

CANADIAN GROCER

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

Vol. XXXIV.

PUBLICATION OFFICE : TORONTO, MAY 21, 1920

No. 21



PETER, PETER, PUMPKIN EATER

PETER, Peter, Pumpkin Eater.
 Had a wife and couldn't keep her.
 Till he found that "Squirrel" Brand
 Settled the question out of hand.

"Squirrel" Brand Peanut Butter

After all, "Squirrel" Brand Peanut Butter is the Best

KEEPS FRESH—TASTES BETTER—IN ITS OWN SANITARY AIR-TIGHT TIN

Announcing a Canada-wide Advertising Campaign to Our Biggest Consumers

To the rising generation, as well as those who have "arrived," who are but boys and girls at heart, this campaign will strike a pleasant and profitable note. May issues of the big dailies throughout the Middle West contain the nursery rhyme copy shown here.

"Squirrel" Brand Peanut Butter

That this favorite product will move quickly from your shelves admits of no doubt. How is your stock? Better order again to be sure.

Canada Nut Company, Limited
 Vancouver, B.C.



THE OLD WOMAN WHO LIVED IN A SHOE

THERE was an old woman who lived in a shoe.
 She had so many children she didn't know
 what to do.
 Till she found "Squirrel" Brand, well
 spread on good bread.
 Kept them healthy and sent them contented
 to bed.

"Squirrel" Brand Peanut Butter

After all, "Squirrel" Brand Peanut Butter is the Best

LITTLE JACK HORNER

LITTLE JACK HORNER sat in a corner.
 Eating his Christmas Pie.
 When he spied "Squirrel" Brand
 Which came with withstand.
 He said "Gandy and Yummy, Oh My!"

"Squirrel" Brand Peanut Butter

After all, "Squirrel" Brand Peanut Butter is the Best

"Your" Goods

"A retail merchant who would specialize in advertised articles,— who would show them, push them, do everything possible to identify himself with them—would, in any trade, grow rich."

Such is the statement of a man who has himself prospered by that very method of merchandising. Many other merchants have proved it to be correct.

Where once there was a tendency to side-track advertised products because of a feeling on the merchant's part that such goods were not their goods, we find to-day a widespread appreciation of the ease with which a dealer can "turn over" lines widely advertised by their manufacturers.

Where once advertised goods were kept in the background—and stocked grudgingly because of a mistaken idea that such articles should take second place to those not so well known, we find to-day a pretty general realization that the advertised line is the profitable line — for the dealer.

Merchandising methods have swung into line with the progressive spirit of the age. Dealers have come to understand that every line they have requests for are "his" goods. If he receives outside support in finding a market for them—if the maker is progressive enough to advertise his article's merits—that advertising support is of benefit to the dealer. He should encourage it, by mak-

ing all the sales he can, of such products.

O-Cedar Polish and O-Cedar Polish Mops are outstanding examples of advertised goods. They sell readily in any store that stocks them. But the "turnover" of these two products in your store may be increased by displaying them in your windows and prominently about the shop—and by "linking-up" your advertising with ours. **Local** advertising will direct the demand created by our **national** advertising, to **your** store. Hundreds of merchants have proved this—those who most freely display and advertise O-Cedar are the ones who are doing the lion's share of the O-Cedar business in their respective communities.

Channell Chemical Co., Limited, Toronto

CLEANS AS IT POLISHES

**O-Cedar
Polish**



Warm Weather— and Sugar Shortage Speeds Borden Sales

Borden Milk Products offer grocers a sure and steady source of revenue year in and year out, but Summer, with its sour milk problems, always adds an impetus to Borden sales.

Their great convenience and deliciousness have made them invaluable to picnickers, summer cottagers, campers, etc., and for general household use they supply a complete and satisfying answer to Summer milk needs.

Keep your stock well displayed.

The Borden Co., Limited
Montreal



Hot Weather Is Coming



Your customers don't want to spend their time over hot kitchen stoves when it does come.

CLARK'S PREPARED FOODS

Do Away With the Necessity for This

SOUPS and ready dishes that require but five minutes heating.

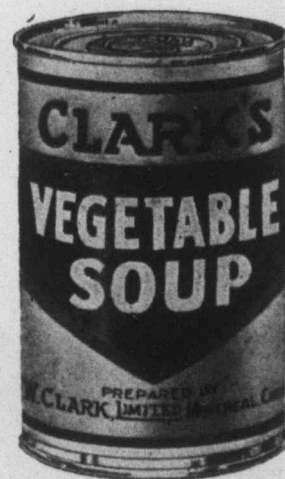
MEATS for slicing cold.

SANDWICH preparations.

KETCHUP, Syrup, Molasses, etc.

and what more delicious than

CLARK'S PORK AND BEANS



Stock Now and Be Ready

W. CLARK, LIMITED, MONTREAL

TO THE CANADIAN COFFEE INTERESTS

*We aim to fully give you 100%
efficiency and service*

We are now preparing to obtain a large volume of the Canadian business in 1920 and the moral of our Santos organization will back every one of our efforts.

WE WISH TO START RIGHT. WE WISH TO MAKE RELIABLE SHIPMENTS!

WE WISH TO GAIN THE FAITH AND CONFIDENCE OF THE CANADIAN PEOPLE.

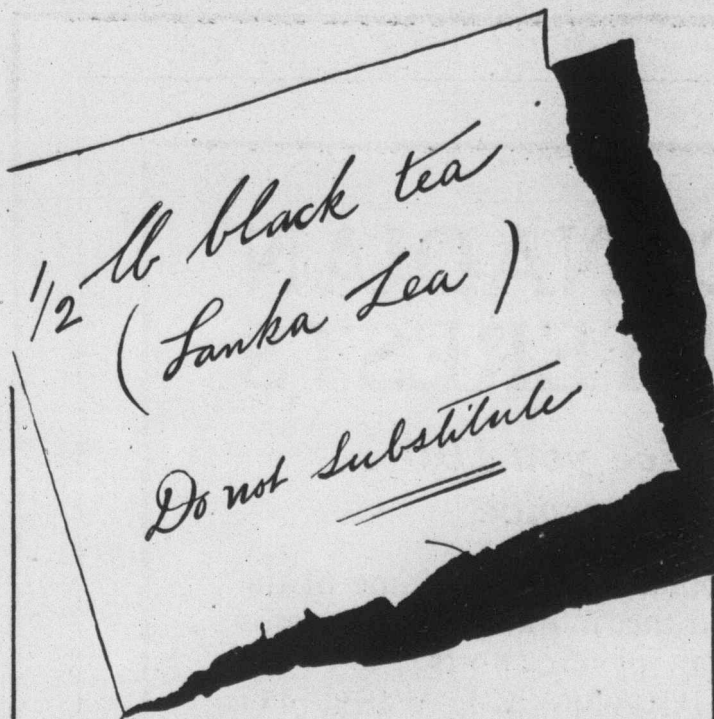
To warrant the uniformity of quality of coffee used in your mills, we suggest that you kindly mail us, with as little delay as possible, the types of any special coffee you are using, so that we in turn can forward them to our Brazilian House as types which you are using, and to which we may refer when shipments are made to you.

In other words, whenever you make us offers, same will be understood—**IN ALL INSTANCES**—to be as nearly as possible equal to your regular Santos types.

J. ARON & COMPANY, Inc.
NEW YORK

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

NICHOLSON-RANKIN, LTD., Edmonton, Alta.	ALEX. F. TYTLER, London, Ont.	HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
NICHOLSON-RANKIN, LTD., Winnipeg, Man.	LIND BROKERAGE CO. LTD., Toronto, Ont.	DASTOUS & CO., REG., Sherbrooke, Que.
NICHOLSON-RANKIN, LTD., Calgary, Alberta	J. T. PRICE & CO., Hamilton, Ont.	SCHOFIELD & BEER, St. John, N.B.
NICHOLSON-RANKIN, LTD., Saskatoon.	JAMES KYD, Ottawa, Ont.	O. N. MANN, Sydney, N.S.
NICHOLSON-RANKIN, LTD., Regina.	HENRY M. WYLIE, Halifax, N.S.	A. T. CLEGHORN, Vancouver, B.C.



Do Not Substitute

Above is the reproduction of a customer's memorandum, picked up in the store of a prominent Canadian merchant. It is self-explanatory, telling its own story—a story which flashes a message to every progressive dealer.

This little scrap of paper carries a most significant line. *Do Not Substitute* proves dramatically what users think of this rare new tea. It proves that one trial establishes it as the tea your customers want and will have—that Lanka is a perpetual repeater.

LANKA TEA

Lanka Tea is making friends for every dealer who carries the line. It is the superfine, popular priced product that everyone appreciates.

Do Not Substitute—it is never good business. Instead have your stock of Lanka adequate and ready for every and all emergencies.

Imported and packed by

Wm. Braid & Co., Vancouver, Canada



DIRECT

SHIPPERS



Field & Co

(F.M.) LTD.

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

Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions
Western Union and Bantleys

There are plenty of fine fish in the sea,
but the best of all Sardines are the

OBAYO REAL SARDINES

The Elite of the Sea

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

Obayo Real Sardines

will bring

**BIGGER AND BIGGER
REDOUBLED AND REDOUBLED
SARDINE BUSINESS**

When next you order Sardines,
ORDER

Obayo Real Sardines

Direct Importers:

FIELD & CO. (F.M.), Ltd.,
40-42 King William St., London, E.C. 4

Peak Frean & Co., Limited
Biscuit Manufacturers
LONDON -:- ENGLAND

FOR
GOODNESS SAKE
EAT
PAT-A-CAKE

Send a Card to the Agents for Samples and
Prices of This and Other Popular Lines.

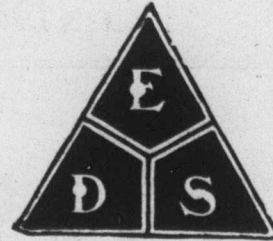
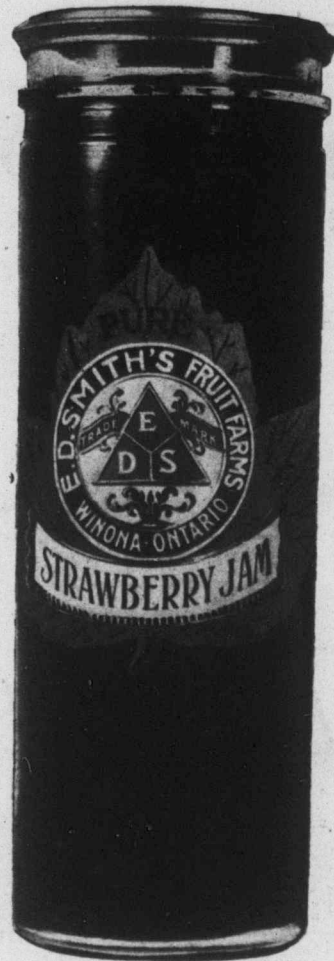
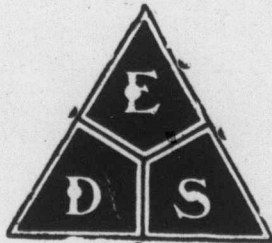
Montreal District—F. L. Benedict Co.
- Read Building, Montreal

Toronto District—Harry Horne Co.
1297-1299 Queen St. West, Toronto

Winnipeg District—W. H. Escott Co., Ltd.
181-183 Bannatyne Ave., Winnipeg

Vancouver District—H. W. Malkin Co.,
41-61 Water St., Vancouver, B.C.

The One Biscuit of the World
PAT-A-CAKE



If E.D.S. Jams could be
made purer we'd do it —

They consist of only the finest hand-picked, nature-ripened, fruit and pure cane sugar carefully blended to give a palate-pleasing flavor all their own. Recommend them to those particular and exacting customers of yours — their high standard quality will always please.

E. D. Smith & Son

LIMITED

WINONA ONTARIO

Agents:

Newton A. Hill, Toronto; Watson & Truesdale, Winnipeg.
W. H. Dunn, Ltd., Montreal; Donald H. Bain Co., Calgary, Alta.
Donald H. Bain Co., Edmonton, Alta.

Garton's
CUSTARD

The New Custard from England

Pure—Wholesome—Nutritious

Enjoyed alike by old and young; its rich creamy flavour makes fruit puddings, etc., so tasty.

From all Stores, in Tins and Packets

THESE are two of the **Garton Custard** advertisements that are daily helping you to sell more Garton's Custard.

Now is the logical time to feature **Garton's**—now when fruits are scarce and high priced and when the family supply of preserves has become depleted.

The Garton consumer campaign is now in full swing, telling thousands of Canadians about Garton's superb custard, and the most profitable way you can link your store up with this energetic "goodwill" campaign is by keeping your supply of **Garton's Custard** well displayed in the window and on the counter.

Distributors for Canada

W. G. Patrick & Co., Limited
HALIFAX MONTREAL TORONTO WINNIPEG

Hurrah!

Garton's
CUSTARD

Give it freely to the children—it's so nutritious
Has a flavour all its own—rich and creamy—nothing quite like it.

From all Stores.



8 Delicious Varieties

Dealers and Wholesalers--
Write for prices and full information on Elkhorn Cheese in tins.

Get Your Share of Business

Cash in on our international advertising on Elkhorn Cheese in tins. Get the tins out from behind the counter—display them in your windows, on your shelves and counters. Every tin is guaranteed to keep without ice. Sales are increasing by leaps and bounds. Get your share of the increase.

ELKHORN CHEESE IN TINS - 8 VARIETIES

is a sterilized cheese which is sealed in an air-tight, sanitary container. All this is done by machinery so that no hands touch the cheese until the tin is opened and the parchment paper removed.

Sales Representatives:

Wm. H. Dunn, Ltd.,	-	180 St. Paul St., Montreal
Dunn-Hortop, Ltd.,	-	Board of Trade Bldg., Toronto
J. A. Tilton,	-	St. John, N.B.
Pyke Bros.	-	Halifax and Sydney
Buchanan & Ahern,	-	Quebec

Manufactured by

J. L. KRAFT & BROS. CO.

Tie up your small packets and boxes neatly and watch your sales increase

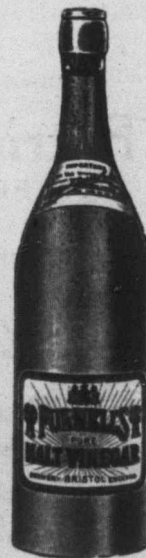
Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock. Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.

Limited
Fawley Mills, Tottenham Hale
LONDON, N. 17.
England

PURNELL'S



England's Best PURE MALT
VINEGAR,
PICKLES
& SAUCES

SPECIALITY B V FRUIT SAUCE

*Have Stood the Test of Time
Having Been Established since
1750*

Our Agents have a full
range of samples

PURNELL & PANTER, LTD., Bristol, ENGLAND

Canadian Agents:
J. Billman & Son, Pickford & Blacks Wharf, Halifax, N.S.
J. Hunter White, 7 and 8 North Market Wharf, St. John, N.B.
R. B. Hall & Son, Room 21, 212 McGill St., Montreal.
W. T. Donohue, 401 Richmond St., London, Ont.
The Lind Brokerage Co., Ltd., 49 Wellington St. E., Toronto.
J. E. Huxley & Co., P. O. Box 815, Winnipeg.
C. E. Jarvis & Co., Duncan Buildings, Pender St. West, Vancouver, B.C.



HOPS

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

Ranches located at
Sardis, Agassiz,
B. C.

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



Largest Hop Growers in Canada

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

"The Pink of Perfection"

CASCADE SALMON

EVERY TIN IS GUARANTEED



Pounds and Half
Pounds

British
Columbia
Packers'
Association
Vancouver, B.C.

Eureka Refrigerators

We maintain at our head office in Owen Sound an experienced body of refrigeration experts whose duty it is to answer *your* questions regarding refrigeration problems.

Why not take advantage of this service?

At the same time write for our illustrated free literature.

Eureka Refrigerator Co., Ltd.

Head Offices and Factories:
Owen Sound, Ontario

A Sure Business Bringer

Garton's Custard is a new and quick-selling line, widely advertised; it is certain of an increasing demand.

Garton's CUSTARD

sold in tins and cartons of
handy shape and size.

Sole Agents
W. G. Patrick & Co., Ltd.
Toronto, Montreal

A Beautiful Label Proves Nothing—



But "Wallace's" on
a label means
everything

WALLACE FISHERIES LIMITED
VANCOUVER

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



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

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

Dodwell & Co., Ltd.

Importers and Exporters
VANCOUVER



'ALL GRADES' AND SIZES OF
CANNED SALMON

Under these brands are packed and inspected
with the utmost care to give satisfaction to all.

- | | |
|------------|-----------|
| HALLBEST | HALLGOOD |
| HALLRIGHT | HALLFLAKY |
| HALLFANCY | PINK ROSE |
| HALLCHOICE | TEA ROSE! |
| HALLPINK | |

Known throughout the world!



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER


W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

PETER LUND & COMPANY
Manufacturers' Agents
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate.
505 Metropolitan Bldg., Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.

Vancouver Office of
Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

LET CANADIAN GROCER
Sell It For You



“He offered me Pilchards a dollar a case cheaper than “Albatross,” but I said “you have to pay the same for cases, and cans, and to the fishermen—so I guess you save a dollar’s worth of labor on each case—NO THANK YOU.”

Clayoquot Sound Canning Co., Ltd.
VICTORIA
AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B. C.

EVERY MORSEL EDIBLE
AND DELICIOUS



Red Arrow Biscuits

are quite apparently the
Biggest Package for the Money

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

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

Richardson Green, Limited
MANUFACTURERS' AGENTS

Calling upon the Grocery, Hardware and
Drug Trade.

Winnipeg Regina
Edmonton
Calgary Saskatoon

We work The Retail Trade

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

C. H. GRANT CO.

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

Why Not Build Up Your Trade in the
West, by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

Geo. W. Griffiths & Co., Ltd.
346 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and
Smokers' Sundries

THOMPSON, CHARLES & CO.

selling to
GROCERY, CONFECTIONERY
and
DRUGGISTS' TRADE
We are open for a few more lines
SCOTT BLOCK, 272 Main St., WINNIPEG

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

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

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

LET US SHOW YOU.

Head Office : WINNIPEG, MAN.

Branches at:

REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B. C.

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

MANITOBA
 SASKATCHEWAN

Wholesale Grocery Commission
 Brokers

ALBERTA
 WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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



The Largest in Western Canada

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

Williams Storage Co.
 WINNIPEG
 and
 Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

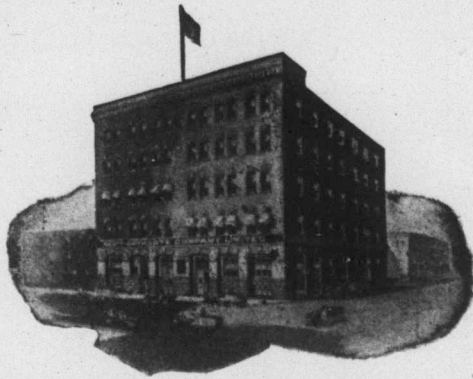
have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
 STORAGE
 DISTRI-
 BUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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DETAIL WORK

Christie's Biscuits and

Robertson's Confectionery

are having big sales in Western Canada. Why not have your goods marketed by their agents:

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave., East, Winnipeg

C. DUNCAN & SON

Manufs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG

Estab. 1899

Stroyan-Dunwoody Co.

Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg

Service coupled with Reliability brings Results
We want your business. Write us.

HERALD BROKERAGE CO.

Wholesale Commission Brokers and
Manufacturers' Agents.

We give you the best of service.

617 McIntyre Blk. | 16 Board of Trade Bldg
Winnipeg, Man. | Calgary, Alberta

W. H. ESCOTT CO. LIMITED

*Wholesale Grocery Brokers—Manufacturers' Agents—
Commission Merchants*

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

SALES FORCE

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

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

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

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

The Norcanner Brand



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

Bravo Brand Sild Sardines

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



Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

C. B. Hart Reg.
Montreal

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

Donald H. Bain Co.
Winnipeg

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

CHADWICK & COMPANY
COMMISSION BROKERS
34 DUKE ST.
TORONTO

CAN
CREATE
A DEMAND
FOR YOUR GOODS
THROUGH EFFICIENT
METHODS OF REPRESENTATION

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

CRUICKSHANK & GUILD
Manufacturers' Agents
32 Front St. West,
TORONTO and OTTAWA

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

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



32 Front
TORONTO St. West
CANADA

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

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

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

WHEN WRITING TO ADVERTISERS KINDLY MENTION
THIS PAPER

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

ALBERTA

JOHN PRITTY, LIMITED
Merchandise Broker and Manfg's Agent
HEAD OFFICE: REGINA, SASK.
Carlots Oyster Shells, Coarse and Fine Grit,
Potatoes, Eggs, Poultry, Rice, Beans, etc.,
etc.
PRITTY gives you every protection. A
LIVE, ENERGETIC WESTERN FIRM.

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

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



MACARONI
The Pure Food that Builds Muscle and Bone at Small Expense
The Meat of the Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

ACID PHOSPHATE for **SELF-RAISING FLOUR MANUFACTURERS**
BUY FROM THE MANUFACTURERS
PRESCOTT & CO., "Rutland Mills" Hulme, Manchester, ENGLAND
CABLES: "CORNCRAKE"

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.

QUEBEC

ROSE & LAFLAMME LIMITED
 Commission Merchants
 Grocers' Specialties
MONTREAL TORONTO

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

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

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

AGENCIES WANTED
 Our representative cover the Island of Cape Breton at regular intervals. No consignments accepted. Best references given by letter to interested parties.
INGRAHAM SUPPLY COMPANY, LIMITED
 Wholesale Commission Merchants and Manufacturers' Agents
 SYDNEY, N.S.

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

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

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
 GROCERY BROKER
 Importateurs & Exportateurs | Importers & Exporters
 Pois et Feves | Peas and Beans
 Produits Alimentaires | Food Products
 ST. NICHOLAS BUILDING, MONTREAL

You Try This
 When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

MARITIME PROVINCES
GAETZ & CO.
 MANUFACTURERS' AGENTS AND GROCERY BROKERS
 640 Barrington Street, Halifax, N.S.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER



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

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

THE RETAILER'S BEST SELLING LINE



All over Canada they
are asking for

"The Tobacco with a heart"

Do you get your share
of the profits?

MACDONALD'S

W. C. MACDONALD REG'D.
INCORPORATED
MONTREAL

THE BISCUITS OF HUNTLEY & PALMERS, Limited READING AND LONDON

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

Amongst their greatest favourites are the following :—

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

Representatives :

NOVA SCOTIA and PRINCE EDWARD ISLAND

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

NEW BRUNSWICK

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

QUEBEC

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

ONTARIO

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

MANITOBA, SASKATCHEWAN and ALBERTA

W. Lloyd Lock & Co.
104 Princess Street

BRITISH COLUMBIA—

MAINLAND

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

VANCOUVER ISLAND

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

NEWFOUNDLAND and LABRADOR

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

HUNTLEY & PALMERS, LIMITED

READING AND LONDON, ENGLAND

WHY SELL POTATOES

They are Too Expensive!

Try a shipment of

**Graham's Dehydrated Potatoes
and Julienne (Soup, Vegetables)**

Are easily prepared and just as good as
the fresh article and much cheaper

ASK YOUR JOBBER OR WRITE FOR PARTICULARS TO

GRAHAM'S, LIMITED
BELLEVILLE - - - ONTARIO

Pumpkin Pie Without Eggs

Canned Pumpkin is one of the cheapest canned foods on the market.

Sale has been restricted owing to the popular opinion that pumpkin pie requires eggs.

A first-class *Pumpkin Pie* can be made *without eggs* with the following recipe:—

1 Can Pumpkin
1 Cup Milk
 $\frac{3}{4}$ Cup Sugar
1 Tablespoon Flour mixed with the milk
Salt and Spices to taste.

ASK FOR DOMINION BRAND CANNED PUMPKIN

Every tin guaranteed by

DOMINION CANNERS LIMITED
HAMILTON, CANADA



*Do You Turn Over
Your Money Every Week,*

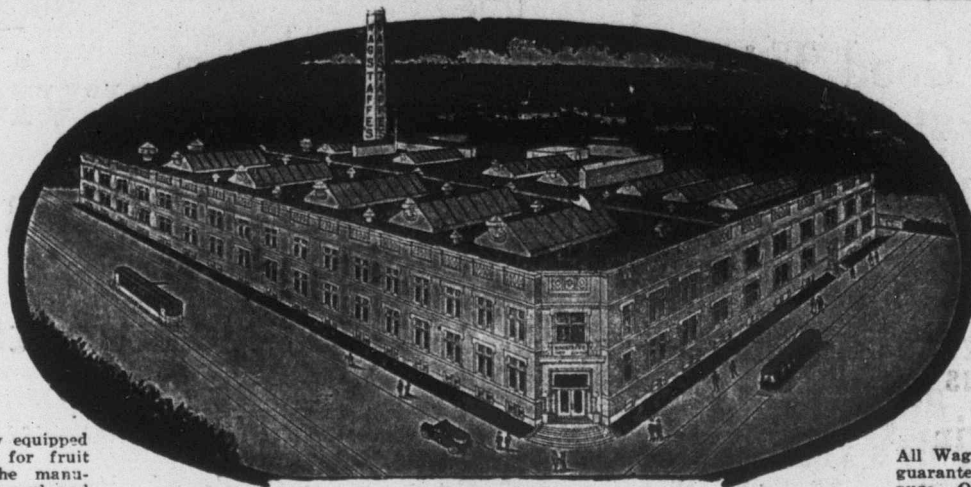
or do your goods lie on your shelves for six months or more?

McCormick's Jersey Cream Sodas

are rapid sellers, and therefore a profitable line for the merchant.
Rapid selling goods must have the quality.
The public must know that they have the quality.
Therefore our "Sales Policy" is Quality, Publicity, Service.

The McCormick Manufacturing Co., Limited
LONDON, CANADA

BRANCHES—MONTREAL, OTTAWA, HAMILTON, KINGSTON, WINNIPEG, CALGARY,
PORT ARTHUR, ST. JOHN, N. B.



The most modernly equipped plant in Canada, for fruit preserving and the manufacture of candied peel and crystallized fruits.

The Home of Wagstaffe's Jams

All Wagstaffe's products are guaranteed to be absolutely pure. Only the best of fruit and pure cane sugar is used.

"When you eat let it be the Best"



WAGSTAFFE'S

Pineapple Marmalade
Celebrated Bramble Jelly
Ginger Marmalade

ARE GREAT APPETIZERS

BOILED IN SILVER PANS

Ask Your Grocer for Them



Helping You
Sell
Wagstaffe's

Here are two of a series of Wagstaffe advertisements that are now running in every leading newspaper throughout Canada.



