

In This Issue—HOW RETAILERS SELL BACON

# CANADIAN GROCER

Published every Friday. Yearly subscription price, \$3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, MARCH 14, 1919

No. 11

**For House-  
cleaning Time  
For All the  
Time**

## EDDY'S INDURATED FIBREWARE

With the approach of the Spring Clean-up you are probably at this moment estimating your customers' wants, and as a matter of mutual interest

### Eddy's Indurated Fibreware

should occupy a prominent place in both your Window and Store display, for through the educational campaign now being waged by us the buying public are daily becoming more familiar with our Merchandise and more insistent that they secure it.

If larger profits and an increased volume of business interest you, you'll surely feature

### Eddy's Indurated Fibreware

WASHBOARDS  
WATER PAILS  
HALF SIZE PAILS  
MILK PAILS

FLOWER POTS  
WASHTUBS  
SMALL SIZE WASHTUBS

STABLE PAILS  
FIRE PAILS  
CUSPIDORS, ETC.

You can safely guarantee Eddy Products because Eddy guarantees them to you.

The E. B. Eddy  
Company, Limited

Mammoth Works  
Hull - Que.





## COWAN'S COCOA

Cowan's Cocoa and Chocolate are made from the finest selected Cocoa Beans.

The upper illustration is of natives gathering Cocoa pods, a cluster of which is shown in the insert. The lower picture shows the beans after they have been dried and are ready for putting in bags for shipment.

**Made in Canada.**

# Borden's

MILK PRODUCTS LEAD IN QUALITY

## The Name That Counts

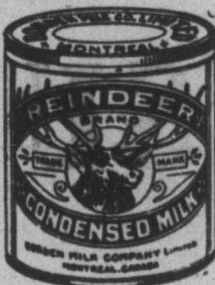
To the question, "What's in a name?" one can truthfully answer that, as far as Milk Products are concerned, there's quite a bit in the name **Borden's**.

Three generations ago it was recognized as a symbol of all that was desirable in Condensed Milk Products, and each passing year serves but to enhance the popularity of the name Borden's with lovers of good quality everywhere.

Know the selling appeal of the name Borden's by displaying your stocks of these Milk Products regularly.



*Borden's*



## Borden Milk Company, Limited

*"Leaders of Quality"*

MONTREAL & VANCOUVER

*Borden's*

*Borden's*

*Borden's*

*Borden's*



## Cash In on [the Demand for Good Candy

In a corner of your show case put a few boxes of our well known brands of Chocolates such as

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

and get your share of the ever present call for good, well flavored, wholesome candy.

We also carry an extensive range of bulk lines.

**Nobility Chocolates, Limited**

ST. THOMAS, ONT.

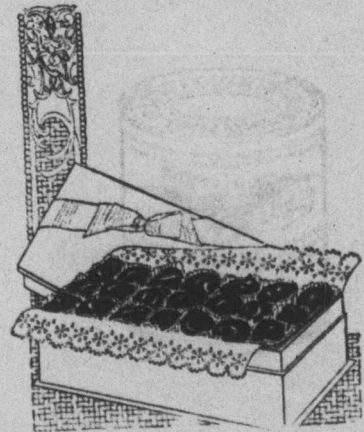
*Distributors:*

**Maclure & Langley, Limited**

MONTREAL

TORONTO

WINNIPEG



# TOMATO CATSUP

## AYLMER BRAND

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

**GLASS BOTTLES**

8 oz. 12 oz. 17 oz.

2 DOZEN TO CASE

**GLASS AND STONE JUGS**

1 GAL.

4 TO CRATE

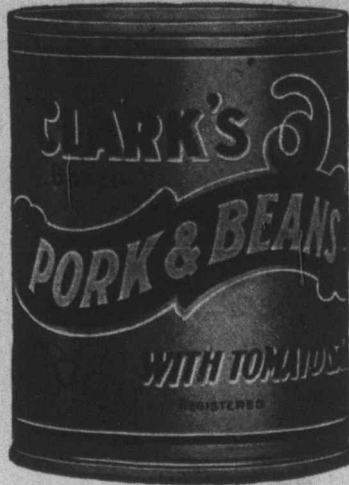
THROUGH YOUR JOBBER OR DIRECT

**DOMINION CANNERS LIMITED**

HAMILTON, CANADA

*Canada Food Board License No. 14-12*

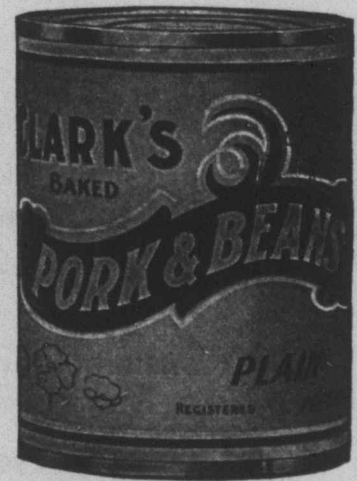
# PORK & BEANS



During the present transition period, Mr. Grocer, it is important that you should buy "Best Sellers" and not load up with dead stock. If you are in the market for Pork and Beans

## CLARK'S

are undoubtedly your best buy. They have long years of reputation behind them, the name which guarantees the quality and the publicity which helps your sales.



**DON'T HESITATE.**

**CLARK'S ALWAYS SELL.**

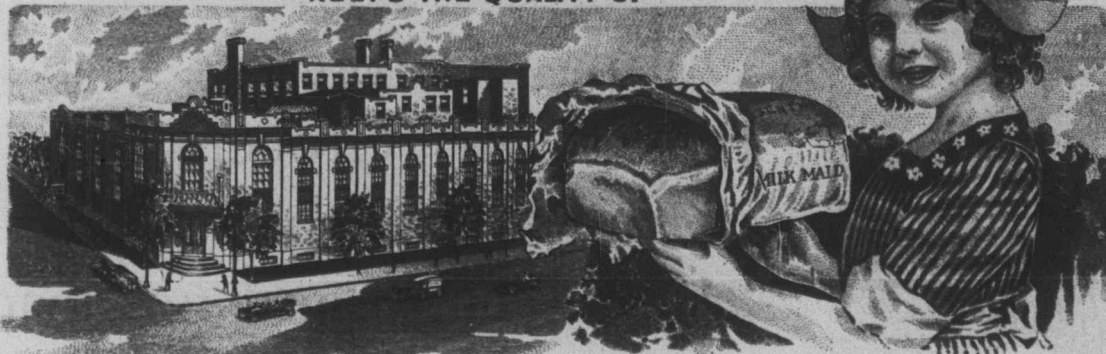
**W. Clark, Limited**

**MONTREAL**

*Clark's*

CANADA FOOD BOARD  
License No. 14-216

THE MARVEL BAKERY WHERE

TELEPHONES.  
WESTMOUNT 3566-3567-3568*Dent Harrison*  
KEEPS THE QUALITY UP

CORNER OF PRINCE ALBERT &amp; SOMERVILLE AVES.

