for the various merchants in the outlying communities to spend an entire week away from their businesses. As for a permanent course being established in these Universities, it is considered impossible at present, owing to the faculty not being procurable to conduct such courses. In three or four years there will be graduated from Harvard experts along each line

of merchandising, as the result of the courses being conducted there, and the University authorities hope to be able to procure the necessary teachers from that class. In the meantime, it is recommended that the lectures which will be conducted by Frank Stockdale, of Chicago, in the various centres of Alberta and Saskatchewan, following this convention, be well attended by the merchants in those districts, as they will be the nearest approach to the short course in up-to-the-minute merchandising that will be available to them at present.

"Your association has a tariff department at your disposal, where your freight bills, etc., are carefully checked, overcharges located, and damage claims, etc., carried through to completion.

"Your insurance department also is ready at all times to check your policies, and to make sure for you that wordings mean what you understand them to mean.

"Your mutual fire insurance company has made great progress in the last three years, and has given you good protection at 25 per cent. less than board rate.

"We are in hopes at an early date of having this entire territory sub-divided into units of 250 to 300 members, with a paid secretary in charge of your interests in each one. He will, of course, be in intimate touch with all matters pertaining to your business, will have the accurate credit reading reports of all your customers, and this service will ultimately almost dispense with the need of a collection system. Our collection system has collected many thousands of dollars for you simply with our first letters to delinquents, which are supplied by the association at a free service to members. Failing any results from this source, the accounts are handed to the association collection department, to be followed up on a commission basis, and even those accounts, which have been considered hopeless, have been made to yield you over \$6,000 in the past year.

"We propose also to hold separate trade conventions at different times of the year, at which we propose to have, for instance, hardware experts for the hardware man, matters of concern to jewelers for jewelers' conventions, etc., considering that each trade can go into their various problems more thoroughly when they feel that they are not boring fellow members, who have absolutely different interests.

"I am also of the opinion," said Mr. Raymond, "that merchants in all lines of business do well to read their respective trade papers. The very latest thoughts of the best experts are to be found there.

## J. J. Polson Tells of Dominion Convention

J. J. Polson of Regina, the delegate to the Dominion convention, said that while leaving a general survey of the convention to J. A. Banfield, of Winnipeg, the Dominion president, there were a few points which he would take up.

"A new plan of organization was discussed at your last Dominion convention. This matter, he said, has been a matter of discussion and experiment for the last three years. Your executive was asked to submit to you a scheme of dividing the Dominion association into two halves. The Western half would comprise the four Western Provinces, and the Eastern half would, of course, comprise the balance of the Dominion. As far as we in the West are concerned, there are many things coming up for settlement from time to time which we would, of course, consider with more understanding of our own conditions and with much greater expedition. There are, on the other hand, different conditions in the East which would tend to make our Western system of organization too unwieldy to be feasible there. For a time, our Western half here was growing the faster, but now I am pleased to say that the Eastern Provinces are making wonderful progress in organization, and, at the present time, are approaching a membership much more in proportion to their population. In the Western half we would propose to hold quarterly conventions, and hold one, once each year in each of the Western Provinces. This would be of great assistance to your Provincial secretaries, permitting them to sit in at the Western executive sessions, at least, once a year; broadening their views of association work and unifying provincial efforts generally. Another advantage of the conventions being held in turn in the various provinces," continued Mr. Polson, "would be that the merchants in these various centres while not, of course, having a vote, would be able to sit in at these executive meetings and familiarize themselves with what was being done, at first hand."

A very spirited discussion took place regarding this change but, of course as this was a departure that has been worked for several years, no opposition developed and the convention will, no doubt, see this on the way towards consummation.

"There is another fact," continued Mr. Polson, "that should in itself be particularly gratifying to you and no small credit to your Retail Merchants' Mutual Fire Ins. Co., and the executives responsible for its success, in that the Dominion executive were instructed by the Dominion convention to devise plans for the operation of a Retail Merchants' Fire Insurance Company, Dominion wide. It would seem that the East is seeing eye to eye with us in this one question and we have no doubt that some such scheme will shortly be operated."

#### AN EXCURSION

The Dominion executive also expects to engineer an excursion this year from Halifax to Vancouver. The idea being to have a few hours en route at the various centres to meet the local merchants; to be joined all along the way by as many of the merchants as can arrange to do so and that after arriving at Vancouver, a huge get together convention will be enjoyed for about three days. "In my opinion," said Mr. Polson, "this is a gigantic step in the right direction. The effect of being thrown together in each other's company and conversation for a few days cannot but have a most gratifying effect on us all. At the close of such a convention our Western members and our Eastern members cannot fail to have a greater sympathy and understanding for each other's problems than ever before. Most of the difficulties in organization or co-operation in any line of endeavor are born of ignorance and misunderstanding. I have great faith in a get-together movement of any kind that permits everybody to see everybody else's viewpoint. We all approached this last Dominion convention with apprehension, feeling that, as did occur, a divergence of opinion between the East and the West would manifest itself, but, gentlemen, we all left that Dominion convention feeling that our Dominion association was a unit in a sense such as never before."

## Urge Special Department of Fisheries Delegation at Ottawa Asks for a Change in Administration of Fisheries Industry—Want Some Practical Men in Department—Urge Also Standards for Canned Sea Products

By Staff Representative

OTTAWA, May 15.—The Canadian Fish Dealers' Association is taking decisive action to induce the Government to make such changes in the administration of the Naval Department, under which fisheries now comes, as will place the fishing industry on a basis commensurate with its importance. The administration of our Canadian fisheries has always been conducted as an adjunct to either the Marine or Naval Departments. When naval and marine affairs were given separate deputy heads some years ago, fisheries was tacked on to the Naval Department, where it has existed as a sort of poor relation. The potential wealth of Canadian fisheries is so great and the possibilities of the industry so vast that it is exasperating to those conversant with the subject to see such a source of wealth consistently neglected.

Among those on the delegation now interviewing the Government are the following well-known figures in the industry: A. H. Brittain, president, Montreal; F. W. Wallece, secretary, Montreal; H. B. Short, Digby; A. Boutilier, Halifax; Capt. Paul Robinson, F. E. Cornell and Mr. Brown, all of Lake Erie; F. E. Burke and Mr. Sterrett, of Vancouver. A number are still to arrive, but it will be seen that the above names are representative of all parts of the Dominion.

#### Ask Removal From Navy Department

They will ask that, if possible, fisheries be removed altogether from the Navy Department and be made a separate department, but in any event it should have a separate deputy thoroughly experienced in the practical requirements of the industry, with an adequate staff for its administration. The other chief reform that will be urged is proper inspection and the establishing of regular standards. The trade suffers seriously from the lack of this. The salmon people of B. C., for example, get inquiries for canned fish from Europe, but they cannot sell on standard as there is no Government standard. There could and should be a standard for canned salmon, lobsters, and other canned fish products as well as for all salt and pickled fish. Capable inspection and standards will increase efficiency in the business and establish our fish products abroad.

#### More Practical Men Needed

The tendency in the past has been to fill the department up with scientists who know a great deal more about the habits and life habits of fish than they do of either fishermen or the people who buy fish. The Fish Dealers' Association desires to have some practical fish men in charge of the business end of the department, at least. This has been re-

peatedly recommended to the Government, and there is nothing to be argued against it; but the Government has, so far, failed to act. This delegation is down to get action if possible.

#### WESTERN BUSINESS FLOURISHING Geo. R. Loggie, of Loggie & Sons, Toronto, Returned From Extended Trip Through West, Speaks Optimistically of Prospects

George R. Loggie, of Loggie & Sons, 32 Front Street West, Toronto manufacturers' agents, has just returned from a nine weeks' business trip to the Canadian West. Mr. Loggie found business, particularly on the return trip, very good, and generally speaking he is very optimistic as to the conditions in the West. There is no pessimism among Western business men, and there seems to be but one opinion, and that is that business is good. In the large centres like Vancouver, of course, there is some unemployment, but it is believed that with the progress of the summer this will be taken care of. Business, Mr. Loggie states, is now on a much more stable basis in the West, and merchants and tradesmen generally are meeting their payments much more promptly than was the case in the early stages of the war, when the West was generally depressed. Mr. Loggie was able to secure the agency of some additional lines which he expects will be big sellers. Mr. Loggie will shortly be leaving on a similar trip to the Maritime Provinces.

#### NATIONAL CASH REGISTER SALES- MEN MEET IN TORONTO

At a recent meeting of salesmen of the National Cash Register Company for the Toronto district, at Toronto, the men were addressed by F. B. Patterson of the company, Dayton, Ohio, who has taken over the reins of management of the company. Mr. Patterson is very optimistic as to the future of Canada, believing that the war has done much to advertise the Dominion.

While here Mr. Patterson arranged a new schedule for the factory employees, which shortened the hours of work considerably, and also arranged for the general betterment of working conditions in their Canadian factory at West Toronto.

#### ROBERT HENRY & SON TO MOVE TO WINDSOR

Robert Henry & Son, of Brantford, Ont., who represent the British Columbia Packing Association in the East, are moving on or about June 1st to Windsor, Ont.



# Favor Exclusive Brands Confectionery

Merchants Favor Lines That Can Not Readily be Obtained Elsewhere in the District or Town

**T**O get a line of confectionery that everyone is not handling, is one of the important factors in developing a business in these goods, according to many retailers. It was this consideration that induced Charles Shields, Queen Street west, Toronto, to specialize on the sales of \_\_\_\_\_.

"There are a number of different brands," he stated, "that are probably of about equal excellence, but when people become acquainted with a particular line, they are inclined to continue to purchase it. We put a good deal of effort in the displaying and selling of these goods, and we did not want to have a line that the customer could go next door and purchase as readily as he or she could from us. For that reason we have stocked this line and make it a leader. That means that all repeat orders come to us, and help to develop this business for us.

"Of course we have had to introduce the goods in the first instance, but we have chosen a brand with an established reputation for quality, and we can readily sell this line to anyone interested in boxed chocolates."

At present this particular brand is being given considerable general publicity, but whether this is the case or not, Mr. Shields can induce nearly all his customers to accept it and get repeat business.

"Then we do a big trade in bulk candies, and we always tie these up with the name of the maker in all our display cards in the windows so that our customers have grown accustomed to the name and have appreciated the quality and are inclined to buy this brand again. With some of the other brands anyone desiring these particularly could drop into almost any drug or confectionery store in the neighborhood and get them. But we are the sole handlers of this particular brand in our vicinity, so the trade that we create remains with us.

"That is our main reason for featuring this brand; that, and the fact that we believe it to be one of the very best available.

"Of course we handle a minor assortment of other brands in other kinds of candy, but we build our trade on this one line, and have found that this is the best policy. We seldom lose a sale to a customer as we can usually convince anyone that the brand we carry is as good as anything he or she could want. Even if we did lose a sale now and then, we believe it would be better than to lose the repeat orders that come

## THE VALUE OF EXCLUSIVE BRANDS

In practically all the interviews described, while several brands of confectionery in boxes might be handled the facts show that one of these brands holds the predominant place. Most of the retailers interviewed point to the necessity of keeping stocks low, and obtaining supplies frequently. This, they claim, not only necessitates the specializing on one brand, if a fair sized stock is to be carried, but it is one of the important factors in deciding the choice of that brand. Other things being equal the merchant usually chooses a brand that is most readily obtainable at all times.

from handling an exclusive line so far as this district is concerned."

James L. Hewson, Oakville, Ont., for a long time handled \_\_\_\_\_, but found that customers could get this at a number of other places. So he began to stock \_\_\_\_\_ which has now become the largest part of his trade. Both these lines are prominently displayed in an attractive show case at the front of the store. "This is the only way," stated Mr. Hewson, "that a business in this line can be built up by keeping the goods in the best of condition, and well displayed, and by always standing behind them. For that reason, you have to have a line that you can stand behind. If a customer finds fault with a box of candies, we at once give her another, and do so with a good grace. You must be willing to do this or your business will be inclined to drift away.

"We have handled other lines. We used at one time to handle a large quantity of \_\_\_\_\_. One day a customer complained of this line. We suggested that she take another box and open it before she left the store. She did so, and for some reason the box was certainly not what it should have been. We knew that this firm put up good stock, and that the condition was one that might have happened to any chocolates offered, but we discontinued this line at once. The report would have spread about, and it would have been poor business to continue it, even though we have helped to popularize it.

"We also handled \_\_\_\_\_ at one time, but found difficulty in getting deliveries in a satisfactory way. With the two lines on which we now specialize we can get the very best of service and so have devoted our attention to them.

"In bulk chocolates we handle \_\_\_\_\_. I used to know the maker when he first started in business in a very small way, and I know that his product is one of the best. We can get delivery at any time and in any quantity, and as in

Telephone Business in Candies Gives Grocer Opportunity to Decide on Brand His Customers Get.

handling candy it is essential to keep the stock moving, the matter of prompt service is probably of more importance here than in any other line."

## SELLING CANDY BY PHONE

In answer to CANADIAN GROCER'S question, as to what his sales of confectionery would amount to, in the course of a year, Mr. Limoges, of Limoges Bros., 2000 Hutchison Street, Montreal, said they would run about \$2,000.

The department is well appointed, and there is every reason why the trade will increase. Two silent salesmen are given over to display, and these are attractively filled with boxed and bulk candy. The sale of this line is much easier, with this suggestion ever before the visiting customer.

"We sell much candy through the use of the telephone," said Mr. Limoges. "A customer will say, 'Send me a pound box of candy with the order.'"

In response to a question as to what lines were carried and to what lines they gave preference, Mr. Limoges replied that but one line was really got behind, and that this was found satisfactory. "We push only \_\_\_\_\_," he said.

Another brand was noticed in the case, and reference was made to this fact, but Mr. Limoges stated that they did not push this brand. "We sell \_\_\_\_\_ because it is a good reliable candy, and we make a good profit on it," he stated. "Our customers," he said, "are well pleased to leave the choice with us, especially when the telephone is used in ordering. Some of our customers have now got into the habit of asking for this brand over the telephone."

## Margin of Profit a Large Factor

In this case, the line that was not being pushed is one which had, at one time, a great deal of publicity given it. It is one of the best-known brands in Canada and the United States. Still, the other make is being pushed by this grocer, because he was convinced for various reasons the line was the one he should get behind and particularly because the profit he made was large. This, when the quality suited the grocer, was an important factor in making one's choice of a line.

Bray Bros., Reg'd, of Sherbrooke, Quebec, have a candy department that pays well. Its arrangement is such that sales must really increase, for to look at the display is to be almost, if not fully, persuaded to buy.

In speaking with one of the salesladies there, the writer was told that considerable business developed over the telephone. "We handle just one line, \_\_\_\_\_,"

# CANADIAN GROCER

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### IT PAYS TO ADVERTISE

**A**RE you keeping your name and the name of your store before the buying public all the year round. Advertising knows no seasons. It is good business for you to keep seasonable lines to the fore, but unless you keep your store before the people all the time you are not going to get the profits you would otherwise. Attractive advertising keeps everlastingly at it. It works twenty-four hours a day and seven days a week. It never stops. People will see your name on your window or your sign above your door and forget, but if they see your advertisement continually, your name and your store becomes fastened in their minds. If you back your advertising with goods and good service the results will be apparent in steadily growing business and more and more profits.

### A MISTAKEN OPINION

**T**HERE are still merchants who persist in believing that advertising increases the cost of goods. "Of course," they say, "that line is expensive. Look at the money they have spent in advertising it." That sounds a plausible argument on the face of things. Money has been expended, and just off-hand it seems reasonable enough to suppose that

this expense must be added to the cost of the goods.

Yet every merchant knows that as his turnover increases, his percentage of cost decreases, because it is spread over a larger volume of business. The firms that spend large sums of money to popularize a line, do so with the full knowledge that this publicity will mean bigger business.

One of the large orange distributing corporations has spent millions of money in cultivating the sale of citrus fruits. Yet the oranges distributed by this corporation can be bought at exactly the same figure, quality for quality, as fruit that is sold without a cent spent on advertising.

The reason is plain. This advertising campaign has increased the consumption of these oranges from ten million boxes to eighteen million, while the other selling expenses remain fairly standard. Nobody pays for the advertising. It pays for itself.

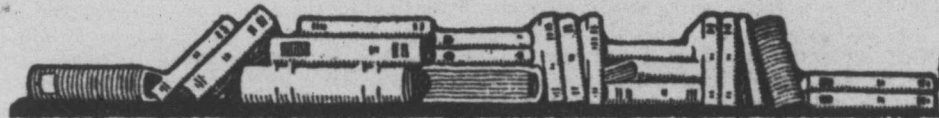
### LARGE SIZES ALWAYS SUGGESTED

**A** DRUGGIST in a small Canadian town stated to CANADIAN GROCER recently that if his store depended only on the actual demands of customers, the sales would be very skimpy compared to one, two, three and four years ago.

"We are always trying to work on the most improved methods, in salesmanship," he said. "We endeavor to increase our sales by suggestion and always offering, for instance, the largest article of its kind. We show a \$1 size bottle instead of a 50c size unless we are asked particularly for it. We figure on at least \$5 extra each day in this way. We have a list made out for the clerks and they are familiar with the largest sizes.

"Then again they are never to sell a tooth brush without suggesting tooth powder. Kidney pills go with plasters; writing paper with ink; cough syrups and cold tablets, etc. Then, too, we often take something new, for example, a new hand lotion and show it to every man and woman coming into the store that particular day. Sometimes of course we are busy and haven't the time, but we always count on making a nice additional sum each day in sales over and above what customers actually ask for."

Every merchant and salesman behind the counter should realize that the only store that can make an outstanding success in retailing, is the one that adopts this method. If only goods asked for are sold, sales during the day must naturally be limited. It is the dealer and clerk who makes the suggestion that the customer take something additional, something new, seasonable or associated with the line bought, whose sales show up to advantage when the day's work is over.



## Says Real Preference For Canada's Goods

Canada's Products Get Warm Welcome in Great Britain—Should be Permanent—Exchange Situation a Benefit to Canadian Manufacturer—Should Develop Export Knowledge

**G**EORGE S. DINGLE, managing director of the British Merchants Incorporated (Canada), Ltd., says that there is an unquestionable preference in Great Britain for Canadian goods. "When you hear the Britisher saying to mark your goods: 'Made in Canada,'" said Mr. Dingle, "you may be sure that there is a real preference, and that is just the attitude. He really wants the Canadian-made goods."

Mr. Dingle has been in touch with conditions in England, and has been there from time to time during the war. He just recently returned from the Motherland, and believes that there is good prospect for export business continuing. To what extent it can be developed and how long it will last, will, in large measure, depend upon the Canadian manufacturer himself, Mr. Dingle thinks.

### Canadian Chocolates in Demand

One of the lines which has taken well in that country, is Canadian-made chocolates. Mr. Dingle believes that there is a permanent market there for this product, and especially for the better grades. He is confident that the business can be maintained if care is exercised.

### Must Study Exporting

It will seem that the Canadian manufacturer of some products, if not of all of them, must learn a good deal regarding exporting to other countries. Mr. Dingle is sure that he must wake to the opportunity which confronts him, and if he does this, there will be little doubt as to the results. The bonds that have been so cemented as a result of the war will not soon be forgotten and now that opportunity for a practical demonstration of the extent of feeling which Canada's loyalty engendered presents itself, Mr. Dingle believes that full proof of the extent of this feeling will not be lacking.

It may be that the Canadian exporter is confronted with a brand new experience in catering to the export business that is now coming his way. In any case, he must immediately accustom himself to the change, and aggressively apply his energy to looking well after the new and profitable business that is coming his way.

"There should be standardization of packages and also a high standard of quality maintained," said Mr. Dingle. "These are important considerations that must not be overlooked."

### Cereals—Fish—Canned Goods

Questioned as to the nature of the exports that will be likely to find a ready and permanent sale in England. Mr. Dingle thought that the primary food-stuffs would be the leaders. "There will

be a big demand for canned vegetables and fruits," he said. "There is some canning done in England, of course, but this does not begin to meet requirement. Then there will be good sale for canned fish. Cereals will be very popular, and for these there will be a large sale. This, being a natural product, will be one of the big lines that ought to sell well in England right along."

### Exchange Favors Canada

"One of the big things which is favorable at the present time, when considering this matter," continued Mr. Dingle, "is that of the difference in exchange. A difference of two and one

half per cent. is a big consideration, and it works greatly to the advantage of the buyer there to purchase in Canada rather than in the United States. And just how long that unfavorable exchange situation will continue, no one can tell. It is really a benefit to Canada."

Just at the present time one of the greatest difficulties in Great Britain, Mr. Dingle said, was that of labor trouble. This took different forms, and many of those, for instance, who had been engaged in making munitions, were not now anxious to work at all, not for the present at least. It therefore meant that the British manufacturer could not get all the labor he needed, and this worked to the advantage, in a number of cases, of the Canadian manufacturer. Later on, some of the business now obtainable, would, of course, not be available, but there would be plenty of business, if it were seriously sought. It was up to the manufacturer himself to go after it with a will, and results would soon follow.

## Advise Early Orders of Prunes and Apricots

Prices on Prunes Will Probably be Favorable But Heavy Export Demand Suggests the Wisdom of Assuring Supplies—Quotation on Apricots Will Likely be High

**C**ANADIAN representatives of the California Prune and Apricot Association are not perturbed by the announcement from New York, that the independents had advanced their quotations on prune futures from a half to one per cent. per pound. The Association will not announce their price until the middle of June or the first part of July. They are continuing to book orders on the basis of the first quotation announced. The Association controls a large part of the total crop of California, and as this year the crop promises to be a bountiful one it is believed that the price will be attractive. The first price will be the best one and it undoubtedly would be a wise policy on the part of wholesalers and other dealers to book their orders at this quotation. Present prospects point to an output this year of 250,000,000 pounds, and with this in sight, there is reason to believe that the price will be a favorable one. The Packing Corporation of New York, is now quoting from 12 to 12½ cents. bulk basis, taking into account the recent advance.

Toronto representatives of the Growers' Association believe that the allotment for this country will be a heavy one, and have already booked big orders. The European demand is also expected to be expensive, as the demand for dried fruits for overseas account has developed enormously in the past few months. Dealers will do well to be assured of ample supplies for Canadian consumption.

### Removal of War Tax Would Lower Price

Another factor that would contribute to holding the price of prunes at lower

levels, is the likelihood that the Dominion Government may remove the war tax on imports, which at the present time amounts to 7½ per cent. Should this be removed it will mean a cent lower on quotations of prunes and 1½ cents on apricots.

The situation in regard to apricots is that quotations are likely to be high. The New York Packing Corporation has advanced quotations on all future apricots two cents per pound. The new crop should be on the market the end of July or early in August. Recent quotations at New York on spot apricots were 26½ cents for choice, 28 cents for extra choice and 30 cents for fancy. Sales were made at these figures.

### WILL PROSECUTE FRAUDULENT FAILURES

At a meeting of the executive committee of the Merchants' Association of Montreal held recently, a report from the committee of interested merchants was approved, and as a result, the association will undertake the prosecution of parties who defraud their creditors. The matter of fraudulent failures has always been a serious problem with merchants, and the Merchants' Association is now putting on foot a movement intended to effectively deal with it. A sum of \$25,000 will be available to prosecute any fraudulent debtor. The fund will not be actually collected, but 500 merchants will subscribe \$50 each, subject to call as required. The fund will not be called on until it has all been subscribed, but the committee in charge does not anticipate any difficulty whatever in this direction.

# Excitement Stirring in Binder Twine

Buying by Farmers' Clubs  
Results in Dealers' Cancellations—The Farmers' Proposition Has Flaws—Retailer Here to Stay.

**B**INDER twine is perhaps causing as much excitement as any other one item related to the general store trade, and the reason is not hard to find. The United Farmers of Ontario have purchased in the neighborhood of 1,000 tons for distributing to their local branches, and this quantity represents quite a percentage of the volume of binder twine sold in the province of Ontario. The result of this move has been that a greater number of retailers have sent in cancellations of their bookings with the manufacturers and are stepping out of the sales arena altogether.

Whether this attitude is the one which should be adopted without a thorough investigation into the methods under which the farmer buys his twine is just a question. It is a case of giving up the ghost when the outlook may not be quite so black as would appear from first impressions.

## Canadian Manufacturers' Stand

It might be well to point out where the Canadian manufacturers stood when approached by the representatives of the farmers with orders. The Canadian manufacturers were a unit in refusing to sell to the organization, one firm stating to CANADIAN GROCER that they had turned down an order for 600 tons. Their reason and that of the other manufacturers was simply that the dealer had handled the business satisfactorily; he was operating on a small margin, and they felt that the dealer should be protected. The Farmers' Association representative then went to Chicago, where an initial order for 600 tons, it is understood, was placed with the International Harvester Co., and this was later increased to 1,000 tons. The price at which they bought is supposed to be pretty close to that paid by the retail merchant for his supplies from the Canadian manufacturer.

## Dealers Can Compete

In talking with a representative of one of the large Canadian companies, CANADIAN GROCER was told that the dealers, by buying early, could, when selling on exactly the same basis as that governing sales by the United Farmers to their members, be in a position to compete. The transaction would not show much profit, it is true, but the business would be going through the legitimate channels.

## The Farmer's Proposition

Consider what the farmer does when

he buys through the organization. He pays 10 per cent. cash down when he places his order; the minimum amount he can buy is 50 pounds, there are no broken packages; at the tail end of the season he cannot secure one or two balls of twine to complete his harvesting, he has to arrange to come into town on the day the car arrives to take delivery.

## Not a Favorable Arrangement

Now this is not the most favorable arrangement for any buyer to be placed in with any line of goods. In the first place, should the price decline he has to pay the high price—the dealer would probably protect the farmer against a decline. The farmer buys 50 or 100 pounds of twine, whatever he considers he may need—if it is a bad season and he has 25 pounds left over he is again facing a possible decline in the price. On an advancing market this might be all right, but it seems as though the peak must have been reached and lower prices may be expected.

Then again it may be a good season—the farmer may want 10 or 20 pounds more of twine to complete operations. Where is he going to get it if the dealer is eliminated—will he want to buy 50 pounds from the association, and isn't it more than likely that he may find the association supplies exhausted? Is this a good proposition?