WAGSTAFFE'S

Real Seville
Orange Marmalade

*All Orange and Sugar—
No camouflage.*

Boiled with care in Silver Pans.

ASK YOUR GROCER FOR IT.



You, Mr. Grocer, if you would get the full benefit of this publicity, can best link up your store with this Wagstaffe campaign by keeping your stocks of Wagstaffe's incomparable Jams, Marmalades and Jellies well displayed.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

Representatives: H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., To-

ronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St. John's, Nfld.

Three Good Things the Grocer should not miss, yet only One Article to deal in.

- 1.—Grimble's Malt Vinegar is pure.
- 2.—Grimble's Malt Vinegar keeps in any climate.
- 3.—Grimble's Malt Vinegar gives you a good profit and the Customer every satisfaction.

REPRESENTATIVES:

WINNIPEG—Messrs. H. P. Pennock & Co., Ltd., Winnipeg.
 MONTREAL & TORONTO—Messrs. Maclure & Langley, Ltd., 11 St. Nicholas Street, Montreal, and 12 Front Street East, Toronto.
 VANCOUVER, B.C.—Mr. H. C. Janion, 709 Mercantile Building, Vancouver.

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 three cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just three cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 3c word first insertion, 2c word for each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

The Service that Counts

To Manufacturers

Think of your business—

Now think of all the news appearing in the newspapers of Canada and United States relating to your business.

Now imagine that news coming to your desk promptly, regularly—do you not see advantages and opportunities in a service of this kind?

We supply many customers with important news and they find it saves them time—often money, and keeps them in touch with all that is going on in their line of business.

When writing for rates let us have some information on your business and we can then outline a service that will benefit your whole organization.

Canadian Press Clipping Service

143-153 UNIVERSITY AVE., TORONTO

Old Tea is Bad Tea

and Bad Tea is a mighty poor thing for your trade. Tea is at its best the day it is fired in the gardens and all the subsequent exposure to the air deteriorates it. We do our utmost to get "SALADA" to the consumer in the *Fresh-est Possible Condition* by taking it from the sealed chests and enclosing it in our metal-foil packets with a minimum of exposure. We then pass it along to you immediately. We ask for your co-operation to see that it reaches the consumer promptly. The sealed packets keep the tea in better condition than anything else in packet form that we know of. *But if any Retailer has any "SALADA" in stock at any time that is over six months old, will he please ship it back FREIGHT COLLECT and the full purchase price will be refunded to him.*

SALADA TEA COMPANY OF CANADA, LIMITED
 TORONTO MONTREAL WINNIPEG



For
 Good
 Baking

—your customers will prefer Brodie's XXX Self-Raising Flour. Represents a standard of all 'round baking efficiency and your constant displaying of a stock of this product will mean profit to you through repeat sales.

Order from your wholesaler or jobber.

Brodie & Harvie, Limited
 MONTREAL

Enquiry Department

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

LIST OF CREAMERY COMPANIES IN ONTARIO

Could you furnish us with a list of creamery companies that are in a position to quote us on carlot quantities of fresh-made creamery butter, firsts, specials and seconds? We refer only to creamery companies operating in Ontario.—John Pritty, Limited, Regina, Sask.

Answer.—The list has been mailed.

FOILAGE AND STREAMER DECORATIONS

Will you please give names of wholesale houses who handle foilage and steamer decorations?—James Marshall, Sedgewick, Alta.

Answer.—Botanical Decorating Co., 208 West Adams St., Chicago, Ill.; Clatworthy & Sons, 161 King St. West, Toronto, Ont.; Eastern Sales Co., 43 Scott St., Toronto, Ont.

GLUTEN FLOUR

Can you inform me where I can procure gluten flour?—J. S. Ireland, Mount Forest, Ont.

Answer.—You ought to be able to procure gluten flour from the following firm: White Swan Spices & Cereals Co., 156 Pearl St., Toronto.

HAND COFFEE MILLS

Please give information on the following: Name of firms handling hand coffee mills for use in small store.—Mr. E. J. P. Barnes, 530 Gray Flower Road, Victoria, B.C.

Answer.—We believe you could purchase

these through Mr. E. S. Chambers, 424 Cordova St. West, Vancouver, B.C., agent for Hobart Mfg. Co.

WHOLESALE DRUG FIRM, STOCK CUTS, SUBSCRIPTION PRICE OF "DRUGGISTS' WEEKLY."

Please give information on the following: Address of a wholesale drug and chemical firm; address of a firm that sells stock cuts for advertising, and who issues a catalogue. Send sample copy of the "Druggists' Weekly" with subscription price.—Cyril Marten, 122 Bond street, St. John's, Newfoundland.

Answer.—Wholesale drug and chemical firms: National Drug & Chemical Co., Montreal, Que., and Toronto, Ont.; Lyman Bros., Ltd., Toronto, Ont.; Lymans, Ltd., Montreal. Stock cuts: British & Colonial Press, 67 Adelaide St. W., Toronto, Ont. Subscription price of "Druggists Weekly," \$3.00 per year. Sample copy has been mailed you to-day.

EGGS AND MAPLE SUGAR

Please tell me the address of firm who would buy fresh eggs and maple sugar. I have about 50 doz. fresh eggs and 400 lbs. of maple sugar.—Mr. Antoine Allieb, Pettitier Mill, Que.

Answer.—Firms who might purchase maple sugar are: Smalls, Ltd., Montreal, Que.; Maple Tree Producers, Limited, Montreal; Bowes Company, Limited, Toronto. You might try the following firms for the

eggs: Gunn, Langlois Co., Montreal; Montreal Abattoir Co., Montreal. And for both, the following: Geo. V. Kneen, Ltd., Montreal; Macklairs, 211 St. James St., Montreal. These two are retailers.

SOFT DRINKS, ESSENCES FOR ICE CREAM, JOB PRINTERS

From whom can we purchase good line of soft drinks, pure fruit essences for ice cream, etc.; also names of job printers for duplicate order books.—T. H. Rogers & Son, Carnarvon, Ont.

Answer.—Soft drinks: Welch Grape Juice Co., St. Catharines, Ont.; Power Keachie, Ltd., Duncan and Pearl Sts., Toronto; Annapolis Valley Cyder Co., Bridgetown, N.S.; Holbrooks, Ltd., Toronto, Ont. (lime juice); O'Keefe's Brewery Co., Toronto, Ont.; Gingello, Ltd., 138 Pears Ave., Toronto, Ont.; Canadian d'Importation Co., 140 St. Catherine St., Montreal; E. L. Drewry, Ltd., Winnipeg, Man.; Calgary Brewing & Malt- ing Co., Ltd., Calgary, Alta.; Chas. Gurd & Co., Ltd., Montreal, Que.; The Marsh Grape Juice Co., Niagara Falls, Ont.; Coca Cola Co., Winnipeg, Man.; Maritime Syrup and Beverage Co., Halifax. Essences: Imperial Extract Co., Toronto, Ont.; Hungerford, Smith & Co., Toronto, Ont.; J. J. McLaughlin Co., Toronto, Ont.; The Bowes Co., Toronto; McNab & Roberts, Winnipeg, Man. Job printers for order books, etc.: Auto- graphic Register, Montreal; Imperial Pub- lishing Co., Halifax; Might Directories, To- ronto, Ont.; Grand & Toy, Toronto; Rolph & Clark, Toronto, or any local job printer.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers INFORMATION WANTED

Date.....1920..

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

Man Left You, Did He ?

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

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

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

Rate is 3 cents a word first insertion and 2 cents per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads.

143-153 University Avenue
TORONTO

Not how cheap but how good!

It doesn't matter how cheap poor tea is—it cannot be economical. It lacks both the strength and the flavor. Every cup that is poured is a bad advertisement for the retailer and helps to make a new prospect for the tea pedlar.

Red Rose Tea is a great help for the retail grocer because it satisfies and



pleases those who drink it. No pedlar can steal Red Rose Tea business away from you.

T. H. Estabrooks Co., Limited

St. John

Montreal

Toronto

Winnipeg

Calgary



Scotch Snack Idea No. 2

Recommend Scotch Snack over the Telephone. How often your Customers ask this Question. What have you got nice for making Sandwiches?

Be sure to sell her Scotch Snack "It's Fine." Scotch Snack is delicious for Croquettes, Sandwiches, Salad, etc., make sure your Stock is Complete with all sizes.

Watch for next week's Advertisement.

ARGYLL BUTE "Reg."
Montreal Que.

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.

Three cents per word first insertion, and two cents per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

ADDRESS

CANADIAN GROCER

143-153 UNIVERSITY AVE., TORONTO

Robinson's "Patent" Barley is the ideal food for invalids and babies.



The best food for infants and invalids

Let your customers know you stock "Robinson's" Barley. The satisfaction it gives will bring them back for other articles. It warrants a place in your displays.

Keep your "Robinson's" stock of "Patent" Barley and "Patent" Groats replenished frequently.

MAGOR, SON & CO., LIMITED

191 St. Paul Street, W., MONTREAL

30 Church St., TORONTO

SHIRRIFF'S LAUNCH BIG PUBLICITY CAMPAIGN

Striking Series of Advertisements Running in Daily Newspapers

The most forceful and effective marmalade advertising campaign in Canada has recently been opened by the makers of Shirriff's Marmalade. Prominent space in the leading city dailies is keeping this well-known brand of marmalade constantly before the public.

Those dealers who felt the increased sales resulting from last year's advertising should get ready to meet a greater demand than ever. The extensive advertising is rapidly attracting business to the grocer who sells

Shirriff's
MARMALADE

Send for our beautifully colored window and counter cards and identify your store with the Shirriff advertising. Free to all Shirriff dealers, on request.



Imperial Extract Company

TORONTO, ONTARIO

Selling Agents for Canada

Harold F. Ritchie & Co., Limited, Toronto and Mon

Shirriff's

TRUE ORANGE

MARMALADE

is a strong seller all year 'round. Its unfailing popularity is due to its uniformly high quality. Through our advertising, more and more Canadian purchasers are being convinced of its superiority. The absolute assurance of satisfaction, the steady profit and quick turnover make Shirriff's Marmalade a truly profitable line to carry. Every trial brings a regular customer to your store.

CANADIAN GROCER

VOL. XXXIV

TORONTO, MAY 21, 1920

No. 21

Foods Exempt from Tax on Sales

Sir Henry Drayton, Finance Minister, in Budget Announcement, Excludes Foods From New Taxation on Turnover—War Customs Tax of 7½ Per Cent. is Removed—Business Profits Tax Also Changed

THE BUDGET IN BRIEF

1. One per cent. tax on all sales of manufacturers, wholesalers or importers, except on coal and foods for man and beast.

2. Excise taxes running from 10 to 50 per cent. of the selling price of goods, particularly textiles, ranging above certain specified prices; and upon luxury articles made of gold or silver, or for adornment or recreation, whether imported or manufactured in Canada.

3. Heavy excise taxes on all spirituous liquors, from 30 cents a gallon on ale, beer, porter, stout, to \$2 a gallon on rum, whiskey, brandy, gin, etc., to \$3 a gallon on champagne and sparkling wines.

4. Increase of 5 per cent. in all taxation on incomes of \$5,000 and upwards, taxes to be paid in part or whole when making returns, and heavy penalties provided for errors or failure in making returns.

5. Stamp taxes of two cents on promissory notes and bills of exchange for every \$100 for which drawn.

6. Stamp tax of two cents on every share of stock transferred.

7. Twenty-five to fifty cents on every pack of playing cards sold.

8. A license fee of \$2 on every business man dealing in various luxury articles mentioned.

The reductions in taxation are: First, the removal of the extra customs war tax of 7½ per cent., which brought \$30,000,000 last year, mainly drawn from articles on which the still higher excise taxes are now levied. Second, the repeal of the duty on moving picture films. Third, the retention of the business profits tax, but increasing the exemption on profits from 7 to 10 per cent., and decreasing from 25 to 20 per cent. the tax on profits above 10 and less than 15 per cent. on all businesses having a capitalization of not less than \$25,000 and not more than \$50,000, except where more than 20 per cent. of the profits was gained in 1917 or 1918 from munitions industries. Fourth, some minor tariff reductions, letting typewriters, books and other articles for the blind in free.

That a long list of foodstuffs is exempt from taxation in the budget announcement of Sir Henry Drayton, Finance Minister, just made public, is one of the features, from the grocer's standpoint. Coal and essential foods are omitted in the lines of merchandise that are affected by new taxation. The removal of the 7½ per cent. war customs duties does not affect the trade, as it was removed from foodstuffs a year ago. The increase in the exemption of from 7 to 10 per cent., under the business profits tax, is also an announcement that will be interesting to the trade.

The new taxation is to be collected alike on goods of both Canadian and foreign manufacture, and wearing apparel is badly affected by the new taxes. On hats, hose, neckwear, shirts, and on fans, trunks, etc., costing above certain named prices, ivory-handled cutlery, cut glass, lace, silk embroideries and sporting goods, a tax of ten per cent. will be levied on the total purchasing price. Smokers are also hit by the new taxes. While tobaccos escape equipment such as pipes, cigar and cigarette holders costing more than \$2.50, humidors, etc., are to be

taxed twenty per cent. on the total purchase price. Mechanical musical instruments are also to be taxed at 20 per cent. of their total purchase price, and playing cards at 25 cents and 50 cents a pack, depending on the sale price.

WAR TAX REMOVED

The general war customs duty of 7½ per cent. was repealed last year in so far as articles of food, clothing, agricultural implements and fertilizers, as well as some other items are concerned. It, however, still obtains on a large part of importations, approximately thirty million dollars of revenue accruing from this source last year.

TAX ON TURNOVER

In view of the necessities of increased revenues, a tax of one per cent. on the sales of all manufacturers, wholesale dealers, jobbers and importers is imposed. The tax will not include retailers as such, but will include the goods manufactured or imported by any retailer although manufactured or

imported by such retailer for retail sale by himself. Consideration must also be given to the cost of essentials, and on this account it has been determined that the tax will not apply to sales of meats (fresh, salted or pickled), butter, cheese, oleomargarine, butterine or any other substitute for butter, lard, eggs, vegetables, fruits, grains, and seeds in their natural state, buckwheat meal or flour, pot, pearl, rolled, roasted or ground barley, cornmeal, oatmeal or rolled oats, rye flour, wheat flour, coffee (green, roasted or ground), tea, salt, cattle foods, hay and straw, nursery stock, fish (fresh, pickled, salted, smoked, dried or boneless), sugar, syrups and molasses, anthracite or bituminous coal, artificial limbs and parts thereof, or to goods exported.

The sales tax ought not to be used as a basis of further profits, and must not, therefore, be included in the manufacturers' or wholesalers' costs on which profit is calculated. The tax when not absorbed by the vendor must then be included in his invoice as a separate item.

STAMP TAXES CONTINUED

The existing tax on cheques will be continued, but the rate increased on bills of exchange and promissory notes, so as to provide a 2-cent tax on all bills or notes of \$100 or less, and for every additional \$100 or fractional part thereof, 2 cents more. A tax of 2 cents for each share of stock transferred is also proposed.

The method of collecting stamp duties on patent and proprietary medicines and perfumery will be changed by having the stamps affixed by the manufacturer or importer, instead of the retailer, at the time of sale. The stamps are not to be included in the costs of the manufacturer or importer, but if not absorbed by the seller, are to be added in the invoice as a separate item.

BUSINESS PROFITS WAR TAX

The business profits war tax is maintained, but the exemption on profits is increased from 7 to 10 per cent., and the tax on profits above 10 and less than 15 per cent. on all businesses, having a capitalization of not less than \$25,000, and not more than \$50,000, is decreased from 25 to 20 per cent.

It has been determined that it is impossible to stop immediately the imposition of the business profits tax, and a resolution will be introduced which will provide for the continuance of a tax of this

character, but on a reduced scale, on the profits derived during the year 1920, the tax being payable in 1921. The present exemption will be extended from 7 to 10 per cent., the schedule of taxation to be as follows:—

On profits in excess of 10 per cent., but not exceeding 15 per cent., 20 per cent. tax.

On profits in excess of 15 per cent., but not exceeding 20 per cent., 30 per cent. tax.

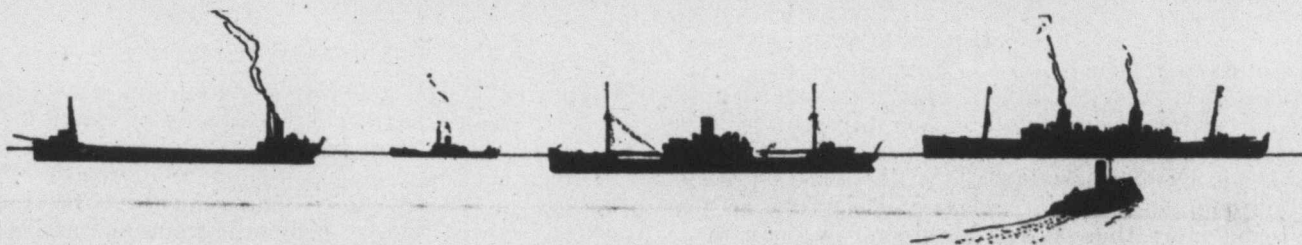
On profits in excess of 20 per cent., but not exceeding 30 per cent., 50 per cent. tax.

On profits over 30 per cent., 60 per cent. tax.

The present act provides a different scale of taxation for the profits of businesses with capital of not less than \$25,000 and under \$50,000, being one-quarter of all profits exceeding 10 per cent. on the amount of the capital employed; it is proposed to reduce this tax from 25 to 20 per cent. It has been felt that the concessions made in the proposed amendments are sufficient for the purpose of enabling firms to set aside more of their profits to reserves or plant extension and to put their businesses in a better position to meet the deflation period, while at the same time a check will still be held on abnormal profits.

By the new act a tax is to be imposed on candy and confectionery, and chewing gum or substitutes to the extent of ten per cent., and a tax of thirty per cent. is placed on all patent and proprietary medicines. These affect the grocery trade where these lines are carried. Wholesalers and manufacturers are required to take out an annual license fee for the purpose of handling these lines, the said fee not to exceed five dollars, and the penalty for neglect or refusal to comply with this ruling shall be a penalty not exceeding \$1,000.

Wholesalers spoken to in regard to the budget, are more or less confused as to its interpretation, and are not clear as to just what lines of foodstuffs are to be taxed. For instance, they want to know if vegetables, which are exempt, include canned vegetables. For the purpose of getting a better understanding of the new law as applying to wholesale grocers, A. C. Pyke, secretary of the Wholesale Grocers' Association, and A. H. Paffard, of Toronto, together with representatives from Hamilton and Montreal, went to Ottawa Wednesday night and interviewed the Minister of Finance on Thursday.



Special Effort Sells 500 Tins of Canned Peas in a Day

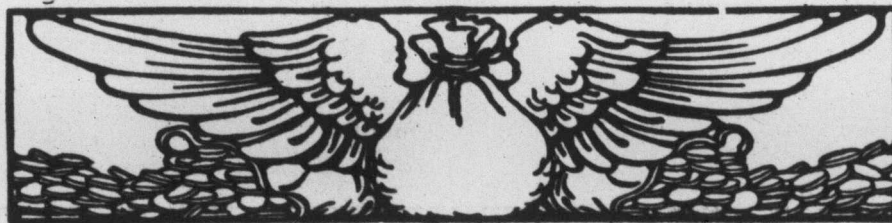
Toronto Grocer Had His Staff Suggest Canned Peas to Customers in Giving Orders Over the Telephone—The Result Was Heavy Sales

Selling five hundred tins of canned peas in one day almost constitutes a record for the average grocer, but it is exactly what D. W. Clark, Avenue Road, Toronto, did recently in a special effort. Mr. Clark had received a fairly heavy consignment of these canned peas and decided that he had to get them moving.

It is a custom in the Clark store to boost sales of certain lines regularly. Sometimes it is peas, sometimes it is beans, soups, or any one of several different lines. Mr. Clark's chief trade is over the telephone. His staff is instructed to suggest whatever particular article is being pushed. On this occasion canned peas were recommended to customers, and splendid sales, as above indicated, were the result. Customers bought freely, Mr. Clark stated, not ordering merely one tin, but nearly every order was for two or more tins.

It was merely by the concentrated effort of the staff that resulted in such large sales of these peas, and it is another convincing instance as to how the grocer can increase sales of a reputable article, if he puts behind it some selling effort.

On another day Mr. Clark sold several dozen tins of a certain brand of pork and beans. The same methods were adopted as in the case of the canned peas, recommending them to customers, chiefly over the telephone.



Creamery Builds Sales in Groceries

R. Scott & Co., Mount Forest, Ont., Conduct a Modern and Well-Equipped Creamery Under Same Roof as Grocery and Dry Goods Departments—Has Increased Trade With Farming Community

It is an unusual thing to see a creamery under the same roof as a grocery store, but such is the case in the general store of R. Scott and Co., Mount Forrest, Ont. That the creamery has been a stimulating means, in the way of increasing sales of groceries, there seems to be no doubt in the mind of Mr. Scott, and he intimated to CANADIAN GROCER on the occasion of a recent interview, that the turnover in groceries had been greatly enhanced by the creamery. This store carries on a very large farm trade, and with the installation of the creamery, more farmers came to deal here, for the reason that it was the most convenient place to dispose of their cream. In almost every instance, they purchase their food supplies in the grocery department, and while there are no obligations of trade exchanges, invariably the farmers do not go elsewhere for their supplies.

Growth of Creamery Business

R. Scott and Co. conduct one of the largest general stores in Western Ontario. Recent alterations and renovations in the store have resulted in making the establishment a splendidly equipped, and convenient shopping centre. It consists of departments for dry goods, boots and shoes, men's furnishings, house furnishings, groceries, and the creamery. The creamery is situated just at the rear of the premises. It is modern in every detail, and hundreds of pounds of creamery butter are turned out every month, and this butter is disposed of in Montreal, Toronto, and many other points of lesser importance. "We only started in the creamery business five years ago," Mr. Scott told the representative of CANADIAN GROCER. "We commenced in a very small way, but it has grown enormously. We first started in the cellar, but the growth of business necessitated us having larger quarters. We moved our grocery department to the north side of our store,

and fitted out the creamery in the former grocery section. We now have a larger and more attractive space for groceries, and better accommodation for the manufacture of butter.

"Do you not do a town trade in groceries?" the GROCER representative asked W. E. Evans, manager of the grocery department.

"Our town trade in groceries is comparatively small," he replied. We cater mostly to farmers, and do not go after, in any special effort, the people of the town. Because our business in groceries is chiefly with farmers, we buy and sell in large quantities. Our trade is largely in staple lines, that is, we sell sugar, flour and foodstuffs of this kind, mostly by the hundredweight. We do not carry perishable lines, nor specialties to any extent, but cater mostly to people who are buying in heavy quantities. We buy dairy butter, too, from the farmers, and are also large purchasers of eggs. We have a man to look after this business entirely, and our shipments out to the city markets are very heavy."

Displays in Windows

"Do you use your grocery window for display?" Mr. Scott was asked.

"Yes, we always show some particular line in the window, and while we do not go after town trade as diligently as we might, we very often find, a good window display brings townspeople into our store, and at once in the store, they make purchases, that they otherwise would not have made. Counter displays, too, are valuable in the way of selling goods, and we have had good results from the same."

A Rest Room for Ladies

The grocery department in the Scott store has a separate entrance, and is connected with the other sections by an archway. A convenience in the store that is much appreciated, is the rest

room for ladies. Especially do the people from the country avail themselves of this accommodation, and Mr. Scott told CANADIAN GROCER, that such a room was not only a great advertisement for the store, but was the means of constantly bringing new business.

GROCERS BUY BUILDING

Parsons, Brown and Company Pay \$45,000 for Adelaide Corner

Toronto.—Parsons, Brown and Company, wholesale grocers, have purchased the three-storey brick building on the south-west corner of Adelaide and Jarvis streets, which they have occupied as tenants for several years, at a price understood to be around \$45,000. The building fronts on three streets, 128 feet along Adelaide, 52 feet along Jarvis and 52 feet along Francis street, and the purchase was made to provide for trade expansion. Messrs. John and William A. Firstbrook, who acquired the property ten or twelve years ago from the Nasmith estate, who were the present vendors, and they were represented in the transaction by D. J. Gibson.

CATALOGUES AND BOOKLETS

Prescott & Company, Manchester, England, manufacturers of chemicals of various kinds, began issuing in March a unique house organ, called "The Triangle." Their trade mark, which appears on the first page of each issue, is a triangle showing various pieces of chemical equipment such as equal arm balance, test tubes, etc., etc., artistically interwoven, and the word "Research" is drawn across the centre. The triangle is designed to be read chiefly in the home. There is in the first issue the first instalment of an interesting boy's story, and this is followed up in succeeding issues.

Also in each issue there is information about the product of the company, which include such lines as acid phosphates, phosphoric acids, etc. The firm also manufactures aerated waters, cordials, syrups, vegetable colors, concentrated artificial colors, etc.

KELLOGG CASE AGAIN BEFORE THE COURTS

The suit between the Battle Creek Toasted Corn Flake Co., of London, Ont., and the W. K. Kellogg Cereal Co., Toronto and Battle Creek, Mich., comes up again next week in Toronto. It is set for Tuesday, May 25th. It is expected this will finally dispose of the contention between the two firms which has been before the courts during the past four or five years.



Showing the grocery department of R. Scott & Co.'s general store at Mount Forest, Ont.

Predicts Continued High Prices for Food Products

In their weekly business letter, Hayden, Stone & Co., investment brokers, New York, have the following to say regarding general conditions: —

Whether due to a change in the psychological atmosphere, owing to reports of cancellations and to reductions in price by large merchandise retailers, or to badly crippled transportation facilities or to both, it has now become quite evident that there is a distinct recession in many lines of business. While such an interruption to progress of business as has been occasioned by the outlaw railroad strike is most regrettable, it has also furnished a greatly needed object lesson, which could, perhaps, be supplied in no other way—that no body of men employed in such a vital industry can quit work without seriously affecting great numbers of other wage-earners. The men who, without cause, went on strike, are to-day very justly most unpopular with men who have thereby been wholly or partly thrown out of jobs. The loss of wages, and, therefore, of purchasing power which this has caused, are beyond computation. The fact is that the transportation system of this country is at the best so inadequate, and has been still further so crippled by the action of these men, that even were all other conditions favorable, this alone would make it impossible to continue business operations at anything like the volume necessary to show the best results. Nor is this a condition that, even if the roads generally could command the necessary capital, could be remedied in a week or a month. It would take years to supply the equipment necessary to put the railroads on a basis where they could adequately serve the business of the country.