WESTMOUNT, P.Q.

# MR. GROCER

## *Are You Handling Bread?*

Then you should be selling your customers the finest bread that is baked.

## DENT HARRISON'S BREAD

### is known for its quality

We have the equipment, the experience, the expert bakers and the reputation that

### "We Keep the Quality Up"

There is no reason now why you should not be selling your customers just as good bread as the city grocer. You will be surprised how they will appreciate it.

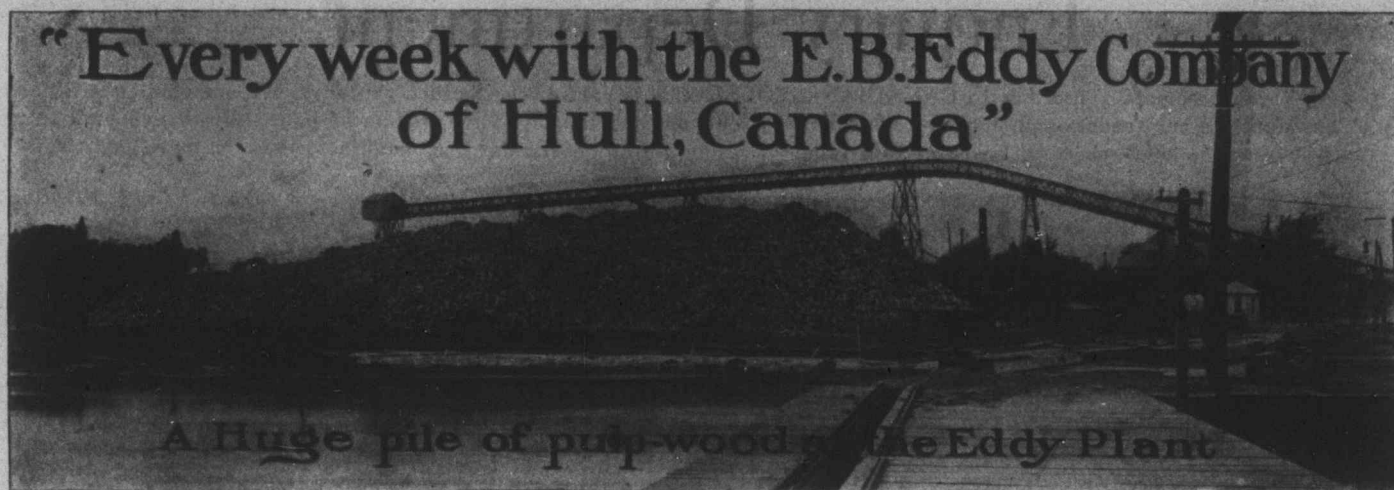
### Send Us a Trial Order

The bread is packed neatly in cartons of two, three and four dozen sizes. Fruit cake in cartons of sixteen pounds, and mother's cakes in one dozen lots shipped anywhere in the province.

*Write, Phone or Wire for Quotations.*

# DENT HARRISON

## WESTMOUNT, P.Q.



“Every week with the E.B. Eddy Company of Hull, Canada”

A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated March 14, 1919

Being No. 25 in the Series

**SULPHITE PULP THE PURE BASIS OF MANY EDDY COMPANY PAPERS**

**T**HERE are two processes for making wood-pulp, as you know. The process you read of in the last two articles in this series was the mechanical process by grinders. There is also the sulphite process, which is a gigantic “cooking” operation, turning out the purest possible pulp in immense quantities. During the process the wood fibre becomes delicately clean and white as a snow-drift. It looks good enough to eat. Out of this pure substance Eddy papers are made. The appetizing cleanliness of Eddy Co. paper bags for holding foodstuffs, the perfection of purity in Eddy Co. tissue papers for all purposes can be guaranteed to the customer in every case.

In the case of the mechanical process the logs sawn to short lengths, barked clean and white, go direct to the grinders. In the Sulphite process the logs, after being sawn to length and barked, go through more elaborate preliminary treatment. They have to meet the revolving knives of the powerful Chippers, which reduce them to fragments, just like the chips around a chopping block. But these chips must all be about the same size, and not too big.

The chippers work tremendously fast. They will chip 150 cords of wood in ten hours. From their busy knives the chips are hurried through hoppers to the crushers, which free them from over-large chips and sawdust. The sawdust goes to the furnaces. Passing through large revolving tubular screens, the chips are shaken up and winnowed of all clumsily shaped or over-large pieces which remain, and thus they are prepared for the Digesters, in which they are “Cooked.” All unsuitable chips eliminated by the screens are returned to the machines for rechipping. There is no waste that can be prevented about the Eddy Company Plant.



Some of EDDY'S Many Kinds of  
**Toilet Papers**

- DIAMOND
- STANDARD
- HOTEL
- COTTAGE
- PLAIN ROLL
- FACTORY
- OVAL KING
- IMPERIAL
- ROYAL
- CRESCENT OVAL
- VELVET
- SILVER BRAND
- REGAL
- FAMILY
- BIGLOT
- MOUNT ROYAL
- MAMMOTH
- NILE
- CHAUDIERE
- PILOT OVAL
- ORIENT
- NAVY
- DREADNOUGHT
- PRAIRIE QUEEN
- GREAT WEST
- MANITOBA OVAL
- ALBERTA OVAL
- SASKATCHEWAN OVAL
- SENTRY
- ADMIRAL
- YORK
- CZAR OVAL

# Enquiry Department

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

## RUBBER STAMPS

Please advise where I can buy rubber stamps for the alphabet and numbers. Want them larger than the stamps sold locally in the stores.—W. Pedder, Regina, Sask.

Answer—E. C. Vance & Co., 3 Manning Arcade Annex, Toronto.

## LEATHER GOODS AND MOUTH ORGANS

Please give me information regarding firms handling leather goods (purses) and mouth organs in British Columbia?—W. T. Wickham, Robson, B.C.