There is also the question of delivery. The farmer may be compelled to lose two or three hours, or even half a day, coming into town to get his twine, which will cost him more than the total value of the twine, let alone any  $\frac{1}{4}c$  or  $\frac{1}{2}c$  he might pay the merchant for carrying the stock. He also has to complete payment—there is no putting off the evil day to see how the crop turns out, and if it is a bad one, making an excuse to withhold payment of the account as he would the merchant.

## Merchant Sell on Same Basis

The merchant may say the line isn't worth handling, and that he doesn't make any money on it, but it is quite apparent when the business threatens to get away from him that he is not pleased. The way to handle the business is on the same basis exactly that the association handles it. The farmer must feel that is fair, and cannot object to the merchant operating along the same line. Probably a small premium could be charged for broken lots, and

most certainly the man wanting credit should be charged for it.

## Retailer Not to be Eliminated

In the smaller towns, depending as they do to a great extent on the farmers for their trade, the merchant may not want to antagonize them. There should be no objection to handling the business, however, in a businesslike way, and in spite of the activities of the farmers' clubs, the retailer is not going to be eliminated. Whether the merchant wants it or not there is a field for him in handling twine—where a line such as that is sold in competition with the world he cannot expect a big margin of profit. Quick turnover on a cash basis is the answer; the manufacturers have endeavored to protect the merchant—is the merchant going to carry on or let the business slide?

Prior to the war there was a considerable amount of binder twine imported from the Old Country, and it has been hinted that an effort to secure supplies in that market will be made next year.

The farmers' organizations out West have been handling twine for quite a number of years, but this is the first time that the Ontario farmer has been a factor in handling any large quantity through the organization to which he now lends his support. What the future will bring forth is still problematical.

## CALIFORNIA VALENCIA ORANGE CROP ONLY SLIGHTLY DAMAGED BY FROST

Encouraging reports come from all parts of the California Valencia orange district, indicating that no serious damage has been done in the Porterville district by cold weather to the Valencia crop. Packing will probably be under way in all houses in that district soon. According to the shippers, practically all the foothill fruit has escaped damage, and only a small percentage of the crop from the low lying lands appears to be affected.

## DAY AND MARTIN AMALGAMATION

Day and Martin, Ltd., boot polish manufacturers, have formed an alliance with the firm of Harzeaves Bros. and Co., Ltd., of Hull, England.

# CURRENT NEWS OF THE WEEK

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

## MARITIME

Thomas J. Brown, groceries and meats, Halifax, N.S., has discontinued business and has been succeeded by the Spring Garden Grocery.

## QUEBEC

Wm. Haynes, grocer, Montreal, has sold his stock.

Joseph Brown, general merchant, St. Claire, is dead.

F. W. Field, British Trade Commissioner of Toronto, was in Montreal this week.

M. A. Wick, fish producer of Anse a Bauffils, Gaspé coast, was a Montreal visitor last week.

J. A. Gagnon, Loretteville, has registered as a grocer under that name.

S. Anderson, general merchant, Aylwin, has been succeeded by Wm. Feller.

Rochon & Co., general merchants, Abbotsford, have sold to W. Richard.

Weaver & Gelinas, grocers, Three Rivers, have dissolved partnership. J. Albert Weaver has been registered in the grocery business under that name.

Alex. Davidson, for 19 years associated with Fraser, Viger & Co., Montreal, has opened a store at 4907 Sherbrooke St. West, Westmount.

The Wm. Davies retail stores in Montreal announce that they will be closed on Monday afternoons. This is their usual policy in the summer season.

C. A. Dewar of Charles Dewar & Son, general merchants, Chelsea, is dead.

The lot on the south corner of George and Wentworth streets, Sydney, N.S., has been purchased from A. N. McLennan and a modern grocery store will be erected on it by the T. F. Fortune Company.

Work is being resumed on the huge examining warehouse at Montreal, the contract being in the hands of P. Lvall & Sons. This is a huge piece of work and is urgently required, it is stated, for the purposes of the Canadian Government Customs examiners.

Antoine Limoges, of Z. Limoges, Enreg'd, wholesale produce, Montreal, was married on April 30 to Miss Bastien. The happy couple have been spending their honeymoon in New York, Chicago, and other United States points and returned to Montreal a few days ago, where they will reside.

Chas. P. MacLair, manager of the old Fraser-Viger grocery business at 211 St. James Street, Montreal, has reopened at this address, and is conducting the business under his own name. Mr. MacLair's long experience and close connection with the trade in Montreal will doubtless be of service to him in his new venture, and in which his friends will wish him every success.

## ONTARIO

Jos. Barron, Toronto, has sold to C. C. Norris.

H. E. Etwell, grocer, Hamilton, has sold out.

A. R. Phipps, St. Catharines, has sold to E. A. Doan.

Fred. Zurhurst, Toronto, has sold to W. J. Irwin.

G. C. Hardy, Toronto, has sold to F. Shouldice.

Fred. Adams, Toronto, has sold to Donnell & Perry.

Thos. Yazbeck, Wallaceburg, has sold to Jos. Chistes.

Gordon Porter, Wallaceburg, has sold to J. C. Harper.

H. E. Etwell, grocer, Hamilton, has sold to John Currie.

Arthur Henderson, grocer, Dresden, has sold to W. R. Watson.

Mrs. Louisa Rook, Toronto, has sold to Trumpour Bros.

Wiley & Wiley have opened a new grocery store at Nottawa.

Charles Genge, grocer, Glencoe, has sold to Irvine Kerr.

W. J. Strachan, grocer, Glencoe, has sold to Charles George.

George Riddell, general merchant, Culltus, has sold to E. Amer.

Stanley McKinley, grocer, Duncrief, has sold to Daniel Freeman.

Gurnett & Son, general store, Ancaster, has sold to J. E. Hill.

John Simpson, general merchant, Rockton, has sold to Wm. Wood.

E. H. Crompton, grocer, Bothwell, has sold to McMullan and McRoberts.

J. H. Drumm, grocer, Toronto, has sold to G. V. Plankenhorn.

H. W. Kniffin, general merchant, Forestville, has sold to H. Sellars.

J. Rov Kelly, general merchant, Sombra, has sold to John Brownlee.

R. Pierson, groceries and meats, St. Catharines, has sold to Hawke Bros.

L. Alexander, general merchant, Adelaide, is reported to have sold to J. Muxlow.

C. H. Wheatley has opened a new grocery store at 680 Pape Avenue, Toronto.

J. W. McGaffey, general merchant, Cottam, is reported to have sold to L. A. Nichols.

Geo. Frost has purchased the grocery business formerly conducted by H. B. Watts, 1043 Gerrard Street, Toronto.

Fire, which broke out in John Burke's general grocery store and postoffice in the village of Erindale, completely destroyed that building together with all the contents, and spreading to the Erindale Hotel, kept by George Merrydew, likewise completely destroying that and the Town Hall adjoining, entailing a loss estimated at from \$40,000 to \$45,000.

H. B. Watts, formerly of 1043 Gerrard Street, Toronto, has moved to a new store at 821 Pape avenue.

Patrick O'Dwyer, of the general store of O'Dwyer & Joy, Strathroy, died recently.

D. M. Whelan, formerly manager of the H. J. Daly Company, Ltd., in their grocery department, has joined the staff of T. J. Nagle, corner Elgin and Cooper Streets, Ottawa.

C. H. Meyer, who carried on a grocery and confectionery business at Meaford, Ont., for many years, died recently in his 59th year. He has been ailing for a long time with heart trouble.

J. B. Folk has been appointed secretary of the Grocers' section, Retail Merchants' Association, Toronto. Mr. Folk has been a travelling salesman for a number of years, having been with Telfer Bros., biscuit manufacturers, for a long time.

A meeting of the merchants of Carleton Place was held recently at Carleton Place, Ont. It was addressed by J. C. Campbell, of Ottawa, the district secretary, when it is hoped to organize a branch of the Retail Merchants' Association there.

## JOSEPH A. KILROY, WINDSOR, ONT. DIES

Was Formerly Proprietor of the City's Finest Grocery Store

Joseph A. Kilroy, who at one time owned one of the largest grocery stores in Windsor, Ont., passed away on Wednesday last in that city, in his 67th year, from an attack of pneumonia.

Born sixty-five years ago at Lockport, N. Y., Mr. Kilroy was a son of the late John Kilroy. He came to Canada in 1857, living with his parents at Maidstone, twelve miles east of Windsor.

After leaving school he took an active interest in the formation of a Labor party in Western Ontario.

He was also at one time proprietor of a weekly newspaper.

His wife, Mrs. Katherine Kilroy, and one sister, Mrs. Marion St. Louis of Detroit, survive.

## TORONTO WHOLESALE CELEBRATES GOLDEN WEDDING

Mr. and Mrs. James Lumbers celebrated their Golden Wedding on May 5.

Mr. Lumbers was born in Toronto and has spent all his life in the city and is one of the longest established business men in the community. Mr. Lumbers is still in active business and is head of one of the oldest wholesale grocery firms in the country, the James Lumbers Company, Ltd., of Front Street East, Toronto.

### THE WM. NEILSON CO. ENLARGE FACTORY

The Wm. Neilson Company, Toronto, are building an addition to their present factory on Gladstone Avenue. It will be 110 feet wide by 220 feet deep and five storeys high. It will be a steel frame construction with brick walls. The excavation work is completed and construction on the building will commence at once. It is expected to be ready by September 1.

### OFFICERS OF LUNENBURG R.M.A. ELECTED

At a meeting of the Retail Merchants' Association at Lunenburg, N.S., the following officers were elected for their local branch:

President, Geo. W. Silver.  
 First Vice-president, W. T. Power.  
 Second Vice-president, Alex. Sodero.  
 Secretary, C. J. Morrow.  
 Treasurer, L. L. Hebb.  
 Executive: J. S. Meisner, Chas. Himmelman, Moyal Smith, F. G. Smith.

### BRIDGEWATER, N.S., R. M. A. ELECT OFFICERS

At a meeting held by the Retail Merchants' Association of Canada on May 5, at Bridgewater, N.S., the following officers were elected for their local branch:

President, M. A. Doucffe.  
 First Vice-president, A. C. Barnaby.  
 Second Vice-president, Robt. Dawson.  
 Secretary, H. A. Manning (Crower Furniture Co.).  
 Treasurer, J. T. Elsworthy.  
 Executive Committee: G. A. Hubley, L. H. Hall, C. N. Crowe.

The meeting night was decided on to be the fourth Monday of each month, the first meeting to be on the 23rd of June.

Arrangements were made for a banquet to be held at the Fairview Hotel.

### NEW TORONTO WHOLESALE GROCERY SECURES CHARTER

The York Trading Co., a New Wholesale Concern Started by a Number of Retail Grocers of Toronto, Now Open for Business

Toronto, May 15 (Special).—Brief mention was made in last week's issue of a new wholesale grocery company having been formed here under the name of the York Trading Co.

Robt. Dowson, Danforth Ave., and a retail grocer of long standing, is the president, and Donald McLean, Roncesvalles Ave., who has been in the retail business in Toronto about twenty-five years, is the vice-president. James Vair is the manager. The directors are the president, vice-president, and W. J. Nicols, Queen Street East; John Blood, Huron Street, and Jerry Burns, Dundas Street East, all retailers.

President Robert Dowson stated to CANADIAN GROCER the company had secured an Ontario charter, and that while business so far was local, they would be accepting orders from anywhere in the province. The capitalization is \$100,000, shares being \$100 each.

While the directors and stock subscribers so far included only retailers, there would be no restrictions as far as shareholders were concerned. Any retailer or anyone else in good standing may purchase stock. Mr. Dowson made it clear that the stock was not restricted to retailers. He also said it was purely a wholesale grocery company buying from manufacturers and selling to retailers.

### WILL REPRESENT PACKERS

Robert J. McLaughlin of Lindsay, a member of the firm of McLaughlin, Johnston, Moorhead and Macaulay, barristers, 120 Bay Street, has been selected to represent the packers on the Board of Conciliation which will deal with the grievances of the employees.

### WITH \$2,500,000 CAPITAL

#### Business of W. C. Macdonald Reg'd Now Incorporated

Notice is appearing in the Quebec Official Gazette to the effect that Letters Patent under the Quebec Companies Act have been issued incorporating W. C. Macdonald Reg'd into a company.

The company takes over the old established business founded many years ago by the late Sir Wm. C. Macdonald, as manufacturers of and dealers in tobacco.

The partners of W. C. Macdonald Reg'd were T. Howard Stewart and Walter M. Stewart, who inherited the business in question from the late Sir Wm. C. Macdonald. It is understood that the object of incorporation is the continuation of the business by the Messrs. Stewart as heretofore, and has particularly in view the perpetuation of the name of the late Sir Wm. C. Macdonald who was so long connected therewith.

The incorporation of the business in question has no financial significance whatsoever. The capital of \$2,500,000 is held and will be continued to be held solely by the Messrs. Stewart and members of their respective families.

T. Howard Stewart is the president of the new company, Walter M. Stewart the vice-president and Thomas Caverhill the secretary-treasurer.

### HAROLD F. RITCHIE CO. TO OPEN LONDON, ENG., OFFICE

The Harold F. Ritchie Co., Ltd., 10-12 McCaul street, Toronto, dealers in grocery specialties, is about to open an office in London, England. L. J. Sheather, who has been in charge of the export end of the business in Toronto, is now on his way to England, where he will be attached to the staff of the company there. Harold F. Ritchie, who has just recently returned from the Old Country, is now in New York, in connection with the business of the firm. He expects to return to the Old Country next month.

### MONTREAL MAN WEBS

Grover S. Sargent, manager of Argyll Bute, Montreal, was married on April 23 at Emmanuel Church, by the Rev. George Adam, to Miss Louis Fee Robertson, also of Montreal. Mr. and Mrs.

Sargent spent their honeymoon in Western points and will reside in Montreal.

### TORONTO GROCERS MEET

At the regular monthly meeting of the Toronto grocers' section of the Retail Merchants' Association held this week, several matters of importance to the trade were discussed. The special committee appointed to wait on the biscuit manufacturers, in regard to securing a profitable margin on biscuits, reported that the manufacturers, had promised their hearty co-operation in the matter and would do all in their power to so regulate their prices as to make them standard to all. The report that some dealers were also underselling on charcoal was taken up, but it was pointed out that the Charcoal Supply Co. could do nothing in the matter. The company had no power to prevent the retailer from selling at an unprofitable figure if he so desired. At one time they could have refused to sell to them, but, according to the regulations of the fuel commission, they are now bound to supply them, irrespective of the fact that they undersell.

The subject of short weight bread and flour was also discussed at some length, and while some urged that the milling companies be written in regard to the matter, and informed that they will have to be responsible for short weight flour, this was considered rather a derogatory course to pursue, and a more tactful procedure was suggested. One grocer believed the best way would be to call up the mill and tell them that flour had been delivered shortweight, and ask them to come and take it away. The matter was finally left to the judgment of the individual concerned.

As a means whereby the membership of the grocers' section of the association might be increased, the secretary, J. B. Folk, outlined a plan. On his suggestion he was given power to mail 2,000 copies of an article by Henry Johnson, Jr., that recently appeared in the CANADIAN GROCER, on the subject of underselling, to prospective members.

A pure food products demonstration, to which the members of the grocers' section and their wives are invited, will be held next Monday evening. The announcement was made by the president, Robert Dowson, who was in the chair, that the by-law covering early closing was proceeding, and would soon be ready to be enforced.

### SHORT WEIGHT BUTTER IN LONDON, ONT., MARKET

The seizure by the police of London, Ont., of a quantity of short weight butter, will lead to the prosecution of several farmers, who, it is alleged, have been selling short weight in that market.

Thirty-five pounds of alleged short weight butter were seized from one seller a week ago, and this week another lot of 43 pounds was weighed and confiscated.

# NEWS FROM WESTERN CANADA

## Western

M. S. Leetham, general merchant, Harris, Alta., has sold.

Jos. Mawhinney, grocer, Frobisher, Sask., has sold to F. C. Rennie.

A. H. Lewis, of Maclure of Langley, Ltd., was in Winnipeg last week.

H. B. Greer, general merchant, Milestone, Sask., has sold to S. Cameron.

A. M. Boegel, general merchant, Waldron, Sask., has sold to F. W. Speak.

R. H. Scott, general merchant, Isabella, Man., has sold to A. E. Brod.

An official from the Brantford Scale Co., is travelling in Western Canada.

S. Baddad, general merchant, Melaval, has been succeeded by L. R. Bouchard.

Mr. Matthews, of the Barr Registers Ltd., was a visitor in Winnipeg last week.

Thomas Lee, cigar manufacturer, Winnipeg, has been laid up with a serious illness.

Lalonde & Co., general merchants, Marcelin, Sask., has advertised his business for sale.

L. Wohlman, general merchant, Perdue, Alta., has opened a branch at Harris, Sask.

Frank Mutton, general manager of the Dayton Scale Co., is expected in Winnipeg this week.

The Thompson Co., Ltd., general merchants, Bruce, Alta., have been succeeded by R. N. S. Bowen.

A. C. Gerow, general merchant, Beatty, Sask., has been succeeded by the Dafoe, Hygland Hardware Co.

W. J. Clement will have charge of the Groceteria service of the Red Deer Dairy Products Co. at Red Deer, Alta.

Mr. Philip Brotman, of Brotman Bros., Winnipeg, was in Regina and other Western points last week.

Alex. McRae of the North End store, Red Deer, Sask., has sold out the business to Mr. Wm. Mohring, of North Red Deer.

John McGie, who has been in charge of the Brumpton & Gaetz grocery department, Red Deer, Alta., is returning to Scotland soon.

Alan Screamton, son of Sdney Screamton, of Mason & Hickey, Winnipeg, won a German helmet for the best composition written in connection with the competition held by the Winnipeg "Tribune."

Pte. Chas. Waller, for some time in the employ of W. A. Carwell & Co.'s general store, Ou' Appelle, returned there recently after having been overseas for some time.

Harold F. Crone, who, for some time past, has been associated with the McLean Grocery, Moose Jaw, Sask., is leaving shortly for a three months' visit to his home in England.

Sydney Pascall, head of the well-known English manufacturing firm, makers of confectionery novelties, etc., is passing through Western Canada on a

flying visit to Canadian representatives of this firm. He will afterwards visit United States. Mr. Pascall during the war served with the British army, having held a high rank at the conclusion of hostilities.

The store formerly occupied by the late Thomas Holmes, 1330 Central Ave., Prince Albert, Sask., has been reopened by E. W. Hall, with an entirely new stock of groceries, and will be carried on in future under the name of "The Central Grocery." Mr. Hall has retained the services of Miss Ada Parker, who lately managed the business of Mr. Holmes.

A representative for CANADIAN GROCER arrived in Winnipeg this week after travelling over the Pembina Line as far as Napinka and back by Brandon. He stated that crop conditions up to the present were unusually good, the ground being in fine condition, and most of the seed in. There was sufficient moisture to give the seed a good start, and if there was no more rain for three weeks, the ground was in condition to grow the grain without another bit of rain.

Our representative stated that a large quantity of coarse grains would be going in before long. The wheat in most sections was practically all in. There was a feeling of optimism everywhere on the part of both farmers and business men on account of spring weather prospects being so good. He met one farmer at Pilot Mound, who with two seeding outfits had put in fifty-two acres a day, and have put in all together over five hundred acres. This shows that the ground was in good condition, otherwise it could not have been done.

## New Firm of Brokers

Macdonald and Adams Co. have opened as grocery brokers and manufacturers' agents at 502 Avenue Bldg., Winnipeg. G. E. Macdonald was formerly buyer for Richards & Brown Ltd., Winnipeg. Mr. R. Adams was connected with the Grain Exchange. Both have just returned from France. They have already arranged to represent some well-known lines in the West.

## FORMER TORONTO GROCERY WHOLESALER DIES IN CALGARY

John W. Lang, formerly associated with the late Thos. Kinnear in the wholesale grocery business in Toronto, and for many years head of the J. W. Lang & Co., wholesale grocers, Front street, Toronto, died suddenly in Calgary on May 3.

The deceased was born at Armagh, Ireland, in 1848, but spent practically the whole of his life in Canada.

He was a member of the Toronto Board of Trade. He was a veteran of the Fen-

ian raid, having served with the Queen's Own Rifles in 1866.

His wife predeceased him last November. He leaves two daughters and two sons.

## A. W. FORSYTH GOES TO SWIFT CURRENT

A. W. Forsyth arrived in Swift Current, Sask., from Prince Albert, to assume the management of the wholesale grocery of Macdonald-Crawford, Ltd., at the end of the month, when Neil Brown, who has held that position for some time, will assume the management of the Saskatoon branch of the same concern. Mr. Forsyth is well known in the city, having formerly been assistant manager at the Swift Current Grocery Co., for a year and a half, leaving that position to take the management of Macdonald-Crawford at Prince Albert about a year ago.

## WESTERN PICKLING WORKS MOVES QUARTERS

The Western Pickling Works, Victoria, British Columbia, of which L. D. Rines is the managing director, moved to their new quarters, 910 View Street, on May 1, from their old location, 851 Fisgard Street.

The Haggarty building is the name of the premises where the pickling works will be housed. It is three stories and basement, which gives the firm the additional room that has been urgently required for some time past.

## WESTERN FRUIT JOBBERS ORGANIZE

At a meeting of the wholesale fruit jobbers of Western Canada, held at Calgary recently, the Western Canada Fruit Jobbers' Association was formed. The object of this association, as stated by local officials, is to promote the interests of those engaged in the fruit business by, among other things, securing the standardization of grades, weights and measures, by securing more satisfactory transportation arrangements, by securing favorable legislation, etc. The statement is made that it is not intended that there should be any consideration of price fixing, and that the association will carry on the operations largely along educational lines. At the organization meeting, C. W. L. MacKelvie, manager of the Scott Fruit Co., was appointed temporary secretary, and will hold that office until the appointment of a permanent paid secretary, which will be effected at the next meeting of the association, to be held in Saskatoon on June 2 and 3.

The officers of the association are as follows: President, S. S. Savage, of

Plunkett & Savage, Calgary; vice-presidents, C. Wilkins, Victoria Fruit Co., Edmonton; B. A. Balmain, Scott Fruit Co., Regina; D. Dingle, Dingle & Stewart, Winnipeg; chairman transportation committee, A. J. Simmons, Regina; chairman legislation committee, C. Cummings, Winnipeg; chairman arbitration committee, C. W. L. MacKelvie; chairman standardization of grades, weights and measures committee, L. S. Carmichael, Calgary; chairman of shipping committee, H. Emery, Winnipeg.

The permanent secretary and offices of the association will be located at Calgary.

#### SWIFT CURRENT, SASK., HAS NEW PRODUCE COMPANY

A new produce company known as the Swift Current Produce Co., Ltd., was recently opened in Swift Current, Sask.

## Clerks' Union Favors Strike

Serious Situation Developing at Winnipeg. "Cannot Grant Demands and Maintain Business," Say Retailers

**T**HE Wholesale and Retail Clerks' Union, of Winnipeg, is taking an important part in the strike situation in this city, which, at time of writing, looks threatening. The clerks' demands were outlined in a recent issue of the CANADIAN GROCER, but the association may also lend its support to other striking unions in an endeavor to bring a settlement of their labor troubles. A vote is being taken among clerks of the retail and wholesale trade and shippers.

#### Ask 44-hour Week

In regard to the demands of the clerks for a 44-hour week, and a minimum salary of \$30 per week, it is significant that a number of grocery dealers of Winnipeg have already taken steps to improve working conditions of their employees along these lines, and they are reported as stating that they expect to have to go further in meeting the clerks' demands. These statements are credited to certain members of the local Retail Merchants' Association, and while there is nothing officially to be said it is evident that Winnipeg retailers will take into serious consideration the demands which have been made.

#### Claims Clerks' Wages Not Based on Experience

Neil Shaw, business agent of the Wholesale and Retail Clerks' Union, points out that the present scale of wages averaged \$19.00 to \$20.00 per week. He states that a clerk's wages are not based on experience, and points to a recent experience of a clerk, who after having served a considerable apprenticeship in the grocery trade, and being overseas for two years, returned to find his maximum salary was \$70 per month, on which he was constrained to support his wife and two children.

In reply to the statement of CANAD-

It is located on First Ave. East, and is under the direction of Mr. Booker.

It is the intention of the new concern to purchase all classes of produce from the farmers—eggs, butter, poultry—paying therefore the market price and offering the same to the public at current rates.

#### ACME VINEGAR CO. IN NEW QUARTERS

The Acme Vinegar Company, Winnipeg, has moved offices and factory to the plant owned by them at 1262 Selkirk Avenue. A bottling plant has been built next to the vinegar factory, the latter also having been extended. With the addition of considerable new machinery the present plant can take care of three times as much business as heretofore, and it is planned to augment the factory staff in the near future.

IAN GROCER representative that this man was not receiving as high a wage as when in the army, Mr. Shaw replied that money paid by the army was merely an allowance and not a wage.

"If the army paid wages they would have to pay the soldiers the highest wages in the world," says Mr. Shaw. Claims 54-hour Week Lowest Possible

Discussing the question of a 44-hour week, with A. E. White, general manager of W. H. Stone & Co., Ltd., retail grocers of Winnipeg, it was pointed out that a nine-hour day for six days of the week, making a total of 54 hours per week, was the shortest week which employers could possibly consider.

"With higher wages being asked, a 54-hour week is the shortest possible working time which could be established if retailers are to maintain the present margin of profit on goods sold, and meet their business expenses," says Mr. White, who further stated his belief that if most employers took their clerks into their confidence that a satisfactory working basis could be established in each individual case.

The Wholesale and Retail Clerks' Union, of Winnipeg, has a membership numbering 4,000, and is the strongest in the city. For this reason it wields considerable influence in the strike situation. Confectionery workers have voted in favor of a general strike, and a vote of bakers is being taken.

#### ENGLISH BISCUITS COMING

The first English biscuits to be exported from England since the lifting of the embargo about one month ago, are now on their way to this country. W. H. Escott & Co.'s travellers report that though prices are a little high, they are booking large orders, and it is evident that English biscuits have lost very little

favor through being kept off this market during the war.