The point has been well made that there has never been an instance of any serious financial depression when there has been such a general scarcity of goods, but the difficulty in securing goods, owing

largely to transportation conditions, is apt to blind one to the fact that productive capacity is probably well up, and, perhaps, in some lines exceeds consumption. The productive capacity of steel in this country to-day must be fully 50,000,000 tons. This is much greater than has been actually consumed in any one year. It seems doubtful if this great capacity could at the moment be profitably employed—certainly not at prices now ruling. The same is true of articles entering into clothing and manufacturers generally. Unfortunately, it is not true of food products. The movement of labor away from the farms has become alarming. This will in time be corrected by the lessening of pressure for labor in manufacturing industries, but this will take time, and, meantime, food products are bound to remain high.

The one outstanding and controlling factor to-day—not only in this country but throughout the world—is the shortage of capital. This is due to three causes: the destruction of capital in the war; the tremendous expansion of industry as evidenced by the great outpouring of securities in the last few years, and, finally, by the absorption in taxes of profits that would otherwise be available for enlarging business facilities. The fact is being brought home that there is a vast difference between currency and capital; that inflating currency does not increase the supply of loanable capital. It seems to us that this shortage of capital, which, after all, is but a synonym for accumulated wages or savings, is bound to result in continued high rates, which of itself is a restrictive and deflating influence. This process of deflation through which we are now passing is disagreeable, but vastly to be preferred to the experience which Japan, for instance, has recently undergone. It will in time bring about its own cure, and, meanwhile, will present opportunities to those in position to take advantage of them.

Merit to be Slogan of a New "Drive"

Public is to be Reminded of the
Fact That Canadian Candy
is the Very Best on
Market.

Not because they should patronize "Made-in-Canada" goods or because it is patriotic to support home industry, but because of its merit alone the Canadian public is to be advised to eat the products of the confectionery plants of the Dominion.

At the big convention in Montreal last week a recommendation was passed to the effect that another campaign be conducted for the purpose of calling the public's attention to the fact that Canada produces about the finest confections

on the market and that because of this they should be preferred to goods of foreign manufacture. And this apart altogether from the fact that the exchange situation in some countries is adverse.

The campaign is to be conducted along the lines employed in the "buy candy as a food" drive, with the added feature of creating a preference of Canadian goods. The last campaign was to drive it home to the public that candy is neither useless nor harmful. It is recognized that industry has no safety at all except that lying in public opinion, and that the only protection of an industry is that afforded by the public's good will.

Where Druggist Comes In

"Our only defence," said W. H. C. McEachren to CANADIAN GROCER, "is to tell the public the idea that domestic goods are superior to those of foreign origin. Let the public be sold on this and that's the big thing."

Grocers are more interested to-day in selling high-class chocolates.

There are about 15,000 people directly employed in the candy factories in Canada, fully fifty per cent. of these being in Toronto. The worth of the product turned out by these people is in the neighborhood of \$50,000,000, and last year alone the export business averaged between four and five millions of dollars.

Toronto, it is admitted, is the most notable point in America outside of Boston in the fine candy business, and grocers are ready to admit that the Canadian manufacturers excel them all. It was only recently, too, that American business men awakened to the fact that the Canadians had it over them in the quality of goods turned out as well as in the boxes.

The United Sardine Factories, Bergen, Norway, are to be represented in Eastern Canada by J. W. Windsor Co., Ltd., 11 St. Sacrament St., Montreal.

"Don't Take the Trouble to Figure"

All Grocers Can Afford to Emulate the Example of the Merchant Who Tested for Leakages—"If You Shirk the Task of Facing Out Facts in Your Business, You Are Not Apt to Make a Brilliant Success"

By HENRY JOHNSON, JR.

MY correspondent of last week accompanied his various "tests" and statement with the thoughtful letter I insert below. Note how carefully he weighs each item in his statement, and follow out the detailed segregation of classifications in his expense statement.

Very often I hear it said: "Men don't take the trouble to figure." That applies particularly to grocers. Make up your mind that there is no royal road. If you are one of those who "don't take the trouble to figure," if you shirk the task of facing out facts in your business, you are not apt to make a brilliant success. Here's the letter:

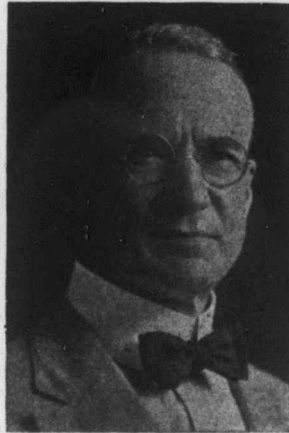
February 12, 1920.

Dear Sir: I promised to send you my figures for last year's business. Here they are, fresh off the books. We made ready for inventory by going through the stock, counting all articles and then placing a tag on them with the number of each item. In selling and filling orders, we deducted what we took from each pile, replacing the amended tag again. Needless to say, we did not get all the stock tagged before we began to write down, but had some of the staff go on with that work while two gangs began to write. We started to write at six and were through by 10:15 p. m.

Another labor-saving device used was to have all the stock books indexed to have all the same class of goods together. We found this made the work easier in extending the footings. Took stock Monday, February 2nd. Previous to that day we hunted out all the "shelfwarmers" and placed them out on tables to be sold at a reduction. Thus we cleaned up quite a lot of old-timers and are cleaning them up still. We did not put those articles on our inventory sheets, nor any others on which we were liable to have a loss.

I send you a copy of my financial statement which will enable you to check up progress of the business. You will notice I have purchased some Victory Bonds and industrials.

My liabilities are decreased to \$5,002.46. The outstanding accounts are a little higher this year. This is not commendable but is evidently in vogue as in conversation with several retailers and wholesalers I find they never had so much on the books as at present. Wholesalers say that many of their really good



HENRY JOHNSON, Jr.

customers who have always taken their discounts, fell down in January. This has not pulled the wool over my eyes, but I am going after collections strenuously and curtail- ing credit.

You will notice that I have depreciated very heavily on the cars, etc. We bought a new delivery truck last Fall, and on that, as on my touring car, etc., I have written off 33 per cent. The fixtures, as you know, were bought originally at 33 per cent., so I have taken off another 10 per cent. this year, but I have re-valued them for insurance purposes and while they appear on the books at the low figure, I have made a duplicate list at present value to replace, and am insured up to that amount. One copy I keep and the other is delivered to the insurance companies with instructions to acknowledge receipt.

You will see that the sales show a little increase of about \$9,000 which will about make up for increased prices of goods. That is to say, about the same volume of business but more money.

Slight Changes in Detail

Apple sales are a little down this year. Discounts earned were \$1,013.46 or about 85 per cent. of sales. Empty boxes nailed up and sent wholesalers netted us \$148.10—1,418 boxes at 10 cents each. We have a good stock of paper bags and also a large shipment of counter check books which under present conditions are good buys. The interest charge of \$28.55 is an independent

deal which I have kept separate.

You will notice the boss has been good to himself this year, but the money taken out of the business has been spent wisely and well. I have taken out some more life insurance and other investments. This year, all being well, the first thing I will set myself to do is pay the mortgage on my home.

Expenses are self-explanatory. Most of them are high.

You know that when the net for this year is \$7,419.84, together with withdrawals of \$1,642.92 for my own expenses, making a total of \$9,197.76—the \$135 extra being for a garage I had built at home—this is not to be criticised too severely—expenses I mean. A nice little business, eh?

I said in my last letter that I should like some figures on stock shrinkage. I have been working on this for the past year but my investigations are just sure ground. I mentioned to a jobber my suspicion of leakages worth watching carefully. He laughed and said that a man that can get nearly \$10,000 a year out of retail grocery business is not having much shrinkage.

I enclose you transcriptions of how I try to arrive at shrinkages, but I am not satisfied with results as yet. I will sift and dig until I find bed rock. Of course I could install a fine accounting system which perhaps (?) would arrive at some conclusion, but I might then be left with a beautiful system and no business. I think these matters are worth looking into and believe that if I could get to the bottom of this, I could make another \$3,000 a year profit. Is that right?

Perhaps a source of leakage is that I do not keep a record of mark-ups and mark-downs nor small losses through spoiled goods, but may possibly do this and test by taking stock oftener.

Actual bad debts written off last period were \$313.45 but I have taken off \$542. During last year I collected \$183.20 from previously written off bad debts. Last December, sales were \$12,909.

See your article "Expenses Visible and Invisible"—are those figures all at retail? If they are, I can follow you, otherwise not.

Yours truly,

Percentages of Expense, 1919

Sales, \$118,932.52; average per month, \$9,911.04.

Average margin, 20.71% (?)

Customers' accounts outstanding, average, \$6,659.10; per cent. to sales, 66.10.

		Per cent. on sales
Rent	\$1,800.00	1.55
Wages, store	4,751.85	3.98
		5.53
Delivery, wages	\$1,943.90	1.63
Gasoline, etc.	406.60	.34
Tires, etc.	194.55	.16
Car repairs, etc.	614.20	.51
Barn feed	289.88	.24
Shoeing horse	82.50	.06
33% deprec. cars, etc...	541.00	.45
		3.39
Light	\$ 137.21	.11
Water	29.15	.02
Heat	272.18	.22
Fire and liability insur...	105.25	.08
Business tax	127.10	.10
		.53
Office, stamps	\$ 51.90	.04
Stationery	46.41	.03
		.07
Advertising, newspapers..	\$ 730.29	.61
Calendars, \$72.00; signs,	\$59.30	.11
	131.30	.11
		.72
Donations	64.90	.05
Paper, bags, etc.	942.16	.79
Counter check books	168.33	.14
Laundry	65.10	.05
Interest borrowed money.	28.55	.02
Telephones	99.00	.08
Legal expenses	50.70	.04
Sundry	60.58	.05
Fixtures depreciation 10%	158.50	.13
Reserve for bad debts....	542.00	.45
Proprietor drawing account and outside investments.	3,127.92	2.63
Average turns		4.43
		14.67
Gross expense		14.67
Paper bags, etc., on hand \$	177.67	
Counter check books	111.72	
Coal on hand	30.00	.27
		14.40
Feb. 2, stock cost, \$6,273.26;		
average turns, 15 4-5.		
Discounts earned	1,013.46	
Boxes sold	148.10	.11
		.96
Net expense		13.44

Study Detail Minutely

I make no apology for inserting this long letter in its entirety, for it contains, right within itself, enough material for profitable thought and study to keep us all busy for several weeks. Fact is, I never saw such a complete and painstaking analysis of a retail business. Most of what my friend writes requires no comment whatever. A few items may be emphasized.

Prices quoted in my former article about which he asks were all retail. That was a sequel article, the first of the two setting forth clearly the fact that the store under review figured every factor on sales—retail figures throughout its calculations. Evidently he overlooked that point.

Note the important fact that "shelf-warmers," or "stockers," set out for a clean-up drive were not inventoried at all. That is the soundest kind of practice.

The hints on taking inventory should be slipped out and filed for reference next December. Such systematic tackling of the job will shorten the detail labor wonderfully; and the hint on getting out and selling stickers should not be lost. He tells me what his invest-

Continued on page 45

W. H. C. McEachern Highly Honored; Presented With a Big Cabinet of Silverware

Work Done by Sales Manager of Patterson Candy Company in Organizing Association is Appreciated.

W H. C. McEACHERN, sales manager of the Patterson Candy Company, Ltd., 951 Queen Street West, Toronto, and secretary-treasurer of the committee which conducted the big educational campaign in the interests of the confectionery and chocolate industries of Canada from Oct. 1, 1918, to May 1, 1920, was last week presented by his admirers in the trade with a handsome cabinet of silverware. The cabinet stands about four feet high and carries a gold plate on top telling all about it. There are over two hundred pieces to the silver set, and it is generally admitted that the "little gift" takes second place to none that has been handed over in many moons.

It was at the big convention in Montreal, during the course of the banquet at the Windsor Hotel, that the presentation was made. Colin Currie, of London, treasurer of the confectionery, biscuit and chocolate industries of Canada presented the cabinet and read the address accompanying it.

Chairman of Committee

Mr. McEachern has been chairman of the organization committee, and at the first convention he had wished on him the task of carrying on the campaign to boost the candy as a food. He is inclined to think that W. Robertson, of Robertson Brothers, and Mr. Cowan, of the Cowan Company, could, if they wished, tell a good deal about the presentation and what prompted it. The address follows:

"I have been called upon to-night to perform a difficult, but none the less agreeable task; why, I do not know, unless it was on account of my age suggesting that you need some fatherly advice. Advice is cheap, payable at par without exchange, and I freely extend to you the best I have to offer, and will honor your draft 100 per cent. on the Bank of Good Fellowship.

"To you, Mr. McEachern, the manufacturers of confectionery, biscuits and chocolates in Canada owe a debt of gratitude and appreciation for the able manner in which you have brought to maturity this association. But for you the idea would have been strangled at its birth. Through your Scotch determination, that would not be beaten, and like that other well-known Scotsman whose memorable words have come down to use from ages past as a warning to all who oppose a Scotman's determination, cried, 'Lay on



MacDuff, and damn'd be he that first cries 'Hold, enough.'"

Honored in the Past

"You have been honored in the past by being elected the first honorary member of this association, and, believe me, that is some honor to be proud of, but it was not considered that that fully expressed the feelings of the members and in such a way, as to convince you of their deep appreciation of, not only your work in the organization of this association but also for the able manner in which you carried to a successful issue the advertising campaign of 1918 and 1919. Work that you must have done at a great deal of personal loss.

"It is said that 'Silence is golden.' You being a married man can fully appreciate that saying no doubt at times. To-night you will be able to take back with you something superior to gold; gold is at par, but silver is at a premium; no premium, however, can express the position you occupy in our thought. As a more tangible appreciation than words can convey I have the honor and pleasure of presenting to you to-night on behalf of your fellow members of this association, this silver token. May it be to you, your good wife, and your children a source of pleasure and enjoyment in the years to come."

The 1920 city directory for Toronto, just out, gives the population of the city on January 1 as 562,585. This is based on the last decennial census, and a comparison with the number of names in the directory. The number of buildings in Toronto is placed at 162,225.

CURRENT NEWS OF THE WEEK

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

MARITIME

The Retail Merchants' Association, of St. John, N.B., passed a resolution approving of daylight saving.

ONTARIO

John Eddy, grocer, Danforth Ave., Toronto, has sold to M. Hollinghead.

H. E. Stuckey, of Caledon, Ont., is opening a general store at Mono Mills, Ont.

A. Kirkpatrick, of Lefroy, Ont., is closing his store at noon on Thursdays for the next four months.

H. E. Stuckey is opening a general store at Mono Mills, Ont., in the store formally occupied by Stork Bros.

R. C. Braund, who has conducted a general store in Peterborough for some years, is retiring, and is offering his business for sale.

The retail merchants of Chatham are closing their stores every Thursday afternoon during the months of May, June, July and August.

John Morton, president of David Morton & Son, soap manufacturers, Hamilton, Ont., died at his home in Hamilton last week. He was 77 years of age, and had resided in Hamilton since 1859. He is survived by his wife, a son and two daughters.

The stock for the United Farmers' cooperative store in St. Thomas, Ont., is practically all sold, it is stated. The objective of \$10,000, it is expected, will soon be reached. The workmen of the city have taken \$4,000 stock, and farmers are taking the balance.

The town of Drayton, Ont., has adopted Thursday afternoon as a half holiday during June, July and August.

Libby, McNeil and Libby, of Chatham, Ont., are starting a receiving station at Princeton, Ont., for their pickle factory at Chatham, Ont.

Cornwall, Ont., has adopted daylight

saving, and it will be effective from Sunday, May 30, until Sunday, September 19.

Woodstock, Ont., merchants are closing their stores on Wednesday afternoons throughout May, June, July and August.

The Lowney Chocolate Co. has leased

the lower floor of the Kantel building at 189 Church Street, for approximately \$1,800 per year.

R. W. McDonald, Westport, Ont., has severed his connection with J. S. Myer's store and has accepted a position as traveller for the George Robertson Co., of Smiths Falls, Ont.

Kingston Grocers Are Opposed to Ruling

Believe Regulation of Board of Commerce, Demanding a Statement of Sales and Costs, is Entirely Theoretical and Not Practical and Works Hardship on the Grocers

THE Retail Merchants' Association, of Kingston, Ont., has placed itself on record as being opposed to the ruling of the Board of Commerce, demanding a statement of sales, costs, margins, etc. In an unanimous resolution passed at a recent meeting the opposition of the association to the ruling was given expression to, in the following words:

RESOLVED,—That the Retail Merchants' Association of the City of Kingston, having duly read and considered the Monthly Retail Grocers' Statement of Staple Commodities, and also their circular letter of April 15, inst., to the retail grocery trade, hereby submit that said questionnaire is entirely theoretical and not applicable to the practical working out of the retail grocery trade.

To comply with these demands it would be necessary to have extra help. In many of the retail groceries, the owner acts as manager and clerk, and to employ extra help at the present rate of wages, for this purpose, would be a hardship. In fact, it means inauguration of a system, such as the cost system in a large manufacturing plant, and even, if by this help, the questions were all answered, it would not be possible to get the margin of profit, because there are so many expenses to be added, which are not asked for.

The retail grocers have already had a hard part to bear since the beginning of the war and should not be further penalized by this method.

That a member of the Retail Merchants' Association should have been on the Board to advise, because the statement asked for shows the said Board are not in touch with this section of the retail trade.

That the Board's part is not well taken when they state it will be a benefit to the retail grocers.

That wholesale and retail prices are public matters and it is not necessary to make out such a statement to show that there are no profiteering.

That if complaints from Kingston came to the Board (and we have not heard of any) let them come here and hold an investigation under oath.

That this resolution is passed, not with a view of blocking, but on account of what seems to the Association to be a case of questions arranged by some one, without any knowledge of the retail grocery business, of no value to the merchant, and being incomplete, we cannot see how it can be of any value to the Board.

That the Dominion Retail Merchants' Association take this matter up further with the Board, with a view of showing that the proposition is unwarranted and that the retail grocers be relieved from any further demands in this regard.

Grocers in Toronto are equally opposed to this ruling of the Board of Commerce, and some have expressed to CANADIAN GROCER their intention to ignore it, stating that it is so unpracticable that it can't be carried out.

DEATH OF MRS. H. P. ECKARDT

The retail grocery trade in Ontario particularly, and the wholesale trade all over Canada, will learn with regret of the death on Sunday last of the wife of H. P. Eckardt, of H. P. Eckardt & Co., wholesale grocers, Toronto. The staff of CANADIAN GROCER, with the trade, extends its sympathy to Mr. Eckardt and his son for their great loss.

NEWS FROM WESTERN CANADA

Winnipeg Grocers Ignore Board of Commerce Ruling

STRONG opposition to the order of the Board of Commerce, which requires retail grocers to make monthly returns of their business to the board, says the Winnipeg Tribune, has developed since the promulgation of the order in March.

Some retailers have endeavored to comply with the board's order, but many others have ignored it, and one prominent grocer said he would shut up shop before he would undertake to comply.

A. E. White, general manager for W. H. Stone, Ltd., said: "With the whole question of the legal status of the Board of Commerce in abeyance, and the question as to whether it has any authority either to demand or enforce its mandates an open one, we shall certainly take no steps to compile the returns demanded. It would require the services of an extra high-salaried employee to do the work. The public was led to believe that the Board of Commerce came into existence to reduce prices. The taking on of extra help means increased cost of doing business, and in the end the consumer pays.

"If in the course of events it is shown that the Board of Commerce has the powers it claims, we shall make the return, otherwise we shall not."

Would Take Several Days

A. Hendry, grocer, Portage Avenue, took practically the same stand. He said he had not made the returns, and had no intention of doing so. It would take several hours a day to comply with the Board of Commerce order, he said.

H. H. Harris, St. James grocer, said: "I never received a copy of the Board's

order or a form to fill in, and I am not hunting for them. Some of the grocers here have endeavored to send in the returns, and they found the task much more formidable than they anticipated."

J. H. Curle, secretary of the Retail Merchants' Association, said he has received many letters from retail grocers complaining of the burdensome nature of the returns asked for and the waste of time in compilation. Mr. Curle takes the view that the Board could obtain all the information required by utilizing the services of an inspector to call on the retail trade. The grocers, he said, would be quite willing to furnish the data required.

Trowern Opposes Order

More emphatic is the stand taken by E. M. Trowern, secretary Dominion executive council and Dominion Board of the Retail Merchants' Association of Canada. At a recent meeting in Ottawa, Mr. Trowern said:

"I would advise you to hold the forms, fill them out, but do not send them in until advised by your chairman. I know what I would do if it was my form."

The list of staple articles on which the Board requires monthly returns of purchases, sales and profits, includes 137 staple articles, and fruits in season.

The grocer, on a form supplied by the Board, is expected to give information on the following points:

The commodity; from whom purchased; quantity received; net unit cost; unit of freight or express charges; total unit cost; high for month; low for month; average for month; margin of profits, shown as unit amount and percentage.

thus cause injury to his trade. The appellant claims that it is doing everything in its power to minimize the inconvenience to the plaintiff, and that it has placed the matter in the hands of the city police, with instructions to spare no effort or expense in that behalf. Judgment was reserved.

NEW CHOCOLATE FIRM OPENS IN TORONTO

Melbourne's Chocolates, Limited, is the name of a new firm organized in Toronto, to manufacture both package and bulk chocolates, confectionery and novelty confections. The shareholders are O. E. Willson, president; D. Markle, vice-president; R. H. Patchett, general manager; Chas. H. Stephens, secretary-treasurer; and J. Willson, factory superintendent. The general manager states

that only Canadians will be employed in the factory, which will be white throughout. It is at 3047 Dundas Street West. The capitalization is placed at \$40,000. Mr. Willson, the superintendent, was formerly with Bergers, Limited and Mc-Conkey's.

Hargraft & Sons, Limited, Toronto, manufacturers' agents, have been appointed selling agents for Canada.

BUYING SUGAR FOR DETROIT CONSUMPTION

Chatham. —The scarcity of sugar in Kent has been considerably increased by the action of an agent of a Detroit produce company, who has been touring the country buying up the available supply in the small country stores. About 150 bags of sugar were recently shipped from Merlin to Detroit, all of which was purchased in small quantities from country dealers. Owing to the scarcity in Detroit, the agent is able to pay a high price in Kent and sell at a material profit in Detroit.

A NEW PLANT FOR LONDON, ONTARIO

London, Ont. (Special).—Forty-five thousand dollars' worth of property, comprising three acres near Wolesley barracks here, has been purchased by the W. T. Rawleigh Company, of Freeport, Illinois, for the erection of a huge food and good-health product plant. Tenders for the first buildings are to be called for immediately, according to C. W. Corbett, the local representative. Medicines, flavorings, fluid extracts, and food products will be manufactured by the company here. Building operations will start in the near future.

At the present time the company is operating a warehouse located in the rear of Carling's brewery. The temporary Canadian headquarters of the firm are in Toronto.

FISHERIES CONVENTION

The convention of the Canadian Fisheries Association in Vancouver on June 3 to 5 is expected to attract between 400 and 500 Eastern visitors. Representatives of the fish and canning business from Newfoundland, Nova Scotia, New Brunswick, Boston, Ontario, and Quebec will be included. The committee handling the convention will endeavor to show visitors all phases of the British Columbia fishing and canning industries.

WAGSTAFFES, LIMITED, CLOSED DOWN THROUGH LACK OF SUGAR

Hamilton (Special). — Wagstaffes, Limited, big canning plant closed down owing to the difficulty of obtaining sugar.

HALIFAX GROCER OBJECTS TO THEATRE QUEUE

Sues Motion Picture House for Obstructing His Doorway

Ottawa. — In the Supreme Court recently the case of the Strand Theatre Company v. Cahill & Company, was heard. It is an appeal from the Supreme Court of Nova Scotia reversing the judgment of the Trial Judge and maintaining the respondents plaintiff's action.

The appellant operates a theatre in Halifax, and the respondent conducts a grocery store adjoining it. In order to obtain seats for the nine o'clock performance at night, the patrons are present some time before the doors open, and form a queue on the sidewalk. The respondent claim that these queues obstruct the access to his premises, and

Unfair and Unwise Proposal for Increase of 300 to 500% to Meet Increased Costs of Less Than 100%

A DRASTIC increase in postal rates, amounting to 300% the first year, and 500% the second year, is proposed in the resolution of Hon. Martin Burrell to increase postal rates on second-class matter from $\frac{1}{4}$ cent per lb. to 1 cent per lb. in 1921, and $1\frac{1}{2}$ cents per lb. in 1922.

The reason given for this terrific increase of 300 to 500 per cent., is that the railroads have been awarded a higher rate for carrying mail matter. *This increase, however, is less than 100%.* Salaries of postal officials have been increased. *These increases have been less than 100%.*

The Government may need increased revenue, but why inflict a 300 to 500% increase on second-class matter, when increased costs of salaries and transportation are less than 100%?

A similar percentage increase in first-class mail would increase the cost of minimum rate for letters from 3 cents to 12 cents in 1921 and 18 cents in 1922.

When the Government reduced the rate of postage some 20 years ago on second-class matter from $\frac{1}{2}$ cent per lb. to $\frac{1}{4}$ cent per lb., and at the same time reduced the letter rate from 3 cents to 2 cents, the result was not a deficit, but a surplus, and the first surplus the Post Office Department had shown for years. These reductions in rate of postage were accompanied by increases in salaries to postal officials, and also by regulations which eliminated much unnecessary waste. A low postal rate was granted on second-class matter to encourage establishment of Canadian newspapers and periodicals. Is it fair when publishers have invested large sums of money to suddenly reverse the policy and make a drastic increase in rates which will ruin many worthy publications, and cripple the service given by the majority which survive?

Every dollar added to the price of a magazine narrows the circle of readers, and the men who would fail to subscribe are the ones who need information most.

This drastic increase would place a crippling tax on the periodical press, which, next to the schools themselves, is the greatest educational power in the country.

It would seriously retard our development in agriculture, in trade, in manufacturing, in medicine, science and en-

ineering by restricting the spread of information essential to development in these lines. This retardation would result in a tremendous annual loss to the country — a loss far greater than the revenue which the proponents of this measure (erroneously, we believe) expect.

The Canadian publishers of magazines, religious and educational papers, farm papers, trade and technical papers are already working under handicaps not experienced in other lines of business. They are subject to what is equivalent to "dumping" on the part of American publishers of magazines. The very large production by American magazine publishers takes care of the overhead expenses so that each can quite easily provide for an additional 5,000 or 10,000 copies for the Canadian market at relatively small additional expense. This extra run for the Canadian market is dumped into Canada by freight or express absolutely duty free.

The Canadian publisher must provide for his overhead with a much smaller circulation and is subject to additional expense amounting to over 40% represented by the Customs Tariff on equipment and supplies used in the production of his magazine.