Answer—J. F. Burns (leather goods), Vancouver, B.C.; Imperial Trunk & Leather Goods, Vancouver, B.C. Mouth Organs—W. F. Evans, Vancouver, B.C.

## NO STAMPS ON LIFEBOUY SOAP

Kindly advise me if it is necessary to put a war stamp on Lifebuoy Soap, when selling same?—John A. McLean, Wyoming, Ont.

Answer—No.

## BUYERS OF MAPLE SYRUP

Kindly advise us through your columns of names of firms who are buyers of maple sugars?—Dominion Paper Co., Kingsey Falls, Que.

Answer—Bowes Co., Toronto; Gunn, Langlois & Co., St. Paul St., Montreal; Whyte & Co., William St., Montreal; A. Vaillancourt, Montreal.

## CORRUGATED BOXES

Can you tell us where we can buy corrugated cardboard boxes?—Wenger Milling Co., Ayton, Ont.

Answer—Thompson-Norris Co., Niagara Falls, Ont.; Corrugated Paper Box Co., Geary Ave., Toronto, Ont.; Hinde & Dauch Paper Co. of Canada, Ltd., 43 Hanna Ave., Toronto, Ont.; Dominion Paper Box Co., Ltd., 469 King Street West, Toronto, Ont.; Fibre Boxes Limited, 60 Bathurst Street, Toronto, Ont.; Martin Corrugated Paper & Box Co., 353 Pape Ave., Toronto, Ont.; Adams Cellboard Co., 5 Defries Street, Toronto, Ont.

## HAND-TURNED COFFEE ROASTERS

Could you kindly give me the names of several firms manufacturing hand-turned coffee roasters?—Robt. Benson, 112 Queenston St., St. Catharines, Ont.

Answer—Huntley Mfg. Co., Silver Creek, N.Y.; Lambert Machine Co., Marshall, Michigan; Jabez Burns, Mfrs. of Coffee Roasters, New York, N.Y.

## MONTREAL WHOLESALE GROCERY FIRMS

Kindly give us the names of some Montreal wholesale grocery firms?—W. S. Fairweather, Sussex, N.B.

Answer—The following are some of the more important Montreal wholesale grocery firms: Laporte, Martin, Ltd., St. Paul St., Montreal, Que.; Hudon, Herbert, 18 De Bresoles St., Montreal, Que.; L. Chaput, Fils & Cie, 2-15 De Bresoles St., Montreal, Que.; Patenaude-Carignan Ltd., 107-111 Commissioner St., Montreal, Que.; Mathewson Bros., McGill St., Montreal, Que.

## A PORTABLE IRON GARAGE

Kindly advise us where we can get galvanized iron garage (transportable)?—Blue Bros. & Co., Eustis, Que.

Answer—Pedlar People, Oshawa, Ont.; Metal Shingle & Siding Co., Preston, Ont.

## MANUFACTURERS OF DILL PICKLES

Can you kindly tell me who are the manufacturers of dill pickles put up in casks?—Mason & Dean, Sydney, N.S.

Answer—H. J. Heinz & Co., 7 Church St., Toronto, Ont. Agent—John Tobin, Halifax, N.S. T. A. Lytle & Co., 128 Sterling Road, Toronto, Ont.

## PASTRY DEALERS IN MONTREAL

Please advise me of the names of pastry dealers in Montreal?—H. J. Varin, St. Jacques, Que.

Answer—Dent, Harrison, Westmount, Que.; Standard Confectionery; L. Martin-eau & Cie; J. H. McKeown, Jas. Strachan, all of Montreal.

## DEALERS IN BAKERS' SUPPLIES

Could you give the names of firms selling bakers' supplies, comprising ovens, pans, mixers, etc.?—J. A. Lacroix, Cochrane, Ont.

Answer—Fletcher Manufacturing Co., 41

Hayter Street, Toronto, Ont.; Brantford Oven & Rack Co., Brantford, Ont.

## ABOUT HONEY

Is it necessary for me to put my name on honey that I am putting up in glass jars? I have a guarantee from the man who sold me the honey that it is pure.—Robt. W. Aje, Toronto.

Answer—We know of no regulation requiring you to put your name on the honey you are putting in jars. You must, of course, stand sponsor for it being pure if you are the vendor. See item regarding the standard for honey in CANADIAN GROCER issue of January 31st. The guarantee you have from the producer would release you from responsibility, if you have any way of proving that the honey in the jars you are filling is the same as that to which the guarantee applies.

## BROOM CORN

Please give us the names of some handlers of raw broom corn.—, Tillsonburg, Ont.

Answer—The American Warehouse Co., Wichita, Kansas; Boggs Broom Corn Co., 1206 North Main St., St. Louis, Mo.; J. P. Gross & Co., 162 East Kenzie St., Chicago; Kavanagh Bros. & Co., 1234 West Kenzie St., Chicago, Ill.; S. Lands & Co., 162 East Kenzie St., Chicago.

## HAY AND GRAIN HANDLERS

Please give us the names of firms and jobbers dealing in hay and oats.—Superior Grocers, Sault Ste. Marie.

Answer—G. T. Harrington, R. S. Muir, John Moffat, all of Toronto, for hay. Robert Hay Co., J. C. McKeeggie & Co. and Canada Grain Co., of Toronto, for grain.

## TYPE, INK AND ROLLERS

From what Canadian firms may I obtain type and supplies for a small job press and get ink rollers for cash?—H. J. Parnell, Newbury, Ont.

Answer—The Toronto Type Foundry Co., Toronto, Montreal and Winnipeg, can supply your requirements.

## MANUFACTURERS OF FANCY CHOCOLATES

We would like to communicate with a good firm manufacturing a high grade of chocolates put up in fancy boxes. Also the name of a firm manufacturing marshmallow cream put up in small tins.—M. & L., Lake Megantic, Que.

Answer—Names of firms have been forwarded.

CANADIAN GROCER,  
143-153 University Avenue,  
Toronto.

For Subscribers

## INFORMATION WANTED

Date.....191..

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

Address .....



# Chocolate Decorated EASTER EGGS

*Buy them now*

We have all sizes to retail at 5c., 10c., 20c., 25c., 75c., \$1.25, \$2.00 and \$3.00

Also some good novelties in feather and cotton chicks, etc. Do not wait. Order while we have a good selection.

Lauder's Fine Chocolates—Cent Goods.

**Chas. Lauder Co.**

95 and 97 Ontario St.