#### ROSENSTOCK PRODUCE CO. OPENS IN WINNIPEG

The Rosenstock Produce Company has opened offices and warehouse at 132 James St., Winnipeg, where business will be conducted as buyers and exporters of all lines of produce. The company is under the management of Mr. A. Stein, who has had some twenty-three years' experience in this line in European and Asiatic countries. Mr. Stein has been in business in Egypt, Morocco, Turkey, Russia and other countries. The company has connection in Eastern Canada and Europe. The chief function of the Winnipeg office will be the purchase and exportation of butter, eggs, potatoes, seneca root, etc.

#### WORLD SHORTAGE OF SMALL FRUIT JAMS

When in Winnipeg, on a trip throughout Western Canada, James Wagstaffe, head of Wagstaffe's Ltd., jam manufacturers, made some interesting observations in regard to the jam outlook. Mr. Wagstaffe pointed out that there is an acute world shortage of strawberry, raspberry and black currant jams, but that if merchants will place their orders now they can get supplies of these small fruits. Limited stocks of these varieties are available at present, though strawberry jam is getting particularly scarce. Of course this is merely the situation as it affects pure jams, as there are fairly good supplies of mixed jams to be had. Realizing the seriousness of the situation detail men have been sent out by certain Western brokers to make matters clear to retailers, and the result is that available stocks are being rapidly distributed.

#### STICKS UP FOR THE HEN

The grocer at the corner of York and Garry, Winnipeg, is quite a humorist. "Who," he asked his customers recently on a card displayed outside his store, "could look a hen in the face and pay her less than fifty cents for such fine eggs as these?"

#### WILL NOT PURCHASE CHEESE THROUGH DAIRY COMMISSION

The Minister of Agriculture announces that a cable has been received by the Dairy Produce Commission from the British Ministry of Food, stating that it has been finally decided that the Ministry will not purchase the exportable surplus of Canadian cheese for the season 1919, and that producers and dealers should be notified accordingly. This means that the exportation of cheese will be left to private trading as in pre-war days.

The Dairy Produce Commission, through which the cheese and other produce has been handled for the past two years, will now go out of business.



# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**R**EPORTS from the grocery trade this week are satisfactory, wholesale dealers and jobbers alike declaring a steady movement of stocks. While price declines are not at all marked, and are more or less the exception, the grocery trade is gradually readjusting itself and stocks are in much better supply than a few months ago.

**MONTREAL**—Changes this week are many, and nearly all of them are upward. Tomatoes, canned, are the feature of the canned goods section, going to \$1.90 and \$2 per doz. There is a steady and heavy export demand and local consumption is fairly large. Fruits of the canned variety are firm and there is really no canned fruit or vegetable that has an easing tendency. Beans are very firm again and some supplies are less plentiful. Peanuts are up, and almonds, brazil nuts, etc., are all tending to higher levels. Rice, of the better grades, is tending to advance. Raisins have gone up in one quarter. Maple sugar and syrup are being held for high prices by the farmers, who, it seems, no sooner get a bonafide offer than they want more. This makes a decidedly nominal price basis. Coffees are advanced one to two cents per pound. Self-raising flour, cornmeal, both are higher in price and there is a firm tone to rolled oats, advances being looked for by some. Hay prices have soared to \$40 per ton. Tea prices are firm. Cabbage is up again. Oats and barley are moved higher.

Declines are made on caraway seed, celery seed, pineapples, leeks and rhubarb. Trade is good.

**TORONTO**—The market for the most part is steady and very firm this week, with comparatively few changes. A stronger tendency in rolled oats and easier quotations on some lines of spices mark the principal features in the week's changes. Golden cornmeal is also quoted higher and the position of the cereal market is generally strong with the trend inclined upwards. Peppers are quoted slightly easier and cloves and cream of tartar show marked declines. Teas and coffees are very

firm and indications from primary points are that quotations will be high. There are some low grade teas that are selling at easy prices, but the better qualities are very firm. Some lines that have been off the market for some time, and in some instances for the duration of the war, are again this week being quoted. Dromedary dates are offered at \$8. Norwegian sardines, too, are again on the market. Receipts of Turkish figs from Smyrna are soon expected.

In provisions, fresh meats show no change, the strong position of the live stock market holding prices firm. Butter is also firmer, and eggs show no indications of becoming easier. Lard and shortening are quoted higher. There is a very active demand for both. Cheese is very firm.

Receipts of new vegetables and fruits are on the increase and demand is good for the same. Ontario potatoes are selling around \$2 and \$2.10, and new potatoes from Florida are much easier, selling at \$8 per barrel. Pineapples are in good supply but prices on both Porto Ricos and Cubans are slightly in advance of last week. Strawberries are easier. Dried fruits continue at high levels and supplies are limited. Prunes are available in very small lots and quotations show advances. A feature of the dried fruit market is the easier prices on Grecian currants, at from 22 to 24 cents per pound. Jobbers have quotations on Sultana raisins, but they are inclined to be high, costing 20 cents laid down in Toronto.

**WINNIPEG**—Trading is very active with good demand for all lines. All markets are very firm with upward tendency. If present volume of business continues, jobbers predict greater difficulty securing goods than during the war. Rice is expected to soon return to highest levels reached during the war. Jam prices on new crop will be 10 per cent. higher. Coffee continues upward tendency. May be a shortage of sugar at preserving time. Numerous price declines in the vegetable market. Tea is moving rapidly. A further advance is shortly expected on Crisco.

# QUEBEC MARKETS

**M**ONTREAL, May 14—Grocery markets have ruled with a satisfactory outturn this week, and business outlook is promising. One jobber stated: "We expect a boom in the movement of groceries in June and July, and it has already started." The price tendencies are ever higher.

## Improved Are Sales Of Refined Sugar

**M**ONTREAL  
SUGAR.—Very satisfactory business continues with the refiners, speaking in a comparative sense, with the past few weeks. There is a heavier movement among the jobbers, and the sales reported are better. Strike conditions have been relieved and all refiners are operating on complete schedule. There is no change in the price basis.

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

## Tomatoes Are Up; Corn Very Firm

**M**ONTREAL  
CANNED GOODS.—Tomatoes are the featuring item for the week, there having been quite a flurry in the market, and prices scoring an advance to \$1.90 per case. There is a heavy export demand and the local movement is very good also. Prices have been firming on canned corn and there are likely to be even higher prices than those now obtaining. Fruits continue scarce and high. There is really no item in the list ruling with an easy undertone.

Canned Fruits—	
Apples, 2½s, doz.	1 40 1 65
Do., 3s, doz.	1 50 1 75
Do., gallons, doz.	4 75 5 25
Blueberries, 2s	1 90
Currents, black, 2s, doz.	4 00
Do., gallons, doz.	13 00
Cherries, red, pitted, doz.	2 90 3 20
Gooseberries, 2s, doz.	3 00
Do., 2s (pails)	2 77½ 2 80
Peaches, 20 oz., doz.	2 50
Do., No. 2	2 80 3 00
Do., 2½	3 25 3 75
Pears, 2s	2 50 2 90
Do., 2½s	3 25 3 55
Do., 2s (light syrup)	1 90
Pineapples (grated and sliced)	3 60
Do., 2½s	4 50
Plums—Lombard	2 00
Gages, Green, 2s	2 45
Do. (light syrup, 2s)	2 00
Raspberries, 2s	4 00 4 20
Do., 2½s	2 60

Strawberry, 2s	3 97½	4 20
Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	4 00	4 00
Asparagus, imported (2½s)	4 85	5 25
Beans, Golden Wax	1 95	1 97½
Beans, Refugee	.....	.....
Beets, new sliced, 2-lb.	1 40	1 42½
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s	.....	3 00
Spinach, California 2½s	.....	3 15
Do. (wine gals.)	10 00	.....
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	1 30	1 40
Tomatoes, 2½s	1 90	1 95
Tomatoes, 3s	1 95	2 00
Tomatoes, gallons	6 00	7 02½
Peas, standards	1 40	1 50
Peas, early June	1 57½	1 60
Peas, extra fine, 2s	2 30	2 35
Do., fancy, 20 oz.	.....	1 57½
Potatoes, Can. sweet, 2½-lb. tins	.....	.....
Do., 2-lb. tins	2 75	.....
Olives (in bls, 49 wine gals.), gal.	1 35	.....
Specialties	Per gal.	.....
Olive oil (pure), 1 gal. tins	7 50	.....
Do., ¼ gal. tins	8 00	.....
Do., 5 gal. tins	7 00	.....
Tomato Paste, 100 tins (case)	32 00	.....
Do., 200 tins (case)	33 00	.....
Do., 12-10 lbs.	39 00	.....
Salad oil (bls. 50 gals.), gal.	2 50	.....
Olives, Queen, gal.	1 45	.....
Canned Fish—		
Salmon—		
"Glover Leaf," ½-lb. flats	2 45	2 80
Sovereign, 1-lb. flats	4 62½	.....
Do., ¼-lb. flats	2 30	.....
1 lb. flats, cases 4 doz., per doz.	4 50	4 80
½ flats, cases 8 doz., per doz.	1 50	2 00
Chams, 1-lb. talls	2 05	2 17½
Do., ½s, flat	1 17½	1 25
Pinks, 1-lb. flat	2 25	2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, ¼-lb., doz.	1 37½	.....
Pale, 1 lb., doz.	2 37½	.....
Pinks, ¼-lb., doz.	1 62½	.....
Cohoos, 1-lb. talls	3 75	.....
Cohoos, 1-lb. flats	2 25	.....
Cohoos, ½ lbs., flat	1 75	.....
Herrings, kippers, dz. (4 dz. case)	2 25	.....
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (¼-lb.)	1 00	.....
Haddies, chicken (canned), doz.	9 00	9 25
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.	2 45	.....
White Springs (1s)	2 30	.....
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	.....
Labrador salmon, 1-lb. flat	3 60	.....
Pilchard, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	.....	1 90
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (¼s)	22 00	20 00
Oysters (Canned)—		
5 oz., doz.	2 60	.....
10 oz., doz.	4 75	.....
Jobbers, ¼-lb. doz.	2 25	.....
Do., ¼-lb. tins, doz.	3 60	3 75
Do., 1-lb. talls	8 25	.....
Do., ¼-lb. doz.	6 00	.....
Do., 1-lb. flats	8 25	.....
Lobster paste, ½ lb. tins	3 25	3 40
Sardines (Amer. Norweg'n style)	14 50	.....
Sardines (gen. Norwegian)	22 00	.....
Sardines—Canadian brands (as to quality, case	7 00	16 50
sardines, French	32 00	.....
Scallops, 1-lb. doz.	3 25	.....
Scotch Snack No. 1, dz., Montreal	2 50	.....
Do., Eastern trade	2 65	.....
Do., Winnipeg and Western	2 85	.....
Scotch Snack, No. 2, doz.	4 50	.....
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (ea 4 doz.)	6 75	.....
Clams (river) (1 lb.), doz.	1 90	.....

## Best Beans Bring Advanced Prices

**M**ONTREAL  
BEANS.—It is rather remarkable that beans should have taken the course they

have in recent weeks, for these have been in good supply. As a matter of fact it is pointed out that many cars have been sold at a considerable loss by large handlers. In any event, the demand has so improved as to have absorbed available supplies considerably, and one jobber reports a light stock of better Canadian grades. The market is firmer, with prices marked up in some quarters. Peas are also somewhat firmer.

Canadian, hand-picked, bush...	4 20	4 60
Beans—		
British Columbia	4 50	5 00
Brown Beans	3 50	4 00
Japanese	4 50	4 60
Yellow Eyes	.....	5 50
Lima, per lb.	0 10	0 14
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 00	3 50
Peas, split, new crop (98 lbs.)	.....	5 50
Peas (blue)	0 08	0 09
Barley (pot), per bag, 98 lbs.	3 50	4 25
Barley, pearl, per bag, 98 lbs.	5 00	5 75

## Peanuts May Go Up 2c; Others, Too

**M**ONTREAL  
NUTS.—A jobber stated this week that he will not be at all surprised if peanuts record a 1½c to 2c advance within a few days. There is a very firm undertone on these, and one jobber has already raised his prices, but which are within the range quoted below. Almonds are selling at over 50c per pound in New York to-day, and this is equivalent to a price of about 3c higher here, meaning that the present quotations are as low as the cost to import. All varieties of nuts are very firm.

Almonds, per lb.	0 26	0 28
Almonds (shelled)	0 53	0 55
Almonds (Jordan)	.....	0 70
Brazil nuts (new)	0 24	0 26
Brazil nuts (med.)	0 18	0 17
Filberts (Sicily), per lb.	0 25	0 27
Filberts, Barcelona	0 21	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Jumbo	0 19	0 20
Fancy	0 16	0 17
Extras	0 12½	0 14
Shelled, No. 1, Spanish	0 19	0 20
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 15	0 15½
Do., No. 2	.....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	.....	0 38
Fancy splits, per lb.	.....	0 35
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large	.....	0 60
Jumbo	.....	0 35
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 18	0 19
Walnuts (shelled)	0 72½	0 80
Walnuts (Spanish)	0 30	0 33

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

## Rice Will Advance, Say the Jobbers

**M**ONTREAL  
RICE.—Evidences point to advancing markets, for the higher grades at least, say the jobbers. One jobber has made an advance this week on one grade and other advances may come. Demand is good, and this is likely to continue, when export demand is taken into consideration.

Ice Drips—Japan (per 100 lbs.)	11 25
Carolina	13 00 13 50
Siam, No. 2	7 65 8 00
Siam (fancy)	10 50 11 00
Rangoon "B"	8 50
Rangoon OC	8 10
Mandarin	10 00
Pakling	9 00

Tapioca, per lb. (seed) .....	0 11½
Tapioca (pearl) .....	0 11½
Tapioca (flake) .....	0 11

**Raisins Are Higher;  
Dried Fruit to Firm**

**Montreal.**  
**DRIED FRUIT.**—Evaporated apples are firm, and in one quarter are advanced in price. The same applies to peaches, and apricots are firm. There is no question but that any increase of demand will result in prices being advanced. The outlook on prunes indicates that prices will rule firm on stocks now in hand, while the distant future is not so easy to define at this time. There is a very reasonable demand.

<b>Apricots—</b>		
Choice .....	0 24	0 25
Slabs .....	0 22	0 23
Fancy .....		0 30
Apples (evaporated) .....	0 18½	0 19
Peaches (fancy) .....		0 25
Faced .....	0 19	0 20
Choice .....	0 20	0 24
Extra choice .....	0 21	0 24
12 oz., per pkge. ....	0 16	0 18
Pears .....	0 20	0 22½
<b>Drained Peels (old)—</b>		
Citron .....		0 45
Lemon .....		0 36
Orange .....		0 37
Cut mixed (1-lb. cartons), dos. 4 10		4 80
In 36 ls. case .....		12 75
Cut, 10-lb. boxes (lb.) .....		0 48
<b>Raisins—</b>		
Bulk, 25-lb. boxes, lb. ....	0 16½	0 17½
<b>Managa, table box of 22 lbs., 3-crown cluster, \$5.50; 4-crown cluster, \$6.50-\$6.75; 5-crown, \$7.50; 6-crown cluster, \$7.00-\$8.75.</b>		
Can. seedless, cartons, 16 oz. ....	0 14½	0 15½
Choice seeded, 12 oz. ....		0 10½
Fancy seeded, 16 oz. pkgs. ....	0 15½	0 16
Choice seeded, 16 oz. pkgs. ....	0 13	0 17
Seedless, 11 oz. packages .....	0 11	0 13
Do., 15 oz. pkge .....	0 15	0 17
Do., bleached, 15 oz. (choice) .....		0 15
Do., (fancy) .....		0 16
Valencias, selected .....	0 11½	0 11½
Valencias, 4-crown layers .....	0 11½	0 11½
Sultanas (bleached) 50-lb. boxes .....	0 16	0 20
Currents, old pack., 15 oz. ....	0 29	0 31
Currents, Greek (bulk) .....		0 18
12 oz. ....		0 16½
50-lb. boxes, loose .....	0 20	0 23
15 oz. pkgs .....	0 20½	0 23
Pkgs. 8 oz. (20 pkgs.) .....	3 00	2 60
Pkgs. 6 oz. (50 pkgs.) .....	3 60	4 75
Pkgs. 4 oz. (70 pkgs.) .....	3 70	5 00
80 lb. Ainslia .....		0 28
12 oz. ....		0 26
Do., new .....		0 33
Cal. currants (loose) .....	0 18	0 22
Cal. "Kurrants," 15 oz. pkge .....	0 20	0 22
<b>Dates, Excelsior, per case (36-10s)</b>		
Do., Dromedary (36-10 oz.) .....	8 25	8 50
packages only, Excelsior .....		0 20
packages only .....	0 19	0 20
Do., Dromedary .....		0 22
Figs (layer), 10-lb. boxes .....	2 60	3 00
Figs, white (70 4-oz. boxes) .....		5 40
Do., (28 8-oz. boxes) .....		3 50
Do., (12 10-oz. boxes) .....		2 20
Figs (cooking), 50-lb. boxes, lb. ....		0 16
<b>Prunes—</b>		
<b>California (25-lb. boxes)—</b>		
30-40s .....		0 22
40-50s .....	0 19	0 20
50-60s .....	0 19	0 22
60-70s .....	0 18	0 20
70-80s (25-lb. box) .....		0 18
80-90s .....		0 16½
90-100s .....		0 14
50-lb. boxes, 80-90s .....		0 14½
90-100s .....	0 13	0 14
70-80s .....	0 16½	0 17
80-90s .....	0 15½	0 16½
90-100s .....	0 13½	0 14
100-120s .....	0 10½	0 11
<b>Oregon—</b>		
30-40s (25 lb.) .....		0 24
40-50s (50 lb.) .....		0 22
50-60s (50 lb.) .....		0 20
50-60s (25 lb.) .....		0 21
70-80s (25 lb.) .....		0 17½

**Syrup and Molasses  
Hold Firmly Here**

**Montreal.**  
**MOLASSES, SYRUPS.**—It is believed here that the 1918 stocks of fancy

molasses are pretty fully liquidated and that there will, from this time forward, be a considerable movement of supplies from the producers in the South. Prices have been somewhat unsettled here and there, and there was uncertainty regarding a portion of the cane production until England went into the Barbadoes market recently as a buyer. There is strong likelihood of prices being firm unless freights should lower. Syrups are steady and in fair demand. With corn price high, corn syrup is ruling high still.

<b>Jorn Syrup—</b>		
Barrels, about 700 lbs. ....		0 07¾
Half bbls. ....		0 08
Kegs .....		0 08½
2-lb. tins, 2 doz. in case, case .....		5 15
5-lb. tins, 1 doz. in case, case .....		5 75
10-lb. tins, ½ doz. in case, case .....		5 45
20-lb. tins, ¼ doz. in case, case .....		5 40
2-gal. 25-lb. pails, each .....		2 45
3-gal. 38½-lb. pails, each .....		3 65
5-gal. 65-lb. pails, each .....		5 90
<b>White Corn Syrup—</b>		
2-lb. tins, 2 doz. in case, case .....		5 65
5-lb. tins, 1 doz. in case, case .....		6 25
10-lb. tins, ½ doz. in case, case .....		5 95
20-lb. tins, ¼ doz. in case, case .....		5 90
<b>Cane Syrup (Crystal) Diamond—</b>		
2-lb. tins, 2 doz. in case, per case .....		7 00
Barrels, per 100 lbs. ....		9 75
Half barrels, per 100 lbs. ....		10 00
Glucose, 5-lb. cans (case) .....		4 80

<b>Prices for Island of Montreal</b>		
<b>Barbadoes Molasses—</b>		
Punchons .....	0 98	1 03
Barrels .....	1 01	1 06
Half barrels .....	1 03	1 08
<b>Antigua Molasses—</b>		
Punchons .....	0 95	
Barrels .....	0 98	

**Decidedly High  
Rules Maple Sugar**

**Montreal.**  
**MAPLE PRODUCTS, HONEY.**—It is stated that the farmers are asking such prices for their sugar that few buyers are coming forward to take large supplies. A very nominal price basis obtains here on both syrup and sugar, and quotations have had a very wide range. There appears to have been a fair though not a large yield this year, some districts being fortunate in the run of sap and others not so successful. Honey is steady and unchanged.

<b>Maple Syrup—</b>		
13½-lb. tins (each) (nominal) \$2 10		\$2 25
10-lb. cans, 6 in case, per case .....		15 10
5-lb. cans, 12 in case, per case .....		17 10
2½-lb. cans, 24 in case, per case .....		15 10
<b>Maple Sugar (nominal), small lots</b>		
	0 25	0 30
<b>Honey Clover—</b>		
Comb (fancy) .....		0 30
Comb (No. 1) .....		0 28
In tins, 50 lbs. ....		0 27
30-lb. pails .....		0 25
10-lb. pails .....		0 25
5-lb. pails .....		0 25
Honey—Buckwheat, tins or bbls. ....		0 22

**Spice Marked Down;  
Caraway and Celery**

**Montreal.**  
**SPICES.**—The marked down items in the spice list this week are celery seed and caraway seed. These are on an easier basis generally. Pepper has been in active demand, and large quantities have been distributed on this continent. There is therefore less inclination to lowering of quotations on peppercorns. Stocks are in good shape to meet demands, which are very good.

Allspice .....	0 20	0 22
Cassia (pure) .....	0 32	0 35
Cinnamon—		

Rolls .....		0 35
Pure ground .....	0 35	0 40
Cloves .....	0 45	0 50
Cream of tartar (French pure) .....	0 75	0 80
American high test .....	0 80	0 85
Ginger .....	0 28	0 38
Ginger (Cochin or Jamaica) .....		0 80
Mace .....	0 80	1 00
Mixed spice .....	0 30	0 32
Nutmegs, whole .....	0 50	0 65
Do., ground .....	0 60	0 65
Pepper, black .....	0 38	0 40
Pepper, white .....		0 45
Pepper (Cayenne) .....	0 35	0 37
Pickling spice .....	0 25	0 27
Paprika .....	0 65	0 70
Turmeric .....	0 28	0 30
Tartaric acid, per lb. (crystals or powdered) .....		1 30
Cardamon seed, per lb., bulk .....		2 00
Caraway (nominal) .....	0 75	0 80
Cinnamon, Canna, lb. ....		0 30
Cinnamon, per lb. ....		0 35
Mustard seed, bulk .....	0 35	0 40
Celery seed, bulk (nominal) .....	0 75	0 80
Unroasted cocoanut, in pails .....	0 21	0 23
Pimento, whole .....	0 20	0 22

**Home Market Takes  
Much Japan Tea**

**Montreal**  
**TEA.**—Reports cabled from Japan are to the effect that the early pickings of tea are pretty generally bought up for the domestic needs of the country. This means that the country of production is beginning to consume more tea of the better grades. It is surely a sign that with opening prices there about 25 per cent. higher than opening prices were in 1918, the market on these teas will rule firm. Locally there is a good movement and the tea importers and jobbers are well pleased with the immediate business and with the outlook.

Pekoe, Souelongs, per lb. ....	0 45	0 47
Pekoes, per lb. ....	0 49	0 52
Orange Pekoes .....	0 53	0 55
<b>Japan Teas—</b>		
Choice .....	0 65	0 70
Early Picking .....	0 53	0 58
<b>Javas—</b>		
Pekoes .....	0 39	0 41
Orange Pekoes .....	0 41	0 47
Broken Orange Pekoes .....	0 41	0 43
Small lots .....		11 20

**One to Two Cents  
Advance on Coffees**

**Montreal**  
**COFFEE, COCOA.**—Still higher go coffees, and this follows the definite tendencies pointed out in CANADIAN GROCER for the past few weeks. The whole condition is attributable to the Brazilian situation, and supplies of all coffees, no matter of what grade, are making record levels in the matter of price. Increases of one to two cents per pound are made. Cocoa is firm, and there is a firmer bean market. The following quotations are still in effect, however.

<b>Coffee—</b>		
Bogotas, lb. ....	0 40	0 43
Trinita, lb. ....	0 35	0 38
Mocha, lb. ....	0 37	0 39½
Mocha (types) .....	0 39	0 42
Mocha, lb. ....	0 39	0 41
Rio, lb. ....	0 33	0 35
Santos, Bourbon, lb. ....	0 38	0 39
Santos, lb. ....	0 37	0 39
<b>Cocoa—</b>		
Bulk cocoa, 200-lb. bbls., lb. ....		0 22
Do., 100-lb. bbls., lb. ....		0 23
Do., 50-lb. cans, lb. ....		0 24

## Flour is Higher, Cornmeal; Rolled Oats

**Montreal.**  
**CEREALS.**—Self-raising flour has been advanced, and this is due to the higher prices ruling for winter wheat flours. There is also a higher basis for cornmeal, and rolled oats, while unchanged, may be advanced at any time. There is a good export demand, and this has a strengthening effect on the local market. Business is fairly active.

Self-raising Flour—	
3-lb. pkgs., doz.	2 90
5-lb. pkgs., doz.	5 70
Cornmeal, Gold Dust	5 25 5 90
Barley, pearl	5 25 6 00
Barley, po., 98 lbs.	4 00
Barley (roasted)	7 50
Buckwheat flour, 98 lbs.	5 50 6 00
Cornflour, white	4 50 4 60
Rice flour	8 75 9 00
Hominy grits, 98 lbs.	5 75 6 50
Hominy, pearl, 98 lbs.	4 75 5 00
Graham flour	5 75 5 90
Oatmeal (standard-granulated and fine)	4 75 4 90
Oatmeal (packages) fine cut	5 70
Peas, Canadian, holling, bush.	4 00 5 50
Split peas (per 98 lbs.)	6 00 6 50
Rolled oats, 90-lb. bags	4 25 4 40
Rolled oats (family pack.), case	5 60
Rolled oats (small size), case	2 00
Oat Flakes (case 20 pkgs.)	5 10
Rolled wheat (100-lb. bbls.)	7 10 8 00
<b>Porrige Wheat—</b>	
Packages, 36 in case	6 00
Packages, 20 in case (family pack.)	5 80
Rye flour (Can.), 98 lbs.	5 75 6 05
Tapioca flour, lb.	0 15 0 16

## Mills Turning Out Flour; Price Firm

**Montreal.**  
**FLOUR.**—The mills are turning out a great deal of flour these days to meet export demand requiring much, and to take care of the domestic needs, requiring quite a tonnage also. Prices are decidedly firm, the export returns being 25c per barrel higher than they have been up to a week or two ago. The tendencies are to higher levels rather than to lower, but millers hope that domestic prices will not be raised. Winter wheat flour is very firm, \$11 per bushel now being asked.