Canadian National Magazines circulate to a total of approximately 5,000,000 copies annually. As against this we have a total circulation in Canada of American weekly and monthly magazines of approximately 20,000,000 copies annually. Would it not be in the public interest instead of further penalizing Canadian magazine publishers to provide even greater encouragement such as would tend to promote a much larger circulation of distinctively Canadian periodicals.

Seven years ago Canadian publishers asked for an investigation of cost of carrying various classes of mail matter, but this has not taken place. We believe such an investigation would bring out many ways in which economies could be effected.

The public has always been keenly interested in educational matters. We believe they would object strenuously to any further percentage of increase than is justified by increased expenses. In no case is this higher than 100%.

The work of magazines, business and religious papers should not be crippled to make up deficits in other departments. They should not be penalized to the extent of 300 to 500%. The increase in postal rates on Canadian publications should not be more than 100% at this time, and it would be obviously unfair and demoralizing to enforce the proposed increase of 300 to 500%.

Cuban Sugar Planters Hold Back Supplies for Higher Prices

The Shortage of Sugar Becoming Serious to Manufacturers—The Raw Sugar Market is Again Firmer and Quotations Are Higher

THE situation in the sugar market shows no improvement, in fact the seriousness of the acute shortage looms bigger as the weeks go by. We are now approaching the season of the heaviest consumption—manufacturers, wholesalers, retailers, and consumers are showing increased anxiety as regards to their supply of sugar. The berry season is close to hand and likewise sugar must be had for ice cream, candy, and soft drinks for hot weather consumption. There is no doubt, that the consumption of all kinds of sweet stuff has greatly increased and whether the cause for this can be laid to the temperance laws that now exist throughout this continent or whether the reason is that labor is receiving steadily increasing wages and spending the money on what were considered a few years ago as luxuries but are now looked upon as necessities. However, the fact remains that sugar is scarce, so much so that one of the largest jam manufacturers has had to close their plant through the lack of sugar.

More Sugar Arriving Than Previously

Although thousands of tons of sugar in excess of last year have been distributed by the refineries in Canada, it must be remembered that manufacturers during last autumn were receiving only a small portion of their requirements and consequently manufacturers of food-stuffs that contain a large percentage of sugar had practically no stocks of sugar for their manufactured product at the commencement of this year. This depletion of stocks is still severely felt by the manufacturers who are working along on small allotments of sugar. This hand to mouth condition, caused by delays in shipping and the reluctance on the part of the sugar growers to sell their crops, has been continuing for the past nine months and relief cannot be expected for this year. This, then, again brings us back to the law of supply and demand. Surplus stocks of both sugar and commodities containing sugar must be accumulated before we can look for any change in the present existing conditions.

Cuban Planters Holding Back Supplies

The latest estimate of the Cuban sugar crop has been further reduced from the original estimate of 4,000,000 tons to 3,650,000 tons, a reduction of 350,000 tons. In the meantime the market, after being fairly steady for the past few weeks, has again firmed and quotations have reached higher levels. The price has now reached 20 cents cost and freight which figures to 21.06 cents laid down

at the port of New York. Cuban holders are not very anxious to sell and are offering very sparingly even at this figure. Java sugar has been offered at slightly lower figure than that of Cubas. Sales of Java have been made at 18 cents c.i.f. New York. It is also reported that Canadian refineries made a purchase of 10,000 tons of Java sugar for July and September shipment at 18.50 cents c.i.f. As the sugar prices practically hinge on the Cuban situation these small offerings of Java and other sugar growing countries will have very little effect towards controlling the sugar market.

How the Cuban Crop Stands

According to Willett & Gray, the receipts of Cuban raw sugar at the shipping ports for the past week were 106,

129 tons, quite a decrease from last week and also less than the receipts of the same week last year, which were 144,699 tons. During the week 25 centrals finished their campaign, leaving 137 at work against 183 at this time last year.

Most of the centrals show a reduction in outturn this year against last year's outturn, except four centrals, one of which made an excess crop this year of over 100,000 bags. The actual production to the end of April is 2,602,655 tons against 2,438,705 tons last year. The production during the month of April has only been exceeded once—in 1919. The estimated visible production to May 8 is 2,727,649 tons, which still keeps ahead of last year's corresponding figure of 2,659,387 tons.

Jelly Powders Reach Higher Levels

The High Cost of Sugar and the Steadily Advancing Cost of High-Grade Gelatine and Also Cartons Are the Reasons, State the Manufacturers

THAT the high cost of sugar is bound to have an effect on the price of all commodities containing sugar in small or large quantities is generally conceded by the trade. Some lines have already advanced while others are due almost immediately to reach higher levels. The amount of the increase in price will depend largely upon the quantity of sugar used in the manufacture of these lines.

The latest article containing sugar to register advances is jelly powders. The advance in this instance is 10 cents per

dozen or \$1.10 a gross which, manufacturers state, barely covers the extra cost of sugar and does not take in the higher cost of high grade gelatine and cartons which have been steadily advancing for some time. High grade French gelatine could be bought a few years ago for 30 cents per pound, while to-day the cost is around \$1.50 per pound and scarce at that price. The small cartons that cost at one time \$4.00 per thousand are now costing \$8.50 per thousand. As jelly powders contain a large percentage of sugar then further advances can be expected.

Potato Prices Continue to Soar

Potato Supplies Are Very Scarce and Have Reached the High Level of \$7.00 Per Bag

THE boycott on potatoes by the housewives of Ontario has had no apparent effect upon the price, and the small quantity of tubers that are arriving in Toronto dealers' warehouses are being distributed to the trade in small lots at the phenomenal figure of \$7.00 per bag. American buyers continue to operate on the Canadian markets and in spite of the railroad strike in the United States large quantities are being shipped across the line. This continued activity on the part of the American buyers is causing prices to sweep ever upwards, not only that, but a serious shortage is likely to be felt before the arrival of the new crop,

which this year is likely to be very late on account of the continued backward weather. "I do not know at the present time just where I can buy a car of potatoes," stated E. J. Ryan, potato merchant, Front Street East, Toronto, to CANADIAN GROCER. "We are offering \$6.50 per bag at country points, but up to now we have not had an acceptance and it looks as though we are going to be up against it for potatoes. There is no doubt that potatoes are scarce and I do not believe there are many in the country. It is, my opinion that there will be a potato famine before the new crop arrives."

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE markets generally are firm to higher with advances registered on many lines of commodities. Sugar supplies are short throughout Canada and just when an improvement can be expected nothing can be learned with definiteness.

MONTREAL—The feature of the markets this week is the reduction in the price of butter and eggs, amounting to one cent a pound on the butter and one cent per dozen on eggs. Fresh fish is in good supply and lake fish are appearing for the first time this season. Cheese remains strong after the advance of last week. Lard is one cent per pound higher.

Molasses is higher and corn syrup follows in the advance. Starches have all taken another step in the advance of prices. Rice is scarce and strong, but Siam rice is offered cheaper. Jams are dearer this week and canned meats of some brands are higher. Vegetables are for the most part cheaper and fruit remains firm. Hay is two dollars a ton higher.

TORONTO—Supplies of sugar continue scarce and just when shipments will be coming forward, nothing can be learned with definiteness. Raw sugar has firmed up and quotations are around 21 cents laid down at the port of New York. Corn syrups have again advanced; quotations are now 50 to 60 cents per case higher. This is the largest single advance for some time. Bulk corn syrup has also advanced one cent per pound. Breakfast food has advanced \$1.25 per bag. All starches have advanced one cent per pound. The coffee market is firm with the tendency to reach higher prices. Spot stocks are low, due to the difficulty of transportation.

Canned peas are scarce and advances have been registered on canned soup, peaches, strawberries and raspberries. Crisco prices have been reduced 70 cents per case. Shelled walnuts and filberts continue in a weak market. Shelled almonds, however, are firm. Kkovah lines have advanced. Some shipments of Siam, Japan and Texas rice have arrived, but supplies, generally,

are small, with the primary markets firm to higher. Spot stocks of spices are not large and new shipments to arrive will be quoted at higher figures. Ginger, nutmegs and cream of tartar are scarce. Evaporated apple market has weakened considerably during the past week. Potato supplies are very scarce and quotations are higher. Dealers are looking for a famine in potatoes before the new crop arrives. Southern vegetables are in good supply. New Florida potatoes are on the market and quotations range from \$12.50 to \$17.00 per barrel, according to the grade. Cuban pineapples are arriving freely. Quotations, however, remain high. Strawberries are arriving daily and prices are lower. Bananas are quoted $\frac{1}{2}$ cent per pound higher. Advances have been registered on chocolate, cocoa, salad dressing, cotton twine, chewing gum, condensed mincemeat, blue, jelly powder, puddings and matches.

The produce and provision markets show little change. Butter and eggs are easier and quotations are lower. Meats are firm, likewise cheese. Poultry is in fair supply and prices are well maintained.

WINNIPEG—There has been no startling advances or declines since last week. Raw sugar on the New York market has reached a record that has never been equalled before in the sugar market. Cane syrup advanced 80 cents a case this week, but no supplies are available. Corn syrup and starches are strong and indications point to an increase. Cereals and rolled oats are firm, while canned goods are considerably stronger. The coffee market remains firm, with Santos and Brazil coffees much firmer. The primary tea market is a little easier temporarily, due to the anticipated trade relations with Russia. If this materializes teas will show an advance. The spice market remains unchanged with pepper very firm and nutmegs higher. Japan chillies will be much higher this coming year. Very few lines of fruits, except bananas and oranges, are arriving, while the same pertains to new vegetables. Bottles advanced 1 per cent., also flour advanced $82\frac{1}{2}$ cents per 98-pound sack.

QUEBEC MARKETS

MONTREAL, May 21—The Quebec market is exceedingly strong this week and tendencies are decidedly upward. There has been a change in the price of molasses, amounting to 15 cents per gallon. Corn syrups are higher and cornstarches are all up. Laundry starches are also higher. The vegetable market is much easier on account of the home produce being offered on the market. Pineapples are in good supply and cheaper. Most brands of jams have increased in price. Pure lard is up 20 cents on the 20-pound pails. Hay has increased \$2.00 per ton. The general tone of the market is very strong with higher prices.

Sugar Strong and Unchanged

SUGAR.—There is no change reported this week on the sugar market. The market is very strong, however, and the tendency is decidedly for higher prices unless relief comes to the high prices on raw sugar. Many of the refineries are still crippled and are not turning out their usual supplies.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	19 00
Acadia Sugar Refinery, extra granulated.	19 00
Canada Sugar Refinery	18 50
Dominion Sugar Co., Ltd., crystal granu.	18 50
St. Lawrence Sugar Refineries	19 00
Icing, barrels	19 40
Do., 25-lb. boxes	19 60
Do., 50-lb. boxes	19 40
Do., 50 1-lb. boxes	20 70
Yellow, No. 1	18 60
Do., No. 2 (Golden)	18 50
Do., No. 3	18 40
Do., No. 4	18 20
Powdered, barrels	19 10
Do., 50s	19 20
Do., 25s	19 50
Cubes and Dice (asst. tea), 100-lb. boxes	19 60
Do., 50-lb. boxes	19 70
Do., 25-lb. boxes	19 90
Do., 2-lb. package	21 00
Paris lumps, barrels	19 60
Do., 100 lbs.	19 60
Do., 50-lb. boxes	19 80
Do., 25-lb. boxes	20 00
Do., cartons, 2 lbs.	21 00
Do., cartons, 5 lbs.	21 50
Crystal diamonds, barrels	19 70
Do., 100-lb. boxes	19 70
Do., 50-lb. boxes	19 80
Do., 25-lb. boxes	21 00
Do., cases, 20 cartons	20 75

Molasses and Syrup Higher

CORN SYRUP.—There is a decided break in the price of corn syrup and molasses this week. Molasses is 15 cents higher and corn syrup has also increased. The new advance came during the week. A strong market is reported on all lines of canned molasses and corn syrup with a big demand. The advance on molasses has been looked for for some time on account of the high price of the raw sugar.

Corn Syrups—	
Barrels, about 700 lbs., per lb.	0 09 1/2
Half barrels	0 09 3/4
Kegs	0 10 1/4
2-lb. tins, 2 doz. in case, case	6 70
5-lb. tins, 1 doz. in case, case	7 75
10-lb. tins, 1/2 doz. in case, case	7 25
2-gal. 25-lb. pails, each	3 00
3-gal. 33 1/4-lb. pails, each	4 45
5-gal. 65-lb. pails, each	7 15
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	7 30
5-lb. tins, 1 doz. in case, case	8 35
10-lb. tins, 1/2 doz. in case, case	8 05
Cane Syrup (Crystal) Diamond—	
case (2-lb. cans)	3 50
Barrels, per 100 lbs.	12 25
Half barrels, per 100 lbs.	12 50
Glucose, 5-lb. cans (case)	6 85
Barbadoes Molasses—	
Punchoons	1 75

Prices for
Island of Montreal

Barrels	1 78
Half barrels	1 80
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case	6 00
3-lb. tins, 2 doz. in case, case	8 25
5-lb. tins, 1 doz. in case, case	6 80
10-lb. tins, 1/2 doz. in case, case	6 65

Siam Rice Offered Lower

RICE.—Rice remains strong and scarce. The supply is very low and the price will remain high. Siam rice is offered a little lower, about 12 1/2 cents per pound. Some samples of Siam rice are offered as low as 9 1/2 cents per pound.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	18 00	
Rangoon "B"	14 00	
Rangoon "CC"	13 75	
Broken rice, fine	10 00	
Tapioca, per lb. (seed)	0 12 1/2	0 13 1/2
Do. (pearl)	0 12 1/2	0 13 1/2
Do. (flake)	0 11	0 12 1/2
Honduras, fancy	0 20	
Siam	0 14 1/2	

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

Jams and Other Lines Up

Miscellaneous.—There have been many changes in the price list of miscellaneous articles during the week. Khovah health salts have gone up 20 cents a dozen to \$1.80. Custard and egg powders have gone up to \$1.70 and \$1.50. Force Food is up 25 cents per case. Catelli paste is up 30 cents a case of thirty. Quoted now at \$4.80. Pure Gold products are higher. Most of the jam manufacturers have increased their prices, the advance being approximately 15 and 20 cents per case on 16-oz. bottles. Condensed mincemeat is 30 cents per case higher in some brands. Some of the pickle manufacturers have raised their prices on bottled pickles.

Package Starches Are Higher

PACKAGE GOODS.—There has been a change in the price of package corn starch this week throughout. White starch has increased 1 cent per pound; celluloid starch has increased 30 cents a case; enamelled starch has increased 20 cents a case. All lines of prepared starch are up 1 cent per pound. Some brands of corn flakes, as a surprise to the trade, have been reduced to \$3.50 a case.

PACKAGE GOODS	
Breakfast food, case 18	2 85
Cocunut, 3 ea. pkgs., doz.	6 75 1/2
Do., 20-lb. cartons, lb.	6 85
Corn Flakes, 3 doz. case	3 50 3 05 3 50 4 25
Corn Flakes, 36s	4 15

Oat Flakes, 36s	5 40
Roller oats, 20s	6 50
Do., 18s	2 42 1/2
Do., large, doz.	3 00
Oatmeal, fine cut, pkgs., case	6 75
Puffed rice	5 70
Puffed wheat	4 25
Farina, case	2 85
Hominy, pearl or granu., 2 doz.	3 65
Health bran (20 pkgs.), case	2 60
Scotch Pearl Barley, case	2 60
Pancake Flour, case	3 60
Pancake Flour, self-raising, doz.	1 50
Wheat food, 18-1 1/2s	3 25
Buckwheat Flour, case	3 60
Wheat flakes, case of 2 doz.	2 95
Oatmeal, fine cut, 20 pkgs.	6 75
Porridge wheat, 36s, case	7 30
Do., 20s, case	7 50
Self-raising Flour (3-lb. pack.) doz.	3 15
Do. (6-lb. pack.), doz.	6 20
Corn Starch (prepared)	0 14
Potato flour	0 16
Starch (laundry)	0 12 1/2
Flour, Tapioca	0 15
Shredded Krumbs, 36s	4 35
Cooked bran, 12s	2 25
Enamel Laundry Starch, 40 pks. case	4 30
Celluloid Starch, 45 pkgs. case	5 50
Chinese Starch	10 00

Cereals Remain Firm

CEREALS.—With the summer months and the hot weather comes a dull season for cereals. There is no change in the prices reported but the corn market is reported very strong, and as a result cornmeal is very firm at the prices quoted.

CEREALS—		
Cornmeal, golden granulated	5 60	
Barley, pearl (bag of 98 lbs.)	8 00	8 25
Barley, pot (98 lbs.)	7 25	
Barley (roasted)	6 00	
Buckwheat flour, 98 lbs. (new)	6 00	
Hominy grits, 98 lbs.	6 50	
Hominy, pearl (98 lbs.)	6 25	
Graham flour	6 00	
Do., barrel	13 25	
Oatmeal (standard granulated)	6 00	6 75
Roller Oats (bulk), 90s	5 30	5 75

Coffee and Cocoa Unchanged

COFFEE.—The coffee market remains unchanged this week, although reports continue to come in of a very strong market.

COCOA.—No change is experienced in cocoa this week. The demand is very good and the manufacturers are succeeding in supplying the trade at least to meet immediate requirements.

COFFEE—		
Rio, lb.	0 33 1/2	0 35 1/2
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 48	0 50
Santos, lb.	0 47	0 49
COCOA—		
In 1-lb., per doz.	6 25	
In 1/2-lb., per doz.	3 25	
In 1/4-lb., per doz.	1 70	
In small size, per doz.	1 25	

Dried Fruits Remain Firm

DRIED FRUITS.—There has been no change in the price of dried fruit this week. There are some new lines on the market, especially in dates. The market is very firm and the demand is good.

APRICOTS, fancy	0 38
Do., choice	0 38
Do., slabs	0 38
Apples (evaporated)	0 19
Peaches, (fancy)	0 38
Do., choice, lb.	0 38
Pears, choice	0 38
DRAINED PEARS—	
Choice	0 38
Ex. fancy	0 38
Lemon	0 48

Orange	0 46
Citron	0 66
Choice, bulk, 25-lb. boxes, lb.	0 22
Peele (cut mixed), doz.	3 23
Raisins (seeded)—	
Muscatais, 2 Crown	0 23
Do., 1 Crown	0 25
Do., 3 Crown	0 24
Do., 4 Crown	0 19 1/2
Fancy seeded (bulk)	0 25
Do., 16 oz.	0 24
Cal. seedless, cartons, 12 ounces	0 21
Do., 16 ounces	0 26
Currants, loose	0 20
Do., Greek (16 oz.)	0 24
Dates, Excelsior (86-10s), pkg.	0 15 1/2
Fard, 12-b. boxes	3 25
Packages only	0 19
Do., Dromedary (86-10 oz.)	0 19
Packages only, Excelsior	0 20
Loose	0 16
Figs (layer), 10-lb. boxes, 2s, lb.	0 40
Do., 2 1/2 s, lb.	0 45
Do., 2 1/2 s, lb.	0 45
Do., 2 1/2 s, lb.	0 40
Figs, white (70 4-oz. boxes)	5 40
Figs, Spanish (cooking), 22 lb. boxes, each	0 12
Figs, Turkish, 3 crown, lb.	0 44
Do., 5 Crown, lb.	0 46
Do., 7 Crown, lb.	0 52
Figs, mats	4 75
Do. (25-lb. boxes)	2 75
Do. (12 10-oz. boxes)	2 20
Prunes (25-lb. boxes)—	
20-30s	0 33
30-40s	0 30
40-50s	0 27
50-60s	0 25
60-70s	0 22
70-80s (25-lb. box)	0 26
80-90s	0 19
90-100s	0 17 1/2
100-120s	0 16

High Market for New Teas

Montreal. TEAS.—There is very little hope of there being easier prices on the new tea crops. The crops, that is the first picking, are reported to be very poor, and the prices will be high. The better grades of Ceylon and Indian teas remain high, while some of the poorer grades can be had more cheaply.

Ceylons and Indians—	
Pekoe Souchongs	0 48 0 54
Pekoes	0 52 0 60
Broken Pekoes	0 56 0 64
Broken Orange Pekoes	0 58 0 66
Javas—	
Broken Orange Pekoes	0 58 0 65
Broken Pekoes	0 45 0 50
Javans and Chinas—	
Early pickings, Javans	0 53 0 65
Do., seconds	0 50 0 55
Hyson thirds	0 45 0 50
Do., pts.	0 58 0 67
Do., sifted	0 67 0 72
Above prices give range of quotations to the retail trade.	

JAPAN TEAS—	
Choice (to medium)	0 70
Early picking	0 75
Finest grades	0 80
Javas—	
Pekoes	0 42 0 45
Orange Pekoes	0 46 0 45
Broken Orange Pekoes	0 43 0 46
Inferior grades of broken teas may be had from jobbers on request at favorable prices.	

Canned Goods Are Unchanged

Montreal. CANNED GOODS.—No change is reported on canned goods this week. The prices on many lines of jam have changed, but the present supply of canned fruits and vegetables continues to be sold at the prices that have prevailed. Some lines are very scarce, especially the finer lines of canned peas.

CANNED VEGETABLES		
Asparagus (Amer.), mammoth green tips	4 50	4 85
Asparagus, imported (2 1/2 s)	5 50	5 55
Beans, Golden wax	2 00	2 00
Beans, Refugee	2 00	2 00
Corn (2s)	1 70	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90

Squash, 2 1/2-lb. doz.	1 50
Succotash, 2 lb. doz.	1 30
Do., Can. (2s)	1 80
Do., California, 2s	3 15
Do. (wine gals.)	8 00
Sauerkraut, 2 1/2 lb. tins	1 60
Tomatoes, 1s	1 45
Do., 2s	1 50
Do., 2 1/2 s	1 80
Do., 3s	1 90
Do., gallons	6 50
Pumpkins, 2 1/2 s (doz.)	1 50
Do., gallons (doz.)	4 00
Peas, standards	1 55
Do., Early June	1 95 1/2
Do., extra fine, 2s	2 00
Do., Sweet Wrinkle	2 00
Do., fancy, 20 oz.	1 87 1/2
Do., 2-lb. tins	2 75
Peas, Imported—	
Fine, case of 100, case	27 50
Ex. Fine	30 00
No. 1	23 00
CANNED FRUITS	
Apricots, 2 1/2-lb. tins	6 25 6 50

Walnuts and Pecans Easier

Montreal. NUTS.—There is no decided change in the price of nuts this week. Walnuts are remaining very easy, and pecans are cheaper. The nut brokerages of Montreal report a fine market at the present time. The opening of summer resorts, navigation and the general call for the holiday trade has increased the peanut business to huge proportions. The prices remained practically as they have been for some time, except that some brands of peanuts, especially Spanish, are so high that the manufacturers are not attempting to prepare them.

Almonds, Tarragona, per lb.	0 24	0 26
Do., shelled	0 60	0 63
Do., Jordan	0 75	0 75
Brazil nuts (new)	0 25	0 25
Chestnuts (Canadian)	0 37	0 37
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	0 31	0 31
Peanuts, Jumbo	0 21	0 21
Do., "G"	0 21	0 21
Do., Coons	0 16	0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1	0 19 1/2	0 19 1/2
Do., Salted Java, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16 1/2	0 18
Do., No. 1 Virginia	0 14	0 14
Peanuts (Salted)—		
Fancy wholes, per lb.	0 43	0 43
Fancy splits, per lb.	0 38	0 38
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	0 60	0 60
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples	0 34	0 34
Do., shelled	0 60	0 60
Do., Chilean, bags, per lb.	0 33	0 33
Note—Jobbers sometimes make an added charge to above prices for broken lots.		

Apples, 2 1/2 s, doz.	1 40	1 65
Do., new pack, doz.	2 20	2 20
Do., 2s, doz.	1 30	1 95
Do., new pack	6 75	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, 1/2 s, doz.	0 95	1 00
Do., 2s	2 40	2 40
Do., 1-lb. tins, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 00
Do., gallons, doz.	16 00	16 00
Cherries, red, pitted, heavy syrup		
No. 2 1/2	4 80	5 15
No. 2	20 00	20 00
doz.	4 75	4 75
Do., white, pitted	4 50	4 75
Roseberries, 2s, heavy syrup, doz.	2 75	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gallon, "Pie," doz.	9 50	9 50
Do., gallon, table	10 00	10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	1 90	1 90
Do., 2 1/2 s	5 25	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	1 90	1 90

Pepper Reported Strong

Montreal. SPICES.—Although there is no change

in the prices this week the market on pepper is exceedingly strong. The hope that the beginning of the navigation season would ease prices has failed. The exchange on sterling has greatly affected the buying, and all hopes of an easing off of the market has been abandoned.

Allspice	0 32
Cassa (pure)	0 33 0 35
Cocunut, palls, 20 lbs., unsweetened, lb.	0 46
Do., sweetened, lb.	0 35
Chicory (Canadian), lb.	0 30
Cinnamon—	
Rolls	0 35
Pure, ground	0 35 0 40
Gloves	0 85 0 90
Cream of tartar (French pure)	0 75 0 80
American high test	0 30 0 35
Ginger (Jamaica)	0 40
Ginger (Cochin)	0 35
Mace, pure, 1-lb. tins	1 00
Mixed spice	0 30 0 32
Do., 2 1/2 shaker tins, doz.	1 15
Nutmegs, whole	0 60 0 70
64, lb.	0 45
80 lb.	0 45
100, lb.	0 40
Ground, 1-lb. tins	0 65
Pepper, black	0 41
Do., white	0 52
Pepper (Cayenne)	0 35 0 37
Pickling spice	0 25 0 30
Paprika	0 80
Tumeric	0 28 0 30
Tartaric acid, per lb. (crystal or powdered)	1 00 1 10
Cardamon seed, per lb., bulk	2 00
Caraway (nominal)	0 30 0 35
Cinnamon, China, lb.	0 20
Do., per lb.	0 10
Mustard seed, bulk	0 35 0 40
Celery seed, bulk (nominal)	0 75 0 80
Pimento, whole	0 18 0 20
Cream of Tartar, pure, French	0 85
For spices packed in cartons add 4 1/2 cents a lb., and for spices packed in tin containers add 10 cents per lb.	

Pineapples Are Cheaper

Montreal. FRUIT.—There is very little change in the fruit market this week. A very good supply of bananas has arrived in Montreal and the prices will be firm as quoted. Pineapples are coming in good supplies and they are quoted at 50 cents a crate lower this week.