Toronto

## VOL-PEEK



FIRST AID IN THE KITCHEN -

**IN EVERY HOUSEHOLD**

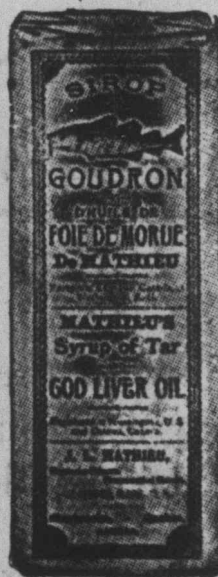
Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only 1/2 cent per mend.

Send a sample order to-day. A bright colored display stand of 24 packages for \$2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or

**H. NAGLE & CO., Box 2024, MONTREAL**

(Owning and Operating Vol-Peek Mfg. Co.)



**The Mathieu Lines  
Are Always In  
Demand**

Because both "Nervine Powders" and "Syrup of Tar" are thoroughly dependable, always giving results in keeping with their quality reputation. If you're not now selling these two favorites, write for trial supply.

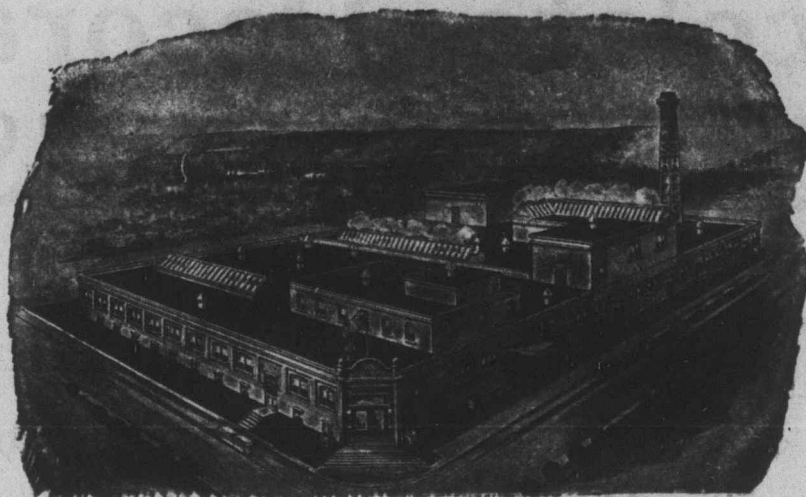
**J. L. Mathieu Co.,**

Proprietors

SHERBROOKE

QUEBEC

Prepared  
in  
Copper  
Kettles  
Boiled  
in  
Silver  
Pans



Packed  
in  
Gold  
Lined  
Pails  
and  
Glass

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

# WAGSTAFFE'S

NEW SEASON'S 1919

## CELEBRATED SEVILLE Orange Marmalade

Now Ready for Delivery

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

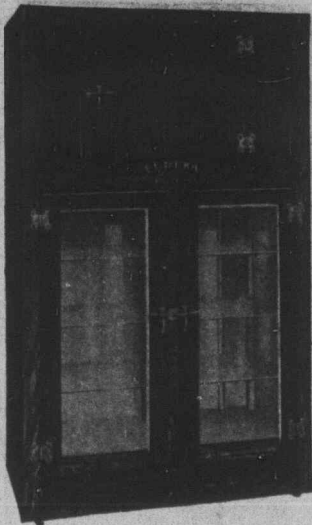
*Order from Your Wholesale Grocer*

# WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA



# EUREKA

The Standard of Scientific Refrigeration

**SIMPLE!  
EFFICIENT!  
SAVES ICE!**

Eureka Principle Cold Dry Air Circulation

Patented 1886, 1900, 1910, 1914, 1917

Purchase Now, we do not want to disappoint you on delivery.

Write for our new Catalog

**Eureka Refrigerator Co., Limited**

Head Office: Owen Sound

Branches: Toronto, Montreal, Hamilton

## Give Your Customers Real Value---



the real, sound, confidence - compelling value so apparent in BABBITT'S CLEANSER.

Babbitt's will never collect dust on your shelves. It's a quick mover. Every sale is a repeat-maker and gives you an excellent profit.

Try a Babbitt display in your window or on your sales counter.

Canadian Selling Representatives:

**WM. H. DUNN, LIMITED**  
MONTREAL

Ontario Agents:

**DUNN-HORTOP, LIMITED**  
TORONTO

## Safety



## Sanitation

### Simplicity

The Essence of Successful Preserving Fruit Jars with those Essentials Guaranteed

PERFECT SEAL

### CROWN



Screw Top

Easy to Operate

The Rubber Ring Seals the Jar



Lightning Fastener

Reliable

Extra Quality Rubber Ring in Each Jar

### GEM



Screw Top

Lessen labor—Buy good jars—Ensure Success—Procure your supplies NOW through the jobbers.

**Dominion Glass Company, Limited, Toronto, Hamilton, Montreal, Wallaceburg, Redcliff**



# Wm. BRAID and CO.

*Exporters and Importers*

**Vancouver**

**Canada**

We have in stock two thousand (2,000) chests of Choice Broken Orange Pekoe Java Teas, to sell at prices that will command the attention of the Trade. The quality is of a superior grade—grown in the hill-gardens of Java—from carefully selected India Seed. These Teas are the season's choicest pickings. In fact, the quality will command your approval as well as the attractive prices. We have facilities for repacking in 3, 5, 10, 25 and 50-pound boxes for the Jobbing Trade. Owing to the limited quantity we would suggest that you send for samples and prices at once.

**Bankers**

**Canadian Bank of Commerce**



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

## A. M. Maclure & Co.

MALTESE CROSS BUILDING  
WINNIPEG

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

## Wholesale Grocery Brokers, Commission Merchants

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

## ALEX. BAIRD LTD.

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

## Williams Storage Company, Winnipeg

also Winnipeg Warehousing Company

LARGEST STORAGE, DISTRIBUTING AND FORWARDING'  
HOUSE IN WESTERN CANADA

Track Facilities    Steam Heating    Total Storage Space 96,000 square ft.    Bonded or Free Storage

WHEN WRITING TO ADVERTISERS  
KINDLY MENTION THIS PAPER

## 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

# Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.

Ample capital—and the reliability that goes with it.

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

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

Are all at your disposal if WE represent you.