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

## Feeds Still Go At Held Prices

**Montreal.**  
**FEEDS.**—Shorts and bran are unchanged, but there is still a fairly good demand. With continued good weather there will probably be a diminution in the number of orders. There is a fair sale for oat feeds and these hold on a firm basis, markets for grain being high still.

<b>Shorts—</b>	
Mixed cars	44 25
<b>Bran—</b>	
Mixed cars	42 25
Crushed oats	54 00 60 00
Barley chop	50 00 58 00
<b>Gluten Feed (22% Protein)—</b>	
F.O.B. Cardinal	54 00
F.O.B. Fort William	50 00

## Hay to be Scarce; Now \$40; Feed Up

**Montreal**  
**HAY, GRAIN.**—Unprecedented advances have been made for hay until best grades have reached \$40 per ton. There is likely to be a scarcity, say the large dealers, for there is little chance yet of getting the commodity forward from the country over present roads. Many hundreds of cars have also been shipped into the States, it is reported, and good prices are being offered there. Oats are higher this week, and barley much higher. The markets on grain have been fluctuating considerably, but the tendency has been upward for the most part.

<b>Hay, Straw, Grain (wholesale prices in car lots)—</b>	
Good, No. 1, per 2,000-lb. ton.	\$40 00
Do., No. 2	38 00
Do., No. 3	36 00
Straw	11 00
<b>Oats—</b>	
No. 2 C.W. (34 lbs.)	0 88
No. 3 C.W.	0 85
Extra feed	0 85
No. 1 feed	0 84
No. 2 feed	0 80½
<b>Barley—</b>	
No. 3 extra	1 30
No. 3	1 29
No. 2	1 (32)

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

## Pineapples Less; Berries Are Held

**Montreal**  
**FRUITS.**—Prices on fruit are quite firm for the most part. Pineapples are reduced in price and there is likely to be a favorable basis on these with larger receipts from the South. Strawberries are holding and are rather firm in price, demand for them being very good. Oranges and grapefruit are quite steadily maintained. There should be a lower basis on oranges, however, if the present easing tendencies in the South continue.

<b>Apples—</b>	
Ben Davis, No. 1	9 00 10 00
Spies	12 00 14 00
Russets	9 00 10 00
In boxes	4 75 5 75
Bananas (fancy large), bunch	5 50 6 50
Cocanuts, sack	10 00
Grapefruit (fancy Porto Rico)	4 50 5 50
Lemons (California)	4 50 5 50
Pears, Cal., eating, small box	4 00
Pears, California (110 size)	5 50
Oranges, Porto Rico	4 50 5 00
Oranges, Cal. navels, 126	6 00

## ONTARIO MARKETS

**T**ORONTO, May 13—Easier quotations on some lines of spices and a firmer feeling in the market for rolled oats are the features in the grocery trade this week. For the most part prices are unchanged, but very strong. Demand is active and the movement of stocks is satisfactory. Some lines that have been off the market for the duration of the war are again being offered.

## Ample Sugar at Steady Prices

**Toronto.**  
**SUGAR.**—Refineries are receiving ample supplies of sugar, but the movement of stocks is inclined to be a little slow. Quotations this week show no change and dealers generally do not an-

Do., 150	6 25	6 50
Do., 176	6 50	7 00
Do., 200-216	6 50	7 00
Tangerines, half boxes	4 75	4 50
Blood oranges	4 50	4 50
Pineapples (24s to 36s)	7 00	8 00
Strawberries (shorts)	0 20	0 20
Do., large	0 35	0 40

## New Cabbage, \$12.00; Leeks; Rhubarb Less

**Montreal.**  
**VEGETABLES.**—There are several changes this week, and reduced prices are in effect for leeks, rhubarb and cucumbers. On the other hand advances have been made for new cabbage in barrels, tomatoes in crates, turnips and radishes. Red onions have reached the unprecedented price per bag of \$9. Boston lettuce is firmer; but it is now quite probable that declines will come about gradually on green vegetables, for the local production will increase with warm weather. Potatoes are firm and changes that should ordinarily come at this season of the year, making a lower price basis, have not been effected.

Asparagus (doz.)	6 00	7 00
Artichokes, bag	2 00	
Beans, new string (American) basket	8 00	9 00
Beets, bag	1 00	
Brussels Sprouts (Amer.)	0 40	
Cucumbers, Boston (doz.)	2 00	
Cucumbers, Florida (basket)	5 50	
Chickory, doz.	3 00	
Cauliflower (imported), doz.	5 50	
Cabbage, bbl.	8 00	
Cabbage, new, crate	10 00	12 00
Carrots, bag	2 00	
Celery (Wash.), doz.	2 50	
Celery, crates (3-4 doz.)	9 50	10 00
Egg plant	3 00	4 00
Horseradish, lb.	0 20	
Lettuce (curly), box (3 doz.)	3 50	
Do., (4 doz.)	4 25	
Lettuce, Boston, box	4 50	
Leeks	2 00	3 00
Mint	0 60	
Mushrooms, lb.	1 75	
Basket (about 3 lbs.)	4 00	
Onions, Texas, crates	6 00	
Red, 100 lbs., bag	9 00	
Onion (Shallots), doz	1 50	
Oyster Plant	0 75	
Parsnips, bag	2 50	
Parsley (C. nadian)	0 75	
Parsley (American)	1 50	
Potatoes, Montreal (90-lb. bag)	2 00	
Potatoes (New Brunswick), bag	2 25	
Potatoes (sweet), hamper	4 00	
Romain, doz.	3 00	
Radishes, doz.	0 50	0 75
Rhubarb, doz.	1 00	1 50
Spinach, box	2 00	
Spinach, bbls.	6 00	
Turnips, per bag, Montreal	1 75	
Turnips, Quebec	2 50	
Tomatoes (hothouse), lb	6 00	
Tomatoes, crates (fancy)	8 50	
Tomatoes (choice), crate	7 00	

icipate any lower prices this summer. No shortage is feared in the busy season, and should any occur because of the heavy export demands that are likely to prevail in the next few months, dealers believe it will be short-lived and will not create any hardship as far as the market in these parts is concerned.

St. Lawrence, extra granulated ..... 10 16

Acadia Sugar Refinery, extra granulated. 10 16  
 Can. Sugar Refinery, extra granulated... 10 16  
 Dom. Sugar Refinery, extra granulated... 10 16  
 Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s. 45c; cartons, 50/2s, 55c.

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

**Golden Cornmeal**  
*Again Advances*

Toronto.  
**CEREALS.**—Golden cornmeal is again quoted higher and marks the only change in the cereal market this week. It is now selling at from \$5.50 to \$6 in 98's. Fancy yellow cornmeal is quoted at from \$5.25 to \$5.50.

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

Above prices give range of quotations to the retail trade.

**Molasses and Syrups Are Steady**

Toronto.  
**MOLASSES, SYRUPS.**—No changes are reported in the prices on molasses and syrups this week. The market is strong at the recent advance. Supplies are ample and the inquiry is of fair proportions. The market for cane syrups is also firm.

Corn Syrups—			
Barrels, about 700 lbs., yellow, per lb.		\$0 07½	
Half barrels, ¼c over bbls.; ¼ bbls. ¼c over bbls.			
Cases, 2-lb. tins, white, 2 doz. in case		5 65	
Cases, 5-lb. tins, white, 1 doz. in case		6 25	
Cases, 10-lb. tins, white, ½ doz. in case		5 95	
Cases, 2-lb. tins, yellow, 2 doz. in case		5 15	
Cases, 5-lb. tins, yellow, 1 doz. in case		5 55	
Cases, 10-lb. tins, yellow, ½ dz. in case		5 45	
Cane Syrups—			
Barrels and half barrels, lb.	0 08		
Half barrels, ¼c over bbls.; ¼ bbls. ¼c over bbls.			
Cases, 2-lb. tins, 2 doz. in case		7 00	
Molasses—			
Fancy, Barbadoes, barrels	1 10	1 15	
Choice Barbadoes, barrels		1 00	
West India, bbls., gal.		0 44	
West India, No. 10, kegs		6 50	
West India, No. 5, kegs		3 25	
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90	
Tins, 3-lb., table grade, case 2 doz., Barbadoes		6 75	
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30	
Tins, 10-lb., ½ doz. to case, Barbadoes		5 20	
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00	
Tins, No. 3, baking grade, case or 2 doz.	4 70	6 50	
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20	
Tins, No. 10, baking grade, case of ½ doz.	3 60	6 00	
West Indies, 1½s, 48s	4 60	6 95	

**Rolled Oats Are Inclined Higher**

Toronto.  
**PACKAGE GOODS.**—Corn flakes in cases of 36's are selling at from \$3.60 to \$4.25. The tendency in the market for rolled oats is towards higher levels, although most dealers have not changed their price lists this week. The market for rolled oats is very firm and the probability is that quotations will be higher.

PACKAGE GOODS		
Rolled Oats, 20s round, case		\$5 60
Do., Do., 20s square, case	5 10	5 60
Do., Do., 36s, case		4 00
Do., Do., 18s, case		2 00
Corn Flakes, 36s case	3 60	4 25
Shredded Wheat, 36s, regular, case		4 50
Porridge Wheat, 36s, regular, case		6 00
Do., Do., 20s, family, case		5 80
Cooker Package Peas, 36s, case		3 60
West Indies, 1½s, 48s	4 60	6 95
Cornstarch, No. 1, lb. cartons	0 11	0 11½
Do., No. 2, lb. cartons		0 09½
Canada Laundry Starch		0 09½
Laundry Starch, in 1-lb. cartons		0 11½
Do., Do., in 6-lb. tin canisters		0 12½
Do., Do., in 6-lb. wood boxes		0 12½
Potato Flour, in 1-lb. pkgs.		0 16

**Quotations on Rice Show Firmness**

Toronto.  
**RICES.**—Quotations on rice show firmness, and the quality of the offerings continues more or less of an inferior nature. A few weeks ago the Canadian market was pretty well supplied with rice, but at the present time such is not the case, and consequently the market is stronger. Texas, fancy rice, is quoted unchanged at from \$12.50 to \$13. Siam, fancy, per 100 pounds, is offered at from \$9.50 to \$10.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	11 00	11 25
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	9 50	10 00
Siam, second, per 100 lbs.	9 00	10 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.		8 75
Do., Simiu		11 00
Do., Mujin, No. 1		10 50
Do., Pakling		10 00
White Sago	0 11½	0 12
Tapioca, per lb.	0 11½	0 12

**Brazil Nuts Are Quoted at 19 Cents**

Toronto.  
**NUTS.**—New Brazil nuts are being quoted by Toronto dealers this week. They are offered at 19 cents per pound. These are the first that have been on the market for some time. The situation in nuts is very firm, and the price trend is upwards. Shelled walnuts are now quoted at from 80 to 85 cents per pound and shelled almonds at from 52 to 55 cents. The market for nuts is active, all dealers reporting a brisk demand.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.		0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.		0 30
Cocoanuts, Jamaica, sack		10 00
Peanuts, Jumbo, roasted	0 20	0 21
Brazil nuts, lb.		0 19
Shelled—		
Almonds, lb.	0 52	0 55
Filberts, lb.	0 44	0 46
Walnuts, lb.	0 80	0 85
Peanuts, Spanish, lb.	0 17	0 18
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	0 75	0 80

**Rising Prices on Canned Goods**

Toronto.  
**CANNED GOODS.**—The situation in canned goods shows little change from last week. It is still one of rising prices and scarce supplies. Salmon is very scarce, prices remaining unchanged with the market very firm. It is very hard to secure in any quantities. Canned lobster is extremely high. It is now coming on the market, and reports are to the effect that the pack will be a small one. Some dealers state that it will be 20 per cent. higher than a year ago. There is now no Canadian corn available, but American corn is being offered at \$2. It is reported of better quality than that which has heretofore been offered. The supply of canned tomatoes is diminishing, and prices are stiffening. Prices are somewhat higher, 2's selling up to \$2. The continued wet weather is said to be having a damaging effect on the pea crop, which is one of the earliest to be sown. The rain is rotting them in the ground, and drier weather is needed to ensure a good crop for next year.

Canned fruits have been pretty well cleaned off the market. There are practically no supplies among the dealers. New strawberry jam made from this season's imported berries is quoted at \$1.10 for a four quart pail. Quantities are of course very small.

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

Canned Vegetables—			
Beets, 2s.	1 90	2 30	
Tomatoes, 2s	1 92½	2 00	
Peas, standard	1 50	1 95	
Peas, early June	1 67½	2 25	
Beans, golden wax, doz.	2 00	2 10	
Asparagus tips, doz.	3 42½	3 45	
Asparagus butts	2 00	2 02½	
Corn, American, 2s, doz.		2 00	
Pumpkins, 2½s	0 95	1 00	
Spinach, 2s, doz.		1 90	
Do., 2½s, doz.	2 52½	2 80	
Do., 10s, doz.		10 00	
Succotash, 2s, doz.	2 30	2 35	
Pineapples, sliced, 2s, doz.	3 20	3 50	
Do., shredded, 2s, doz.	3 00	3 02½	
Rhubarb, preserved, 2s, doz.	2 07½	2 10	
Do., preserved, 2½s, doz.	2 65	2 67½	
Do., standard, 10s, doz.	4 50	4 52½	
Peaches, 2s		2 87½	
Pears, 2s	2 35	2 87½	
Plums, Lombard, 2s	1 97½	2 22½	
Plums, Green Gage	2 17½	2 37½	
Raspberries, 2s, H.S.		4 50	
Strawberries, 2s, H.S.		4 50	
Blueberries, 2s	2 10	2 35	
Preserved Fruits, Pint Sealers—			
Peaches, pint sealers, doz.	3 40	3 45	
Jams—			
Apricot, 4s, each		0 84	
Black currants, 16 oz., doz.		4 00	
Do., 4s, each	0 98	1 10	
Gooseberry, 4s, each		0 84	
Peach, 4s, each		0 82	
Red currants, 16 oz., doz.		3 45	
Raspberries, ½ oz., doz.	3 90	4 25	
Do., 4s, each	1 02	1 10	
Strawberries, 16 oz., doz.	3 90	4 25	
Do., 4s, each	1 08	1 10	

**Grecian Currants Now on Market**

Toronto.  
**DRIED FRUITS.**—Prunes and apri-

cots continue a very scarce commodity among the wholesale trade. Some of the dealers have 50's and 60's, selling at from 22 to 24 cents per pound. Evaporated apples are very scarce and are being pretty well cleaned up. They are selling at 20 cents per pound. There is an easier tendency in the market for currants. Grecian currants are now coming in small shipments. They are selling at from 22 to 24 cents per pound. Raisins are very scarce and inclined to be high. There are now practically no extra fancy sulphur bleached raisins. Thompson's seedless in bulk are selling at from 16 to 18 cents per pound. Some brokers have received quotations on Sultana raisins. These are of fine quality but the price is almost prohibitive. Brokers state that they would cost 20 cents per pound laid down in Toronto. Dromedary dates that have been off the market now for some time are again being quoted, prices being around \$8 per case. No quotations are available on Turkish figs yet, but dealers expect to quote them shortly.

Apples, evaporated, Ontario	0 20	.....
Apricots, unpitted	0 16 3/4	.....
Do., fancy, 25s	0 30	.....
Do., choice, 25s	0 23	0 30
Do., standard, 25s	0 22 1/2	0 26
Candied Peels, American—		
Lemon	0 38	0 43 1/2
Orange	0 46 1/2	.....
Citron	0 47	.....
Currants—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 20	0 21
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case	7 00	.....
Dromedary dates, 3 doz. in case	8 00	.....
Figs—		
Taps, lb.	.....	.....
Malagas, lb.	.....	.....
Comadre figs, mats, lb.	0 14	0 15
Cal., 4 oz. pkgs., 70s, case	5 00	.....
Cal., 8 oz., 20s, case	3 25	.....
Cal., 10 oz., 12s, case	2 25	.....
Prunes—		
30-40s, per lb.	0 25	.....
40-50s, per lb.	0 23 1/2	.....
50-60s, per lb.	0 22	0 24
60-70s, per lb.	0 16	0 17
70-80s, per lb.	0 14 1/2	0 16
80-90s, per lb.	0 13 1/2	0 14 1/2
90-100s, per lb.	0 11 1/2	0 12 1/2
100-120s, per lb.	0 11 1/2	.....
Peaches—		
Standard, 25-lb. box, peeled	0 20	.....
Choice, 25-lb. box, peeled	0 23	.....
Fancy, 25-lb. boxes	0 24	.....
Practically peeled, 25-lb. boxes	0 22 1/2	.....
Extra choice, 25-lb. box, peeled	0 26	.....
Raisins—		
California bleached, lb.	0 17	0 18
Extra fancy sulphur bleached, 25s	0 17	0 18
Seedless, 15-oz. packets	0 15 1/2	0 16
Seeded, fancy, 1-lb. packets	0 14	0 15
Seeded, 15 oz. packets	0 15	0 16
Seedless, Thompson's, bulk	0 16	0 18
Seedless, 16-oz. packets	0 16	0 18
Do., Bakers, Thompson's, 50s	0 16	0 18
Crown Muscatels, 25s	0 14	0 16

**Beans Are in Active Demand**

Toronto. BEANS.—Supplies of beans that have been more or less plentiful for some months are diminishing, and while the prices quoted show no change, there is a firmer feeling in the market. Demand is good and stocks are selling well. Ontario, 1-lb. to 2-lb. pickers, bu. \$.... 4 00 Do., hand-picked ..... 4 25 Japanese Kotenshi, per bush. .... 4 50 Rangoons, per bushel ..... 3 00 Limas, per lb. .... 0 11 1/2 0 12

**Firmer Prices Shown in Teas**

Toronto. TEAS.—There is a generally firmer

feeling in the market for teas, and while quotations as far as the Toronto market is concerned are unchanged, indications at primary points are that prices are strengthening. Prices, however, show a great variance according to the quality of the tea, and according to the stocks dealers have on hand. Some dealers are offering some of the inferior grades down as low as 35 cents per pound, and the better grades at from 50 to 60 cents, while others declare their best teas cost 45 and 50 cents laid down in Toronto. The bulk of the cheaper grades among Toronto dealers are selling at from 45 to 47 cents. These are mostly Java teas blended with Indian Ceylon teas. Most of the better grades are quoted at from 58 to 62 cents.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 54	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 40	0 45
..... and Chinas—		
Early pickings, Japans	0 53	0 55
Second pickings	0 48	0 50
Hyson Thirds, lb.	.....	0 45
Do., Seconds	0 50	0 55
Do., sifted	0 60	0 65

**Sharp Decline is Shown in Cloves**

Toronto. SPICES.—Several changes are noted in quotations on spices this week. The tendency is downward. Cloves have declined to 50 cents per pound. Black pepper is selling at from 38 to 40 cents per pound, and white pepper at 47 cents. A sharp decline has taken place in cream of tartar, American high test, two-ounce packages, in cases of one dozen, selling at \$1.40.

Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	.....	0 50
Ginger	0 30	0 45
Herbs—sage, thyme, parsley, mint, savory, Marjoram	0 10	0 10
Pastry	0 35	0 40
Pickling spice	0 22	0 30
Mace	0 80	1 10
Peppers, black	0 38	.....
Peppers, white	.....	0 47
Panrika, lb.	0 60	0 65
Nutmegs, select, whole, 100	0 45	0 50
Do., 80s	.....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole	.....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 70	0 75
Tumeric	.....	0 30
Cream of Tartar—		
French, pure	0 75	0 80
American high test	.....	1 40
2-oz. packages, doz.	.....	1 50
4-oz. packages, doz.	.....	1 50
8 oz. tins, doz.	.....	6 75

**New Vegetables Are in Brisk Demand**

Toronto. VEGETABLES.—Ontario potatoes are slightly easier again, the majority of the dealers quoting them at \$2 per bag. Western potatoes are being sold around \$2.25 per bag. New potatoes from Florida are being offered much cheaper this week at from \$8 to \$8.50 per barrel. The domestic vegetables have been pretty well cleaned up and there is not a great deal of demand for them, the consumer now preferring the fresh stuff. New cabbages are selling at from \$9.25

to \$9.75 per crate according to the size. The market for onions is very firm. First quality Texas onions are selling at \$5.25 per crate. There are very few Canadian onions to be had and dealers quoted Canadian yellow onions in 75 pound bags at \$7. Florida cucumbers are selling at from \$4.25 to \$4.75 per hamper. Mexican tomatoes are offered this week for the first time in four basket carriers at \$4.75. Florida tomatoes are arriving in good quantities and range all the way from \$6.75 to \$8.50 according to the size of the crate. Canadian asparagus is selling in eleven quart baskets at from \$4 to \$4.50.

Asparagus, Cal., 12 large bunches to case	6 00	\$7 00
Can. Asparagus, 11 qt. baskets	4 00	4 50
New beets, hamper	.....	3 00
Cabbage, large crate	9 25	9 75
Cauliflower, Cal., per hamper	.....	3 50
Do., Oregon, large flat crate, 10 to 18 heads	.....	5 50
Celery, Florida, 3s to 6s, 8s	7 50	8 00
Carrots, bag	.....	1 75
Do., Imported, hamper (3 doz. bunches)	.....	3 00
Cucumbers, 7 doz. (imported)	4 25	4 75
Do., Do., domestic	.....	5 00
Boston hothouse cucumbers, doz.	2 50	2 75
Leamington hothouse cucumbers, 11-qt. basket	2 50	3 50
Lettuce, head, Cal. Iceberg, 4 to 5 doz. case	.....	4 50
Do., Do., Florida, 30 head to hamper	.....	4 50
Do., leaf, doz.	0 35	0 50
Onions, Can., Yellow, 75-lb. bag	.....	7 00
Do., green Shallots, doz.	.....	1 00
Do., Texas, crate	5 25	5 50
Parsnips, bag	.....	0 75
Parsley, large bunches, doz.	.....	1 00
Peppers, green, doz.	1 00	.....
Potatoes, Sweet, Louisiana, hamper	.....	2 50
Potatoes, Ontario, bag	2 00	2 10
Spinach, hamper	.....	2 50
Tomatoes, Florida, fancy case	8 50	9 00
Do., Do., choice, case	7 75	8 00
Do., hothouse, No 1, per lb.	0 20	0 45

**Pineapples Sell Freely at Stronger Prices**

Toronto. FRUITS.—Porto Rico pineapples are arriving in good quantities now and are selling freely. Prices this week are a little firmer, selling at \$7.50 for all sizes. Cuban pineapples made their first appearance this week, 18's 24's and 30's selling at \$6. and 36's at \$5.75. There is a good demand for pineapples now for preserving purposes. Strawberries are being offered plentifully at from 30 to 32 cents for quarts, quotations being much easier than last week. Grapefruit is not very plentiful these days. There is some California grapefruit in 64's, selling at \$5.75 per box and some 48's that are quoted at \$5. Lemons are selling at from \$4.75 to \$5 per box. The market for oranges is unchanged this week, prices ruling steady with those quoted a week ago. Canadian apples are now off the market, but Washington winesaps are quoted at \$6 per box.

Apples—		
Do., Winesaps, box	.....	\$6 00
Bananas, per lb.	0 07	0 07 1/2
Grapefruit—		
Florida 54s	.....	5 75
Cuban, 46s	.....	4 75
Do., 54s	.....	5 00
California, seedless, 64s	.....	5 75
Do., Do., 48s	.....	5 00
Oranges—		
California navel, 100s	.....	5 00
Do., 12s	.....	5 75
150s, 170s, 200s, 210s, 250s	.....	6 50
Do., 170s	6 75	7 00

Do., 200s, 216s, 250s	7 25
Valencias—	
150s, 176s, 200s, 216s, 250s	6 75
288s	5 50
324s	5 50
Lemons, Cal., 270s, 300s, case	4 75

Rhubarb, doz. bunches	1 50
Pineapples—	
Porto Rico, 24s, 30s, 36s, case	7 50
Do., 36s, case	6 75
Strawberries, quarts	0 30
Do., quarts	0 40

## WINNIPEG MARKETS

**W**INNIPEG, May 12—Trade continues to be very satisfactory in the market. Despite advancing prices in many lines there is a good buying movement which indicates good conditions among the retail trade.

### Advance Continues in Coffee Market

**Winnipeg.**  
**COFFEE.**—The production of Santos coffee has fallen off greatly, according to authoritative reports received, and a steadily advancing market may be looked for. The withdrawal of the blacklist is also making its effect felt. The increased demand for coffee, due to prohibition and the destruction to the Brazilian coffee crop by frosts, are also big factors in increasing prices. It was recently stated by John W. Olson, president of the Chicago Retail Tea and Coffee Dealers' Association, that better grades of coffee will be forced up 100 per cent. Following quotations show an advance in Mexican, Bogota, and Costa Rica coffees;

Green Coffee—		
Rio, No. 7	0 26	0 28
Santos, fine old crop	0 30	0 32
Bourbon		0 30
Mexican	0 36	0 38
Bogota A	0 36	0 38
Costa Rica	0 37	0 40

### Further Advance Likely in Crisco

**Winnipeg.**  
**CRISCO.**—Following the recent advance of 70 cents per case on crisco, several jobbers report that another advance is expected very shortly. Prevailing prices are \$11.15 per case of 36 one-pound tins, and per case of 12 three-pound tins, with deduction of 5 cents per case in 5 case lots.

### Tea Market is Moving Rapidly

**Winnipeg.**  
**TEA.**—There is a continued good demand for tea, and with the opening up of this market a firmness is being reflected in prices. Retailers generally appear to be moving the tea stocks carried in excess of normal needs during the war. Prices are unchanged this week, but higher quotations may be looked for before long.