Apples—	
Russet	8 00
Ben Davis, No. 1	6 00 7 00
Apples in boxes	5 00 5 50
Bananas (as to grade), bunch	6 00 7 00
Grapefruit, Jamaican, 64, 80, 96	5 00
Do., Florida, 54, 64, 80, 96	6 00
Lemons, Messina	8 00
Oranges, Cal., Valencia	10 50
Do., 100s and 150s	8 50
Do., 176s and 200s	10 50
Cal. Navels—	
80s, 100s	6 50
126s	7 00
150s	7 50
176s, 250s	10 50
Florida, case	4 00
Cocoanuts	13 00
Pineapples, crate	8 50

Potatoes Are Much Higher

Montreal. VEGETABLES.—There is a tendency for lower prices on vegetables this week with better supplies of home-grown produce. Some lines of imported vegetables are off the market. Home-grown asparagus is offered at \$5 a dozen. Beets are lower and offered at \$6 a hamper. Cauliflower, imported, is off the market. Cabbage is \$2 a crate lower. Some home-grown celery is offered at \$2.50 a box. Potatoes are quoted much higher this week, being offered at \$6.50 for 90-pound bags for all classes of potatoes. Most of the onions that have been prominent on the market have been withdrawn, and

only Texas onions are offered at \$12 a sack.

Asparagus, Canadian, doz.....	5 00
Beans, new string (imported) hamper	6 00
Beets, new, bag (Montreal).....	3 50
Cucumbers, doz.....	3 00
Chicory, doz.....	0 50
Cabbage (Montreal), barrels	7 00
Do., crate.....	8 00
Carrots, bag.....	2 00
Garlic, lb.....	0 60
Horseradish, lb.....	0 60
Lettuce (Boston), head, crate.....	5 50
Leeks, doz.....	4 00
Mint.....	0 60
Mushrooms, lb.....	1 00
Onions, Yellow, 75-lb. sack.....	12 00
Do., Texas, crate.....	6 50
Oyster plant, doz.....	0 50
Parsley (Canadian).....	0 75
Peppers, green, doz.....	0 50
Parsnips, bag.....	1 75
Potatoes, Montreal (90-lb. bag).....	6 50
Do., New Brunswick.....	6 50
Do., sweet hamper.....	3 50
Canadian Radishes, doz.....	0 75
Spinach, barrel.....	6 00
Turnips, Quebec, bag.....	2 50
Do., Montreal.....	2 00
Tomatoes, hothouse, lb.....	0 40
Florida lettuce (hamper).....	9 00
American parsley, doz.....	1 50
Watercress (per doz.).....	0 75
Lettuce (curly), 3 doz. in box.....	5 50
Tomatoes (Florida), crate.....	12 00
New Carrots, hamper.....	1 75
Shalots, doz.....	1 50
Wash. Celery.....	2 50

Hay Two Dollars Higher

Montreal.
HAY AND GRAIN.—There has been an advance in the price of hay this week.

The best is offered at \$33 per ton and the lowest price is \$28. The grain situation is unchanged and supplies are very short. Mill feeds are almost unobtainable as the flour mills are nearly all shut down.

Hay—

Good, No. 1, per 2,000 lb. ton.....	33 00
Do., No. 2.....	30 00
Do., No. 3.....	28 00
Straw.....	15 00

Oats (bulk)—

No. 2 C.W. (34 lbs.).....	1 29 1/2
No. 3 C.W.....	1 24
Extra feed.....	1 24
No. 1 feed.....	1 23
No. 2 feed.....	1 21
Tough 3 C.W.....	1 22

Barley—

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

Prices are at elevator.

Crushed Oats, per ton.....	83 00
Ground Feed.....	74 25
Hog Feed.....	83 00
Cracked Corn.....	88 00
Crushed Oyster Shell.....	35 00

Prices on Flour Strong

Montreal.
FLOUR.—The flour market remains firm at the new advanced level. There is a big demand for flour for home consumption and it is hoped that the mills will be in full operation at an early date.

Spring Wheat Flour.....	14 75
Winter Wheat Flour.....	13 10
Blended Flour.....	14 20
Graham Flour.....	14 75
Whole Wheat Flour.....	14 75
Corn Meal Flour.....	11 30

ONTARIO MARKETS

TORONTO, May 21—Sugar supplies are scarce and improvement is not expected for several weeks. Corn syrups are up 50 cents per case. Breakfast food is higher. Starches are up one cent per pound. Coffee and tea remain firm. Maple syrup is higher, also cotton twine, jelly powders, Kkovah goods, chocolate, cocoa and salad dressing. Crisco is reduced 70 cents per case. Evaporated apples have weakened. Potatoes are very scarce. Southern fruits are arriving freely.

Sugar in Scant Supply

Toronto.
SUGAR.—Supplies of sugar continue scarce and just when supplies will be coming forward nothing can be learned with definiteness. The raw sugar market has firmed up and quotations are around 21 cents laid down in the port of New York.

St. Lawrence, extra granulated, cwt.....	19 21
Atlantic, extra granulated.....	19 21
Acadia Sugar Refinery, extra granulated.....	19 21
Dom. Sugar Refinery, extra granulated.....	18 71
Canada Sugar Refinery, granulated.....	18 71

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

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

Corn Syrup Up 50 Cents Case

Toronto.
SYRUPS.—Corn syrups have again advanced. This is the largest single advance for sometime. The increase is 50 cents per case on the 2 pound cans

and 60 cents on the 5 and 10 pound cans. The advance on bulk goods is one cent per pound.

Corn Syrups—

Barrels about 700 lbs., yellow.....	0 10 1/2
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.....
Cases, 2-lb. tins, white, 2 doz. in case.....	7 30
Cases, 5-lb. tins, white, 1 doz. in case.....	8 35
Cases, 10-lb. tins, white, 1/2 doz. in case.....	8 05
Cases, 2-lb. tins, yellow, 2 doz. in case.....	6 70
Cases, 5-lb. tins, yellow, 1 doz. in case.....	7 75
Cases, 10-lb. tins, yellow, 1/2 doz. in case.....	7 45

Cane Syrups—

Barrels and half barrels, lb.....	0 98
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over.....
Cases, 2-lb. tins, 2 doz. in case.....	7 00

Molasses—

Fancy, Barbadoes, barrels, gal.....	1 45
Choice Barbadoes, barrels.....	1 50
West India, bbls., gal.....	0 56
West India, No. 10, kegs.....	6 50
West India, No. 5, kegs.....	3 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes.....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes.....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes.....	8 95
Tins, 10-lb., 1/2 doz. to case, Barbadoes.....	8 60

Tins, No. 2, baking grade, case 2 doz.....	4 20
Tins, No. 3, baking grade, case of 2 doz.....	5 50
Tins, No. 5, baking grade, case of 1 doz.....	4 60
Tins, No. 10, baking grade, case of 1 1/2 doz.....	4 25
West Indies, 1 1/2s, 48s.....	4 60 6 95

Breakfast Food Higher

Toronto.
CEREALS.—The cereal market continues to rule firm. Manufacturers state that the present price of oats warrants an advance on rolled oats, but owing to some manufacturers having bought oats at the low price, continue to sell rolled oats around \$5.25 per bag. Breakfast food has advanced to \$9.00 per bag.

Barley, pearl, 98s.....	9 00
Barley, pot, 98s.....	7 50
Barley Flour, 98s.....	4 00
Buckwheat Flour, 98s.....	6 25
Cornmeal, Golden, 98s.....	5 50 6 00
Do., fancy yellow, 98s.....	6 50
Hominy grits, 98s.....	5 50 6 00
Hominy, pearl, 98s.....	5 25 5 75
Oatmeal, 98s.....	5 25 5 75
Oat Flour.....	6 50
Corn Flour, 98s.....	5 00
Rye Flour, 98s.....	6 00
Rolled Oats, 90s.....	5 60 6 00
Rolled Wheat, 100-lb. bbl.....	8 00
Cracked wheat, bag.....	4 50
Breakfast food, No. 1.....	9 00
Do., No. 2.....	9 00
Rice flour, 100 lbs.....	10 00
Linseed meal, 98s.....	6 75
Peas, split, 98s.....	0 08 1/2
Blue peas, lb.....	0 09 0 10
Marrowfat green peas.....	0 11 1/2
Graham Flour, 98s.....	7 00
Farina, 98s.....	4 20

Starches Up One Cent

Toronto.
PACKAGE GOODS.—All starches have advanced one cent per pound. Force has advanced 25 cents per case. Other package cereals are firm under unchanged prices.

PACKAGE GOODS

Rolled Oats, 20s, round, case.....	6 50
Do., 20s, square, case.....	6 50
Do., 36s, case.....	4 85
Do., 18s, case.....	2 42 1/2
Corn Flakes, 36s, case.....	4 15 4 25
Porridge Wheat, 36s, regular, case.....	6 00
Do., 20s, family, case.....	6 00
Cooker Package Peas, 36s, case.....	4 20
Cornstarch, No. 1, lb. cartons.....	0 14
Do., No. 2, lb. cartons.....	0 12 1/2
Laundry starch.....	0 12 1/2
Do., in 1-lb. cartons.....	0 14 1/2
Do., in 6-lb. tin canisters.....	0 16 1/2
Do., in 6-lb. wood boxes.....	0 16 1/2
Celluloid Starch, case.....	5 50
rotato Flour, in 1-lb. pkgs.....	0 16
Fine oatmeal, 20s.....	6 75
Cornmeal, 24s.....	3 65
Farina, 24s.....	2 90
Barley, 24s.....	2 60
Wheat flakes, 24s.....	5 60 6 00
Wheat kernels, 24s.....	4 50
Self-rising pancake flour, 24s.....	3 70
Buckwheat flour, 24s.....	3 70
Two-minute Oat Food, 24s.....	3 75
Puffed wheat, case.....	4 60
Puffed Rice, case.....	5 70
Health Bran, case.....	2 60
F.S. Hominy, gran., case.....	3 65
Do., pearl, case.....	3 65
Scotch Pearl Barley, case.....	2 60
Self-rising Pancake Flour, 30 to case.....	3 60
Do., Buckwheat Flour, 30 to case.....	3 60

Coffee Market is Firm

Toronto.
COFFEE.—The coffee market is firm with the tendency to reach higher prices. Spot stocks are low, due to the difficulty of transportation.

Java, Private Estate.....	0 51 0 53
Java, Old Government, lb.....	0 49 0 50
Bogotas, lb.....	0 48 0 50
Guatemala, lb.....	0 48 0 50

Mexican, lb.	0 55
Maracaibo, lb.	0 47
Jamaica, lb.	0 45
Blue Mountain Jamaica	0 58
Mocha, lb.	0 55
Rio, lb.	0 37
Santos, Bourbon, lb.	0 46
	0 47 1/2

Fine Teas Are Higher

Toronto.

TEAS.—Some lower grade teas have appeared on the market. Medium and finer grades, however, remain scarce and the market firm to higher.

Pudding Powders Higher

Toronto.

PUDDINGS.—Pure Gold puddings have advanced as follows: Custard \$1.55 per dozen; chocolate, \$1.50 per dozen; tapioca, \$1.45 per dozen and arrowroot, to \$1.55 per dozen. McLaren's Invincible jelly powders are up to \$1.80 per dozen. Jello has advanced to \$1.50 per dozen.

Maple Syrups Higher

Toronto.

MAPLE SYRUP.—Pride of Canada maple syrup has advanced to the following prices:—36 16-ounce bottles, \$19.45 per case; 24 32-ounce bottles \$23.05 per case; 24 2 1/2-pound tins, \$22.50 per case; 12 5-pound tins, \$23.60 per case; 6 10-pound tins, \$20.85 per case.

MAPLE SYRUP—

2 1/2-lb. tins, 24 to case	17 35
3-lb. tins, 10 to case	19 95
10-lb. tins, 6 to case	15 75
5 gal. imp. tin, 1 to case	14 70
15-gal. keg, per gal.	2 90
16 oz. bottles, 24 to case	8 85
32-oz. bottles, 12 to case	9 15
Pure Maple Sugar, 1-lb. blocks	0 40

Standard Peas Scarce

Toronto.

CANNED GOODS.—Canned peas are scarce. Campbell's soups have advanced to \$1.85 per dozen. Aylmer No. 2 tins, peaches, have advanced to \$4.15 per dozen. Niagara Falls peaches in No. 2 tins advanced to \$4.50 per dozen. Strawberries and raspberries in No. 2 tins are up to \$5.25 per dozen.

Salmon—

Sockeye, 1s, doz.	4 75
Sockeye, 1/2s, doz.	2 75
Alaska reds, 1s, doz.	4 25
Do., 1/2s	2 50
Lobsters, 1/2 lb. doz.	6 50
Do., 1/4-lb. tins	3 90
Whale Steak, 1s, flat, doz.	1 75
Pilchards, 1-lb. tins, doz.	1 75

Canned Vegetables—

Tomatoes, 2 1/2s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.	2 40	2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, dozen	1 45	1 45
Do., extra sifted, doz.	2 77 1/2	2 82 1/2
Beans, golden wax, doz.	2 00	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2 1/2s, doz.	2 50	2 50
Canadian corn	1 75	2 10
Pumpkins, 2 1/2s, doz.	1 35	1 35
Spinach, 2s, doz.	2 15	2 15
Do., 2 1/2s, doz.	2 62 1/2	2 80
Do., 10s, doz.	10 00	10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	4 62 1/2
Do., standard 10s doz.	5 00	5 00
Apples, gal. doz.	6 25	6 25
Peaches, 2s, doz.	4 15	4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	6 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H.S.	5 25	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	1 08	1 08
Black Currants, 16 oz., doz.	5 00	5 15

Do., 4s, each	1 30	1 35
Gooseberry, 4s, each	1 03	1 03
Do., 16 oz., doz.	4 25	4 25
Peach, 4s, each	1 02	1 02
Do., 16 oz., doz.	4 15	4 15
Red Currants, 16 oz., doz.	4 30	4 30
Raspberries, 16 oz., doz.	5 05	5 20
Do., 4s, each	1 35	1 40
Strawberries, 16 oz., doz.	5 25	5 40
Do., 4s, each	1 35	1 45

Crisco Prices Reduced

Toronto.

CRISCO.—Crisco has been reduced 70 cents per case. The one and three pound cans are now \$12.50 per case; 6 and 9 pound cans are now \$12.35 per case.

Shelled Nuts Steady

Toronto.

SHELLED NUTS.—Shelled walnuts and filberts continue in a weak market. Shelled almonds are firm. Unsweetened cocoanut is quoted at 38 to 40 cents per pound. Sweetened cocoanut is quoted at 40 cents per pound.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	0 01	0 01
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 28	0 30
Walnuts, Grenoble, lb.	0 33	0 33
Do., Marbot	0 30	0 30
Filberts, lb.	0 21	0 21
Pecans, lb.	0 30	0 31
Cocoanuts, Jamaica, sack	10 50	10 50
Cocoanut, unsweetened, lb.	0 38	0 40
Do., sweetened, lb.	0 40	0 40
Peanuts, Spanish, lb.	0 20	0 20
Brazil nuts, large, lb.	0 32	0 32
Mixed Nuts, bags 50 lbs.	0 32	0 32
Shelled—		
Almonds, lb.	0 65	0 70
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	0 60	0 65
Do., Manchurian	0 28	0 28
Peanuts, Spanish, lb.	0 28	0 28
Do., Chinese, 30-32 to oz.	0 20	0 20
Brazil nuts, lb.	1 10	1 10
Pecans, lb.	1 10	1 10

Kkovah Goods Advance

Toronto.

KKOVAH GOODS.—Kkovah lines Salts are now \$1.80 per dozen, custard powder, \$1.70 per dozen. Egg substitute, \$1.50 per dozen. Lemon pie filler, \$1.45 per dozen.

Chocolate and Cocoa Higher

Toronto.

CHOCOLATE.—Walter Baker's chocolate advanced as follows:—Sweet Caracas, 1/4s, to 45 cents per pound; Diamond Sweet, 1-6s, to 39 cents; Dot Sweet, 1/2s, to 48 cents per pound; premium, 1-4, 1-2s, to 52 cents per pound; Webb's cocoa powder is 46 cents per pound; Fry's cocoa advanced to 58 cents per pound.

Rice is Unchanged

Toronto.

RICE.—The primary market for rice is firm to higher. Supplies are difficult to obtain. A small shipment of a broken Siam rice has arrived and quoted at 11 cents per pound. Mandarin brand is quoted at 15 1/2 cents. A small lot of Texas rice has also arrived and is quoted at 18 to 18 1/2 cents per pound.

Honduras, fancy, per 100 lbs.	0 20	0 20 1/2
Blue Rose, lb.	15 00	15 00
Siam, fancy, per 100 lbs.	0 18 1/2	0 18 1/2
Siam, second, per 100 lbs.	15 00	15 00
Japans, fancy, per 100 lbs.	15 00	15 00
Do., seconds, per 100 lbs.	17 00	17 00
Fancy Patna	17 00	17 00
Chinese, XX., per 100 lbs.	14 00	14 00
Do., Simiu	14 00	14 00
Do., Mujin, No. 1	14 00	14 00
Tapioca, pearl, per lb.	0 12	0 12 1/2
White Sago	0 13 1/2	0 14
Do., Pakling	14 00	14 00

Cream of Tartar Scarce

Toronto.

SPICE.—The spice market is ruling firm. Spot stocks are not large and the new shipments to arrive will be quoted at higher figures. Ginger, nutmegs and cream of tartar are scarce.

Evaporated Apples Weak

Toronto.

DRIED FRUITS.—The evaporated apple market has weakened considerably during the past week. The demand, however, has far exceeded that of other years. Excelsior dates are quoted at \$5.70 per case and Dromedary at \$7.25 per case.

Evaporated apples	0 24	
Apricots, cartons, 11 oz., 48s.	4 55	
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Currants—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 18	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	5 70	5 70
Dromedary, 9 doz. in case	7 25	7 25
Fard, per box, 12 to 13 lbs.	3 50	3 50
New Hallowee dates, per lb.	\$ 18	0 23
Figs—		
Tapo-Comarde, lb.	\$ 17	\$ 17
Layer, lb.	0 35	0 40
Comarde figs, mats, lb.	0 16	0 18
Smyrna figs, in bags	0 16	0 18
Cal., 6 oz., 50s, case	4 50	4 50
Cal., 8 oz., 20s, case	2 50	2 50
Cal., 10 oz., 12s, case	2 00	2 00
Prunes—		
30-40s, 25s	0 31	0 31
40-50s, 25s	0 25	0 28
50-60s, 25s	0 24	0 24
60-70s, 25s	0 19	0 22
70-80s, 25s	0 18	0 21 1/2
80-90s, 25s	0 20	0 20
90-100s, 25s	0 20	0 20
Sunset prunes in 5-lb. cartons, each	1 15	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26 1/2	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.	0 28 1/2	0 28 1/2
Extra fancy, sulphur blich., 25s	0 26 1/2	0 26 1/2
Seedless, 15-oz. packets	0 24	0 25 1/2
Seedless, 15-oz. packets	0 25	0 26
Seedless, Thompson's, bulk	0 25	0 25
Crown Muscatels, No. 1s, 25s.	0 25	0 25
Turkish Sultanas	0 25 1/2	0 28 1/2

Some Lines Advance

Toronto.

MISCELLANEOUS.—Wetthey's mince meat has advanced to \$6.75 per case; dainty lunch mayonnaise dressing up to \$2.90 per dozen; Keen's blue is now 27 cents per pound; Eddy's matches are \$1.05 to \$1.85 per case higher; cotton twine in cones is 95 cents per pound and in balls 98 cents per pound.

New Florida Potatoes Arrive

Toronto.

VEGETABLES.—Potatoes are very scarce. Quotations are \$7.00 per bag. Southern vegetables are in good supply. Texas onions are lower, being quoted at \$4.25 per crate. Head lettuce and cucumbers are also quoted lower. Local asparagus has appeared put up in baskets containing about 2 dozen bunches at \$3.00 to \$3.50 per basket. Florida potatoes are on the market and quoted at No. 1, \$17.00 per barrel; No. 2, \$15.00 per barrel; No. 3, \$12.50 per barrel.

Carrots, per bag	2 50	2 75
Parsnips, per bag	0 75	0 75
Radishes, Cal., doz.	0 75	0 75
Onions, Yellow Danvers, per lb.	0 12	0 12
Spanish Onions, large case	0 12	0 12
Onions, white, large sacks	0 12	0 12

Cauliflower, Col., standard crate.....	
Potatoes—	
Ont., 90-lb. bags	7 00
Quebec, 90-lb. bags	7 00
Jersey Sweet, hamper	3 50
Turnips, bag	1 75
Mushrooms, 4-lb. basket	4 00
Lettuce, Cal., head, 4 to 5 doz. cr.	6 50
Do., leaf, doz.	0 30
Cabbage, Florida, large crate.....	6 00
Do., Texas, barrel	5 50
Do., Cal., case, 80 lbs.	6 00
Green Onions, doz., bunches.....	0 50
Green Peppers, doz.	1 00
Rhubarb, outdoor, doz.	0 50
Parsley, imported, per doz.....	1 00
Do., domestic, per doz.	0 40
Florida Tomatoes, case	
Mexican Tomatoes in lugs	
Cucumbers, Florida, hampers.....	6 00
New Carrots, hampers	3 75
Asparagus, Cal., per case.....	5 50
New Beets, hampers	3 50
Wax Beans, hampers	5 50
Texas Onions, hampers	
Do., crates	4 25

Pineapples Arrive Freely

Toronto.
FRUITS.—Cuban pineapples are arriving freely and quoted at \$6.50 to \$8.50 per case. Strawberries are selling at 45 cents per quart box. Bananas are ½ cent per pound higher. Grape fruit is also higher. California cherries have appeared on the market and selling at \$7.00 per box of about 8 pounds.

Cal. Navel Oranges—	
80s, per case	5 00
100s, per case	6 00
126s, per case	7 25
150s, per case	8 00
176s, 200s, 216s, 250s, per case	9 00
Oranges, Valencia—	
126s, 150s, 176s	
Do., Seedlings	

WINNIPEG MARKETS

WINNIPEG, May 21—Refined sugar continues scarce and it will probably be the first of June before Eastern refineries resume shipping. Cane syrups have advanced, but supplies are very limited. Cereals, both bulk and packages, are firm. Brazil coffee is firm to higher. Spices are firm, especially peppers, nutmegs and chillies. Prunes are quoted higher. With the exception of oranges and bananas, the fruit market is bare of supplies. Vegetables are scarce. Flour has advanced 82½ cents per bag.

Refined Sugar is Scarce

Winnipeg.
SUGAR.—Raw sugar advanced two cents a pound this week on the New York market, and is now at a record price. Refined sugar continues very scarce, and reports that have recently come to hand state that in all possibilities, Eastern refineries will be resuming shipments to this Western province on and after the first of June. No change in Canadian prices.

Corn Syrups Are Strong

Winnipeg.
SYRUPS.—Cane syrups advanced about 80 cents a case this week but no supplies are available, and it is practically off the market.

Corn syrups are especially strong owing to the continued strength of the Canadian market. An advance is looked forward to. The Fort William factories, which supply large quantities for the Western trade, which have frequently

Bananas, Port Limons	0 09
Lemons, Cal., 300, 360s	4 50
Do., Messina, 300s	5 00
Grapefruit, Florida—	
64s, 70s, 80s, 96s, 126s	8 00
Grapefruit, Cuban—	
36s, 46s, 54s	
64s, 70s, 80s, 96s, 126s	
Apples, Nova Scotia—	
Baldwins	6 00
Starks	6 00
Fallawatus	6 00
Russetts	7 50
Apples, Ontario—	
Spys, No. 1, bbl.	
Do., Nos. 2 and 3	
Baldwins	6 00
Box, all sizes, per box	5 00
Strawberries, pints	
Do., qts.	0 45
Pineapples, Cuban—	
18s, 24s, 30s, per crate.....	8 00
36s, per crate	7 50
42s, 48s, per crate	6 50

Japanese Beans Weakened

Toronto.
BEANS.—The market for Japanese beans has developed a weak tone. Prices, however, to the retail trade remains unchanged.

Flour Quoted Higher

Toronto.
FLOUR.—Following the recent advance on wheat by the Canada Wheat Board, flour also advanced. Ontario winter wheat flour now quoted at \$13.70 per barrel. Ontario spring wheat flour now \$15.15 per barrel. Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags .. 13 70
 Ontario spring wheat flour, in jute bags, per barrel .. 15 15

Brazil Coffee is Higher

Winnipeg.
COFFEE.—Brazil coffee is very firm, and advanced about a cent a pound during the week. Santos and mild coffee are also much firmer. Supplies are short at the source, owing to the labor trouble in Brazil, and the shortage of crops in comparison with other years. This has a tendency to increase prices, as it is not unlikely that Santos will be much later in getting on the market.

Teas Unchanged

Winnipeg.
TEA.—The tea situation in London, England, is quite a little easier temporarily, but it is felt by the trade that this easement is due very largely to the anticipated trade arrangement with Russia not having yet materialized, and should this agreement be completed, all possibilities will show a rapid advance in price.

Pepper Remains Firm

Winnipeg.
SPICES.—Pepper remains firm. Paprika is a little easier. Nutmegs are higher. Japan Chillies for pickling will be higher this year than in former years.

Dried Fruits Firm

Winnipeg.
DRIED FRUIT.—The prune market advanced about 1½ cents a pound, and the general tone of strength throughout the entire line, caused primarily by old crop surpluses being packed up readily, and the indication of a reduced crop for this year. Reports from New York that holdings of dried fruits are now practically sold.

The Prune Association accepted order for the 12th of this month for new-packed prunes which they were booking at their opening price, which will be named later, and on the next day, they withdrew, advising they had booked all they wished for.

Evaporated apples, per lb.	0 20	0 23
Do., Apricots, per lb.		0 29
Currants, 90-lb., per lb.		0 23
Do., 50-lb., per lb.		0 24
Do., 8 oz. pkts., 6 doz. to case, per pkt.		0 17
Dates, Hallowee, bulk, per lb.		0 23
Do., Tunis, per lb.		0 26
Figs, Spanish, per lb.		0 16½
Do., Smyrna, per lb.		0 23
Do., Black, cartons, per carton		1 16
Do., Smyrna, table quality, box of 35		4 50
Loganberries, 4 doz. in case, pkt.		0 45
Peaches, Standard, per lb.	0 29	0 30
Do., choice, per lb.	0 29½	0 30½
Do., fancy, per lb.	0 34	0 35
Do., Cal., in cartons, per carton		1 60
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.		0 30
Do., Cal., cartons, per carton		1 75
Prunes—		
30s to 40s		0 29
40s to 50s		0 25½
50s to 60s	0 19	0 21½
60s to 70s	0 18	0 21
70s to 80s	0 19	0 22
80s to 90s	0 16½	0 19
90s to 100s	0 15½	0 17
In cartons, per carton		1 10
Raisins—		
Cal. pkg., seeded, 15 oz. fancy, 36 to case, per pkt.		0 25
Cal. bulk, seeded, 25-lb. boxes, per lb.		0 25½
Cal. pkgs. seedless—		
11-oz., 36 to case, per pkg.		0 20

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been closed down, hope to be able to resume operations within a short time.