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

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6-450

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA  
SASKATCHEWAN

Wholesale Grocery Commission  
Brokers

ALBERTA  
WESTERN ONTARIO

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

Head Office: WINNIPEG Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

### SIX HOUSES IN WESTERN CANADA

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

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

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

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited

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

Write Us

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

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

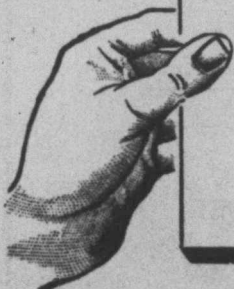
Let us show you how.

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

#### Scott-Bathgate Co., Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave., E., Winnipeg



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

**D. J. MacLeod & Co.**  
*Manufacturers' Agents  
and Grocery Brokers*  
**EDMONTON, ALTA.**  
Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

**Joseph E. Huxley & Co.**  
Wholesale Grocery Commission Agents  
**WINNIPEG CANADA**

**MacDONALD BROKERAGE CO.**  
ARE YOU SEEKING REPRESENTATION  
IN ANY PART OF CANADA?  
Through our complete organization we are in a position to represent some good grocery specialty lines. If interested, address Box 494, Canadian Grocer.

**The McLay Brokerage Company**  
Wholesale Commission Merchants and Brokers  
Manufacturers of foodstuffs who want distribution in Western Canada will secure excellent results by placing their products in our hands.  
507 Confederation Life Building.  
**WINNIPEG**

**Have you read page 68? It will interest you.**

**C. H. GRANT CO.**  
Wholesale Commission Brokers and Manufacturers' Agents  
1206 McArthur Bldg., Winnipeg  
We have the facilities for giving manufacturers first-class service.

**F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg**  
We represent some of the best manufacturers, of whom the undermentioned are examples. We will give your line the same attention.  
Among the lines we represent are products of Pugsley, Dingman Co., Ltd., John Taylor & Co., Ltd., and Quaker Molasses Candy from Port Arthur to the Rockies.

**FINEST CRYSTAL GELATINES**  
Powdered and Sheet  
**FINE LEAF GELATINE**  
*British Manufacture*

## GELATINE

**OURY, MILLAR & CO.**  
9 Mincing Lane, London, E.C., Eng.  
*SOLE AGENTS FOR CANADA*  
**F. S. Jarvis & Co.**  
18 TORONTO ST., - TORONTO

**EVERY DOG OWNER**  
throughout the World  
Knows  
**SPRATT'S**  
**DOG CAKES**  
and  
**PUPPY BISCUITS**  
Will you cater for those in your town?  
*Ask your jobber for them or write for samples and prices to*  
**SPRATT'S PATENT LIMITED**  
Congress Street, NEWARK, New Jersey, U.S.A.  
or  
24-25 Fenchurch Street, London, England.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

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

**LOGGIE, SONS  
& CO.**  
Merchandise Brokers and  
Manufacturers' Agents  
Grocery, Drug and Confectionery  
Specialties.  
Foy Bldg., 32 Front Street  
TORONTO - - ONTARIO

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

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

## BOWSER SYSTEMS

ESTABLISHED 1885 THE STANDARD ALWAYS

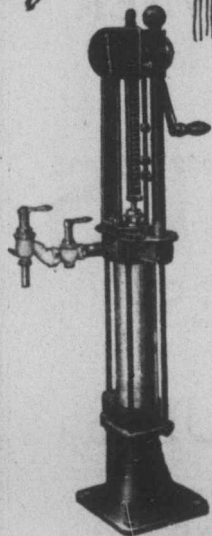
GIVE A LIFETIME OF SERVICE

BOWSER outfits have been perfected through our thirty-four years' experience in designing and building Oil Storage Equipment of all kinds for grocery and general stores. Many BOWSER outfits have been in use over twenty-five years and are still giving accurate measure and complete satisfaction.

### There is a BOWSER Outfit for You

Think what it would mean to you to install such equipment. Remember a BOWSER outfit will handle your oil business with absolute accuracy—safety from fire and explosion—give you a clean store—pleased customers, all of which means continued increased profits for you.

*We will be glad to give you complete information upon request.*



**S. F. Bowser & Co., Inc., 66-68 Frazer Ave., TORONTO, ONT.**  
Sales Offices In All Centers Representatives Everywhere

Mention this Paper When Writing to Advertisers



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

**QUEBEC**

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

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

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

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

**Paul F. Gauvreau**  
*Wholesale Broker, Flour, Feed, Provisions*  
84 Peter Street, Quebec  
am buyer of Peas, Beans and all kinds of Feeds and Grains.

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

**MARITIME PROVINCES**

**Genest - Genest, Limited**  
*Grocers' Specialties*  
If you want good, live representation by experienced salesmen, write us. Best references can be furnished on demand.  
Board of Trade Bldg., - Montreal

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

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

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

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

**The Colwell Brokerage Co., Ltd.**  
*Mdsc. Brokers, Man'l's Agents*  
Liberal Advances Made on Consignments  
18 Germain St., St. John, N.B.

## Man Left You, Did He?

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

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

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

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

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

**Canadian Grocer Want Ads.** 143-153 University Avenue  
TORONTO

# EL ROI-TAN PERFECT CIGAR

# MANUFACTURERS' AGENTS' AND BROKERS' DIRECTORY

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

BRITISH COLUMBIA

## Squirrel Brand PEANUT BUTTER

### C. T. NELSON GROCERY BROKER

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

### KELLEY-CLARKE CO. VANCOUVER, B.C.

GROCERY AND SALMON BROKERS  
MANUFACTURERS' AGENTS  
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

### The Robert Gillespie Co. *Importers and Exporters*

**323 Homer St., Vancouver**  
*Live Salesmen covering Alberta and B.C.*

### M. DESBRISAY & CO. Salmon Canners and Manufacturers' Agents

**VANCOUVER, B.C.**  
Our organization is equipped to handle any manufacturers' line.  
Our salesmen get results.

### North West Trading Co., Ltd.

*Importers of Australian and Oriental Produce*  
**SALMON BROKERS**  
DOMINION BLDG. VANCOUVER

### WE CAN HANDLE A FEW MORE GOOD LINES

May we include yours among the quality products we are now successfully representing in this field? Particulars from

**J. L. TORRY & CO.**  
Importers and Exporters **VANCOUVER**

## LITTLE BROS. LTD., VANCOUVER, B.C.

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

**ALBATROSS BRAND**

TRADE MARK

CLAYOQUOT-SOUND CANNING CO. LTD.  
VICTORIA B.C.