Tea—		
Souchongs	0 40	0 42
Pekoe	0 42	0 44
Broken Pekoe	0 44	0 48
Broken Orange Pekoe	0 48	0 50

### Many Declines in Vegetable Market

**Winnipeg.**  
**VEGETABLES.**—Head lettuce has again declined and is now being quoted as low as \$4.00 per case. Cauliflower has advanced to \$4.00, as predicted in these columns. No Florida tomatoes are now on this market. Mexican tomatoes are quoted at \$6.50 to \$7.00. Wash-

ington asparagus has declined to \$4.00 per box. Washington spinach is quoted at \$1.50 to \$2.00 and radishes at \$4.50 per box. Green onions have also declined. Beets and carrots are very scarce and there is little to offer.

Cucumbers, doz.	3 50	4 00
Cabbage, Cal., new		0 10
Cabbage, lb., local		0 06
Beets		0 07
Carrots		0 07
Head Lettuce (case)		4 00
Turnips		0 04
Onions, silvers and yellows, lb.	0 04	0 05
Radishes, box, wash.		4 50
Parsley, imported, doz.		0 90
Celery (case)		10 00
Cauliflower, doz.		4 00
Potatoes, 10-20 bush. lots, bush.		0 90
Tomatoes	6 50	7 00
Onions, green, box		3 00
Asparagus, box, Wash.		4 00
Spinach, Wash., box	1 50	2 00

### Strawberries Up; Cherries on Sale

**Winnipeg.**  
**FRUITS.**—Strawberries from Arkansas and Tennessee are being quoted in a slightly higher range than was the Florida fruit. Washington rhubarb has taken another decline of \$1.00 per 40 lb. box. Apples are practically cleaned up. Some express shipments of cherries are on this market at prices ranging from \$7 to \$8 per box. Larger shipments are expected very shortly. California grapefruit is quoted at \$5.50 per case, while Florida fruit ranges from \$6 to \$8 per case, according to size.

Oranges	7 00	8 00
Lemons, Cal.	5 00	7 00
Bananas, lb.	0 08½	0 09
Strawberries, case, qts.	7 00	8 00
Rhubarb (Man. hothouse)		0 18
Rhubarb (Washington), 40 lb. box		2 50
Grapefruit, Ca., case		5 50
Grapefruit, Florida, case	6 00	8 00
Cherries	7 00	8 00

### No Decline in Spices

**Winnipeg.**  
**SPICES.**—Spice stocks in the United States are well cleaned up and no decline in prices is anticipated. The spice season is now coming on and only limited quantities are available. The decrease in freight rates is counterbalanced by the recent advance in the primary markets.

### Shortage of Sugar Possible

**Winnipeg.**  
**SUGAR.**—No change of importance is looked for in the sugar market before the fall, when overseas demand will be felt. Some jobbers point to the possibility of a shortage of sugar at preserv-

ing time. The Cuban sugar crop this year will be worth \$492,000,000, as compared with \$355,000,000 last year, providing favorable weather continues. It is expected that considerable time will elapse before the production of beet sugar in Europe approaches its pre-war importance.

### New Pack Jams Will Be 10% Higher

**Winnipeg.**  
**JAMS.**—Prices on the new pack of pure jams are expected to be about 10 per cent. higher than those prevailing at present. There is a world shortage of jams, particularly small fruit lines such as strawberry, raspberry and black currant. Limited stocks of these lines are available on this market, and a local broker has detail men calling on retailers to point out the necessity of arranging for supplies while such are to be had. This situation applies to pure jams however, as there are larger supplies of mixed jams to be had.

### Rice Will Return to Highest Levels

**Winnipeg.**  
**RICE.**—The rice market has firmed up and jobbers predict that this market is likely to return to the highest levels reached at any time during the war. Prices are unchanged this week, as follows:

Rice—		
Extra fancy, Japan, 100-lb. bags		0 13½
Fancy Japan, 100-lb. bags		0 12½
Siam, 100-lb. bags		0 08½
Tapioca, lb.		0 11½
Sago, lb., in sacks		0 10½
Less quantities		0 10½

### New Crop Dried Fruits Very High

**Winnipeg.**  
**DRIED FRUITS.**—Nearly all lines of dried fruits are off the market in California until the new crop comes in, when prices will be very high. Apricots, which were selling at 5 cents per pound, are being quoted at 36 cents for the new crop. New peaches are also very high. A local jobber states to CANADIAN GROCER that he is buying raisins now for selling in the Fall of 1920. The demand is great and as a shortage is in sight some packers have stopped booking orders for these lines. There is a particularly heavy demand for new crop raisins.

Prunes—		
40-50s, 25-lb. boxes, per lb.	0 20	0 22
50-60s, 25-lb. boxes, per lb.		0 19½
60-70s, 25-lb. boxes, per lb.		0 18½
70-80s, 10-lb. boxes, per lb.		0 18½
80-90s, 25-lb. boxes, per lb.		0 16½
70-80s, 25-lb. boxes, per lb.		0 17½
90-100s, 25-lb., boxes, per lb.		0 15
90-100s, 10-lb. boxes, per lb.		0 16
Peaches, choice, 25-lb. boxes		0 21
Apricots, choice, 25-lb. boxes		0 26
Do., standard, 25-lb. boxes		0 23
Raisins—		
Muscateles—		
1 Crown, 25-lb. boxes		0 14
Seeded—Bulk, 25-lb. boxes		0 13
Pears, extra choice, 25-lb. boxes		0 22
Apples, 50-lb. boxes		0 18
Apples, 25-lb. boxes		0 18½
Apples, 10-lb. boxes		0 19
Currants, 50-lbs., 3-crown		0 19

(Continued on page 46)

# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., May 14.—Crisco again advances, this time 35 cents. Heavy advance on lard is also looked for this week. Boneless back bacon is 2 cents higher; other cuts running from half to cent and half advance. Cheese, 32 to 34c. New laid eggs are from \$14.00 to \$14.50. Ninety to a hundred prunes are now quoted at 15 cents, though some arriving next week will be around 18c. A car of Tennessee strawberries arrived yesterday and is selling: quarts, \$12.00 a crate. Navel oranges practically cleaned up. Valencias, \$7.00 to \$8.00. California grapefruit, \$6.50, this variety being only kind now on the market. Oleomargarine advanced a half cent.

Beans, B.C.	7 00	7 50
Flour, 98s. per bbl.		10 50
Rolled oats, 80s	3 50	3 60
Rice, Siam, cwt.	8 50	8 50
Rice, China mat., No. 1	4 90	
Do., No. 2	3 95	
Tapioca, lb.	0 11	3 12½
Sago, lb.	0 11	0 12½
Sugar, pure cane, granulated cwt		11 82
Cheese, No. 1, Ontario, large	0 32	0 34
Butter, creamery, lb.	0 59	0 60
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case		20 70
Eggs, new-laid, local	14 00	14 50
Tomatoes, 2½s, stand. case	3 60	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Apples, gals., Ontario, case	2 75	3 00
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted		6 40
Apples, evaporated, 50s, lb.	0 20	
Do., 25s, lb		0 20½
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.		0 23
Prunes, 90-100s		0 15
Do., 60-70s		0 21
Do., 40-50s		0 24
Salmon, pin, tall, case	9 00	10 25
Salmon, Sockeye, tall, case		
Do., halves	18 00	19 00
Potatoes, per ton	30 00	32 00
Oranges, Valencias	7 00	8 00
Lemons, case	6 00	6 50
Grapefruit, California		6 50

## Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., May 14.—There has been a heavy export of eggs from this district, about twenty cars having been shipped within past two weeks. Prices are higher f.o.b., Regina, 47c. Jobbers, 48½c; retail, 50 to 55c. Receipts are not improving. Butter declined two cents, and creamery is 58 cents. All pork products advanced last week with prospects of another advance this week.

Hogs, live weight, are bringing 21 cents on the local market, which constitutes a record. Crisco is up 70 cents a case. A couple of cars of Louisiana strawberries have arrived and are commanding \$10 for 24 quarts. Cuban pineapples are due to arrive on Thursday and will sell from \$7 to \$8.50 per case. 24's, 40's and 36's at \$8.50; and 42's, \$7.50; and 48's, \$7.00. The last of the navel oranges are coming in now and the price ranges from \$7 to \$8.50.

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

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., May 14.—Butter and eggs are again easier this week, eggs, being quoted at 46 to 47c; case, 44 to 45c. Butter, creamery, 50 to 52c; dairy, 46 to 48c; tub, 44 to 45c. Ordinary cornmeal is somewhat higher, \$3.70 to \$3.80. Lard has also advanced, pure, 36½c; compound, 29c. Evaporated apples are selling 20½ to 21c. Potatoes have also advanced and are quoted at \$4.00. Grapefruit, \$6.50 to \$8.00. Bananas, \$9 to \$10. Apples, \$5.75 to \$6.00. Bermuda onions, 4.50 to \$5. There are no Canadian onions on the market.

Flour, No. 1 patents, bbls., Man.	\$12 54
Cornmeal, gran., bags	5 75
Cornmeal, ordinary, bags	3 70
Rice, Siam, per 100	8 75
Molasses	0 88
Sugar—	
Standard, granulated	10 05
No. 1, yellow	9 55
Cheese, Ont., twins	0 31
Eggs, fresh, doz.	0 46
Eggs, case	0 44
Breakfast bacon	0 38
Butter, creamery, per lb.	0 50
Butter, dairy, per lb.	0 46
Butter, tub	0 44

Margarine	0 33	0 35
Lard, pure, lb.		0 36½
Lard, compound		0 29
American clear pork	56 00	60 00
Beef, corned, 1s		4 90
Tomatoes, 3s, standard, case		3 90
Raspberries, 2s, Ont., case		8 80
Peaches, 2s, standard case		6 00
Corn, 2s, standard case		4 30
Peas, standard case		2 90
Apples, gal., N.B., doz.		4 00
Strawberries, 2s, Ont., case		8 20
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoos	14 50	15 00
Chums		8 50
Evaporated apples, per lb.	0 20½	0 21
Peaches, per lb.		
Apricots, per lb.	0 24	0 25
Potatoes—		
Natives, per bbl.		4 00
Onions, Can., bag		5 00
Do., Bermuda, per crate	4 50	5 00
Lemons, Cal.	6 50	7 00
Oranges, Cal., case	6 50	7 50
Grapefruit, case	6 50	8 00
Bananas, per lb.	0 09	0 10
Apples, box	5 75	6 00

## WEEKLY MARKET REPORTS

(Continued from page 45)

### Little Change in Canned Goods

Winnipeg. CANNED GOODS—The local market is firm with very little change being made in quotations. Some jobbers anticipate a shortage of certain lines of canned goods at harvest time.

Corn—	
2s	\$4 45
Peas—	
Standard, 24 x 2's	3 20
Tomatoes—	
2½s, Can.	3 75
3 95	
Peaches—	
Heavy Syrup, 24 x 2s	5 30
Pears—	
Light syrup, 24 x 2s	3 90
Plums—	
Lombard, light syrup, 24 x 2s	4 00
Lombard, heavy syrup, 24 x 2's	4 10
Strawberries—	
2s	8 15

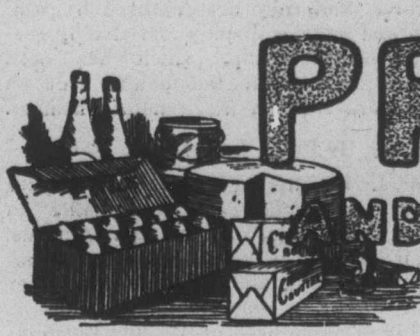
### Higher Beans With Signing of Peace

Winnipeg. BEANS—The bean market continues very firm. Beans constitute one of the staple lines which are expected to find a big market in European countries when the Peace Treaty has been signed and trade begins to resume its normal course. A particularly heavy trade in beans is expected to be commenced with Russia. For this reason higher prices are predicted before very long. This week quotations are unchanged at \$4.25 per bushel for fancy white beans.

### BRITAIN ALSO MAY BE SHORT ON BARLEYCORN

Distillers of whiskey in the United Kingdom are threatening to refuse supplies if an increased tax on the manufacture of spirits is imposed in the forthcoming budget, without provision for an increase in the present retail price of





# PRODUCE AND PROVISIONS

## High Butter Prices Likely to Continue

General World Shortage the Underlying Reason—Canada Has Met Heavy Demand and Has Depleted Her Stocks for American Use

**T**HE sharp advance that characterized butter a week or so ago, and the strong feeling that is still evidenced in this product has given rise to a good deal of comment and of criticism of the agencies distributing butter.

As a matter of fact, however, the gradually mounting price was but another indication of the bare state of the world's cupboards. The world's butter stocks are abnormally light, and the great producing countries have, in many cases, not been factors on the market for some years past. Denmark, Scandinavia and Russia were heavy exporters of butter in the years prior to the war, and from these countries Britain and other European countries less favored in that regard were wont to draw their supply. But during the past years the great dairy herds of these countries were largely slaughtered. Meat was too urgently needed, and feeds were too high to leave much room for thoughts of the future of their great industry.

The result of this condition has of course been that other countries, notably Canada and the U. S., have been compelled to take up the work of supplying England and allied Europe with butter.

### World Shortage Affects Price

As long as there is a shortage of butter in Europe prices will remain high, and it is to be remembered that once the peace terms are signed, Germany, who for years past has been denied these necessary fats, will be on the market, and will make still further demands on the world's already none too abundant supply. During the period of the war the shortage of butter and fats of all kinds in Great Britain and on the Continent became so severe as to cause actual suffering, and even to-day supplies are very limited. The resources of North America in this direction were drained to the utmost during the war, and to-day we find ourselves at the opening of another season with our storehouses depleted and the demand, which it is impossible to fill, as insistent as ever. In the United States the scarcity during the past month has been as acute as in Canada owing to the fact that less

butter than usual was stored for home consumption in order to ship as much as possible to the hungry people overseas.

### Government Requisitioning Assured High Price

As far as Canada is concerned, the first step towards the present high prices was the action of the Government last fall when they commandeered six weeks' make of butter from our factories and shipped it overseas. Since the winter dealers have been obliged to supplement their stocks from other quarters. American buyers have been in the same fix and have actually become large purchasers of Canadian butter. Butter was brought in from New Zealand at New Zealand prices, but not sufficient quantities to ease the situation. It was indeed this factor that brought about the spectacular advance of a week or more ago. This buying demand from across the line is a serious matter that must be faced if Canada is to retain a sufficient supply of butter to meet her domestic needs.

### Use of Margarine Equals Exports

As the case now stands the use of margarine pretty well equalled the export of butter. Figures for the nine months ending February of this year showed a total export of 12,358,996 pounds and imports of 1,486,343. During the same period there was imported 4,031,612 pounds of margarine and 8,000,000 pounds were produced in the country, so that it would appear that but for the use of margarine there would have been no exportable surplus of butter.

Dr. R. J. McFall, commissioner of the cost of living, is of the opinion, according to his published statement, that the remedy for the butter situation in Canada consists in the reimposition of the regulations as to export and profit limitation. He would not ban exports but he would limit the export to the quantity which can be spared. It would seem that this is about the only way whereby price of butter can be kept anywhere near normal.

## STRIKING PACKING HOUSE EMPLOYEES RETURN TO WORK

After being out on strike four days, a settlement was finally reached between the employees and officials of the various Toronto packing plants, and the men returned to work on Monday morning of this week after the plants had been idle just a week. While the closing of these large plants certainly caused some inconvenience and a certain shortage of supplies, there was no great hardship as a result of the dispute, and fortunately the striking workmen were content to await developments without resorting to violence.

The packing house officials, too, were content to await the turn of events, which they were confident would soon end the dispute. The businesses of all the concerns suffered considerably owing to the enforced inactivity, and heavy export business was held up.

Had the strike continued for any length of time it would have been necessary for the plants to use strikebreakers to avoid serious losses. Fortunately, however, the decision to accept the findings of a commission of investigation was made before any such action was deemed necessary.

While the week's loss of business has put plants behind in their local business and will undoubtedly occasion some delays and difficulties, there is little doubt but that this condition will remedy itself in a very short space of time.

## PRODUCE COMPANY WOUND UP

An order winding up the Dominion Produce Co., Ltd., of which G. T. Clarkson has been receiver, was made at Osgoode Hall, by Mr. Justice Middleton, on the petition of Isaac W. Steinhoff. The company was incorporated last October, and continued in business until March 24. The assets are \$12,000, and the liabilities \$35,107, leaving a nominal deficiency of \$27,000. Among the assets are the premises at 30 Claremont Street. A reference is directed to Official Referee J. A. C. Cameron.

## NO ENGLISH PEEL

There is not expected to be any exportation of peel to this country from England for some time yet, and Canadian packers are taking steps to supply the grocery trade with peel again this year.

## Manitoba Merchants Favor Margarine

Enquiries Sent to Upwards of One Thousand Merchants Result in About Ninety Per Cent. of the Merchants Declaring Themselves in Favor of the Product

OVER a thousand grocers and general dealers in Manitoba have been asked to state whether they were favorable to the sale of oleomargarine. About ninety per cent. of the replies were to the effect that the public should be able to purchase oleomargarine if they so desired. The doubtful replies came from dairying districts, where merchants replied that they were unable to answer the question, as there was no demand for it.

The investigation was made by J. H. Curle, of the Manitoba Branch of the Retail Merchants' Association. It resulted from a letter received from Mr. Trow-

ern, the Dominion Secretary, who stated that there was a strong movement on foot at Ottawa aimed at the prohibition of the importation of oleo. A special grocers' committee had reported favorably on the sale of margarine, particularly in view of the high cost of butter. Manitoba was asked to state what the view was there, and for that reason all grocers and general merchants were circulated.

As a result of the investigation. Mr. Curle wired Mr. Trowern as follows: "Grocers favor sale oleomargarine particularly when butter is so high priced."

### TO ASSURE SUPPLY OF MEAT

LONDON, May 6.—The British Board of Trade have appointed a committee to consider the means of securing sufficient meat supplies for the United Kingdom at reasonable prices, with special regard to the development of meat production in the United Kingdom and in the British Overseas Dominions, and to the protection of British markets and of producing countries within the Empire from domination by foreign organizations.

### HALIFAX PROSPERED DURING WAR

High Prices For All Fish Stuff and Widely Enlarged Markets for These Products Caused General Prosperity

All classes of business in Halifax enjoyed an extraordinary degree of prosperity during the war, and there has been a great accumulation of wealth there. The high prices of all fish stuffs during the war made prosperity among the fishermen and those engaged in the fish business very widespread. Supplies of Norwegian and Scotch cure were cut off from West Indies and South America, and the war also curtailed the supply of Pacific coast fish; the result was a great advance in prices in the Lunenburg catch.

The war brought greater prosperity to the fishermen and fish exporting houses of Nova Scotia than at any time since the American revolution. The market is now very bare of dry fish for the export trade; but there is a lot of pickled fish held on which some one is liable to suffer a very heavy loss. The fish were bought at as high as eleven dollars a barrel, and there are said to be from twenty to twenty-five thousand barrels held in Halifax, which show a loss of nearly seven dollars a barrel.

Canadian herring only displaced the Norway cure because of war conditions. The Norway catch is made from January

to June; and with the war over will be available for the markets which it formerly controlled, and which its superiority to the Canadian cure can quickly regain. At the first of the year, holders of herring were looking for very high prices to be assured them; but the feeling now is that there will be a loss of around one hundred and fifty thousand dollars on herring.

### FAVOR EXCLUSIVE BRANDS OF CONFECTIONERY

(Continued from page 31)

said this informant. "The quality of this candy is good and we push it altogether. It is always good, and our customers are well satisfied with the line we have been selling them."

One of the points developing here also, was that of a good margin of profit carrying with this brand. It had proven an inducement in the firm's deciding to handle it, and larger sales were developing all the time.

It is worthy of note that the brand got behind by Bray Bros., is different from the one Limoges Bros., of Montreal, are featuring. Both brands have been advertised to the general public. Both merchants are satisfied with the quality and profit made; but each has actually been SOLD on a different brand—illustrating convincingly the influence of the retail dealer in marketing a product.

The Lea Grocery, Simcoe, Ont., devotes a great deal of attention to the sale of boxed confectionery, and handles three different lines. They find, however, the bulk of their sales to be in the ——— line, as these are the goods that they have specialized in. They have a good sale in the other lines, and where the candies are not asked for by name they are inclined to sell one of the other two lines in order to keep their stock equalized. These three lines were stocked because they were considered the best pro-

curable, and they are featured by window and interior display and also by personal salesmanship, which has been largely responsible for making this an important item in the general business.

### Ask By Price Rather Than Name

W. J. McCully, Stratford, Ont., handles two lines of chocolates and makes an attractive display in individual dishes. Their experience has been that customers ask for certain priced goods rather than a certain name. Indeed, there is no brand name used at all, and the lines are chosen because they are believed to be good, and have been found to satisfy the trade of the store. Mr. McCully states that though there is no name used in the sale they do not change the brand, unless in their judgment, they can give a better value at the price.

W. E. Preston & Co., Midland, Ont., handle ——— exclusively, giving as their reason that, as far as their knowledge goes, the manufacturer is the largest of the kind in Canada.

B. G. Brown, Collingwood, Ont., who does a very substantial business in candies, stocks two lines, but finds the bulk of his trade is in ———. In fact till a short time ago this was the only line he carried. The second line was stocked not because of any demand but because the traveler that called on him induced him to try it. While Mr. Brown specializes on this one line, he states he is not obliged in any way to sell it. As a proof of this he has on various occasions, when a good price was offered, and he considered the goods of good quality, stocked other lines and had no difficulty in disposing of them satisfactorily.

### Various Reasons For Selections

The longer these investigations are conducted, the more convincing becomes the evidence that the retail dealer, by his attitude towards a particular brand of goods, can either make it or mar it as far as his customers are concerned. He usually picks out one brand—or at the most two or three—which he gets behind. This is the line that shows up strongest on his purchase and sales sheets during the year, because at every opportunity he suggests it or hands it out to customers. His most important reason for selecting any given article is his knowledge of the quality. He knows that unless it has the "staying" powers his customers will refuse it the second time; but once he is convinced of the quality—other things being equal—he gets behind it.

Sometimes it is difficult to choose on the quality basis alone. Then several other considerations come into his selection. For instance, his knowledge of the size and reliability of the manufacturer; the appearance of the package; the appearance of the goods inside; the margin of profit; the personality of the traveling salesman; the proximity of the manufacturer, etc., etc. It is on these and other points that the merchant wants information about goods he is asked to buy and sell.

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

**M**ONTREAL, May 13—The hog and cattle markets are firm this week, although hogs eased away during the past week. Some of the cuts, both beef and pork, are moved higher. Cured meats, barrelled pork and cooked meats are also higher. Lard and shortening are firm, as is also margarine. Butter has been fluctuating in price and the same scored several points advance since last report. Cheese tendencies are firm, the demand being active locally, and export outlook being good. Eggs are up 2c per doz. Poultry is firm. Fish are likely to be lower still, fishing on the sea coasts being good and tendencies are that more favorable prices will rule, especially on lobsters, halibut, salmon, etc.

### Hogs Quite Steady; Various Cuts Up

**FRESH MEATS.**—The hog market has fluctuated during the week, but there is rather a higher price basis than that obtaining a week ago. Prices on abattoir stock, live, are ranging at \$21.50, to \$22 per cwt. There is a fair delivery and a readiness to take supplies. Revision has been made on many of the various cuts, both pork and beef ruling higher for the most part. There is a seasonable trade.

Hogs, live	21 50	22 00
Hogs, Dressed—		
Abattoir killed, small, 65-90 lbs.	31 00	32 00
Sows (heavy)		26 00
Hogs (country dressed)	28 00	29 00
Fresh Pork—		
Leg of pork		0 87
Leg of pork (trimmed)		0 83½
Loins (trimmed)		0 43
Tenderloins, lb.	0 46	0 48½
Spare ribs		0 24
Trimmed shoulders	0 27	0 28
Fresh Beef—		
(Steers and Heifers) (Cows, Lamb, Veal)		
\$0 29 \$0 34	Hind quarters	\$0 27 0 30
0 17 0 22	Front quarters	0 17 0 20
0 42 0 44	Loins	0 35 0 38
0 32	Ribs	0 30
0 19	Chucks	0 18
0 30	Hips	0 29
Calves (as per grade)	0 16	0 22
Lambs, 30-40 lbs. (whole carcass), lb.		0 34
No. 1 Mutton (whole carcass), lb.		0 25
Sheep	0 20	0 26

### Cured Meats Higher; Barrel Pork Too

**CURED MEATS.**—Hams and bacon are firm in tone, and the prices have been moved up somewhat. There is a tendency to higher levels while pork holds on its present levels, and little evidence exists of the undertones being weaker. Various grades of barrel pork are firmer.

Medium, smoked, per lb.—		
(Weights), 12-14 lbs.		0 41½
14-20 lbs.		0 41½
20-25 lbs.		0 37½
25-35 lbs.		0 34½
Hacks—		
Plain	0 43	0 48
Boneless and trimmed		0 56
Bacon—		
Breakfast, per lb. (as to qual.)	0 44	0 45½
Roll, per lb.	0 35½	0 38

Dry Salt Meats—		
Long clear bacon, ton lots	0 29½	0 30½
Long clear bacon, small lots	0 30½	0 31½
Fat backs, lb.		0 32
Barrel Pork—		
Canadian short cut (bbl.) 30-40 pieces		68 50
Clear fat backs (bbl.) (40-50 pieces)		67 50
Heavy mess pork (bbl.)		54 50
Bean pork (bbl.) (American) (60-80 pieces)		53 00

### Price Went Up on Cooked Meats

**COOKED MEATS.**—Higher prices are in effect for some of the cooked meats, those containing pork being generally affected. Cooked ham is moved up, and there is a higher price level for jellied ox tongue. Jellied pork tongues are quoted at 24c per lb. There is a steady demand.

Head Cheese	0 13	0 15
Meat loaf with macaroni and cheese lb.		0 29
Choice jellied ox tongue		0 52
Jellied pork tongues		0 42
Ham and tongue, lb.		0 32
Veal and tongue		0 25
Hams, roast		0 53
Hams, cooked (American)	0 50	0 54
Shoulders, roast	0 44	0 48
Shoulders, bottled		0 44
Pork pies (doz.)		0 85
Blood pudding, lb.		0 12

### Much Lard Sold Prices Are Held

**LARD.**—Prices are very steadily held on lard, and there is a steady, heavy demand, notwithstanding the fact that brick price is quoted 36c. The tendency is that prices will be high, although any decline on pork would result in some shading of lard prices.