Package Oats Strong

Winnipeg.
PACKAGE GOODS.—As reported last week the rolled oat market is showing strength, due to the increased prices which have occurred on the oat market during the past week.

Canned Tomatoes Strong

Winnipeg.
CANNED GOODS.—Canned tomatoes are considerably stronger, due especially to the entire surplus stock of 1919 being sold to the export trade.

Several lines of canned fruits are becoming very scarce, and the tendency is that the new pack will be quoted at higher figures.

Peanut Market Active

Winnipeg.
NUTS.—Peanuts are in active demand. Other nuts are steady. Prices are unchanged.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., May 21.—Rolled oats have advanced 35 cents per bag. Pony matches are up \$1 per case. Corn syrups have advanced 50 to 60 cents per case. All starches are up one cent per pound. Advances have also been registered on condensed mincemeat, Baker's cocoa and chocolate. Fra Bentos corned beef in 1-pound cans dropped to \$4.15 per dozen. Creamery butter declined 4 cents per pound, now quoted at 64 cents. First shipment of California strawberries have arrived and are selling at \$6.50 for a 20-basket crate.

Flour, 96s, per bbl.	14 60
Beans, B.C.	8 50
Rolled oats, 80s	5 35
Rice, Siam	12 75 13 50
Japan, No. 1	15 50 17 00
Tapioca, lb.	0 10 1/2 0 12
Sago, lb.	0 11 0 13
Sugar, pure cane, granulated, cwt	18 92
Cheese, No. 1, Ont., large	0 30 0 32
Butter, creamery, lb.	0 64
Do., dairy, lb.	0 50 0 55
Lard, pure, 3s	17 60 18 00
Eggs, new laid, local, case	14 50 15 00
Tomatoes, 2 1/2s, standard, case	4 50 4 75
Corn, 2s, case	4 00 4 45
Peas, 2s, standard, case	4 20 4 75
Strawberries, 2s, Ontario, case	10 30
Raspberries, 2s, Ontario, case	10 30
Cherries, 2s, red, pitted	9 00 9 50
Apples, evaporated, 50s	0 21 1/2 0 24
Do., 25s, lb.	0 22 0 25
Peaches, evaporated, lb.	0 25 1/2
Do., canned, 2s	7 50
Prunes, 90-100s	0 18
Do., 70-80s	0 19
Do., 50-60s	0 20
Do., 30-40s	0 30
Do., 20-30s	0 33
Raisins, bleached Sultanas	0 27
Do., bulk, seedless	0 29
Do., package, 11 oz.	0 21
Currants, Australian	0 23
Filiatras Currants, lb.	0 22
Salmon, pink tall, case	10 25
Do., Sockeye, tall, case	17 50
Do., halves	18 00 19 00
Grapefruit	7 00
Potatoes, Alta., per ton	120 00 130 00
Lemons	7 50 8 00
Oranges	7 50 8 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., May 21.—All markets are fairly steady with an upward tendency on most staples. Sugar stocks are decidedly low, some dealers reporting none to offer but shipments are expected from the West Indies soon. Rice advanced to \$15.50. Cheese is still climbing and is now quoted at 33 1/2 to 34 cents per pound. A big demand is noted for eggs and the market is firmer. Butter is easier, creamery now being quoted at 62 to 63 cents, and dairy at 55 to 56

cents per pound. Potatoes are slightly more plentiful and prices are \$9.50 to \$10 per barrel.

Flour, No. 1 patents, bbls., Man.	16 60
Cornmeal, gran., bags	6 25
Cornmeal, ordinary	4 65
Rolled oats	13 00
Rice, Siam, per 100 lbs.	15 50
Tapioca, 100 lbs.	18 50 15 00
Molasses	1 70
Sugar—	
Standard, granulated	19 10
No. 1, yellow	18 60
Cheese, Ont., twins	0 33 1/2 0 34
Eggs, fresh, doz.	0 46 0 47
Lard, pure, lb.	0 31 0 31 1/2
Lard, compound	0 30 0 30 1/2
American, clear pork	52 00 55 00
Tomatoes, 2 1/2s, standard case	4 25
Beef, corned, ls	4 00 4 20
Breakfast bacon	0 42
Butter, creamery, per lb.	0 62 0 63
Do., dairy, per lb.	0 55 0 56
Do., tub	0 52 0 54
Raspberries, 2s, Ont., case	4 00 4 45
Peaches, 2s, standard, case	7 30 7 40
Corn, 2s, standard, case	3 80
Peas, standard, case	4 15
Apples, gal., N.B., doz.	4 75 5 00
Strawberries, 2s, Ont., case	19 50
Salmon, Red Spring, flats, cases	11 00 11 50
Pinks	15 00 15 50
Cohoos	9 00
Chums	0 22 1/2 0 23
Evaporated Apples, per lb.	0 27 1/2 0 28
Peaches, per lb.	9 50 10 00
Potatoes, Natives, per bbl.	7 00 7 50
Lemons, Cal., case	9 00 10 00
Grapefruit, Cal., case	4 75 5 00
Apples, Western, box	0 09 0 10
Bananas, per lb.	

Saskatchewan Markets

FROM REGINA, BY WIRE.

REGINA, May 18.—Grocery markets are very unsettled here with only one reduction recorded during the week, that on butter. Wholesales are now selling at 62 cents a pound, a reduction of six cents over the previous week. Other foodstuffs which have been raised are syrups, starch, cheese and bacon. Flour is \$11.80 a barrel. An advance in soaps is expected this week. Eggs remain at 45 cents a dozen. Potatoes are very scarce. Very few vegetables are to be obtained and what fruit is obtainable is very high.

Beans, small white, Japans, bus.	5 40
Beans, Lima, per lb.	0 12 1/2
Rolled oats, brails	5 00
Rice, Siam, cwt.	14 75
Sago, lb.	0 11 1/2
Flour, bbl.	11 80
Tapioca, lb.	0 14
Sugar, granulated, Western	17 94
Do., Eastern	18 20
Cheese, No. 1, Ontario, large	0 30 1/2
Butter, Creamery	0 62
Lard, pure, 3s, per case	21 60
Bacon, lb.	0 50 0 55
Eggs, new laid	0 49
Tomatoes, 2 1/2s, standard case	4 47
Corn, 2s, standard case	3 96
Peas, 2s, standard case	4 40
Apples, gal.	3 25
Apples, evaporated, per lb.	0 26
Strawberries, 2s, Ont., case	9 75
Raspberries, 2s, Ont., case	9 75
Peaches, 2s, Ontario, case	7 85
Plums, 2s, case	5 00
Salmon, finest Sockeye, tall, case	18 80

Salmon, pink, tall, case	11 25
Peaches, Cal., 2 1/2s	7 00
Potatoes, bushel	3 75
Onions, Australian, per lb.	0 11

DON'T TAKE TROUBLE TO FIGURE

Continued from page 33

ments are, confidentially. I can say they are absolutely sound.

Note remarks about outstanding accounts being higher. He says others are troubled similarly. But he indicates that he does not intend to get careless. That is an excellent hint for everybody. Customers' accounts should be watched and curtailed now more rigidly than ever before for reasons I have insisted on for some time. They tend to drag. You must not let them drag. There never was a time when collections should be made more promptly, more closely, more insistently than now.

That idea of furnishing insurance companies with a schedule of replacement values on fixtures should be followed by all. As conservative practice inside should always be depreciated 10 per cent. a year and outside stuff 20 per cent. But now that costs are abnormal and fixtures cost much more than formerly, it is good business to list them for insurance purposes at full replacement value, and furnish such schedule to insurance companies. Then there is no room for question if you have a fire.

The remark that probably he could install an elaborate system for finding leakage and then have more system than business is sound. The important thing is that a man study his own problems himself. He then knows them intimately from his own daily analysis. He thus gets much more out of the study than he could if a third party did the work. Very likely in time he will produce \$2,000 to \$3,000 more net earnings. But probably he could not do this if he worked vicariously.

Study that analysis of expenses. Note the subdivisions and the fractional percentages into which the items are carried. It is impossible to carry such minute examinations too far.

What interests me most about this man's business is that I know his store very well. It is small and in a smallish town. The location is good for neighborhood business, but not prominent. There is no excitement about the place. It is run by few clerks—two or three being women—and the boss. The phones are operated quietly and deliberately. The boss has the air of knowing just what he is doing. The atmosphere is one of friendliness, cheerfulness, real refinement of intimate service and sturdy, but not obtrusive, efficiency.

I shall write more of this business for it is worth further study.

PRODUCE AND PROVISIONS

“Keep Goods Well Displayed” is the Motto of a London Merchant

The Story of a Merchant Who Believes in Advertising and Displaying in Windows and Counters as Many Lines as Possible—It is Important That the Same Position in Newspapers Should Always be Used

ADVERTISE continuously and persistently, but always have the merchandise you have been advertising well displayed in your store and in your windows so that buyers can see it when they come. Any number of people forget things they want, things which they have seen advertised and come down to buy unless they see those things right out on the counter before them or in the window. My experience

is that you simply cannot keep too much merchandise out before the people.”

This is the view expressed by Cliff Robinson, of London, Ont., to CANADIAN GROCER. He follows up his theories carefully and has proven that they are correct by the acid tests of actual results.

Keeps Same Place

“I try whenever possible, and that is

nearly always,” said Mr. Robinson, “to have my advertisements appear in the same position in the paper. There is a lot in this. People learn to look for my announcements on a certain page and get the habit of turning there to find what I have to offer. Advertising certainly pays well. By carefully checking up results I have decided that Friday is the day which produces the largest returns. For that reason we do our heaviest advertising on that day.

I always make a point of quoting prices and of having the figures set in much larger type than the other matter. I want people to know what the price is and to get my prices indelibly fixed in their minds.

An Important Matter

Price is an important matter. It is really the very first thing the buyer wants to know. Prices are shown in large figures not only on everything we advertise, but on articles shown in our windows and about the store. By featuring prices I do not mean that we feature low prices or that we try to cut prices. Exactly the opposite. There is nothing to be gained by offering cheap goods. The only result would be to get a cheap class of trade that would be most unsatisfactory in the long run. The people whom I aim to attract are those who are able to pay a fair price for good goods and are willing to pay it. There are plenty of such people and one of these customers is worth a dozen of the type that are looking for “cheap” stuff.

Windows a Good Ad.

I regard my show window as one of the very best advertising forces I have. As such I try to give it the care and attention it deserves and the window is kept clean and carefully dressed. All the attention we give our window pays



Window displays are a feature of the Cliff Robinson store, London, Ont.



The attractive interior of the Cliff Robinson store, London, Ont.

ten times over. The public generally, and housewives especially, are keen window shoppers. That they watch closely everything that is on display is shown by the inquiries we receive and by the sales that result.

One thing I aim to establish in my store is a friendly spirit between prospective buyers and my salesmen. I want everyone to feel that he is welcome in the store whether he buys anything or not. If a woman wants to come in and ask about something she has seen in the window or read about in our ads., we want her to feel perfectly free to come in and get information whether she buys or whether she doesn't.

Service Counts

This really simmers down to a question of service, and service is a mightily important factor to-day in building up and in holding trade. Buyers appreciate it and no buyers appreciate it more than housewives. Courteous service is an essential in success. We aim to be courteous always. The orders which come in over the phone are handled just as carefully and the woman doing the ordering is talked to just as courteously as if she were right with us."

Apropos of telephone business it might be mentioned that Mr. Robinson does a large trade "over the wire." Housewives who have learned that when he advertises certain goods he means what he says and that they will get just those goods whether they go down personally or order over the phone, send in their orders over the phone in scores. Confidence in the merchant and his goods is the basic principle behind the development of the telephone trade, says Mr. Robinson, and it is important to cultivate it, and once it is established to see that the confidence is never broken.

A Little Strategy

Mr. Robinson stated in connection with the dressing of his window that he has found that it pays well to show green stuff in connection with meats. Especially during the hot season, when the appetite of the average individual is liable to need a little coaxing, is a properly arranged window display of meats and fresh grown vegetables a trade bringer.

Mr. Robinson, during the hot weather, regularly arranges window displays that can only be described by the word "tempting." Imagine, for instance, the effect of a window full of nice cooked meats, banked with cool green lettuce, onions, and other vegetables, has upon a housewife who has been tramping

around on a hot, dusty street. It immediately makes her think she is hungry and once the desire to buy is aroused it is only a question of making her selection.

"I always find," said Mr. Robinson, "that it pays to show seasonable vegetables with meat displays. One thing sells the other and we have greatly increased our turnover by following out this plan."

Prompt Delivery

Prompt delivery means a tremendous factor in establishing permanent relations between a store and its customers and this is a point to which Mr. Robinson gives the most careful attention. If an order is to be delivered at eleven o'clock he endeavors to have it at the house by the promised time. He says that once the housewives learn that a merchant is trying to accommodate them and give them service they will always come back for their next order of goods.

Store display is another important factor in building business, says Mr. Robinson. In addition to his fine broad counters with glass partitions, he has a silent salesman at the rear of the store filled with choice cuts and along one wall a general display. "The more merchandise he can keep on display," he says, "the more he is going to sell, as he endeavors to make the best possible use of every foot of display space.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, May 21—The produce market has shown on the whole a decline this week. There is, however, higher prices on cooked meats with the beginning of the hot weather. The demand is almost greater than the present supply and as a result the prices are forced to be higher. There is a tendency upward in the prices of bacon and hams are already higher. Cheese remains firm at the advanced price given last week. Eggs have dropped one cent a dozen this week and butter is one cent a pound lower. Fresh fish is in fairly good supply and lake fish are offered more freely on the market. There is no change in the price of shortening or margarine and the price of lard remains very firm.

Barrelled Meats Are Strong

Montreal.
BARRELLED MEATS.—No change has occurred in the price of barrelled meats during the week. There is a big demand for exportation and the market is recorded as being very strong.

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

Fresh Meat Prices Firm

Montreal.
FRESH MEATS.—There is no change in the price of fresh meats this week, although the market is reported to be very strong. The price on live hogs remains firm. A large export trade in meats has commenced and a strong market may be looked for as a result.

FRESH MEATS			
Hogs, live (selects)			0 21
Hogs, dressed—			
Abattoir killed, 65-90 lbs.			0 29
Fresh Pork—			
Legs of pork (foot on)			0 36
Loins (trimmed)			0 41
Loins (untrimmed)			0 37
Bone trimmings			0 23
Trimmed shoulders		0 26½	0 29
Untrimmed			0 28
Pork Sausage (pure)			0 25
Farmer Sausages			0 20
Fresh Beef—			
(Cows)		(Steers)	
\$0 22	\$0 28	\$0 25	\$0 30
0 12	0 15	0 14	0 18
	0 40		0 44
	0 28		0 30
	0 15		0 16
	0 22		0 24
Calves (as to grade)		0 22	0 28
Lambs 50-80 lbs. (whole carcass), lb., frozen			0 32
Do., fresh			
No. 1 Mutton (whole carcass), 45-50 lbs., lb.			0 20

Butter Drops Another Cent

Montreal.
BUTTER.—There has been another drop in the price of butter this week. 58 cents a pound is asked for creamery print. This is the second drop within two weeks and there is a very good supply of butter on the market. The demand in Europe is considerable, a large amount of exportation going on.

BUTTER—	
Creamery prints, qual., new	0 58
Do., solids, quality, new	0 57

Dairy, in tubs, choice	0 51
Dairy, prints	0 52

Margarine Prices Unchanged

Montreal.
MARGARINE.—There is no change in the price of margarine this week. Quotations are very firm at 37 cents. However, on account of the drop in the price of butter, this week the price of margarine is very weak.

MARGARINE—	
Prints, according to quality, lb.	0 37
Tubs, according to quality, lb.	0 31

Lard Prices Remain Firm

Montreal.
LARD.—Lard remains firm at the prices quoted last week. There is a big demand for exportation and the home consumption is very large.

LARD—	
Tierces, 360 lbs.	0 28¼
Tubs, 60 lbs.	0 28¼
Pails, 20 lbs.	0 29
Bricks	0 31

No Change in Shortening

Montreal.
SHORTENING.—There has been no change in the market this week on shortening. The prices are very firm with a good demand.

SHORTENING—	
Tierces, 400 lbs., per lb.	0 26½
Tubs, 50 lbs., per lb.	0 26¼
Pails, 20 lbs., per lb.	0 27
Bricks, 1 lb., per lb.	0 27¼

Eggs Lower This Week

Montreal.
EGGS.—There is a change this week in the price of eggs. There has been a drop of 1 cent a dozen on account of a better supply on hand. The present price of eggs is 54 cents a dozen.

Cheese Prices Very Firm

Montreal.
CHEESE.—The high price on cheese is very firm this week. A great amount of exportations has accrued already this week in cheese. There is a large market open in Europe with a very short supply. The present price of cheese is not expected to be the maximum for the summer months.

CHEESE—	
New, large, per lb.	0 30½
Twins, per lb.	0 31
Triplets, per lb.	0 31

Stilton, per lb.	0 37
Fancy, old cheese, per lb.	0 33
Quebec	0 31

Bacon Prices Are Higher

Montreal.
BACON.—There is a slight change in the bacon market this week. Higher prices are asked for better class of bacon. Breakfast bacon is quoted from 44 cents to 56 cents a pound for the choicer cuts. Picnic ham has increased 1 cent a pound and is quoted at 31 cents. Smoked hams have also increased on account of the greater demand during the hot weather.

BACON—	
Breakfast, best	0 46
Smoke Breakfast	0 41
Cottage Rolls	0 37
Picnic Hams	0 31
Wiltshire	0 46
Medium Smoked Hams—	
Weight, 8-14, long cut	0 32
Do., 14-20	0 37
Do., 20-25	0 34
Do., 25-35	0 27
Over 35	0 26

Cooked Hams Are Higher

Montreal.
COOKED MEATS.—With the advent of the warmer weather and the increased demand for cooked meats, higher prices are in force. Cooked hams have taken a big jump this week and is quoted as high as 60 cents a pound. The rest of the cooked products are higher on account of the increased demand and the shortage of supplies.

Jellied pork tongues	0 46
Jellied Pressed Beef, lb.	0 33
Ham and tongue, lb.	0 38
Veal and tongue	0 35
Hams, cooked	0 54
Shoulders, roast	0 50
Shoulders, boiled	0 43
Pork pies (doz.)	0 75
Blood pudding, lb.	0 12
Mince meat, lb.	0 15
Sausage, pure pork	0 25
Bologna, lb.	0 14
Ox tongue, tins	0 64

Some Lake Fish Arrive

Montreal.
FRESH FISH.—The supply of fresh fish coming is only sufficient to meet the demand. There is considerable tie-up in the transportation and although there is a very good supply of fish in transit it has not yet arrived in Montreal. The fresh lake fish is coming very slowly, but a good supply is expected during the week. Lake trout, white fish, and brook trout feature the fish market this week. There is a fair supply of this fish on the market and the prices are very reasonable. Halibut, haddock and cod are also in good supply. There is no change in the price of fish, however, this week.

FRESH FISH	
Haddock	0 07½
Steak cod	0 10
Market cod	0 06½
Mackerel	0 18
Flounders	0 10
Prawns	0 50
Live Lobsters	0 50
Salmon (B.C.), per lb., Red	0 35
Skate	0 12
Shrimps	0 40
Whitefish	0 20
Shad, roes, lb.	0 40
Do., bucks, lb.	0 30
Halibut	0 24

Gaspereaux, each	0 04
Whitefish	0 20
Lake trout	0 20
Pike	0 13
Perch	0 13
Fresh eels, each	0 40
Fresh Herrings, each	0 03

FROZEN FISH

Halibut, large and chicken	0 16	0 17
Halibut, Western, medium	0 16	0 23
Haddock	0 07	0 08
Mackerel	0 16	0 16
Doree		0 17
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large		0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	0 10	0 11
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Gaspe Salmon, per lb.	0 24	0 25
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 12½	0 13
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.		4 00
Alewires	0 07½	0 08

SALTED FISH

Codfish—		
Large bbls., 200 lbs.	16 50	
No. 1, medium, bbl., 200 lbs.	15 00	
No. 2, 200-lb. bbl.	14 00	
Strip boneless (30-lb. boxes), lb.	0 13	
Boneless (24 1-lb. cartons), lb.	0 18	
Ivory (2-lb. blocks, 20-lb. boxes)	0 16	

Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.		15 00
Skinless, 100-lb. boxes		16 50
Pollock, No. 1, 200-lb. barrel		13 00
Boneless cod (2-lb.)		0 18

SMOKED

Finnan Haddies, 15-lb. box	0 13
Filletts, 15-lb. box	0 19
Smoked Herrings	0 24
Kippers, new, per lb.	2 15
Bloaters, new, per box	2 00
Smoker Salmon	0 35

Small Demand for Poultry

Montreal.
POULTRY.—The poultry market continues to be very short. There are very few offerings on the market this week. The prices are unchanged and there is very little demand at present.

POULTRY (dressed)—
(Selling Prices)

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

ONTARIO MARKETS

TORONTO, May 21—There are not many changes in the produce and provision markets. Fresh meats are steady. Cooked hams are higher. Cheese is firmer. Butter and eggs have weakened and quotations are lower. Shortening, lard and margarine are ruling steady. Broilers are arriving and quotations are high.

Fresh Meat Prices Steady

Toronto.
FRESH MEATS.—There is no change in the market for fresh meats. Prices are ruling steady under advances of last week. A few spring lambs are offered at \$12.00 to \$16.00 each. Other lines remain as quoted below:

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	25 00	27 00
Live off cars, per cwt.	20 00	20 50
Live, fed and watered, per cwt.	19 75	20 25
Live, f.o.b., per cwt.	18 75	19 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 37½	
Loins of pork, lb.	0 42½	
Fresh hams, lb.	0 40	
Tenderloins, lb.	0 60	
Spare ribs, lb.	0 23	
Picnics, lb.	0 27	
New York shoulders, lb.	0 29½	
Boston butts, lb.	0 37	
Montreal shoulders, lb.	0 30	
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 27	0 30
Front quarters, lb.	0 16	0 17
Ribs, lb.	0 28	0 32
Chucks, lb.	0 15	0 17
Loins, whole, lb.	0 38	0 42
Hips, lb.	0 24	0 26
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 25	0 28
Spring lamb, each	12 00	16 00
Yearling lamb, lb.	0 30	0 33
Sheep, whole, lb.	0 18	0 23
Above prices subject to daily fluctuations of the market.		

Bacon and Hams Firm

Toronto.
PROVISIONS.—Hams and bacon are ruling firm. Hams are rather in scant supply and quotations are 41 to 43 cents per pound. Breakfast bacon is quoted at 42 to 52 cents per pound, according to the cut and trim.

Hams—		
Medium	0 41	0 43
Large, per lb.	0 34	0 35
Heavy	0 30	0 31
Bacon—		
Skinned, rib, lb.	0 49	0 50
Boneless, per lb.	0 54	0 57
Bacon—		
Breakfast, ordinary, per lb.	0 42	0 47
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 30	0 31
Wiltshire (smoked sides), lb.	0 34	0 36
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	0 28	
Do., av. 80-90 lbs.	0 27	
Clear bellies, 15-30 lbs.	0 30½	
Sausages in brine, keg, 35 lbs.	7 35	
Fat backs, 10 to 12 lbs.	0 27	
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	49 00	
Short cut backs, bbl., 200 lbs.	56 00	
Pickled rolls, bbl., 200 lbs.—		
Heavy	54 50	
Lightweight	60 00	
Above prices subject to daily fluctuations of the market.		

Cooked Hams Up One Cent

Toronto.
COOKED MEATS.—The demand for cooked hams is increasing and quotations are one cent higher. Prices now range from 58 to 61 cents per pound. Other lines of cooked meats are in good demand.

Boiled hams, lb.	0 58	0 61
Hams, roast, without dressing, lb.	0 59	0 62
Shoulders, roast, without dressing, lb.		
Head Cheese, 6s, lb.	0 14	
Choice jellied ox tongue, lb.	0 63	
Jellied pork tongue	0 49	0 50
Above prices subject to daily fluctuations of the market.		

Firm Market for Cheese

Toronto.
CHEESE.—The cheese market is firm.

Quotations are 32 to 33 cents per pound for both old and new cheese.

CHEESE—

Large, old	0 32	0 33
Do., new	0 32	0 33
Stilton	0 34	0 35
Twins, 1c higher than large cheese.		Triplets
1½c higher than large cheese.		

The Egg Market is Weak

Toronto.
EGGS.—The egg market is weak and quotations are lower. Dealers are of the opinion the market is due for further declines as packers are showing the reluctance to pay the high prices asked for storage purposes.

EGGS—

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

Shortening Rules Steady

Toronto.
SHORTENING.—There is no change in the market for shortening. The demand is active and quotations range from 27 to 28 cents per pound, tierce basis.

SHORTENING—

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

Butter Market Declines

Toronto.
BUTTER.—The butter market has a tendency to decline. Quotations this week for creamery is 60 to 63 cents per pound.

BUTTER—

Creamery prints	0 60	0 63
Dairy prints, fresh, lb.	0 53	0 55
Dairy prints, No. 1, lb.	0 52	0 54

Margarine is Unchanged

Toronto.
MARGARINE.—There is a normal demand for margarine. Quotations are unchanged.

MARGARINE—

1-lb. prints, No. 1	0 36	0 37
Do., No. 2		0 35
Do., No. 3		0 30
Nut Margarine, lb.		0 31½

Quiet Market for Lard

Toronto.
LARD.—The lard market is quiet. Prices are 27 to 28 cents per pound tierce basis.

Tierces, 400 lbs.	0 27	0 28
In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.		

Fresh White Fish 23 Cents

Toronto.
FISH.—Fresh white fish is arriving freely and quoted at 23 cents per pound. The market generally is quiet.

FRESH SEA FISH.

Cod Steak, lb.	0 11	0 13
Do., market, lb.	0 4½	0 07
Haddock, heads off, lb.		
Do., heads on, lb.		0 09
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 23	
Fresh Herring		
Flounders, lb.	0 09	0 10

FROZEN FISH

Salmon, Red Spring	0 24	
Do., Cohoe	0 20	0 22
Halibut, chicken		0 15
Do., Qualla	0 10	0 11
Do., medium	0 20	0 21

Do., jumbo	0 18	0 19
Whitefish, lb.	0 13	0 13
Herring	0 09 1/2	0 09 1/2
Flounders	0 10	0 11
Pike, round	0 08	0 08
Do., headless and dressed	0 09	0 09

SMOKED FISH

Faddies, lb.	0 18	0 18
Fillets, lb.	0 18	0 18
Kippers, box	2 40	2 40
Bloaters, box	2 27	2 27
Ciscoes, lb.	0 20	0 20

Broilers 80 Cents Pound

Toronto.