FRESH  
**BRITISH COLUMBIA**

**PILCHARD**

Your Customers Will Like

**ALBATROSS BRAND**

**PILCHARD**

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

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

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

*Watson's*

**KIPPERED HERRING**

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

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

## ORIENTAL PRODUCTS

Desiccated Cocoanut, Coconut Oil, Rice, Beans, Preserved Ginger, etc.

Our quotations are very attractive.

### Dodwell & Co., Ltd.

*Importers and Exporters*  
VANCOUVER, B.C.

Head Office at Exchange Chambers, St. Mary Axe.  
London, E.C., England

*Branches at*

Hong Kong, Shanghai, Foochow, and Hankow, China. Yokohama, Kobe and Tokio, Japan, Colombo, Ceylon. New York, N.Y., U.S.A. Seattle and Tacoma, Wash., U.S.A. Portland, Ore., U.S.A. San Francisco, Cal., U.S.A. Victoria, B.C., Canada. Antwerp, Belgium.

## "PRIMROSE" PILCHARDS



*Strictly Prime Quality*

**Ocean Caught**

**Packed Only By Hand**

*Rich in flavor and high in food value.*

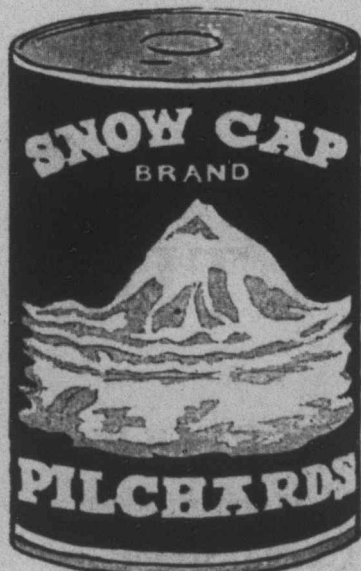
### Defiance Packing Co., Ltd.

Head Office: VANCOUVER B.C.

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

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

## Salmon Commandeered



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

### SNOW CAP BRAND PILCHARDS

are more delicious than SOCKEYE and are less than half the price.

For Salads and Sandwiches

*They are More of a Dainty Than Tuna Fish*

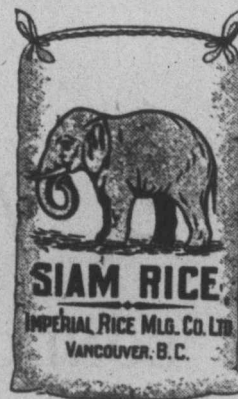
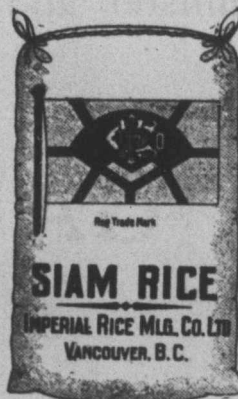
### "Snow Cap"

is Hand Packed by

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

## Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

# Canadian and American Goods

## Wanted for the British Market

**P**RODUCERS and exporters of American Food Products will find it to their interest to correspond with us. We wish to open accounts for lines of goods selling through the Grocery Trade. American producers and exporters visiting England should call on us in London or Liverpool.

Cable Address, "Grecian, London."  
Reference: London County Westminster and Parr's Bank.

## E. W. GARNHAM LTD.

**LONDON**

9

Mincing Lane

**LIVERPOOL**

13 & 15 Union Court

Castle Street



## For Increasing Daily Sales

What you are looking for is a line of products to feature in your store that can be depended upon to bring ever-increasing daily sales. The experience of thousands of grocers in the great Northwest has proven No-Vary Quality Groceries to be such a trade-building line. Fill your shelves with a complete range of No-Vary "Always Good" Pure Food Products and increase your profit steadily. Place your business on the most secure foundation of all—genuine consumer satisfaction.

### NO-VARY QUALITY GROCERIES

*"If It's No-Vary It's Always Good"*

No-Vary Quality Foods are producing fresh evidence of their unequalled selling value every day. Supreme quality, real honest money's worth, and delicious, satisfying flavor has made No-Vary groceries the choice of discerning housewives wherever introduced.

Read over the list below of Wholesale Jobbers in Western Canada who handle No-Vary Quality Groceries; ask the one nearest your store about this quick-selling line.

- Brandon Grocery Co., Ltd., Brandon, Man.
- Camrose Grocery Co., Ltd., Camrose, Alta.
- Medicine Hat Grocery Co., Ltd., Medicine Hat, Alta.
- Moose Grocery Co., Ltd., Moose Jaw, Sask.
- MacLean Grocery Co., Ltd., Regina, Sask.
- Red Deer Grocery Co., Ltd., Red Deer, Alta.
- Swift Current Grocery Co., Ltd., Swift Current, Sask.
- Simington Co., Ltd., Calgary, Alta.
- Weyburn Grocery Co., Ltd., Weyburn, Sask.

## No-Vary Products Co., Ltd., Winnipeg

# Popular Brands

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

## Plug Smoking

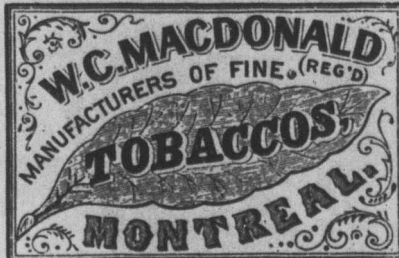
"British Consols"

"Brier"

"Index"



Trade Mark  
Registered



Every package we ship carries the above trade-mark.

## Plug Chewing

"Prince of Wales"

"Napoleon"

"Black Rod" (Twist)



Trade Mark  
Registered

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

Established Over 60 Years  
MONTREAL, P. Q.

## American Steel Wool

Cleans, Smooths and Polishes Anything and Everything

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

FRICITION is sometimes better than suds. Where soap fails, American Steel Wool begins.

Cleans aluminum, Pyrex, copper, glass, crockery enamel and other cooking utensils.

Saves the hands. No gloves are necessary as the fine steel strands are woolled to a soft mass.

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

Six grades and each for a special use: Numbers 00, 0, 1, 2, 3, 4.

Grade No. 0 is the ALUMINUM Cleanser.

Goods packed in a counter display container. One dozen in each.

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

Have your wholesale grocer supply your requirements.