LARD, pure—		
Tierces, 400 lbs., per lb.		0 35
Tubs, 50 lbs., per lb.	0 35¼	0 35½
Pails, 20 lbs., per lb.	0 35	0 35½
Bricks, 1 lb., per lb.		0 36

### High Shortening, But Demand Good

**SHORTENING.**—Although the price of 29c for compound lard is a high one, there is quite a steady trade in the line, and supplies are held in ample quantities to meet the needs of the consumer. There is little new to state, and the mar-

ket will be governed much by the undertone of lard.

Tierces, 400 lbs., per lb.	0 27	0 27½
Tubs, 50 lbs.	0 27	0 27½
Pails, 20 lbs., per lb.	0 27½	0 28
Bricks, 1 lb., per lb.		0 29

### Is Steady Sale For Margarine

**MONTREAL MARGARINE.**—Demand continues very satisfactory for margarine, and a great many cases are sold. The popularity of this line is continually manifesting itself, and there will be a good sale right along, it is expected. Prices are quite steadily held in this market.

Margarine—		
Prints, according to quality, lb.	0 35	0 38½
Tubs, according to quality, lb.	0 32	0 34½

### Butter Regains; Much Comes Forward

**MONTREAL BUTTER.**—Prices are somewhat higher again on butter, from the levels reached last week. The demand is extra heavy, and there is a good export market in the States, to which, it is understood, quantities have been sent forward. There is a big make of butter now and yet the demand continues very heavy. Prices are scarcely likely to remain as high as they have been, with the advent of good grass-producing weather.

BUTTER—		
Creamery prints, fresh made		0 57
Creamery solids, fresh made		0 56
Dairy prints		0 49
Dairy, in tubs, choice		0 48

### Cheese May Firm If Open Trading

**MONTREAL CHEESE.**—There may be a firmer position for cheese, if the governmental restrictions are removed this year, and which some now look for. There is a great deal of interest in the production of the various factories, and this means that the output is likely to be in lively demand. Such a condition will tend to firm the prices. At present there is no change.

Cheese—		
Large, per lb.		0 28
Twins, per lb.		0 29
Triplets, per lb.		0 30
Stilton, per lb.	0 30	0 32
Fancy, old cheese, per lb.		0 29

### Eggs Are Up 2c; Many Are Stored

**MONTREAL EGGS.**—Notwithstanding the heavy receipts, eggs are in heavy and constant demand. Many thousands of dozens have been candled, and this means that the receipts are quickly disposed of. It is also stated that free export has been the order of the day for some time, and that this is continuing. There is a firm undertone to the market.

EGGS—		
New-laid		0 52
Selects		0 54

## No Low Poultry While Big Demand

Montreal

**POULTRY.**—While the domestic and export demand for poultry continues as active as it is now, there is little probability of low prices prevailing. Stocks are in fair shape, and there has been a steadiness of outgo which, means that there is little surplus here at the present time. There are no actual changes this week.

Chickens, roast (3-5 lbs.)	0 39	0 40
Chickens, roast (milk fed)	0 44	0 45
Broilers (3-4 lb. pr.)	0 44	0 47
Brome Lake	0 50	0 51
Young Domestic	0 43	0 44
Turkeys (old toms), lb.	0 50	
Turkeys (young)	0 50	
Geese	0 32	0 33
Old fowls (large)	0 38	
Old fowls (small)	0 34	

## Fish Plentiful With Lower Prices

Montreal

**FISH.**—Interest is awakened in fish, in that prices tend to lower on the fresh varieties. There has been a little upward tendency on one or two lines, but the main varieties, such as halibut and salmon, being in better supply, are tending downward. If the supplies keep up, there is little question but that the undertone will be easier and prices less. Lobsters are very much lower, and this is really the height of the season for them. It is a question if prices will be less than they now are on these. Lake fishing is still delayed, there being ice in the larger lakes adjacent to the mountains. The New York expressmen's strike has prevented free delivery from outside.

### FRESH FISH

Caro, per lb.	0 09	0 10
Bullheads (dressed)	0 15	
Gaspereaux, each	0 06	
Haddies	0 13	0 14
Fillet Haddies	0 18	
Haddock	0 07 1/2	0 08
Halibut, Eastern	0 21	0 22
Halibut (Western)	0 20	0 21
Steak Cod	0 10	0 11
Market Cod	0 07	0 08
Flounders	0 10	
Prawns	0 35	
Pike—lb.	0 12	0 13
Live lobsters	0 24	0 25
Boiled lobsters	0 20	0 22
Salmon (B.C.) per lb., Red	0 20	0 30
Lake trout	0 19	0 20
Mackerel	0 20	0 20 1/2
Shrimps	0 30	0 35

### FROZEN FISH

Gaspereaux, per lb.	0 06 1/2	0 07
Halibut, large and chicken	0 20	0 21
Halibut, Western	0 22	0 23
Halibut, medium	0 22	0 23
Haddock	0 07 1/2	0 08 1/2
Mackerel	0 14	0 16
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 05 1/2	
Whitefish, small	0 11	0 12
Sea Herrings	0 07 1/2	0 08
Steak Cod	0 08	
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17 1/2	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	0 22	
Lake Trout	0 19	0 20
Tom Cods, per bbl.	3 50	4 00
Lake Herrings, bag, 100 lbs.	6 00	
Alewires	0 05 1/2	0 06

### SALTED FISH

Codfish—		
Codfish, large bbl., 200 lbs.	\$20 00	
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	
Codfish, No. 2, 200 lb. barrel	17 00	

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

### PICKLED FISH

Herrings (Scotch cured), barrel	11 25	12 00
Scotia, barrel	12 00	
Do., half barrel	6 25	
Mackerel, barrel	34 00	
Salmon, Labrador (200 lbs.)	26 00	
Salmon, B.C. (200 lbs.)	24 50	
Sea Trout (200-lb. bbls.)	25 00	

Turbot (200 lbs.)	17 00	
Codfish, tongues and sound, lb.	0 15	
Eels, lb.	0 16	0 17

### OYSTERS

Cape Cod, per barrel	16 00	
Hatouche, per barrel	15 00	
Scallops, gallon	4 50	
Can No. 1 (Solids)	2 50	
Can No. 3 (Solids)	7 50	
Can No. 5 (Solids)	12 50	
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	9 00	

### SUNDRIES

Paper Oyster Pails, 1/4 per 100	1 75	
Crushed Oysters Shell, 100-lbs.	\$1 60	
Paper Oyster Pails, 1/4-lb. per 100	2 25	

## ONTARIO MARKETS

**TORONTO, May 13**—There is a firmer feeling in the butter market this week, in sympathy with the upward tendency in Montreal quotations. Eggs, while continuing in good supply, are also higher. Large quantities are being bought for storage. Fresh meats and pork products are for the most part unchanged from last week.

## Fresh Meats Hold at Firm Prices

Toronto.

**FRESH MEATS.**—Quotations on fresh meats this week are practically unchanged from the preceding week. Prices on live hogs are still hovering around \$22, and as long as such figures prevail there is little likelihood of easier quotations on cuts of meat. Beef, too, is holding up well, and lamb and veal also are steady.

### FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	\$27 50	\$29 00
Live, off cars, per cwt.	22 50	
Live, fed and watered, per cwt.	22 25	
Live, f.o.b., per cwt.	20 75	21 00

Fresh Pork—

Legs of pork, up to 18 lbs.	0 34	0 38
Loins of pork, lb.	0 40	0 41
Tenderloins, lb.	0 46	0 47
Spare ribs, lb.	0 20	0 21
Picnics, lb.	0 27	
New York shoulders, lb.	0 28	
Montreal shoulders, lb.	0 29	
Boston butts, lb.	0 33	

Fresh Beef—From Steers and Heifers—

Hind quarters, lb.	0 26	0 30
Front quarters, lb.	0 16	0 19
Ribs, lb.	0 24	0 30
Chucks, lb.	0 13	0 18
Loins, whole, lb.	0 34	0 38
Do., short, lb.	0 38	0 42
Hips, lb.	0 25	0 27
Cow beef quotations about 2c per lb. below above quotations.		

Calves, lb.	0 18	0 25
Lambs, whole, lb.	0 29	0 35
Sheep, whole, lb.	0 22	0 25

Above prices subject to daily fluctuations of the market.

## Hams and Bacon Are Unchanged

Toronto.

**PROVISIONS.**—The market for hams and bacon, while very firm, is for the most part unchanged from a week ago. Ordinary breakfast bacon is selling well at from 42 to 43 cents per pound, and fancy breakfast bacon at from 48 to 50 cents. The strong position of the market for live hogs keeps the market on hams and bacon very firm, and prices, dealers state, are not likely to see much easier levels for some time at least.

Hams—

Medium	0 39	0 42
Large, per lb.	0 32	0 37
Backs—		
Skinned, rib in	0 48	0 50

Boneless, per lb.	0 50	0 52
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Bacon—

Breakfast, ordinary, per lb.	0 42	0 43
Breakfast, fancy, per lb.	0 48	0 50
Roll, per lb.	0 34	0 36
Wiltshire (smoked sides), lb.	0 39	0 40

Dry Salt Meats—

Long clear bacon, av. 50-70 lb.	0 30	0 31
Do., aver. 70-100 lbs.	0 29	0 30
Fat backs, 16-20, lb.	0 29	
Out of pickle, prices range about 2c per pound below corresponding cuts above.		

Barrel Pork—

Mess pork, 200 lbs.	60 00	
Short cut backs, bbl., 100 lbs.	60 00	
Pickled rolls, bbl., 200 lbs.		
heavy	57 00	59 00
Do., do., do., lightweight.	59 00	60 00

Above prices subject to daily fluctuations of the market.

## Roast Hams Are Slightly Higher

Toronto.

**COOKED MEATS.**—There is a very firm feeling in the market for cooked meats although prices show very little change from last week. Roast hams, without dressing, are quoted a little higher at from 54 to 55 cents. Head cheese is quoted at 15 cents per pound. Choice jellied ox tongue is quoted at from 53 to 54 cents per pound.

### COOKED MEATS

Boiled hams, lb.	\$0 53	\$0 54
Hams, roast, without dressing, lb.	0 54	0 55
Shoulders, roast, without dressing, per lb.	0 46	0 47
Head Cheese, 6s. lb.	0 15	
Meat Loaf with Macaroni and Cheese, lb.	0 24	0 25
Choice Jellied Ox Tongue, lb.	0 53	0 54
Pork and Tongue, lb.	0 34	

Above prices subject to daily fluctuations of the market.

## Margarine Holds at Steady Prices

Toronto.

**MARGARINE.**—There is a good demand for margarine at steady prices. The more plentiful supply of butter and the easier prices of the same have had very little effect on the demand for margarine, and the product continues to sell well.

Margarine—

1-lb. prints, No. 1	0 34	0 35
Do., No. 2	0 31	0 32
Do., No. 3	0 27	0 29
Solids, 1c per lb. less than prints.		

**Shortening is  
in Brisk Demand**

**Toronto.**  
SHORTENING.—Quotations on shortening this week are very firm, prices ranging from 27¼ to 28 cents per pound tierce basis. There is a very active demand for shortening.

Shortening, tierces, 400 lbs., lb. . . . \$0 27¼ \$0 28  
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1¼-1½c higher than tierces.

**Butter is Again  
Slightly Firmer**

**Toronto.**  
BUTTER.—The market for butter has become firmer again following the weakness that developed in the trade last week. Higher prices are reported at Montreal and these have had their effect on the Toronto market. Dealers here are paying 52 cents per pound at the creamery. Creamery prints are selling to the trade at from 54 to 55 cents, and dairy prints at from 46 to 48 cents.

**Butter—**

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

**Lard Strong at  
35 Cents Pound**

**Toronto.**  
LARD.—The market for lard has advanced this week and dealers now are quoting 35 cents per pound. The demand is almost greater than the supply and this has caused the upward tendency. The firm position of prices in regards to all pork products is also a factor.

Lard, tierces, 400 lbs., lb. . . . . 0 35  
In 60-lb. tubs, ¼c higher than tierces, pails, ½c higher than tierces, and 1-lb. prints, 2c higher than tierces.

**Prices Quoted on  
Eggs Are Higher**

**Toronto.**  
EGGS.—Receipts of eggs are still very plentiful, but there is a decided firmness to the market. Large supplies are being stored. Dealers are paying from 44 to 45 cents for them in the country. New laids are selling to the trade at from 49 to 50 cents.

**Eggs—**  
New laids in cartons, doz. . . . . 0 50 0 52  
New laids, doz. . . . . 0 49 0 50  
Prices shown are subject to daily fluctuations of the market.

**Poultry Quiet;  
Prices Are Firm**

**Toronto.**  
POULTRY.—There is no change in the poultry market, the trade being generally quiet and demand a little slow. Frozen poultry is largely supplying the trade. Prices are firm and supplies are ample for the trade.

**Fresh Halibut is  
Now Arriving**

**Toronto.**  
FISH.—Fresh sea halibut is now coming forward freely and is selling to the trade at from 22 to 23 cents per pound. There is no fresh lake herring being offered, but offerings of the fresh in-

land water fish are fairly plentiful. Fresh mullets are selling at 5 cents per pound and sun fish from around Trenton are also being sold. Lake trout is easier this week at from 17 to 18 cents per pound.

**FRESH SEA FISH**

Cod Steak, lb.	\$0 11	\$0 12
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 09	0 10
Halibut, lb.	0 22	0 23
Flounders, lb.	0 07	0 10

**FRESH FROZEN SEA FISH**

Cod Steak, lbs.	0 09
Do., market, lb.	0 05 0 07 ½
Flat Fish, B.C., lb.	0 10
Flounders, lb.	0 08 0 10
Gaspereau, lb.	0 05 ½ 0 07
Haddock, lb.	0 07
Halibut, medium, lb.	0 22 0 23
Do., chicken, lb.	0 20 0 21
Do., large, lb.	0 21 ½ 0 22
Herring, lb.	0 06 0 07
Mackerel, lb.	0 11
Salmon, Cohoe, lb.	0 19
Do., Qualla, lb.	0 12 ½ 0 15
Do., Red Spring, lb.	0 23 0 24
Do., Gaspe, lb.	0 24 0 23
Smelts, No. 2, lb.	0 09
Do., No. 1, lb.	0 17
Do., Extra, lb.	0 25
Tomcods, lb.	0 07

**FRESH LAKE FISH**

Lake herring, lb.	0 12
Trout, lb.	0 17 0 18

Whitefish, lb.	0 23	0 25
Mullets, lb.	0 05	0 05
<b>FROZEN LAKE FISH</b>		
Herrings, Lake Superior	0 03	0 03
Do., Lake Erie, lb.	0 06	0 06 ½
Mullets, lb.	0 07	0 08
Pickrel, lb.	0 14	0 15
Pike, round, lb.	0 07	0 08
Trout, lb.	0 17	0 18
Tullibee, lb.	0 09	0 10
Whitefish, lb.	0 11	0 11

**Price Tendencies on  
Cheese Are High**

**Toronto.**  
CHEESE.—Now that there is no fixed price for cheese possible, it is being sold in the open market and prices thus far this season are showing a rising tendency. The market is cleaned right out of old cheese. New large cheese is ranging from 28½ to 31 cents. New Stiltons are quoted at from 31 to 32 cents. High prices were paid on all the cheese boards last week.

**Cheese—**  
Old, large . . . . . \$0 34 0 35  
New, large . . . . . 0 30 0 31  
Stilton (new) . . . . . 0 31 0 32  
Twins ½c lb. higher than large cheese. Triplets 1½c higher than large cheese.

**WINNIPEG MARKETS**

**W**INNIPEG, May 12—There is a very firm feeling noted in all produce lines. Hogs remain firm at the recent figures of last week, while butter and eggs are in a very firm position. There is only a nominal demand for poultry. Fish is considerably cheaper.

**Upward Tendency  
in Egg Market**

**Winnipeg.**  
EGGS.—There is a higher tendency apparent in the egg market with country shippers commanding prices as high as 46 to 47 cents per dozen. These prices are quoted to the retail trade.

**Storage Butter  
Cleaned Up**

**Winnipeg.**  
BUTTER.—With the approach of warm weather receipts of creamery butter will be heavier. For a while all the new make will go into immediate consumption as storage stocks are practically cleaned up. Prices are steady at 58 to 60 cents per pound for fresh-made creamery No. 1 cartons.

**Hogs Very Firm;  
Heavy Run in U.S.**

**Winnipeg.**  
PROVISIONS.—Hog prices will likely remain firm, even though there is good reason for expecting a heavy run of hogs in the United States. Quotations this week are unchanged at \$21.25.

**Hams—**

Light, lb.	0 39	0 40
Medium, per lb.	0 38	0 38
Heavy, per lb.	0 32	0 36

**Bacon—**

Breakfast, select, lb.	0 40	0 40
Backs	0 40	0 44

**Dry Salt Meats—**

Long clear bacon, light	0 26
Backs	0 33

**Barrelled Pork—**

Mess pork, bbl.	45 00
-----------------	-------

**Lard, Pure—**

Prints	0 32
Cases, 5s	17 92
Cases, 3s	18 00
Tierces	0 29
Tubs, 50s, net	14 63
Pails, 20s, net	6 30

**Cheese—**

Ontario, large fresh	0 29
Manitoba, large fresh	0 28

**Little Movement  
in Poultry**

**Winnipeg.**  
POULTRY.—There is very little movement in the poultry market and prices are steady at last quotations.

**Fresh Fish  
More Plentiful**

**Winnipeg.**  
FISH.—Fresh trout is on the market now at 20 cents per pound. A small advance is noted on whitefish. Fresh halibut is also being quoted this week at 22 cents per pound. Supplies of all lines are plentiful and the demand is being well maintained.

**LAKE FISH**

Whitefish (cleaned), lb.	0 12 ½
Whitefish (frozen), lb.	0 12
Pickrel, lb.	0 13
Pickrel Fillet, lb.	0 35
Frozen Trout, lb.	0 16
Fresh Trout	0 20
Round Jackfish, lb.	0 09
Dressed Jackfish, lb.	0 09 ½
Frozen Goldeye, lb.	0 07 ½
Speckled Trout, lb.	0 35
Fresh Salmon	0 30

**SEAFISH**

Fresh Halibut	0 22
Frozen Halibut, lb.	0 20
Frozen Salmon, lb.	0 20
Fresh Salmon, lb.	0 30

# Hams

Hams are cheaper than either Breakfast or Back Bacon. We have them Smoked for either Boiling or Frying. We have them Pickled for Boiling only. We have them also cooked ready to serve and we have them fresh for roasting. Small, Medium and Large in Size. Let us have your order for them.

**F. W. FEARMAN CO**  
LIMITED  
HAMILTON



**VEGETABLES  
PROPERLY DISPLAYED  
WILL BRING  
MORE TRADE**

Illustrated  
Catalogue  
on  
Request

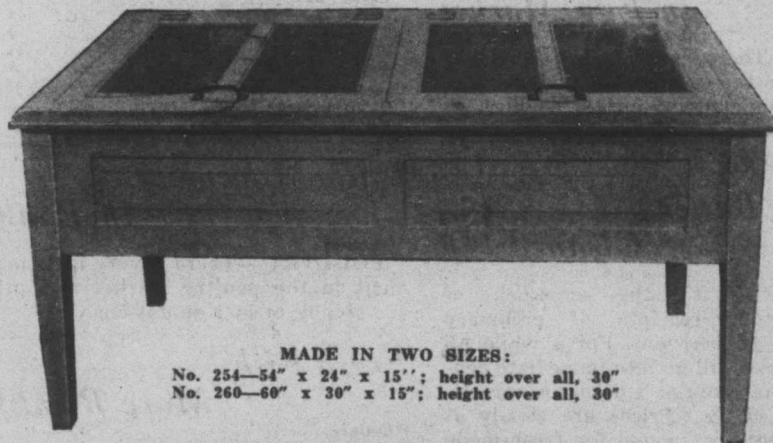
**DISPLAY STAND and MIST MACHINE**  
*Keeps Vegetables Always Fresh and Inviting*

Designed to meet the requirements of retailers of Green Vegetables and Fruits, and to minimize the loss of such goods by keeping them FRESH and CRISP by the use of a very small amount of moisture.

Makes an attractive display of green garden truck in good, fresh, crisp condition. The fine cloud of MIST floating over the goods suggests cleanliness and coolness.

**THE W. A. FREEMAN COMPANY, LIMITED**  
HAMILTON - ONTARIO

Branches at TORONTO MONTREAL WINNIPEG



MADE IN TWO SIZES:  
No. 254—54" x 24" x 15"; height over all, 30"  
No. 260—60" x 30" x 15"; height over all, 30"

## Sell LOTS of Fish this Summer—

*You Can With  
Proper Display*

If fresh fish has never been much more than a nuisance to you, the trouble is probably more yours than your customers'. Most people consider fish an excellent summer food. And they'll buy it—lots of it—when it looks as fresh and is displayed as temptingly as in an

# ARCTIC Fish Case

There are hundreds of dealers making enough out of fish alone during the summer to help offset the slowing-up in "off-season" lines. But all of them realize that absolute protection and proper display is a prime necessity to profitable and extensive sales.

The Arctic Fish Case is a display case and refrigerator in one, built according to Government specifications. Makes customers think "Fish" and want "Fish" as soon as they come into your store. Absolutely prevents spoilage. Requires very little ice. One case will hold the

stock of the average size store. Two or more will make a most attractive fish department.

Get after fish sales this summer in a really profitable way. Get an Arctic Fish Case. The cost is trifling. Write at once for catalogue and prices.

**JOHN HILLOCK & CO., LIMITED**

Office, Showrooms and Factory: 154 George St., Toronto

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



THE extreme care we exercise in selecting and processing only the very choicest fish has made Brunswick Brand the choice of the most discriminating people.

Look over this list:

- 1/4 Oil Sardines
- 1/4 Mustard Sardines
- Finnan Haddies (Oval and Round Tins)
- Kippered Herring
- Herring in Tomato Sauce
- Clams
- Scallops.

And put in a good window display to-day. You'll like how they sell.

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



Of all the good things which Canada has given to the world, none hold a higher rank for purity and quality, than

**Windsor Table Salt**  
 Made in Canada

THE CANADIAN SALT CO., LIMITED

260

**COSGRAVE'S**  
**PURE**  
**Malt Vinegar**



It pays you best to sell branded, guaranteed goods. That's why you ought to sell COSGRAVE'S PURE MALT VINEGAR.

*Attractively Labeled  
 Bottles--2 Sizes.*

RETAIL PRICES:

Large Bottle 25c.      Small Bottle 15c.

100% Pure      Well Advertised

**ASK YOUR JOBBER FOR IT**

If it's CUSTOMERS you want, Sir—

You certainly want H.P. SAUCE to bring them in.

In many ways H.P. is unique, its flavor is unique, its deliciousness is unique, its value is unique—it makes customers—it makes business—it makes profits.

Why Not Sell It?

**H.P.**

**SAUCE**

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

Better equipment will bring you better business in 1919

Prepare now for a more profitable turnover during the year. Proper equipment will be a mighty strong means of consolidating the trade of the past, while creating and retaining a bigger and better 1919 business.



The CANADIAN Open

The "Canadian Cheese Cutter" will guarantee you a big increase in profits on your cheese sales. It eliminates wastage through scraps, etc., and cuts with an accuracy and rapidity which will assure your customer satisfactory service. Order a "Canadian" to-day and reap your share of prosperity. Only \$15.00.

The Computing Cheese Cutter Co.  
WINDSOR, ONT.

**MADE IN CANADA**

**Taylor & Pringle Co.**  
Limited  
OWEN SOUND, ONT.

Manufacturers of

PICKLES, CATSUPS, SAUCES,  
VINEGAR, CIDER, ETC.  
QUEEN QUALITY PICKLES  
UNIVERSAL FRUIT SAUCE  
PARAGON PICKLES  
CATSUP RELISH

**TAYLOR & PRINGLE'S  
PRODUCTS ARE GOOD  
PRODUCTS**



**Make Your Show Windows Pay Your Rent**  
Many Sales are made on the Sidewalk  
**Window Display Fixtures**

A Wonderful set of Patented Interchangeable Window Display Fixtures for displaying Books, Stationery, Office Supplies and Sundries. Set will give 10 Years Good Service in effective trade pulling window trims.

The Fixtures you see above are only a very few of the designs that can be set up with the full set, besides hundreds of standard fixtures can be set up.

Made of Oak, either Golden, Antique or Weathered Finish. Set is put up in a Hardwood Hinged Lid Storage Chest, a good place to keep the extra Younits not in use. There are thousands of sets in daily use.

No. 20 Set has 89 Interchangeable Younits For Large Store Windows, \$38.50  
No. 20½ Set has 50 Interchangeable Younits For Small Store Windows, \$23.10

Stock carried in Hamilton, Ont. Order direct or thru your jobber. Send for catalog. Patented and made in Canada.

The Oscar Onken Co. 4850 Fourth Street Cincinnati, Ohio, U. S. A.

**Dole Bros. Hops & Malt Co.**  
BOSTON, MASS., U.S.A.

**"SUPERIOR" BRAND HOPS**  
FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

**R. E. BOYD & COMPANY**

Agents for the Province of Quebec

15 ST. THRESE ST. MONTREAL

**DONALD H. BAIN CO.**

AGENTS FOR THE CANADIAN NORTH-WEST



**FINEST CRYSTAL  
GELATINES**

Powdered and Sheet  
**FINE LEAF GELATINE**  
*British Manufacture*

**GELATINE**

**OURY, MILLAR & CO.**  
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

**F. S. Jarvis & Co.**  
18 TORONTO ST., - TORONTO

EVERY DOG OWNER  
throughout the World  
Knows

**SPRATT'S  
DOG CAKES  
and  
PUPPY BISCUITS**

Will you cater for  
those in your town?

Ask your jobber for them or write for  
samples and prices to

**SPRATT'S PATENT LIMITED**  
Congress Street, NEWARK, New Jersey, U.S.A.  
or  
24-25 Fenchurch Street, London, England.