POULTRY.—Live poultry is arriving in fair quantities. Dealers are paying 60 cents per pound for live broilers and

selling to the retail trade at 80 cents per pound dressed.

Prices paid by commission men at Toronto:

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

Prices quoted to retail trade:—

	Dressed	Dressed
Hens, heavy	0 42	0 42
Do., light	0 32	0 40
Chickens, spring	0 35	0 40
Ducklings	0 35	0 40
Geese	0 25	0 30
Turkeys	0 45	0 55

WINNIPEG MARKETS

WINNipeg, May 21—The provision and produce market shows considerably more strength than has been shown for some past weeks. Live hogs are around 21c per pound and there is still every indication of an increase in the next few days. The cheese market remains firm, while the creamery butter market is weakening. Dairy butter is still very scarce. Eggs are arriving freely and some nice quality eggs are being offered to the trade. The fish market has been quite up to the average.

Hogs Are Quoted Higher

Winnipeg.

FRESH MEAT.—The hog market advanced 75 cents per cwt. this week, and all predictions favor a similar advance within a very short time.

HOGS—

Selected, cwt.	21 00	21 50
Heavy, cwt.	19 50	19 50
Light, cwt.	20 50	20 50
Sows, cwt.	17 50	17 50

Eggs Arriving Freely

Winnipeg.

EGGS.—Eggs are arriving in large quantities and good grades are being offered to the trade ranging around 47 cents a dozen.

Cheese Market Firm

Winnipeg.

CHEESE.—The cheese market is firm. Prices are unchanged.

CHEESE—

Ontario, large, per lb.	0 31	0 31
Do., twins, per lb.	0 31 1/2	0 31 1/2
Manitoba, large, per lb.	0 29	0 29
Do., twins, per lb.	0 31	0 31

Weak Market for Butter

Winnipeg.

BUTTER.—Creamery butter has developed a weak tone. Quotations have declined 2 cents per pound. Dairy butter is unchanged.

Dairy butter, best table goods	0 55	0 55
Creamery	0 70	0 70
Margarine	0 38	0 38

Fish Market Active

Winnipeg.

FISH.—The fish market has been especially active this week, and no changes in price are noted.

FRESH FROZEN FISH

Black Cod, lb.	0 14	0 14
Brills, lb.	0 09 1/2	0 09 1/2
Herring, Lake Superior, 100-lb. sacks, new stock	0 00	0 00

Halibut, cases 300 lbs., chicken	0 17	0 17
Halibut, broken cases, chicken	0 18	0 18
Jackfish, dressed	0 10	0 10
Pickeral, case lots	0 13	0 13
Salmon, Cohoe, full boxes, 300 lbs. Do., Cohoe, broken cases	0 20 1/2	0 21 1/2
Do., Red Spring, full boxes	0 23 1/2	0 23 1/2
Do., Red Spring, broken cases	0 24 1/2	0 24 1/2
Soles	0 09 1/2	0 09 1/2
Baby Whitefish or Tulibeas	0 09 1/2	0 09 1/2
Whitefish, dressed, case lots	0 12 1/2	0 12 1/2
Whitefish, dressed, broken cases	0 13 1/2	0 13 1/2

SMOKED FISH

Bloaters, Eastern National, case. Do., Western, 20-lb. boxes, box	0 14	0 14
Haddies, in 30-lb. cases, lb.	0 14	0 14
Do., in 15-lb. cases, lb.	0 14	0 14
Kippers, East. Nat., 20 count, per count	2 20	2 20
Do., Western, 20-lb. boxes, box	0 20	0 20

SALT FISH

Steak Cod, 2s, Seely's, lb.	0 16	0 16
Acadia Strip Cod, 30-lb. boxes, lb.	0 16	0 16
Acadia Cod, 12-2s, wood boxes, lb.	0 16	0 16
Acadia Cod, 20-1s, tablets, lb.	0 16	0 16
Holland Herring, Milkers, 9-lb. pails, per pail	0 00	0 00
Do., Mixed, 9-lb. pails, per pail	0 00	0 00
Labrador Herring, 100-lbs. bbls.,	0 00	0 00

GENERAL MARKETS

Continued from page 44

9-oz., 48 to case, per pkge.	0 18	0 18
Cal. bulk, seedless, 25-lb. boxes, per lb.	0 24	0 24
Cal. Bleached Sultanas— 25-lb. boxes, bulk (fancy), lb.	0 33	0 33
50-lb. boxes, choice, fancy, lb.	0 30	0 30

Bean Market Firm

Winnipeg.

BEANS.—The primary bean market has shown considerable strength during the week, but it has not affected Winnipeg prices as yet.

White Beans, hand picked, 100-lb. bag, per bag	8 00	8 50
Lima beans, 80-lb. sacks, per lb.	0 13	0 13

No Change in Rice Market

Winnipeg.

RICE.—The rice market is practically the same as was reported the past few weeks. Prices are unchanged.

RICE—

No. 1 Japan, 50-lb. sack, lb.	0 18 1/2	0 18 1/2
No. 1 Japan, 100-lb. sack, lb.	0 18	0 18
Siam Elephant in 50-lb. bags, lb.	0 15 1/2	0 15 1/2
Do., in 100-lb. bags, lb.	0 15 1/2	0 15 1/2
Ground, medium, per doz.	1 55	1 55
Do., No. 1, per doz.	2 15	2 15
Do., 100s, per lb.	0 11	0 11
Do., 50s, per lb.	0 18 1/2	0 18 1/2
Do., 10 x 8 lb. bags, per bag.	1 00	1 00
Sago, sack lots, 130 lb. 150 lb., per lb.	0 12 1/2	0 12 1/2
Do., in less quantities	0 12 1/2	0 12 1/2
Tapioca, pearl, per lb.	0 12 1/2	0 13 1/2

Fruit Supplies Low

Winnipeg.

FRUIT.—The wholesalers are cleaned up on all fruit supplies. Very few lines are coming in. Practically the only lines arriving freely are oranges and bananas. There will be very little offered to the trade for the holiday.

Vegetable Market Quiet

Winnipeg.

VEGETABLES.—The vegetable market has had a quiet week, owing to the various difficulties to get goods. Prices remain the same.

Potatoes, per bushel	4 00	4 50
Turnips, per cwt.	4 00	4 50
Beets, per cwt.	4 50	4 50
Carrots, per cwt.	5 00	5 00
New carrots, per lb.	0 07	0 07
Texas onions, per bushel	6 00	6 00
New Zealand onions, 100-lb. crate, per crate	11 50	11 50
Cabbage, per lb.	0 07 1/2	0 07 1/2
Tomatoes, per 40-lb. crate, per crate	23 00	23 00
Fresh rhubarb, per case	4 50	4 50
Head Lettuce, per case	6 00	6 00
Do., per dozen	1 75	1 75
Leaf Lettuce, dozen	0 65	0 65
Radishes, per dozen	0 65	0 65
Green onions, per dozen	0 60	0 60
Asparagus, per case	5 00	5 00
Spinach, per case	2 50	2 50

Flour Has Advanced

Winnipeg.

FLOUR.—Flour has advanced 82 1-2 cents per bag. Quotations are now \$7.55 per 98 pound bag.

VANCOUVER

Corn Syrups Have Advanced

Vancouver.

SYRUPS.—Corn syrups have advanced 90 cents per case. There is an active demand and the market is quite firm.

Starch Up One Cent

Vancouver.

STARCH.—All starches, both laundry and corn starch, have advanced one cent per pound.

Jams Are Higher

Vancouver.

JAMS.—An advance of \$1.25 per case has been registered on compound jam, the quotation now being \$11.50. Hawaiian pineapple is very scarce.

Package Oats Are Higher

Vancouver.

CEREALS.—Package rolled oats have jumped 90 cents per case. The price is now \$6.50 per case.

Lard One Cent Higher

Vancouver.

LARD.—The lard market is strong and quotations are one cent per pound higher.



When Quality is Called for— DAVIES is Chosen

During the time of high prices the Canadian housewife is constantly demanding "Quality" whenever she does any shopping.

That is why she chooses "Davies" Quality Products out of the many brands put before her.

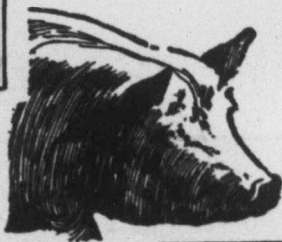
"Davies" Quality lines are well worth your while to feature—you will find them sure trade winners, as they give the utmost satisfaction.

Try some "Peerless" Brand Bacon. It has that sweet, mild cure that pleases.

"Davies" Cooked Hams, Bologna, Headcheese, Sausages, Pork Pies, Canned Meats, are what will help you build up a big volume of business.

Write us to-day, and, if we have a salesman in your vicinity, we will instruct him to call.

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



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For Grocery Stores

This is a splendid style for grocers' stores. Dimensions are 84 ins. high, 46 ins. wide and 26 ins. deep. Ash case, dark golden finish. Ice box, galvanized iron. Inside walls of cooling chamber, white enamelled—adjustable shelves.

Now is the time to install a good Refrigerator. Our Catalogue illustrates a number of styles. Prices gladly quoted. Prompt deliveries.

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"Veribest" Pure Leaf Lard

GOES ONE-THIRD FARTHER—IS WORTH MORE

YEARS of constant research, the use of only pure leaf lard fat rendered in open kettles by methods that are strictly "Armour's" has made "Veribest" the choicest lard that can be obtained.

"Veribest" is sold in one pound cartons and three, five and ten-pound pails. Pails are made with friction-top covers that prevent all outside odors affecting this delicate, sensitive lard. The last bit used will be as good as the first. No waste. A strong inducement for your customers to buy "Veribest" lard in these containers.



"Veribest" makes lighter, flakier cakes, pastry and biscuits. It will stand 476 degrees of heat without burning. It will not smoke up the kitchen. Mention these facts to your customers.

"Veribest" is the lard for you to sell. There is no shrinkage to make good. There is no lard wasted by sticking to ladles and large containers and you increase your trade by making satisfied customers.

Armour's advertising is making the name of "Veribest" a household word. "Veribest" lard is kept up to a high standard of quality. The quality must be retained to meet the claims made for it and keep old customers and make new friends everyday. When you sell "Veribest" lard you have quick turnover, better profits and least selling effort.



Branch Houses:
Toronto: Ont.

Montreal, Que. Hamilton, Ont.
St. John, N.B. Sydney, N.S.

Order "Veribest" To-day.

ARMOUR AND COMPANY
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Brunswick Brand Sea Foods

Get the most out of your fish sales

A full line of Brunswick Brand Sea Foods will enable you to cater to the fish requirements of your customers, while the increased customer confidence these dainty and wholesome Canadian products produce will mean much to your future business.



Brunswick Brand quality is obtained only by the most careful selection and by strictly sanitary methods of preparing and sealing. To this superior quality is due the big popularity enjoyed by every Brunswick Brand line.

Your wholesaler can put you on the road to bigger fish sales by supplying you with Brunswick Brand. Get in touch with him to-day.

Connors Bros., Limited

Black's Harbor, N.B.

Winnipeg Representative:

Chas. Duncan & Son, Winnipeg, Man.



A small sample order will show you just what an excellent selling line they will make in your meat department.

SCHNEIDER'S COUNTRY PORK SAUSAGE

An absolutely all pure pork meat article done up in real farm style. Their delicious flavor and dependable quality combined with the excellent profit they offer makes Schneider products favorites on both sides of the counter.

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

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

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

H. J. HEINZ COMPANY
Pittsburgh Toronto Montreal

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Something New in Appetizers



Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

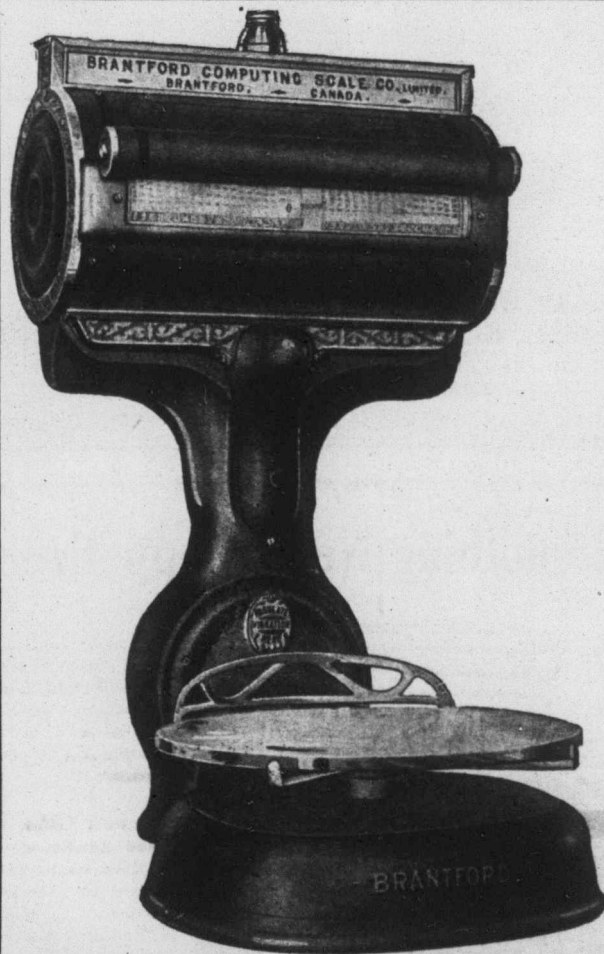
E. W. Jeffress Limited
Walkerville, Canada
W. G. Patrick & Co., Limited
Toronto and Winnipeg
Selling Agents for our Blue Seal Lines

H.P. SAUCE

Sells by merit

Our world-wide advertising helps the sales—every advertisement brings customers for the first time—but it's the merits of H.P. Sauce which make the sales progressive.

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



Brantford Computing Scales

Accurate and Distinctive

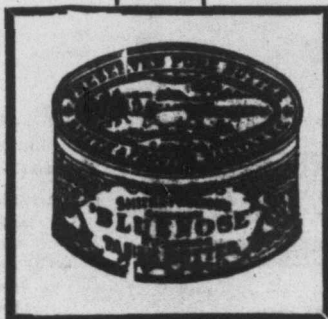
These handsome scales are accurate in performance, figures are readily readable and the scales sufficiently distinctive in appearance to enhance the most desirable surroundings and their construction is such as to permit them being easily cleaned. In all sizes and types for every use.

Made-in-Canada.

Send for illustrated Catalogue.

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BRANTFORD - CANADA



Have No Hesitation

in choosing

'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

SMITH
AND
PROCTOR

SOLE PACKERS

Halifax - N.S.

The Grocer Knows the Force of this Advertisement



By Appointment

Leadership Absolute

LEA & PERRINS—the first Worcestershire Sauce—stands today, as 80 years ago, unapproachable in *Quality*. No other sauce can duplicate the subtle and charming piquancy or add such zest to appetite. Its strength and goodness are as unvarying as its worldwide popularity and preference.

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Lea & Perrins

THE grocer knows that Lea & Perrins' sauce has no equal for quality—his customers also know it.

So our advertisements to your customers are reminding them of what they already know.

Our advertisements to you are reminding you of what you already know, namely, that high class goods attract first class trade.

Lea & Perrins

The ORIGINAL
Worcestershire Sauce

HAROLD SEDDON
137 McGill Street, MONTREAL, Special Agent

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 3 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—Three cents per word first insertion, 2 cents 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

Furnivall's

FINE
FRUIT
PURE JAM

Reigns supreme in the Kiddies' Kingdom and the slogan after school for the active boy and girl is "Furnivall's Jam."

Made from pure fruit, and you will find your customers constantly demanding this delicious jam, as it is a substantial food and also a saving on butter for hurry-up lunches.

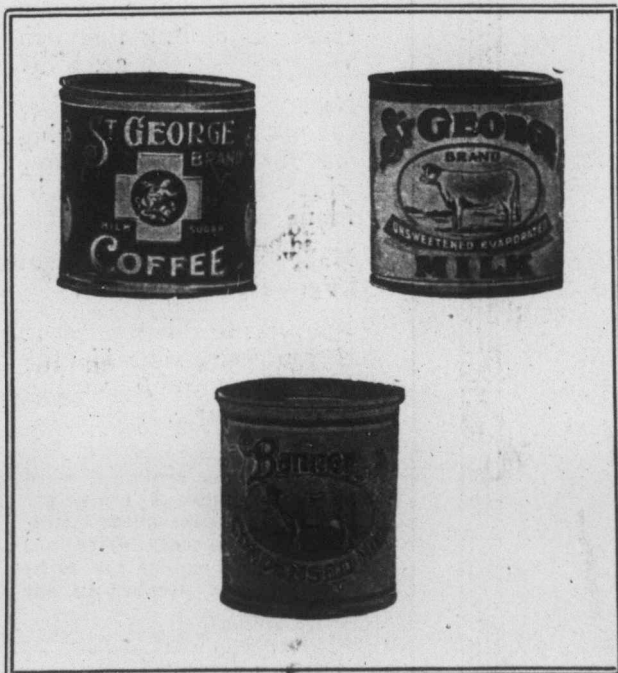
You will be surprised at the profit in the sale of FURNIVALL'S Fine Fruit Pure Jam.

FURNIVALL-NEW

Limited

Hamilton - Canada

AGENTS—The City of Ottawa, Quebec and the Lower Provinces with the exception of Breton: Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Toronto: C. H. Grainger & Co., 406 Parliament St. Manitoba: A. D. Norman, Scott Block, Winnipeg, Man. Northern Ontario: E. A. Cluff, North Bay. Hamilton: J. T. Price & Co., 35 Mary St., Hamilton, Ont. Cape Breton Island, N.S.: O. N. Mann, Sydney, N.S. Saskatoon: Gilbert Stroyan, Saskatoon, Sask. Newfoundland: E. J. Godden, St. John's, Newfoundland.



Purity Attracts

Therefore, all Malcolm products will appeal to the most discriminating housewife.

Your customers will be demanding Malcolm's milk products more than ever through their increasing reputation of efficiency.

Place your order now to insure an early shipment.

The Malcolm Condensing Co., Limited

ST. GEORGE, ONTARIO

Y & S
STICK LICORICE
 in 10c Cartons

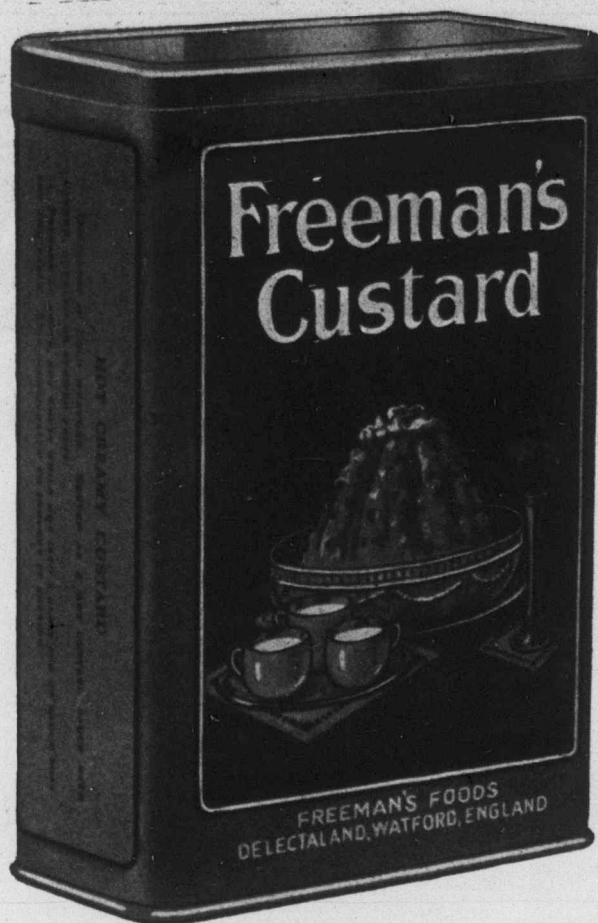


Everything in Licorice for all
 Industries using
LICORICE
 in any form.

Made in Canada by

National Licorice Company
MONTREAL

Catalogue and Price List on Application.



OCEAN BLUE

In Squares and Bags

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

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

Order from your Wholesaler.

HARGREAVES (CANADA) Limited

The Gray Building, 24 and 26 Wellington St. W., Toronto.

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

APROl

Show a Bowl of
 Salad made with AproI

Let your Customers taste it

This idea has proven suc-
 cessful in many parts of
 Canada and United States.

Once AproI is sold to a
 Customer you are always
 sure of repeat orders.

AproI is advertised in most
 of the leading newspapers
 and trolley cars in Canada.

Order from your Wholesaler.

W. J. Bush & Co.

(Canada), Limited



National City, California. Montreal. Toronto



ROYAL
ACADIA
SUGAR

"Every Grain Pure Cane"

A wholesome production from the pure cane to the purest refined granulated sugar — then called Royal Acadia Sugar.

It has a reputation that will bring you repeat sales and a profitable trade.

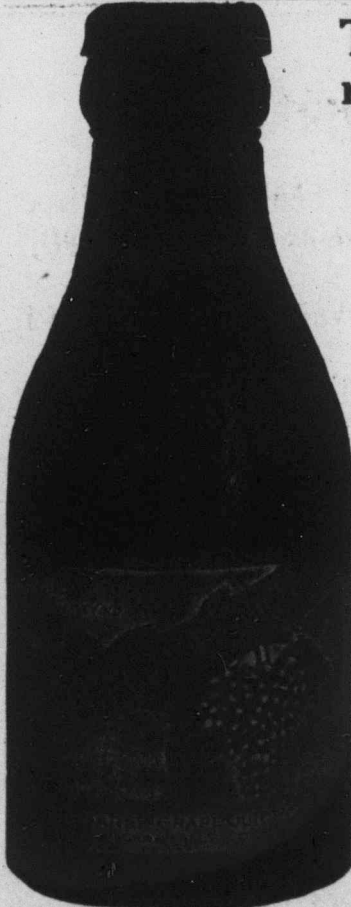
Your highest recommendations of Royal Acadia Sugar are justified, as it possesses every quality that will give perfect satisfaction.

"Every Grain Pure Cane."

Sold in 2 and 5-lb. cartons; 10, 20 and 100-lb. bags, half-barrels and barrels.

The
Acadia Sugar Refining Co., Limited
HALIFAX, CANADA

The year-round drink



Marsh's Grape Juice has proven itself a popular year-round seller. Grocers everywhere selling Marsh's Pure Concord Grape Juice report excellent sales and profits.

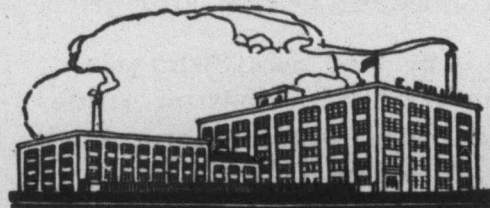
The delicious rich Concord flavor so apparent in Marsh's will turn your casual grape juice orders to constant repeats. Try a small sample order and prove to yourself its great sales ability.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

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

There's Money in your Old Bags

if you sell them to us. Just gather them together and send them to us. We pay the highest price for old Jute Sugar Bags and Cotton Liners.



(Regular market—no quantity too small or too large)

Scientific Reclamation of Commercial Waste

E-PULLAN

TORONTO

RICE
RICE FLOUR
RICEMIDDLINGS

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

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

D. W. ROSS COMPANY
Agents
 MONTREAL



Economy



Cow Brand Baking Soda, because of its extra strength and purity, lasts longer and gives better results than any other brand.

For years the name Cow Brand has stood for greater economy, better value and reliability—a fact that has made Cow Brand the greatest seller in its line.

Church & Dwight, Ltd.
 MONTREAL

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

**S & M
 Bulk Chocolates**

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

Write us for prices and discounts.
 Correspondence solicited from jobbers.

Sole Canadian Distributors

Dominion Sales Company
 Southam Bldg. [Montreal

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED

340 ST. ANTOINE STREET - - - MONTREAL, QUE.

White Swan Mustard

The Mustard with the "nip"



"It has the Nip"

Yes, Mr. Grocer, it is *the big selling mustard* that is superior in strength and flavor to any imported brands and it costs you a good deal less.

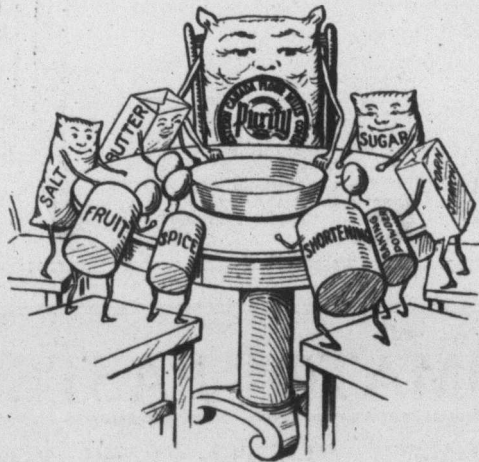
¼ pounds at . . . \$2.25

½ pounds at . . . 4.00

White Swan Spices & Cereals
Limited

Toronto - Canada

FLOUR IS THE BIG ITEM



Count up the number of times flour appears in some form or other on the daily bill of fare—bread, toast, biscuits, pies, cakes, puddings, thick soups, gravies and sauces and a host of other dishes. The grocer who sells

PURITY FLOUR

has first chance of selling his customer all these other supplies. Broaden your sales by selling the popular Purity Flour.

Western Canada Flour Mills Co., Limited

Head Office - - - Toronto

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

Turkish Delight

or

Harem Lou Kown

The Favorite Confection with European Society.

The only Genuine Turkish Delight, made from Turkish Formula, same as made in England and Europe.

Try a case of 100 lbs.

Write us for prices and samples.

Sole Agents for Canada :

DOMINION SALES COMPANY

Southam Bldg., Montreal, P.Q.

C. T. Nelson
Victoria, B.C.

SALES AGENTS:
E. V. Gibson Co.
Winnipeg, Man.

Gaetz & Co.
Halifax, N.S.

JAMS

MARMALADES

PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

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

CONFECTIONERY

MARZIPAN

CHOCOLATE

Agents:

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

Lind Brokerage Co., Ltd., Toronto



WHITTALL CANS

for

**Meats
Syrup**

**Vegetables
Fish Paint**

**Milk
Etc.**

PACKERS' CANS

Open Top Sanitary Cans

and

Standard Packer Cans

with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.