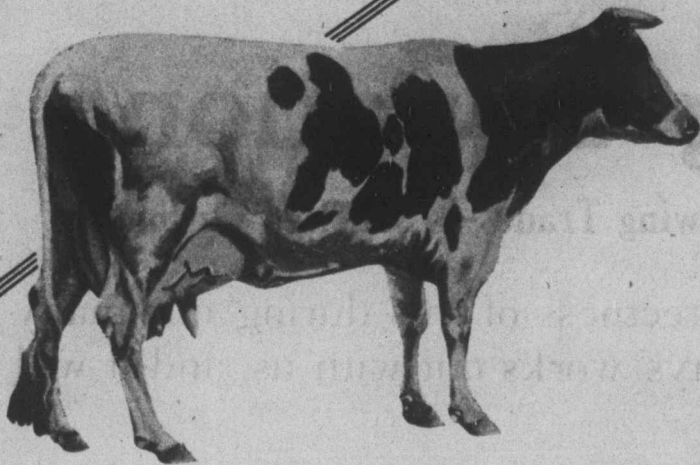
W. J. CHAMBERS & Co.  
Sole Agents, 43 Scott St., Toronto



## The Baking Soda the housewife prefers

It's good-bye to the paper bag way of packaging soda when the housewife and grocer co-operate for their mutual good. Cow Brand Soda neatly packaged is handy for the grocer, convenient for the housewife and keeps the soda pure, clean and of full strength.

Church & Dwight, Limited  
MONTREAL



# \$500.00 FIRST PRIZE

Read About the Liquid  
Veneer Cow Contest!

Mr. Dealer, you can enter this contest as well as your customers. We will give **50 Cash Prizes**, ranging from \$500 down to \$1.00 and **every** contestant will receive a beautiful colored picture of Segis Fayne Johanna, the \$150,000 Liquid Veneer Cow, free of charge. All this advertising about this contest is bound to increase your sales of

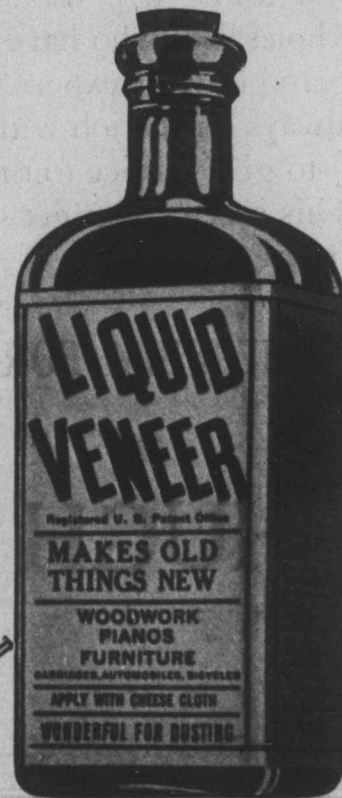
# LIQUID VENEER

This contest **lasts** until June 1, 1919, and has to do with the Liquid Veneer Cow. Everybody wants to know what the cow has to do with Liquid Veneer. If you will display in your window the free and unusually attractive advertising matter we will furnish you, hundreds of people will flock into your store to learn about this contest and obtain a copy of the rules, a quantity of which we will furnish, without charge.

Remember, Liquid Veneer pays you well over 65% profit on your investment and it is as good as gold, as staple as sugar. You can't go wrong. It is bound to sell, and **SELL BIGGER** than ever this Spring.

Drop us a line and get all the particulars. Enter the contest yourself. You simply can't afford to pass this up this Spring.

**Buffalo Specialty Co.**  
Buffalo, N.Y.                      Bridgeburg, Ont.



# The Big Equation

Service + Quality = Growing Trade + Satisfied Customers

We have proved the correctness of this during our many years in business. It always works out with us, and it will with you.

Only when you BUY SERVICE and QUALITY can you SELL Service and Quality. You cannot reap what you do not sow.

## SERVICE

In the fruit business, this word means a great deal. What a great thing it is to have a wholesaler who can deliver on time, who can ship if need be fifteen minutes after an order is received. Wholesalers who you know will do what they say, wholesalers who have had over fifty years' buying experience—who are always on the job with one purpose—to give service to their customers. This service you get when you buy from

**THE FIRM FOR SERVICE**

## QUALITY

How far quality goes in developing trade, in giving satisfaction. Have you ever noticed how hard it is to sell cheap or inferior goods? People don't want them at any price. Even after you have sold them there is always a "kick," a dissatisfied customer. How much better it is to buy the best, even if you have to pay a little extra for the quality that is bound to give satisfaction? Good stuff will sell itself, will give you fewer losses and better profits.

Buy only the best from

**THE HOUSE OF QUALITY**

# HUGH WALKER & SON

*Established 1861*

**GUELPH, ONTARIO**



# Losing Trade to Pedlars?

**Y**OU know some of your customers buy their tea from the pedlar. Perhaps if you made a list you would be surprised to find out how much tea trade you are losing.

You might see it would be worth making a strong effort to regain this trade.

Red Rose will help you. It is a

tea that the pedlar does not sell and cannot match.

Your bulk tea and the pedlar's bulk tea look the same to the housewife.

But Red Rose is different. It is a "distinctive" tea—blended by experts — trade-marked — packaged — advertised.

Red Rose will win and hold trade for you.

## T. H. ESTABROOKS CO., LIMITED

ST. JOHN

MONTREAL

TORONTO

WINNIPEG

CALGARY

## *Do you row up-stream when you can just as readily row down-stream?*

Are you looking for attractive shelf packages, or is the cash in the till what you are watching first?

QUAKER OATS and TILLSON'S OATS in your store are as good as cash any time—they sell themselves.

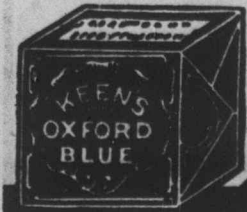
The sale of package goods is increasing every year, every week, yes, every day, and properly so.

Package oats require no weighing, tying, wrapping—save time and money in handling—no loss by shrinkage or mice.

Push Quaker Oats and Tillson's Oats — need no talking to sell — yield a reasonable, assured profit and a quick turn-over.

Row down-stream, not up-stream.

**The Quaker Oats Company**  
Peterborough and Saskatoon  
Canada



# Keen's Oxford BLUE

All British  
and All Quality

—the Blue your customers know and  
prefer because of its goodness.

That's KEEN'S.

The best Blue to handle and recommend.

**Magor, Son & Company, Limited**

191 St. Paul St. West, MONTREAL      30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

*Fine for Your  
Provision Counter*

## Beaver Brand Hams Bacon and Lard

So good that your customers will buy them by preference after a first trial.

Beaver Brand Hams, Bacon and Lard always measure up to the very highest quality ideals.