**Field & Co.**

(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.  
LONDON, E.C. 4, ENGLAND

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

*Direct Shippers*



Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds; Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices, Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

*Proprietors of*

**Turban  
BRAND BUSREH  
Dates**



IN CARTONS. Cases each 60 nominal pounds

**Turban  
COMPLETE  
Puddings**

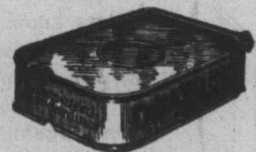


Whole Rice Custard  
Barley Flake Custard  
Sago Custard

Ground Rice Custard  
Tapioca Custard  
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

**OBAYO  
REAL  
SARDINES.**



*The Élite of the Sea*

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavour. Attractive gold and blue labels. Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz.: 12 oz. and 18 oz. All with keys.

*Special Quotations upon Application*

# KING GEORGE'S NAVY

**CHEWING  
TOBACCO**

**Will get you the tobacco trade**

There is a distinctively different "flavor" to every chew of King George's Navy that captivates the taste of discriminating "chews." That's why selling it is so very worth while. It gets the dealer the tobacco trade and holds it, too.

You're selling King George's Navy, of course?

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

**The Megantic Broom Mfg., Co., Ltd.**  
*Manufacturers of Brooms and Clothes Pins*

Lake Megantic, Que.

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

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

# SUMORE

## The Perfect Peanut

ASK YOUR JOBBER

OR

## Montreal Nut and Brokerage Co.

30 and 32 Jurors Street, Montreal, P.Q.

# Marsh's Grape Juice

has captured the taste of discriminating people because of its delightful Concord Flavor and real refreshing goodness.

Are you selling Marsh's?

**The Marsh Grape  
Juice Company**

NIAGARA FALLS, ONT.

*Ontario Agents:*

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



**ALWAYS SALEABLE**

# Mathieu's Nervine Powders



Cures that sick headache or that bothersome nerve-racking neuralgia. Stock Mathieu's Nervine Powders. They are reliable always and can be recommended with confidence.

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

**J. L. Mathieu Co.**

PROPRIETORS

SHERBROOKE

QUEBEC

# Once Used, Always Used

**CREAM OF BARLEY**, a delicious breakfast food, cooked in three minutes; a most healthful diet for youth and old age; the most sensitive stomach can retain it, and it is recommended by all the leading physicians. We are the originators and only manufacturers of **CREAM OF BARLEY**, **PEARL BARLEY FLOUR** for Babies and Invalids, and **SISTER MARY'S PAN-CAKE FLOUR**. Every package of **CREAM OF BARLEY** is guaranteed, and we say on label, "Use one-half package, and if not satisfied, return it to your grocer and he will refund your money." Our goods are recommended by Dr. McGill, chief analyst at Ottawa, so you take no chance when ordering goods from us. Our mill is the only exclusive barley mill on the continent. Use "**CREAM OF BARLEY**" and stop taking medicine, for it is the real Mackay and can be bought from all first-class wholesale grocers.

Our trade-mark is registered

MANUFACTURED BY

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

# GROCCERS

ORDER YOUR STOCK OF

# Champagne de Pomme NOW

It makes a delicious drink. Put up in pint bottles or splits. Recommend it to your customers. Pays a good profit. Easy to sell.



Order from your  
wholesaler pr

**Cie Canadien Importations**

140 ST. CATHERINE ST. E.

**Montreal**

We want Agents in Every City and Town.

# *You Want a Man*

Then the first thing to be considered is the kind of man you are looking for.

Your business calls for a man of keen perception; and ambitious man; a man who looks to everything that helps him become efficient in the business he has chosen.

You need just such qualities in the man you are seeking, combined with specialization in your line, and the surest, quickest and most economical way to reach him is through the "WANT AD" columns of CANADIAN GROCER.

The man who takes time to study the pages of Canada's Only Weekly Grocery Paper is ambitious, progressive, has a good understanding of the grocery trade, and is more likely to fill your particular requirements than the haphazard man who never looks beyond to-day.

CANADIAN GROCER is the Trade Show Window for more than 5,600 grocers and their staffs in all parts of Canada. Your message will be read by these wide-awake business men and your choice will be from a select field.

Furthermore, the cost is indeed a small item—2 cents a word first insertion, and 1 cent a word for each subsequent insertion. Five cents extra per insertion if replies are to be sent to Box No. in our care.

Send it right along now. Let CANADIAN GROCER find the man.

## *Canadian Grocer*

143-153 University Avenue  
TORONTO, ONTARIO

# Looking for a Man?

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

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

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

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

Make your advertisement brief—like a telegram.

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

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

**Canadian Grocer**  
143-153 University Ave.  
Toronto

Make room on  
your counter  
for a few  
bottles of

## ROSE'S LIME JUICE

*The Original and Genuine  
Brand*



Rose's is a good Lime Juice—none better.

Non-intoxicant, healthful, nourishing, this delicious summer drink will be welcomed in every home in your community.

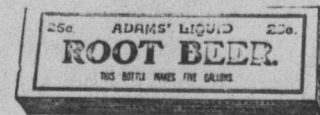
And every bottle you sell will win you a good, big profit. It's easy to sell Rose's. It looks good and it tastes better.

Order your supplies now in good time for the hot weather weeks.

**Holbrooks, Ltd.**  
Toronto and Vancouver

## SUMMER DRINKS

Made at home with  
**ADAMS' ROOT BEER**  
and  
**ADAMS' GINGER BEER**



EASILY PREPARED AT SMALL COST  
25c. bottles make 5 gallons and  
15c. bottles make 2 gallons.  
25c. sizes \$2.10 per dozen, \$24.00 per gross.  
15c. sizes \$1.20 per dozen, \$14.00 per gross.

Manufactured and for sale by  
**PARKE & PARKE, LTD.**  
MacNab St. & Market Sq., Hamilton, Ont.

## Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

### RATES:

(payable in advance)  
2c per word, first insertion.  
1c per word, subsequent insertions.

5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.

- In Selling a Business?
- In Buying a Business?
- In Engaging a Clerk?
- In Securing a Position?
- In Securing a Partner?
- In Disposing of Second-hand Fixtures?

Then you should use Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

**Canadian Grocer**  
143-153 University Ave., Toronto

## Getting Results

A large firm in a Western Canada city recently advertised in CANADIAN GROCER Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

## Is Merchandise Properly *SOLD* To You?

**Y**OU recognize the direct connection between production methods and the cost and quality of the goods; you have a right to know that goods are properly made. Yet the manufacturing, important though it is, is but the first lap on the journey to the consumer. Merchandise must be sold; sales cost is just as legitimate as manufacturing cost, and it has *just as direct a bearing upon the final cost to you*. If needless expense is incurred, it means either higher prices or a decrease in quality or service.

Obviously it will pay you to recognize efficient selling service. With this simple truth clearly in mind, permit us to enunciate an established, proven sales principle—

### LIST OF MEMBERS

Each has subscribed to and is maintaining the highest standards of practice in their editorial and advertising service.

Advertising and Selling  
American Architect  
American Blacksmith  
American Exporter  
American Funeral Director  
American Hatter  
American Machinist  
American Paint Journal  
American Paint and Oil Dealer  
American Printer  
American School Board Journal  
Architectural Record  
Automobile Dealer and Repairer  
Automotive Industries

Boot and Shoe Recorder  
Brick and Clay Record  
Buildings and Building Management  
Bulletin of Pharmacy

### CANADIAN GROCER

Canadian Railway and Marine World  
Candy and Ice Cream  
Chemical & Metallurgical Engineering  
Clothing and Furnisher  
Coal Age  
Coal Trade Journal  
Concrete  
Cotton

Daily Iron Trade & Metal Market Report  
Domestic Engineering  
Dry Goods Economist  
Dry Goodsman  
Dry Goods Reporter

Electric Railway Journal  
Electrical Merchandising  
Electrical Record  
Electrical Review  
Electrical World  
Embalmers' Monthly  
Engineering World  
Engineering and Mining Journal  
Engineering News-Record

Factory  
Farm Machinery—Farm Power  
Foundry (The)  
Furniture Manufacturer and Artisan  
Furniture Merchants' Trade Journal

Gas Age  
Gas Record  
Grand Rapids Furniture Record

**—The seller who advertises in the Business Papers reaching only the class interested in his message, is using the most direct and economical method of helping you maintain an intelligent contact with your sources of supply.**

This kind of advertising bears the same relation to the sales department that an improved machine does to the production department. And if the sales methods are wasteless and efficient, you seldom need worry about the goods. Each acts as a support and stimulus for the other.

On the other hand, the practice of buying circulation by the million in the hope of influencing a few thousand possible customers, is open to question. The best machine is a source of waste when improperly used, and this is no reflection on the machine. Concentration beats scatteration, and costs less. The right tool in the right place is a principle of as much importance to selling as to production.

There are many other reasons why discriminating buyers are giving preferred consideration to the concerns which tell them their business story in the buyers' own business paper, *especially* if that paper has subscribed to the high standards of practice of The Associated Business Papers, Inc.

### LIST OF MEMBERS

(Continued)

Haberdasher  
Hardware Age  
Heating and Ventilating Magazine  
Hide and Leather  
Hotel Monthly

Illustrated Milliner  
Implement and Tractor Age  
Industrial Arts Magazine  
Inland Printer  
Iron Age  
Iron Trade Review  
Lumber Trade Journal  
Lumber World Review

Manufacturers' Record  
Manufacturing Jeweler  
Marine Engineering  
Marine Review  
Metal Worker, Plumber and Steam Fitter  
Mining and Scientific Press  
Modern Hospital  
Motor Age  
Motorcycle and Bicycle Illustrated  
Motor World

National Builder  
National Druggist  
National Petroleum News  
Nautical Gazette  
Northwestern Druggist

Power  
Power Boating  
Power Plant Engineering  
Price Current—Grain Reporter

Railway Age  
Railway Electrical Engineer  
Railway Maintenance Engineer  
Railway Mechanical Engineer  
Railway Signal Engineer  
Retail Lumberman  
Rubber Age

Shoe Findings  
Shoe and Leather Reporter  
Shoe Retailer  
Southern Engineer  
Southern Hardware and Implement Journal  
Sporting Goods Dealer  
Starchroom Laundry Journal

Tea and Coffee Trade Journal  
Textile World Journal  
Timberman  
Transfer and Storage

Woodworker

## THE ASSOCIATED BUSINESS PAPERS, INC.

JESSE H. NEAL, Executive Secretary

HEADQUARTERS:

220 West 42nd Street

NEW YORK CITY



# Superior Table Syrup

CANADA'S BEST

The Syrup with a delicious taste.  
It is Superior in every respect as to

**PURITY AND QUALITY**

**BAINES LIMITED - MONTREAL**

**A. W. BARNUM, Winnipeg and Vancouver**

## **VOL-PEEK**

**15 Cents**

Mends Holes  
in Pots and Pans



**60% Profit in this Line**

Vol-Peek makes big profits for the dealer. No expense—simply hand over the counter. Comes to you in an attractive display stand. Individually wrapped.

Vol-Peek appeals to the housewife. Mends all kinds of kitchen utensils, such as Pots, Pans, Tinware, Granite-ware, Copper, Aluminum, etc., at half cent per mend—easily applied (no tools required), and hardens quickly.

Order a display stand to-day of 24 packages, \$2.25. Vol-Peek is guaranteed and backed by our extensive advertising.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL  
(Owning and operating Vol-Peek Mfg. Co.) Canada

## **Manufacturers**

**WE WANT AGENCIES FOR**

**FOOD**

**PRODUCTS**

**FOR THE PROVINCE OF QUEBEC**



**18 YEARS EXPERIENCE**

*Bankers - ROYAL BANK*

*Write us for information*

**NAP. MORRISSETTE**

**18 JACQUES CARTIER SQUARE**

**MONTREAL**

## **"PRIDE OF CANADA"**

**PURE MAPLE SUGAR AND SYRUP**

We can supply this season's crop. Our goods are backed by a written guarantee to be absolutely pure maple only. Order your requirements now direct or from our Agents.

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

**MAPLE TREE PRODUCERS ASSOCIATION, LIMITED**

**Offices: 58 Wellington St. W., Montreal, Canada**

## Are You in Jones' Class or Brown's?

IN a particular Canadian town, there were two general merchants who kept, besides others, a line of men's wear. Both were making about the same turnover, both were prospering. Then, something began to happen; Brown's trade began to fall off; his haberdashery sales became fewer and farther between; on the other hand, Jones' store took on a more prosperous appearance, once a week or so one of his show windows displayed an attractive line of haberdashery, men of the place began to go to Jones to see the latest lines. Why? Because Jones kept in touch with the men's wear trade; he knew where to buy to best advantage; he knew the latest styles and sold them; in fact, he knew that particular part of his business thoroughly. How? By reading a trade paper on men's wear, one which was an authority on the subject. In fact, he read

## Men's Wear Review

It gave him—

The latest styles;

The newest novelties;

The markets at home and abroad;

The news of the rest of the trade.

It taught him—

The rudiments of window dressing;

The correct use of show cards, and their writing;

The art of being a salesman;

The science of bookkeeping, and a mint of other things.

It proved worth while for Jones; it can be for you. The subscription price is only two dollars per year. Send it today, with your name and address to

### MEN'S WEAR REVIEW

143-153 University Avenue

TORONTO

## QUOTATIONS FOR PROPRIETARY ARTICLES

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

### JAMS

#### DOMINION CANNERS, LTD.

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

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

#### "AYLMER" PURE ORANGE MARMALADE

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

#### PORK AND BEANS "DOMINION BRAND"

Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case	Per doz.
1's Pork and Beans, Flat, Plain, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 92 1/2
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 97 1/2
1 1/2's (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27 1/2
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52 1/2
2 1/2's Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

#### CATSUPS—In Glass Bottles

1/2 Pts., Aylmer Quality	Per doz.
Pts., Aylmer Quality	\$1 90
Gallon Jugs, Aylmer Quality	2 35
Pints, Delhi Epicure	Per jug. 2 70
1/2 Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80
Galtons, Red Seal	7 45

#### BORDEN MILK CO., LTD. CONDENSED MILK

Terms, net, 30 days.	
Eagle Brand, each, 48 cans	\$9 25
Reindeer Brand, each 48 cans	8 75
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25

Challenge Clover Brand, each 48 cans

#### EVAPORATED MILK

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

#### CONDENSED COFFEE

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

#### W. CLARK, LIMITED MONTREAL

Compressed Corn Beef—1/2s, \$2.85; 1s, \$4.85; 2s, \$9.25; 6s, \$34.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.85.	
Ready Lunch Beef—1s, \$4.90; 2s, \$9.45; 2s, \$9.25.	
English Brawn — 1/2s, \$2.85; 1s, \$4.45; 2s, \$9.25.	
Boneless Pig's Feet—1/2s, \$2.85; 1s, \$4.45; 2s, \$9.25.	
Ready Lunch Veal Loaf—1/2s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef-Ham Loaf—1/2s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef Loaf—1/2s, \$2.40; 1s, \$4.40.	
Ready Lunch Aast. Loaves—1/2s, \$2.45; 1s, \$4.45.	
Geneva Sausage—1s, \$4.35; 2s, \$8.75.	
Roast Beef—1/2s, \$2.85; 1s, \$4.75; 2s, \$9.45; 6s, \$34.75.	
Roast Mutton—\$6.95; 2s, \$12.95; square cans, \$45.00.	
Boiled Mutton—1s, \$6.95; 2s, \$12.95; \$29.90; 6s, \$45.	
Boiled Beef—1s, \$4.80; 2s, \$9.25; 6s, \$34.75.	
Jellied Veal—1/2s, \$3.25; 1s, \$4.90; 2s, \$9.25.	
Cooked Tripe—1s, \$2.90; 2s, \$4.90.	
Stewed Ox Tail—1s, \$2.40; 2s, \$4.40.	
Stewed Kidney—1s, \$4.40; 2s, \$8.40.	
Mince Collops—1/2s, \$1.90; 1s, \$3.85; 2s, \$6.90.	
Sausage Meat—1s, \$3.90; 2s, \$7.80.	
Corn Beef Hash—1/2s, \$1.90; 1s, \$3.90; 2s, \$5.90.	
Beef Steak and Onions—1/2s, \$2.90; 1s, \$4.90; 2s, \$8.90.	
Jellied Hocks—2s, \$9.90; 6s, \$30.00.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.40; 2s, \$8.40.	
Boneless Chicken—1/2s, \$5.90; 1s, \$9.00.	
Boneless Turkey — 1/2s, \$5.90; 1s, \$9.00.	
Ox Tongue—1/2s, \$3.90; 1s, \$8.40; 1 1/2s, \$13.40; 2s, \$17.20; 3 1/2s, \$29.70; 6s, \$45.	
Lunch Tongue—1/2s, \$3.90; 1s, \$6.90.	
Beef Suet—1s, \$5.40; 2s, \$12.40.	



# Popularity Means Sales

Women all over the country are finding new and delicious uses for

# Shirriff's

(True Seville)  
Orange  
Marmalade



They are having wonderful success in many delightful dishes that they had never dreamed of attempting before. Besides being a favorite breakfast dish, Marmalade is now used in salads, puddings, etc., and is greatly relished with the afternoon cup of tea. Its uniformity of quality and delicious characteristic flavor have

won a place of supremacy for Shirriff's.

This means business for the dealers. Are you getting your share of it? If not, you are missing real live profits. Put a little effort into the selling of Shirriff's and results will be worth while. Order a case to-day.

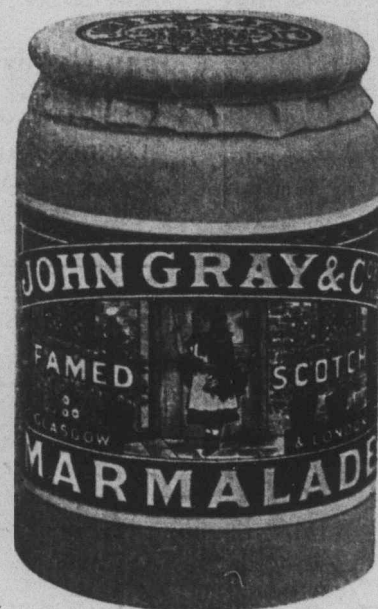
**Imperial Extract Company**  
TORONTO

## JAMS MARMALADES PEELS

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

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

## CONFECTIONERY MARZIPAN CHOCOLATE



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



## RID-OF-RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about \$500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, \$1.80 per doz., \$1.00 per lb. in bulk


**BERG & BEARD MFG. CO., Inc.**  
100 Emerson Place Brooklyn N. Y.

## Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

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



## OAKLEY'S "WELLINGTON" KNIFE POLISH

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

**John Oakley & Sons, Ltd.**  
Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.  
LONDON, S.E., ENGLAND  
AGENT:  
Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario.

## Standard Labels

are labels attractively designed and lithographed to compel the attention of the Buyer. Now is the time to bring the appearance of your package up-to-date. We can show you how.

**The Standard Lithographic Company of Canada, Limited**  
Office and Works:  
28 Temperance Street, Toronto

Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 5s, \$12.90.  
Mince Meat (bulk)—5s, 17c; 10s, 16c; 25s, 15c; 50s, \$15.  
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50. With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.  
Chateau Brand Concentrated Soups—Celery, \$1.25; Consomme, \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mulligatawny, \$1.45; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Vegetable, \$1.25; Chicken, \$1.45; Mock Turtle, \$1.45; Tomato, \$1.25; Vermicelli Tomato, \$1.25; Assorted, No. 1, case, \$1.35; Soups and Bouilli, 6s, \$13.25.  
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, \$1.00; 1 1/2s, \$1.85; 2s, \$1.90; 3s, 12s, \$2.50; 6s, \$8; 12s, \$16.  
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.00; 1 1/2s, \$1.45; 2s, \$1.90; 3s (talls), \$2.50; 6s, \$8; 12s, \$12.  
Chili Sauce (red and gold label)—Ind., 85c; 1s, \$1.00; 1 1/2s, \$1.45; 2s, \$1.90.  
Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.  
Sliced Smoked Beef—1/2s, \$2.35; 1s, \$3.75; 4s, \$24.  
Canadian Boiled Dinner—1s, \$2.35; 2s, \$5.95.  
Army Rations—Beef and Vegetables, 1s, \$2.25; 2s, \$4.95.  
Spaghetti with Tomato Sauce with Cheese—1/2s, \$1.35; 1s, \$1.85; 3s, \$3.25.  
Tongue, Ham and Veal Pates—1/2s, \$2.30.  
Ham and Veal Pates—1/2s, \$2.30.  
Smoked Vienna Style Sausage—1/2s, \$2.45.  
Pate De Foie—1/4s, 75c; 1/2s, \$1.40.  
Plum Pudding—1/2s, \$1.90; 1s, \$3.80.  
Potted Beef Ham—1/4s, 75c; 1/2s, \$1.40.  
Beef—1/4s, 75c; 1/2s, \$1.0.  
Potted Tongue—1/4s, 75c; 1/2s, \$1.40.  
Potted Game (Venison)—1/4s, 75c; 1/2s, \$1.40.  
Potted Veal—1/4s, 75c; 1/2s, \$1.40.  
Potted Meats (Assorted)—1/4s, 80c; 1/2s, \$1.45.  
Devilled Beef Ham—1/4s, 75c; 1/2s, \$1.40.  
Beef—1/4s, 75c; 1/2s, \$1.40.  
Devilled Tongue—1/4s, 75c; 1/2s, \$1.40.  
Veal—1/4s, 75c; 1/2s, \$1.40.  
Devilled Meats (Assorted)—1/4s, 80c; 1/2s, \$1.45.  
In Glass Goods  
Fluid Beef Cordial—20 oz. bottles. \$10; 10 oz., \$5.  
Ox Tongue—1 1/2s, \$14.50; 2s, \$19.70.  
Lunch Tongue (in glass)—1s, \$9.90.  
Sliced Smoked Beef (in glass)—1/4s, \$1.80; 1/2s, \$2.80; 1s, \$3.90.  
Mince Meat (in glass)—1s, \$3.25.  
Potted Chicken (in glass)—1/4s, \$2.40.  
Ham (in glass)—1/4s, \$2.40.  
Tongue (in glass)—1/4s, \$2.40.  
Venison (in glass)—1/4s, \$2.40.  
Meats, Assorted (in glass)—\$2.45.  
Chicken Breast (in glass)—1/2s, \$8.90.  
Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.  
Chili Sauce—10 oz., \$3.25.  
Spaghetti with Tomato Sauce—1/2s, \$1.40; 1s, \$1.90; 3s, \$3.30.  
Peanut Butter—1/4s, \$1.35; 1/2s, \$1.85; 1s, \$2.25; in pails, 5s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.

**COLMAN'S OR KEEN'S MUSTARD**

	Per doz. tins
D.S.F., 1/4-lb.	\$2 80
D.S.F., 1/2-lb.	5 30
D.S.F., 1-lb.	10 40
F.D., 1/4-lb.	10 40

Per jar

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

**CANADIAN MILK PRODUCTS, LIMITED,**  
Toronto and Montreal

**KLIM**

Hotel	\$18 50
Household size	8 25
Small size	5 75
F.o.b. Ontario jobbing points, east of and including Fort William.	
Freight allowance not to exceed	

50c per 100 lbs., to other points, on 5-case lots or more.

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

**Laundry Starches—**

Boxes	Cents
40 lbs., Canada Laundry	.09 1/2
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	.10
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	.10 1/2
100-lb. kegs, No. 1 white	.10
200-lb. bbls., No. 1 white	.10
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	.11 1/2
48 lbs., Silver Gloss, in 6-lb. tin canisters	.13
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.13
100 lbs., kegs, Silver Gloss, large crystals	.11
40 lbs., Benson's Enamel, (cold water), per case	3.25
Celluloid, 45 cartons, case	4.50

**Culinary Starch**

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.11 1/2
40 lbs. Canada Pure or Challenge Corn	.09 1/2
20-lb. Cases Refined Potato Flour, 1-lb. pkgs.	.16
(20-lb. boxes, 1/4c higher, except potato flour)	

**GELATINE**

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	.32 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 10

**SYRUP**

**THE CANADA STARCH CO. LTD., CROWN BRAND CORN SYRUP**

Perfect Seal Jars, 3 lbs. 1 doz. in case

2-lb. tins, 2 doz. in case	\$4.00
5-lb. tins, 1 doz. in case	5.15
10-lb. tins, 1 doz. in case	5.75
20-lb. tins, 1/2 doz. in case	5.45
20-lb. tins, 1/4 doz. in case	5.40

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs.	\$0 07 1/2
Half bbls., about 350 lbs.	0 08
1/4 bbls., about 175 lbs.	0 08 1/2
2-gal. wooden pails, 25 lbs.	2 45
3-gal. wooden pails, 36 1/2 lbs.	3 65
5-gal. wooden pails, 65 lbs.	5 90

**LILY WHITE CORN SYRUP**

2-lb. tins, 2 doz. in case	\$5 65
5-lb. tins, 1 doz. in case	6 25
10-lb. tins, 1/2 doz. in case	5 95
20-lb. tins, 1/4 doz. in case	5 90

(5, 10, and 20-lb. tins have wire handles)

**MOZOLA COOKING OIL**

Toronto Prices

Pints, 2 doz., case	8 80
Quarts, 1 doz., case	8 00
Gallons, 1/2 doz., case	15 00

**INFANTS' FOOD**

**MAGOR, SON & CO., LTD.**

Robinson's Patent Barley—1 lb.	Doz. \$4 00
1/2 lb.	2 00
Robinson's Patent Groats—1 lb.	4 00
1/2 lb.	2 00

**NUGGET POLISHES**

Doz.

Polish, Black, Tan, Toney Red and Dark Brown	\$1 15
Card Outfits, Black and Tan	4 15
Metal Outfits, Black and Tan	4 85
Creams, Black and Tan	1 25
White Cleaner	1 25

**IMPERIAL TOBACCO CO. OF CANADA, LIMITED**  
EMPIRE BRANCH

Black Watch, 10s. lb.	\$1 29
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s. boxes, 6 lbs.	1 08
Pay Roll, thick bars	1 25
Pay Roll, plugs, 10s, 6-lb. 1/4 caddies	1 25
Shamrock, 9s, 1/2 cads.	12
lbs., 1/4 cads., 6 lbs.	1 08
Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes	1 12
Forest and Stream, tins, 9s, 2-lb. cartons	1 44

There are lots of good things you can say about Gold Dust. But you don't have to stop to say them. They are already known.