MONTREAL

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

Established 1888

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

Master Mason

*The Plug Smoking Tobacco which
MAKES AND HOLDS
CUSTOMERS*

There is more real "smoke joy" in a pipe packed tight with **Master Mason** than your customers ever dreamed of.

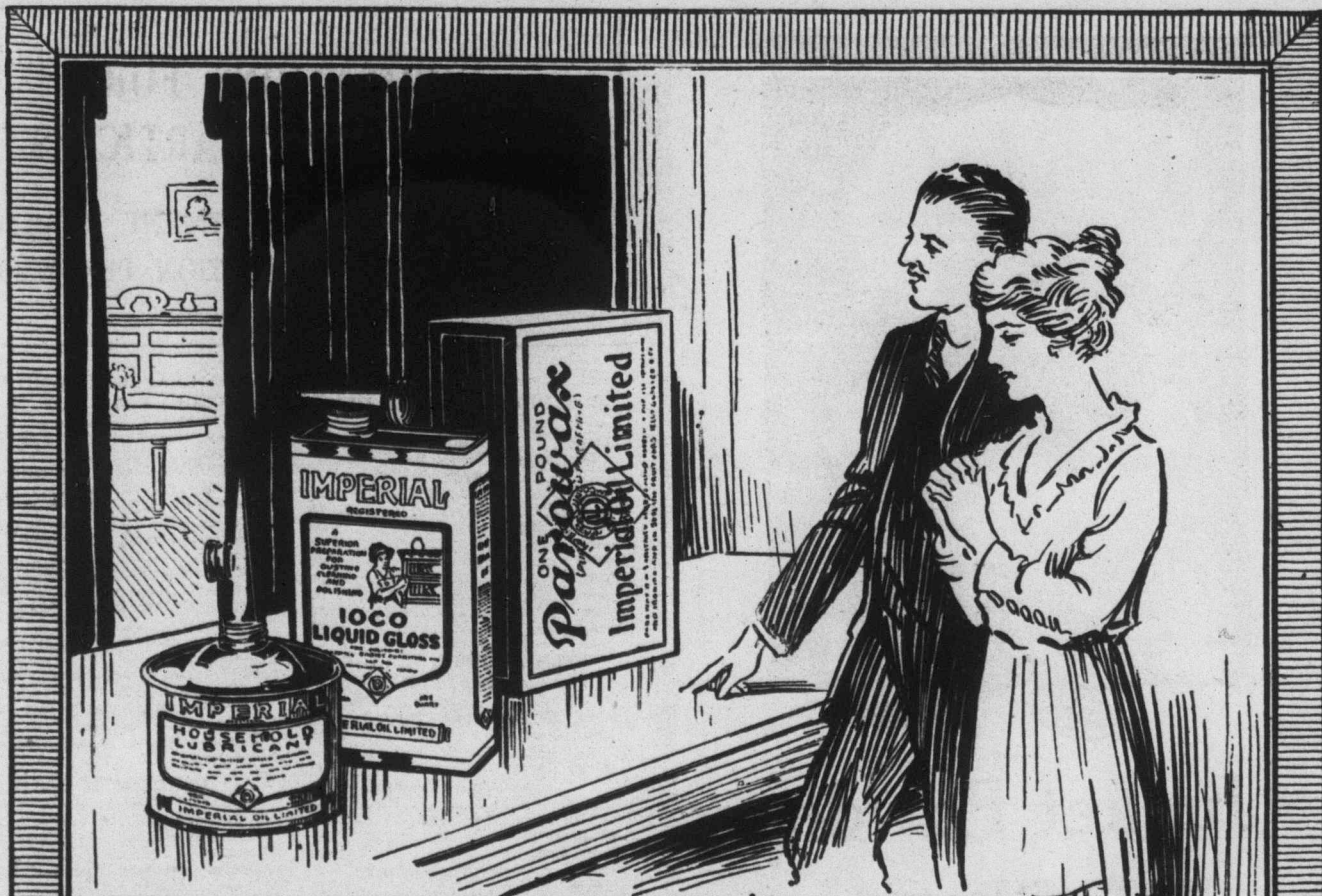
If you're anxious to please them, with excellent profits to yourself, just recommend **Master Mason**—the peer of "Joy Smokes."



Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG



LABOR SAVERS
—as good as a maid

HOUSEWIVES everywhere in Canada depend on Imperial Parowax, Imperial Household Lubricant, and Imperial Ioco Liquid Gloss to save them time and work in their daily household duties.

In dozens of ways these Imperial products serve the housewife's needs and save her time. Are you getting your share of the business?

Mention Imperial Parowax, Imperial Ioco Liquid Gloss and Imperial Household Lubricant occasionally in your newspaper and dodger advertising and occasionally make a window or counter display. Do so and you will note a healthy increase in business and **profits**.

Check up your stock to-day.

IMPERIAL OIL LIMITED
 Power · Heat · Light · Lubrication
 Branches in all Cities



Junket Powder NESNAH

is a Junket in powdered form—made in a jiffy. It comes in four flavors in attractive packages, retailing for 15 cents. Its great economy and deliciousness will appeal to your customers.

Junket MADE with MILK

The quick, economical and delicious dessert in tablet form that has won the hearts of busy housewives. Its wide variety of uses makes it a big, steady seller. In 10 tablet packages retailing at 15c with a good profit.

Try a sample order.

Chr. Hansen's
Canadian Laboratory
Toronto, Canada

SELLING AGENTS FOR CANADA:
LOGGIE, SONS and Co.
32 FRONT ST. WEST, TORONTO



QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS

DOMINION CANNERS, LTD.
Halton, Ont.

"Aylmer" Pure Jams and Jellies,
Guaranteed Fresh Fruit and
Pure sugar only.
Screw Vac. Top Glass Jars, 16 oz.
Strawberry\$5 15
Currant, Black 5 05
Pear 4 40
Peach 4 40
Plum 4 20
Apricot 4 50
Cherry 4 35
Gooseberry 4 50

"AYLMER" PURE ORANGE MARMALADE

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

PORK AND BEANS "DOMINION BRAND"

Per doz.
Individual Pork and Beans,
Plain, 75c, or with Sauce,
4 doz. to case\$0 85
1's Pork and Beans, Flat,
Plain, 4 doz. to case 0 92½
1's Pork and Beans, Flat,
Tom. Sauce, 4 doz. to case 0 95
1's Pork and Beans, Tall,
Plain, 4 doz. to case 0 95
1's Pork and Beans, Tall,
Tomato or Chili Sauce, 4
doz. to case 0 97½
1½'s (20 oz.), Plain, per doz. 1 25
Tomato or Chili Sauce 1 37½
2's Pork and Beans, Plain,
2 doz. to the case 1 50
2's Pork and Beans, Tomato
or Chili Sauce, Tall, 2
doz. to case 1 52½
2½'s Tall, Plain, per doz. ... 2 00
Tomato or Chili Sauce 2 35
Family, Plain, \$1.75 doz.; Family,
Tomato Sauce, \$1.95 doz.; Family,
Chili Sauce, \$1.95 doz. The above
2 doz. to the case.

CATSUPS—In Glass Bottles

Per doz.
¼ Pts., Aylmer Quality\$1 80
12 oz., Aylmer Quality 2 55
Per jug
Gallon jugs, Aylmer Quality \$1.65
Per doz.
Pints, Delhi Epicure\$2.75
¼-Pints, Red Seal 1.25
Pints, Red Seal 1 90
Qts., Red Seal 2.40
Gallons, Red Seal 6.45

BORDEN MILK CO., LTD.

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

CONDENSED MILK

Terms—Net 30 days.
Eagle Brand, each 48 cans...\$12 00
Reindeer Brand, each 48 cans 11 50
Silver Cow, each 48 cans... 11 00
Gold Seal, Purity, ea. 48 cans 10 85
Mayflower Brand, each 48 cans 10 85
Challenge Clover Brand, each
48 cans 10 10

EVAPORATED MILK

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

CONDENSED COFFEE

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

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

Wheatgold Breakfast Cereal.
Packages, 28-oz., 2 doz. to
case, per case\$6 00
98-lb. jute bags, per bag 8 00
98-lb. jute bags, with 25
3¼-lb. printed paper bags
enclosed, per bag 8 50

HARRY HORNE & CO.,
Toronto, Ont.

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

COLMAN'S OR KEEN'S
MUSTARD

Per doz. tins
D.S.K., ¼-lb.
D.S.F., ¼-lb.
D.S.F., 1 lb.
F.D., ¼-lb.

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

CANADIAN MILK PRODUCTS,
LIMITED,
Toronto and Montreal

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

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

Boxes
40-lb., Canada Laundry ...\$0 12½
100-lb. kegs, No. 1 white.. 0 12½
200-lb. bbls., No. 1 white.. 0 12½
40 lbs., Edwardsburg Silver
Gloss, 1-lb. chromo pkgs.. 0 14¼
40 lbs., Benson's Enamel,
(cold water), per case.. 4 30
Celluloid, 45 cartons, case.. 5 20
Culinary Starch
40 lbs., W. T. Benson & Co.'s
Celebrated Prepared 0 14
40 lbs. Canada Pure or
Challenge Corn 0 13
20 lbs. Casco Refined Potato
Flour, 1-lb. pkgs. 0 16
(20-lb. boxes, ¼c higher, except
potato flour.)

This Silent Salesman Makes
QUICK TURNOVERS

Packed in this attractive container, placed in a prominent position on your counter, a gross of

Sunset Soap Dyes

moves quickly into your customers' hands with minimum sales effort on your part.

22 beautiful, brilliant colors—real navy blue, real black, real dark brown and purple, and the other popular colors.



Sunset Soap Dyes are attractively and consistently advertised to consumers through the leading women's magazines and other publications of national influence. The display container on your counter ties up your store with our advertising and the goods move rapidly.

"The Most Wonderful Dyes in the World"
 Cleanest—Easiest to Use—Most Satisfactory
 Colors are Fast and Brilliant—Will not Wash Out or Fade
MAKE OLD FABRICS LOOK LIKE NEW
 Don't throw away old, soiled Waists and Dresses. Make them new with Sunset. It's so easy and so fast! No Mess, No Mist—and it's all finished in thirty minutes.
NORTH AMERICAN DYE CORPORATION, Ltd., Toronto, Canada.

Sunset is the complete line—absolutely fast—dyes all fabrics—made in all colors—cleans articles while dyeing them, does not stain hands or utensils. Why tie up your money in half a dozen different kinds of dye when you can please every customer with Sunset? There is good profit for you, and the repeat sales are wonderful.

Ask your jobber for prices and discounts, or write to Sales Representatives for U.S. and Canada

HAROLD F. RITCHIE & CO., Inc.
 Toronto, Canada 171 Madison Ave., New York

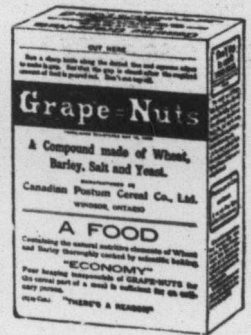
Manufactured by NORTH AMERICAN DYE CORPORATION, Ltd., Toronto, Can., Mount Vernon, N.Y.

Grape-Nuts

A Staple Among Specialties---

There's good profit for the retailer on Grape-Nuts—a profit certain to grow in volume through continually increasing demand.

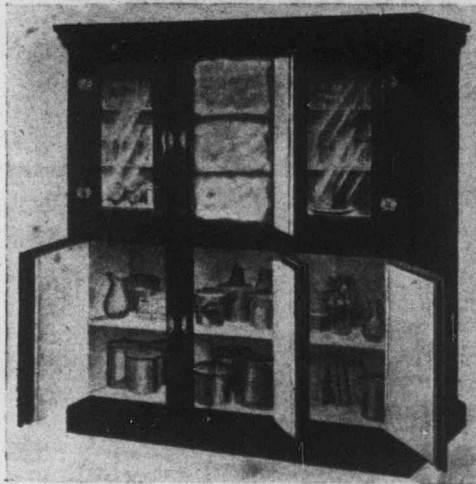
Good advertising brings new buyers—merit makes them steady customers—and our broad co-operating sales policy makes the business on Grape-Nuts attractive.



Sale Guaranteed

Canadian Postum Cereal Company, Ltd., Windsor, Ont.

HANSON'S
GROCER OR INSTITUTION REFRIGERATORS

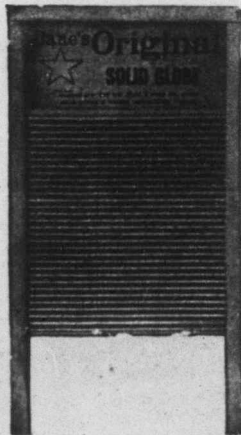


Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries.

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

Cane's Washboards
Built to last a lifetime



Skilled workmanship and the very best of materials are a guarantee of long and satisfactory service.

Try a small display to prove that they are good sellers.

The profit from this first order will convince you that Cane's Washboards are worth handling. Write to-day.

Wm. Cane & Sons Co.
Limited
NEWMARKET, ONTARIO

LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case....\$6 80
5-lb. tins, 1 doz. in case.... 7 75
10-lb. tins, 1/2 doz. in case.... 7 45
20-lb. tins, 1/4 doz. in case... 7 40
(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs..... 0 09
Half barrels, about 350 lbs. 0 09 1/4

CROWN BRAND CORN SYRUP
2-lb. tins, 2 doz. in case.... 6 20
5-lb. tins, 1 doz. in case.... 7 15
10-lb. tins, 1/2 doz. in case... 6 85
20-lb. tins, 1/4 doz. in case.... 7 60
(5, 10, and 20-lb. tins have wire handles.)

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

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

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

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

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

IMPERIAL TOBACCO CO. OF CANADA, Limited
EMPIRE BRANCH

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

THE COWAN CO., LTD.
Sterling Road, Toronto, Ont.
COCOA AND CHOCOLATE

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

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

SWEET CHOCOLATE
Per lb.
Eagle Chocolate, 1/4s, 6-lb. boxes 0 38
Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case.... 0 38
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case
Diamond Chocolate, 3s, 6 and 12-lb. boxes, 144 lbs. in case
Diamond Crown Chocolate, 28 cakes in box 1 30

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

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

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

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

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

BRODIE & HARVIES, LTD.
14 Bleury St., Montreal
XXX Self-Raising Flour, 6 lbs. packages, doz. \$6.00
Do., 3 lbs. 3.05
Superb Self-Raising Flour, 6 lb. 5.99
Do., 3 lb. 2.95
Crescent Self-Raising Flour, 6 lb. 5.99
Do., 3 lb. 3.00
Perfection Rolled Oats (55 oz) 3.00
Brodie's Self-Raising Panakee Flour, 1 1/2 lb. pack., doz. 1 50
Brodie's Self-Raising Buck-Flour, 1 1/2 lb. pkg. doz. 1.50

PINEAPPLES

Now coming forward from Cuba and prices will recede as season advances.

We are large pineapple dealers and import only the best marks.

Asparagus Head Lettuce
Strawberries

White and Co., Limited

Wholesale Fruits and Vegetables
Toronto

PHONE : MAIN 6243

FRESH ARRIVALS DAILY OF

New Vegetables

FROM THE SOUTH

Cabbage Celery Tomatoes
Cauliflower Head Lettuce

ORANGES

California Sunkist Navels
Florida Sealdsweet Oranges

GRAPE FRUIT

Florida and Cuban—All Sizes

NEW MAPLE SYRUP AND SUGAR

(Guaranteed Pure)

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

The House of Quality

Hugh Walker & Son

Limited

Guelph

Established 1861

Ontario

Owing to the high freights prevailing
CONTINUE TO IMPORT
supplies of

SPRATT'S

DOG CAKES

POULTRY FOODS

CANARY & PARROT MIXTURES

Etc.,

through **SPRATT'S**

PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED

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

Brooms

Brushes

Baskets

Walter Woods & Co.

Hamilton

and

Winnipeg



FIVE DOLLARS REWARD

if you get this man. He will be in every retail grocery store, so if you recognize him, place your hand upon his shoulder and say: "You are Mackay, who makes 'CREAM OF BARLEY,' that delicious breakfast food cooked in three minutes. I have eaten it, it is fine." Clerks and proprietors of stores are entitled to this reward if you recognize this man. Keep your eye out for him. He will be your way shortly.

JOHN MACKAY CO., LIMITED
Bowmanville, Ont.



A New Drink
Champagne de Pomme

Made from the juice of Canadian apples. A most delicious and refreshing drink.

Put up in pints, bottles or splits.

Every grocery store in Canada can sell this delicious beverage.

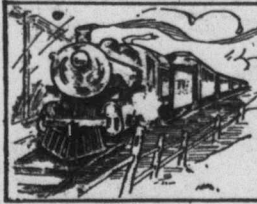
Packed 2 doz. to the case.

Order from your wholesaler or direct to

Cie Canadien Importations
140 St. Catherine St. E., Montreal

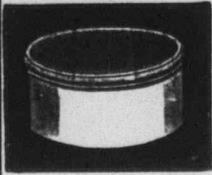
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BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE JARS

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

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

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

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

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

Agents:

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Beach 2170 Toronto

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

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

BAIRD & CO., Merchants, St. John's, Nfld.

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

THE CHARLES MUELLER COMPANY

Limited

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

Waterloo - - - Ontario

Olivier's Cream Toffee

5 cent bars

O.K.—Almond—Cocoanut

The finest made

Brokers

Man. & Sask. - Watson & Truesdale

Calgary - Clarke Brokerage

B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVIER (the toffee man)

MEDICINE HAT

We are offering to Jam Manufacturers, Confectioners and Picklers, etc.

Fruit pulps of all kinds, Canned Goods, Tomato Puree, Anchovies, Nuts, Peels in Brine, etc., etc.

F. KESSELL & COMPANY

7-8 Railway Approach,
London Bridge, S.E. 1, England

WHEAT PRODUCTS TO ADVANCE

Following the recent advance on wheat by the Canada Wheat Board, products composed of wheat, such as flaked wheat, cream of wheat, farina and breakfast food will also show advances in the near future.

NEW GRECIAN CURRANTS ARRIVING

New Grecian currants are arriving freely, of good quality and prices are reasonable.

GROCCERS

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

C. A. MANN & CO.
LONDON, ONT.

Phone 1577

BREAK NO FEARS! IT'S AN E.M. FLEXIBLE

Before Burning After Burning

GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN ANY NOT WITHOUT DAMAGE—SUPERSEDE ALL OTHER STYLES FOR INVENTED GAS LIGHTS

R. M. Moore & Co., Ltd. VANCOUVER, B.C.

PACIFIC COAST MANTLE FACTORY

The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:

Ice Cream Cartons, Parafined.

Butter Cartons, Parafined.

Egg Cartons; Special Egg Fillers.

Folding Candy Boxes; also handy

Parafine boxes for bulk pickles,

Mince-meat, etc.

BEANS

Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

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

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

TANGLEFOOT

The Non-Poisonous Fly Destroyer
The U. S. Dept. of Agriculture says in the Bulletin: Special pains should be taken to prevent children from drinking poisoned baites and poisoned flies dropping into foods or drinks.

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

Wanted

Rates For Classified Advertising

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

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

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

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

FOR SALE

FOR SALE—GENERAL STORE BUSINESS, DRY Goods, Gents' Furnishings, Boots and Shoes and Groceries. Turnover over \$80,000. Splendid profit over and above interest on investment, proprietor's salary and all other expenses. Brick, steam-heated building on best corner. Good windows, low rent, low insurance. Saskatchewan town, 1,200, British and American population. Best educational facilities, good town to live in. Stock and fixtures run about fifty thousand. Must be principally cash or equivalent. Only reason for sale, failure of health. Box 134, Canadian Grocer, 153 University Ave., Toronto.

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

BEST GENERAL STORE IN PETERBORO, Ont., for sale. \$75,000 turnover. A money maker. Apply R. C. Braund.

CHEESE CUTTER FOR SALE—NEARLY NEW. Sell cheap. Apply Hollingshead 860 Danforth Ave., Toronto.

FOR SALE—BUTCHER AND GROCERY BUSINESS in Toronto. \$5,000. Turnover \$65,000. Stock about \$3,000 at invoice price. Good lease or option to purchase. Owner leaving city. Box 146, Canadian Grocer, 153 University Ave., Toronto, Ont.

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.

COLLECTIONS

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

Baker's Cocoa and Chocolate



REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

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

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.

Established 1780

WANTED

LINE WANTED—TRAVELLER, 17 YEARS' experience asks for a good line for Quebec and Maritime Provinces. Write A. S., 164 Desfranciscains St., Quebec.

WANTED—SALES LADY, ALSO CASHIER for Summer Resort, near Toronto. Must understand the grocery business. Box 144, Canadian Grocer, 153 University Ave., Toronto, Ont.

SMART YOUNG MARRIED MAN WHO CAN invest up to \$2,000 to manage store. Owner has other business. This is a north country proposition with big possibilities. Box 148, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR HOME MADE SUMMER DRINKS



AND



25c bottles make 5 gallons.
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, LIMITED
MacNab St. & Market Sq., Hamilton, Ont.

OPPORTUNITIES ARE BEING OFFERED EVERY WEEK ON THIS PAGE. ARE YOU MAKING USE OF THEM?

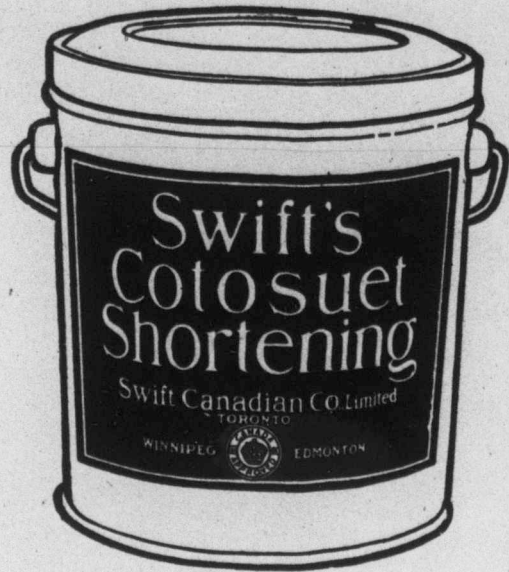
COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
La Prairie (Montreal) Que.

Shortening that Sells

YOU will find profit and
pleasure in selling



Swift's Cotosuet Shortening

YOU can recommend it with per-
fect confidence at all times.

Its quality is unaffected by variations
of weather.

It is packed in sanitary, convenient tin
pails (5 sizes) to retain its original
freshness.

Easy to Handle — Profitable to Sell

*Order from our Salesmen
or Direct*



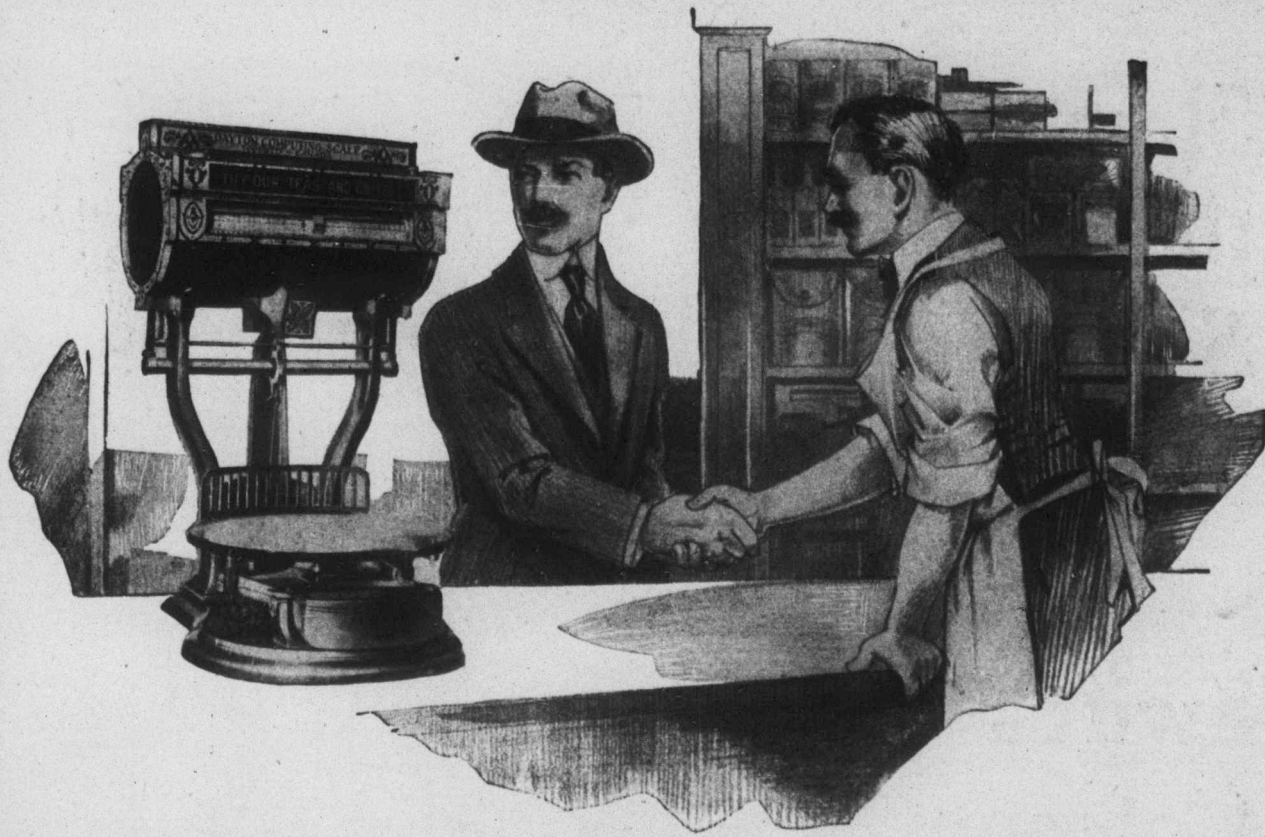
Swift Canadian Co.

Limited

Toronto

Winnipeg

Edmonton



The Dayton Salesman will be a life-long friend

Some salesmen we never want to see again. Its a hard thing to say, but we all know it's true. The Dayton Scale man who sells you your Dayton Automatic Scale, or Silent Meat Slicer or Computing Cheese Cutter will certainly find a welcome in your store every time he comes around. He will put money in your pocket every day in the year. He has a big fund of business information and trade news, too, that will always be interesting. If you haven't a Dayton, give our salesman a chance. You'll be the biggest gainer.

"If it's a Dayton, it's Right"

Made in Canada. Send for Catalogue.

DAYTON COMPUTING SCALES

Manufactured by International Business Machines Co., Ltd.

Royce and Campbell Ave.
Toronto

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Vice-Pres. and Gen. Mgr.

Branches
In All Principal Cities

*Also Makers of International Time Recorders and Hollerith
Electric Tabulators*