MADE IN CANADA

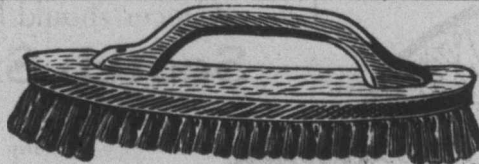
THE N.K. FAIRBANK COMPANY LIMITED MONTREAL

Let the GOLD DUST TWINS do your work.



Better

Brushes



Greater

Sales

Your Customers Come Back For More

Once your customers use Simms' Brushes and Brooms they readily see how much better they are in every way. From the cheapest household brush to the best broom they find Simms' Brushes and Brooms give more satisfactory service in every way—they wear longer, stand up longer, and the stock is in to stay.

Simms' Brushes bring people back. A display of Simms' Brushes and Brooms during Spring Housecleaning time will mean sales in other housecleaning lines.

Make sure you have a good stock on hand, and don't disappoint your customers when they ask for Simms'. Get price-list from us at once.

T. S. Simms & Co., Limited

ST. JOHN, N.B.

Branches: Montreal

Toronto

London



# CUBAN PINES

COMING MORE FREELY

Fancy California Valencias      Finest California Grapefruit and Lemons

## STRAWBERRIES

Fresh car lots from the South daily

New Cabbage and Cukes

New Carrots and Beets

Headquarters for all fresh Southern Vegetables and Fruit

TRY US WHEN YOU WANT THE BEST

### PETERS, DUNCAN, LIMITED

88 FRONT ST. EAST

TORONTO, ONT.

Branches: North Bay, Sudbury, Cobalt and Timmins



Every Grocer should have

### Scotch Snack in Stock

Many of your customers will be taking a holiday on May 24th. Be sure they have a jar of Scotch Snack in their basket. It's delicious for sandwiches.

*Write for a trial stock and display hangers*

**ARGYLL BUTE, 637 St. Urbain St., MONTREAL**

Ontario Agents—Walter G. Bayley, 20 Front St. E., Toronto. Phone Main 2226  
Western Agents—Watson & Truesdale, Winnipeg

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

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

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

CANADIAN GROCER

ADDRESS

143-153 UNIVERSITY AVE., TORONTO

# Ludella

Notwithstanding the extreme scarcity of high grade Teas and consequent advanced prices for these qualities, we are still putting out our Ludella Tea of the same high standard, which it has always been.

Our prices on this Tea, quality for quality, are very much lower than other of the known brands.

Dealers who are handling Ludella are reaping a good business and you can do the same by placing it before your customers.

Blue Label	1 <sup>s</sup> and 1/2 <sup>s</sup>	costs 48c.	retails 60c.
Brown Label	1 <sup>s</sup> and 1/2 <sup>s</sup>	" 55c.	" 70c.
Green Label	1 <sup>s</sup> and 1/2 <sup>s</sup>	" 63c.	" 80c.
Red Label	- 1/2 <sup>s</sup>	" 70c.	" 90c.

*SEND US A TRIAL ORDER*

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

Order from your Jobber

# "STAR" BRAND

COTTON  
CLOTHES LINES,  
ROPE AND  
WRAPPING TWINES

Manufactured in Canada

## We Know How to Blend Bulk Teas of Quality

We have been forty-six years in the tea business and our experience is your guarantee that Minto Bros.' Bulk Teas are all you would wish to offer your trade. And the profits are good.

Get a trial supply.

### Minto Bros., Toronto

Originally Established 1873

## Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

### The Canadian Grocer

143-153 University Ave., Toronto

Forest and Stream, ¼s, ½s, and 1-lb. tins .....	1 50
Forest and Stream, 1-lb. glass humidors .....	1 75
Master Workman, bars, 7s, 3½ lbs. ....	1 20
Derby, 9s, 4-lb. boxes .....	1 08
Old Virginia, 12s .....	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs. ....	1 25

#### WM. H. DUNN, LTD., Montreal BABBITS

Soap Powder, case 100 pkgs. .	\$5 65
Cleanser, case 50 pkgs. ....	3 10
Cleanser (Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz. ....	5 95

#### JELL-O

Made in Canada

Assorted case, contains 4 doz.	\$5 40
Lemons, 2 doz. ....	2 70
Orange, 2 doz. ....	2 70
Raspberry, 2 doz. ....	2 70
Strawberry, 2 doz. ....	2 70
Chocolate, 2 doz. ....	2 70
Cherry, 2 doz. ....	2 70
Vanilla, 2 doz. ....	2 70
Weight, 8 lbs. to case. Freight rate second class	

#### JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	\$2 73
Chocolate, 2 doz. ....	2 70
Vanilla, 2 doz. ....	2 70
Strawberry, 2 doz. ....	2 70
Unflavored, 2 doz. ....	2 70
Weight, 11 lbs. to case. Freight rate second class	

#### BLUE

Keen's Oxford, per lb. ....	\$0 24
In cases 12-12 lb. boxes to case .....	0 25

#### COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. ....	\$4 60
Perfection, ½-lb. tins, doz. .	2 45
Perfection, ¼-lb. tins, doz. .	1 35
Perfection, 10c size, doz. ....	0 95
Perfection, 5-lb. tins, per lb. .	0 37
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz. ....	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb. ....	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box ...	1 80
Perfection Chocolate, 10c size, 2 doz. in box, per box. ....	1 80

#### SWEET CHOCOLATE— Per lb.

Eagle Chocolate, ¼s, 6-lb. boxes .....	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case. ....	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box .....	1 10

#### CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. ....	\$0 40
Milk Medallions, 5-lb. boxes in case, per lb. ....	0 40
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. .	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. .	0 55

#### 5c LINES

Toronto Prices  
Per box

Filbert Nut Bars, 24 in box, 60 boxes in case .....	\$0 95
Almond Nut Bars, 24 in box, 50 boxes in case .....	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case .....	0 95
Ginger Bars, 24 in box, 50 boxes in case .....	0 95
Fruit Bars, 24 in box, 50 boxes in case .....	0 95
Active Service Bars, 24 in box, 50 boxes in case .....	0 95
Victory Bar, 24 in box, 60 boxes in case .....	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case. ....	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case .....	0 95
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box .....	1 90

#### 10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz. .	\$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz. .	0 95

## A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

# PINEAPPLES

The season is now on. We have fresh arrivals each day. Let us supply you. Finest Quality Fruit—Right Prices.

# STRAWBERRIES

now coming from points nearer home and are arriving in better shape. We will not ship unless quality is right. Send along your orders.

The House of Quality  
**HUGH WALKER & SON**  
 GULPH, ONTARIO  
*Established 1861*

# Daily Arrivals

**Strawberries**  
**Asparagus**  
**Pineapples**  
**Cucumbers**  
**Lettuce**

*Send in your order.*

**WHITE & CO., LIMITED**  
*Fancy Fruits and Vegetables*  
**TORONTO**  
 Canada Food Board License No. 277



Give  
**Little Miss**  
 a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial

beverage is springing up all over the Dominion. Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

# Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in the sweetest and cleanest factory in the world.

*Write for trade terms and particulars to the  
 Watford Mfg. Co., Ltd., Deloetland, Watford, England.*

*Ask us for*

# Egg Carriers

and

# Butter Tubs

**Walter Woods & Co.**  
 Hamilton and Winnipeg

# Short of Help? Too Bad!

Yet the man you need is somewhere—probably behind a counter or desk, and in the grocery business, wholesale or retail. He'll go to you if the call is loud enough.

Perhaps you can get him with a whisper. Never can tell what makes some men restless.

It's clearly up to you to use a dollar or two to advertise. Use CANADIAN GROCER—2 cents a word. If you know any better paper, use it.

All we know is that CANADIAN GROCER gets into 5,600 grocery stores and establishments all over Canada. No one daily newspaper—no other publication—can make, truly, the same statement.

The chances are that you'll find the man you want in a grocery store or office. If he's there now, and you get him, he'll probably be a trained man, and you'll get value out of him from the start.

Don't rest on one insertion. It isn't experience to get what you're after the first crack out of the box. The best men are hardest to budge.

Make your advertisement explicit. Make it brief. Use a box number if you like. The big thing is to try, and try and try.

Our business is to carry your advertisement to likely men. It isn't our business to get replies for you. Yet the chances are that you'll get replies—first week of trying.

**Rates—2c per word first insertion, and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent in our care to a Box Number. Invariably in advance.**

## CANADIAN GROCER

143-153 University Avenue  
TORONTO

## INDEX TO ADVERTISERS

A		L	
Acadia Sugar Refinery Co. ....	18	Lambe, W. G. A. ....	15
Adam, Geo., & Co. ....	12	Lambton Creamery Co., Ltd. ....	71
Atlantic Milling Co., Ltd. ....	16	Lemon, Bros. ....	10
Atlantic Sugar Refinery Co. ....	Back cover	Little Bros., Ltd. ....	11
		Lowrie, S. ....	10
B		M	
Bain Co., Donald H. ....	12	McArthur, Irwin Co. ....	20
Baines Ltd. ....	61	McBride Bros. ....	7
Baird, Ltd., Alex. ....	12	MacCosham Storage Co. ....	14
Bedlington & Co., R. G. ....	11	Macdonald, Reg., W. C. ....	17
Bendon Utility Co., S. G. ....	16	Macdonald & Adams ....	14
Berg & Beard ....	64	Mackay & Co., John ....	57
Blackwoods, Ltd. ....	8	MacKenzie, W. L. ....	12
Borden Milk Co. ....	1	Maclure & Co., A. M. ....	12
Bowes Co. ....	23	Maclure & Langley ....	15
Bowman Fish Co. ....	71	Macleod & Co., D. J. ....	14
Bowser & Co., S. F. ....	8	Magor, Son & Co., Ltd. ....	24
Brotman Bros. ....	9	Mann & Co., C. A. ....	71
Bute, Argyll & Co. ....	66	Maple Tree Producers ....	61
C		Marsh Grape Juice Co. ....	57
Campbell Brokerage Co. ....	11	Marshall, H. D. ....	15
Canada Nut Co. ....	11	Mathieu Co., J. L. ....	57
Canadian Salt ....	53	Megantic Broom ....	56
Clark, Ltd., W. ....	3	Midland Vinegar Co. ....	54
Clayquot Sound Canning Co. ....	10	Minto Bros. ....	68
Canada Starch Co. ....	Front cover	Montreal Nut & Brokerage ....	56
Cockburn Co., F. D. ....	13	Moore & Co., R. M. ....	71
Computing Cheese Cutter. ....	54	Morrisette, Nap. ....	61
Connors Bros. ....	53	Mount Royal Milling & Mfg. Co., Ltd. ....	17
Consolidated Purchasing Co. ....	24	N	
Cosgraves Pure Malt Vinegar. ....	53	Nagle & Co., N. (Vol-Peek) ...	61
D		Nelson, C. J. ....	11
Daoust & Co., H. ....	57	Nootka Packing Co. ....	9
Davies Co., Wm., Inside back cover		North-West Trading Co., Ltd. ...	11
Des Brisay & Co., M. ....	11	Nutrient Food Co. ....	71
Dodwell & Co. ....	10	O	
Dole Bros. Hops & Malt Co. ....	54	Oakeys & Sons, Ltd., John ....	64
Dominion Glass Co. ....	18	Oscar Onken Co., The ....	54
Dominion Salt Co. ....	7	Oury, Millar & Co. ....	54
E		P	
Eckardt & Co., H. P. ....	67	Palm Olive Soap Co. ....	7
Eddy Co., E. B. ....	5	Pacific Cartage Co. ....	14
Edmonton & Petch ....	71	Parke & Parke ....	59
Egg-O Baking Powder ....	2	Patrick & Co., W. G. ....	15
Estabrooks, Ltd., T. H. ....	23	Pennock & Co., Ltd., H. P. ....	13
El Roi-Tan, Ltd. ....	14	Perry & Co., H. L. ....	14
Escott Co., Ltd., W. H. ....	13	Peters, Duncan, Ltd. ....	66
Eureka Refrigerator Co. ....	9	Pullan, E. ....	72
F		R	
Fairbanks & Co., N. K. ....	65	Red Rose Tea ....	23
Fearman, F. W. ....	52	Regina Cold Storage Co. ....	14
Field & Co. ....	55	Rock City Tobacco Co. ....	56
Fowler & Co., R. L. ....	9	Rose & Laflamme, Ltd. ....	16
Freeman & Co., J. L. ....	16	S	
Freeman Co., W. A. ....	52	Salada Tea Co. ....	21
Furnivall-New Co. ....	15	Scott-Bathgate Co., Ltd. ....	14
G		Simms & Co., T. S. ....	65
Gaetz & Co. ....	16	Sibbald & Co. ....	15
Gauvreau, Paul F. ....	16	So-Clean, Ltd. ....	71
Genest & Genest ....	16	Spratts, Ltd. ....	54
Gillespie & Co., The Robt. ....	11	Standard Lithographing Co. ....	64
Gillard & Co. ....	71	Stewart & Sons, W. B. ....	68
Grant, C. H. ....	12	T	
Gray & Co., John ....	63	Taylor & Pringle ....	54
H		Tanglefoot ....	71
Hanson Co., Ltd., J. H. ....	64	Thompson, E. B. ....	71
Hart, Reg., C. B. ....	16	Thompson & Co., J. C. ....	16
Hargreaves, Ltd. ....	15	Tippett & Co., A. P. ....	21
Hillock & Co., John. ....	52	Toronto Pottery Co. ....	71
Holbrooks, Ltd. ....	59	Toronto Salt Works ....	71
Howe, McIntyre & Co. ....	16	Torry & Co., J. L. ....	11
Huntley & Palmers, Ltd. ....	16	Trent Mfg. Co. ....	71
		Turton, J. E. ....	16
		V	
		Vogans, Ltd. ....	71
I		W	
Imperial Extract Co. ....	63	Wagstaffe, Limited ....	4
Imperial Oil, Ltd. ....	19	Walker & Son, Hugh ....	69
Imperial Rice Milling Co. ....	10	Watford Mfg. Co. ....	69
J		Watson Bros. Fishing & Packing Co., Ltd. ....	11
Jeffress, Ltd., E. W. ....	7	Watson & Truesdale ....	12
K		White & Co. ....	69
Kavanagh Provision Co. ....	71	White Cottell's ....	71
Kelly-Clarke Co. ....	11	Williams Storage Co. ....	13
Kellogg Cereal Co. ....	6	Woods & Co., Walter ....	69





# BUYERS' MARKET GUIDE

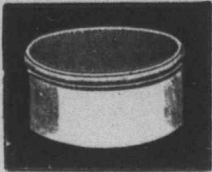
## Latest Editorial Market News



**Vogans**

**Overseas  
CAKE**

Put up in one pound packages.  
Order from your jobber to-day.  
**VOGANS, LIMITED TORONTO**



**STONEWARE**

Buy Now—Butter Crock, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co. Limited  
Dominion Bank Bldg.  
TORONTO

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

**60-62 JARVIS ST.**  
**TORONTO SALT WORKS**  
GEO. J. CLIFF

**WHITE-COTTELL'S**  
*Best English Malt Vinegar*  
**QUALITY VINEGAR**

White, Cottell & Co., Camberwell, London, Eng.  
Agent:  
W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto Beach 2170  
J. E. TURTON, Board of Trade Building, Montreal

**The LV PICKLE**  
Manufactured by  
**GILLARD & CO., LIMITED**  
London, England  
*An English Delicacy of High Repute*  
Magor, Son & Co., Ltd., 403 St. Paul St., (Place Royale), Montreal.

**EDMONDSON & PETCH**  
Manufacturers of  
**E. & P. Awnings and Tents**  
**THE BEST IN THE LAND**  
Write for Price Lists and Measurement Charts. Address  
**OTTAWA, CANADA**

Order from your jobber to-day.  
**"SOCLEAN"**  
the dustless sweeping compound  
**SOCLEAN, LIMITED**  
Manufacturers TORONTO, Ontario

**SALT**  
All Grades.—Carloads.  
**THE DOMINION SALT CO., LTD.**  
Manufacturers and Shippers  
SARNIA " " " " ONTARIO

**COLOMBIA'S COFFEE HARVEST**

The Colombian coffee harvest is the heaviest in the history of the country, being estimated at 1,250,000 sacks, reports U. S. Trade Commissioner P. D. Bell. With prices 22 to 25 cents a pound, if the bulk of this crop is taken by the United States as heretofore, it will mean an increase in the present unfavorable balance of trade from \$25,000,000 to \$30,000,000.

**A LONG TIME EN ROUTE**

An interesting letter was received this week by C. L. Marshall & Co., Toronto, from a Grecian firm, dealing in dried fruits, in Patras, Greece. The letter was written in October, 1916, but only this week reached its destination, more than two years and a half from the date of mailing. The letter was marked, "Captured by the Germans in Greece." Apparently it has only recently been released for delivery.

**COCOANUT**

For immediate or future deliveries.

**E. B. THOMPSON**  
20 Front Street East, Toronto

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

**The TRENT MFG. CO., Ltd.**  
TRENTON - - ONTARIO

**CHOCOLATTA**

contains chocolate, milk and sugar in powdered form.  
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and overseas.  
**NUTRIENT FOOD CO., TORONTO**



Now is the time to see us regarding Salted Lake Herring in pails, tubs or half-barrels. Write us at once. Herring any quantity our specialty.  
**BOWMAN FISH CO.**  
66 Jarvis Street.  
Toronto

**GROCERS & BUTCHERS**

Buy the Best  
**FANCY DRESSED POULTRY,  
SELECTED EGGS, CHOICE DAIRY  
AND CREAMERY BUTTER**  
**C. A. MANN & CO.**  
LONDON, ONTARIO  
"Canada Food Board License No. 7-978"

**PACIFIC COAST MANTLE FACTORY**  
THE STANDARD BY WHICH MANTLES ARE JUDGED  
**GAS and GASOLINE MANTLES**  
FOR ALL STYLES OF LIGHTS  
ASK FOR SAMPLES and QUOTATIONS.  
R. M. Moore & Co. Ltd. Vancouver B.C.  
PACIFIC COAST MANTLE FACTORY.

Ship us your  
**BUTTER, EGGS, POULTRY  
Etc.**  
We pay highest wholesale prices  
**KAVANAGH PROVISION CO.**  
Bleury Street, Montreal  
Phones:  
- ptown 4626, Uptown 4621, After 7 p.m. Upton 198

**TANGLEFOOT**  
The Non-Poisonous Fly Destroyer  
The United States Public Health Service advises: "Arsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."

**CREAMERY BUTTER**

We solicit a trial order so we may convince you that our freshly churned creamery butter is choice. Packed in 50 lb. Print Boxes or Solids. Quality guaranteed. Market prices. Prompt shipments made.

**LAMBTON CREAMERY CO., Ltd.**  
PETROLIA - ONTARIO

# Wanted

## Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

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

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

### 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.

### FOR SALE

FOR SALE OR PARTNER—MORE CAPITAL needed. For particulars write H. Tomkinson, Grindrod, B.C.

FOR SALE—NO. 1 CHOICE YELLOW DUTCH Sets at 7 cents per lb. f.o.b. Hensall Station. Ton lots or over 6½ cents. Sacks at 10 cents each. Sample on request. J. Gascho & Son, general merchants, Zurich, Ont.

BRICK STORE FOR SALE—25' x 60', TWO storeys. Doing business for thirty years. Stock sold and moved away. Ideal location for general business, including hardware, flour and feed. Proprietor has retired. Apply E. Richards, Melbourne, Ont.

FOR SALE—LEADING GROCERY BUSINESS in live Western Ontario town of 5,000 population. Stock and fixtures, \$2,500, yearly turnover over \$24,000. Good reasons for selling. Box 622, Canadian Grocer, 143 University Ave., Toronto, Ont.

### TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

WHITE COTTON  
SUGAR LINERS  
E. PULLAN  
TORONTO

## TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

### FOR SALE

FOR SALE — A GOOD SECTION IN Saskatchewan, unbroken, between Yago and Wilkie, located for a homestead; mixed farming especially; phone, school and close to station, good value at 30 dollars, especially if it is what you want. Also 240 acres unbroken near Westbourne, Man. Good value at 25 dollars. Chantier Bros., Stroud, Ont.

### WANTED

WANTED—YOUNG MAN WITH GROCERY experience who can prepare literature and write advertisements and who has had some knowledge of salesmanship. Must be careful and energetic. Splendid opportunity afforded the right party for advancement. In writing, state complete experience, age, names of previous employers, references, etc. Apply Box 612, Canadian Grocer, 143-153 University Ave., Toronto.

WANTED—A CAPABLE YOUNG MAN TO take charge of grocery department. Must have good experience, be clean cut, progressive and keen for business. Enclose copy of reference, state salary and when could come if accepted. Smith & Chapple, Limited, Chapleau, Ont.

WANTED — MAN THOROUGHLY EXPERIENCED in the manufacture of chewing gum. Apply stating fully experience and salary desired to Box No. 2225, Post Office, St. James St., Montreal.

SALESMAN—RETURNED SOLDIER—IS OPEN for position. Salary no object. Box 618, Canadian Grocer, 143-153 University Ave., Toronto, Ont.

WANTED—YOUNG MAN, ENGLISH, MUST know some French, have some capital, knowledge and experience in modern (general) retailing and advertising to join limited company, small growing city, Province of Quebec; senior member retiring; excellent opportunity. Splendid future for right man. Reply Box 626, Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED AT ONCE — MAN CLERK FOR general store, not less than two years' experience. State salary expected. Apply to A. M. McCormick & Son, Pelee Island.

WANTED — GENERAL STORE IN GOOD country town within fifty miles of Toronto. State terms. Box 624, Canadian Grocer, 143 University Ave., Toronto, Ont.

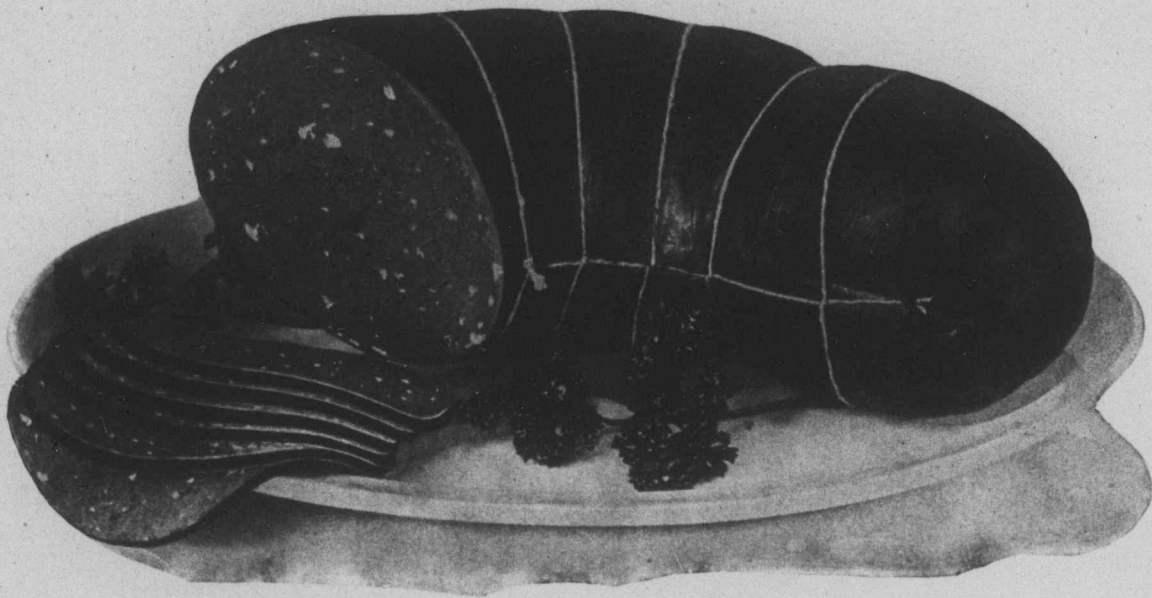
WANTED—A MANAGER FOR A GOOD GENERAL merchandise business. One with dry goods experience preferred, but a real opportunity for any good business head. State experience, age, salary expected, references, etc. Box 628, Canadian Grocer, 143-153 University Avenue, Toronto, Ont.

WANTED—SECOND HAND CHEESE CUTTER. State condition and prices. C. C. Thompson, Northbrook, Ont.

### COLLECTIONS

COLLECTION LETTERS — MONEY-GETTING letters that don't antagonize. Complete series with instructions. Yours for 25 cents. Toronto Stenographic Service, Webster Building, Toronto.

# Tasty Treats that tempt your Trade!



## DAVIES QUALITY THICK BOLOGNA

A NICE assortment of Davies Quality Thick Bologna—Davies Quality Ham Bologna—Davies Quality “Lakeside” Bologna—and similar lines, displayed on the counter will attract many a customer. A word from you calling attention to these products and suggesting their seasonableness will lead to good business and keep your provision department busy these warmer days. Let us send you a trial assortment.

Order  
Today

**Montreal**

THE **DAVIES** COMPANY  
WILLIAM LIMITED  
TORONTO

Canada Food Board Packers' License No. 13-50

Order  
Today

**Hamilton**

# *Lantic Icing Sugar*

In Packages—Now Available

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---

Prior to the signing of the Armistice, the Canada Food Board issued a ruling prohibiting Refiners from making Icing Sugar. In accordance with these instructions we were unable to make deliveries, in fact, we dismantled our Icing plant. Our equipment, however, has since been renewed and you can now get as much as you want of LANTIC ICING SUGAR in one pound net weight Cartons packed 20 and 50 Cartons to the Case.

Every dealer knows that this sugar when sold in bulk, is usually asked for in very small quantities. It is also more or less of a nuisance to handle. By selling it in the Lantic Carton, you increase your unit of sale and avoid unnecessary bother for the profit involved.

Your wholesaler now has Lantic Icing Sugar in stock and will be glad to supply your wants.

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**ATLANTIC SUGAR REFINERIES**  
LIMITED  
MONTREAL