Try the Beaver Brand lines in your next provision order.

**Ingersoll Packing Co., Limited**

Ingersoll, Ontario

# CANADIAN GROCER

VOL. XXXIII.

TORONTO MARCH 14, 1919

No. 11

## Few Buyers Ask for Bacon by Brand

Quality of the Product One  
Determining Factor  
In Sales.

“WE handle different lines of bacon,” stated Mr. Kent of Hilton and Kent, Dundurn Street, Hamilton; “but we make a special point of selling —’s.”

“Do you make more on this brand?” he was asked.

“No, as a matter of fact we make less. This particular brand costs more than the others we stock, about 5 cents a pound.”

“But would not that difference of price, influence your trade away from the brand you favor?”

“It might if we permitted it to, but to avoid this we charge the same price for all our brands.”

“Yet, despite the fact that you would make roughly 5 cents a pound more on this other bacon, you prefer to sell. . . .?”

“Yes, we do, we are as keen for profit as the next person, but we think that is the way to get it. We are confident that the brand we suggest will give real satisfaction, and that this satisfaction will mean increased trade for us. That is how we profit.”

### Sampling at Store’s Risk

Only a block away is the store of Geo. A. Gow, Locke street. “We handle only one line of bacon,” he stated in reply to a question. “But in our estimation, we handle the best. It is not possible to stock all lines, and make any sort of success of the transaction. You have to choose what you consider the best, and build a reputation upon it. If people ask for other lines of goods, we tell them plainly that we do not carry them. We tell them that we are fully convinced that we have the very best bacon on the market, and we urge them to try a sample half pound. ‘If you do not like it,’ we say, ‘we will be more than ready to give you your money back, without any comment.’ This has proved a very satisfactory method, and we have built a business that has stayed with us for years.”

It is an interesting fact that these two merchants are only a block apart. They sell in the same locality, to people,

The experiences of the above retailers with bacon show that the dealer is called upon in his own interests to select a certain brand of bacon for his customers. He does not base this selection on any one thing. There are appearance, flavor, uniformity of quality from shipment to shipment, his knowledge of the reliability of the packer, consumer publicity, profit, etc., etc. These are some of the points on which he must have knowledge before he finally decides to push a particular brand. This is the kind of information he wants from the packer.

who presumably would have the same taste. Each sells the bacon that he is firmly convinced is the best, each sells it on his own personal guarantee, and each has built a substantial trade in this line, yet each sells a different brand. One brand is given considerable publicity through consumer mediums, the other none at all.

### Quality the Great Element

F. A. Nixon who operates two stores on Barton street, Hamilton, sells two brands of bacon, but specializes on one of these lines.

“Is that in response to the customers’ demand?” he was asked.

“No, in our experience, very few people ask for bacon by a brand name. They merely ask for bacon, and are willing to accept the merchant’s word in regard to the quality. Quality is the great element in sales of bacon, and we must pin our faith on that in our efforts to develop trade. We push this brand because we believe that we are giving the best goods possible.”

It is interesting to note again that the brand given the preference in this store, is different from that sold in either of the other stores referred to.

O. Dymont, Barton street, Hamilton, handles only one line of bacon, and believes that is the best policy. He honestly believes that he is giving his customers the best possible value, and they are quite ready to accept his word for it.

### Merchant Encourages Customer to Demand Certain Brand

Fred R. Martin, King street, East Hamilton, has selected two lines of bacon

Merchants Choose Goods For  
Several Reasons—Various  
Brands Considered Best

to handle. He believes that they represent the best that is procurable.

“And if a customer asked for another brand?” he was asked.

“We would simply tell her that we did not have it, and would show the brands that we do carry. We do not often have to do that. We find that very few people ask for bacon by name, but mostly buy on the appearance. We have found, however, that when we have sold them one or other of the brands we carry, and they have used it, they will ask us who is the maker, and we have a number of people who always ask for one or other of the brands we carry by name. We proved to them that they were good, and that the quality was uniform, and they wanted therefore to assure themselves that they would get the same quality and flavor again.”

### Seldom Ask for Bacon by Name

The manager of the Tisdale Grocery states that probably only once in every two or three weeks do they have customers ask for bacon by name. They ask whether it is lean or fat, and whether it is salty or not. These things we can know, and can assure ourselves that the brand we carry meets the requirements of our customers. We handle only one brand, and have found it quite satisfactory. We can’t handle all, and so must choose the one that we believe will give the best satisfaction.”

The manager of the grocery department of J. B. Harrell & Son, Midland, Ont., states that they handle . . . . . bacon exclusively. They believe it to be the best on the market. They have at various times tried other well-known brands, but have not found them as satisfactory, and so have devoted themselves entirely to the sale of this one line. Their customers have now come to look upon it as a settled thing and never ask for other brands.

### Handles Shortening from One Firm, Bacon from Another

A. D. Parsons, Midland, handles . . . . . meats and bacon and curiously enough he handles shortening manufactured by

another packing firm. When he was asked why he stated he believed that in so doing he was giving the best satisfaction. He thought that the firm whose goods he handled made the best bacon. He was thoroughly convinced that it was, and he was able in turn to convince his customers of this fact.

B. E. Brown, Collingwood, Ont., handles the cooked meats of one firm, and states that he could not sell any other brand at half the price. But he does not handle the bacon of this firm. He handles ——— bacon, which he has convinced himself is the best, and handles this alone. He finds his customers quite satisfied to take his advice in this matter.

#### Sells the Best at Higher Price

D. Nicolson, Roncesvalles avenue, Toronto, handles two lines of bacon, but he lays special emphasis on ———.

"This bacon costs me 5 cents more

a pound than the other, but I sell the most of it, and always show it to customers, when they ask for bacon, and can usually convince them that this line is better value at the higher figure. Very few people ask for bacon by name, and I have favored this line because I have found it always the same in quality."

Frank H. Taylor Co., Niagara Falls, Ont., handle only two lines of bacon.

"We found that we had to narrow down the variety of these goods carried," said Mr. Mussell, manager of the grocery department, "if we were to make a success of handling bacon. So we chose the lines that we had the most confidence in, and eliminated the rest. If a customer asks for another brand, we simply show her the brands we carry, with a slice cut, so she can see the quality, and ask her to give it a fair trial. It is very rarely indeed that the customer is not quite ready to do so."

## Broom Prices Will Remain High

No Declines Till New Crop of Corn Available in the Late Fall  
—Some Damaged Corn on Market—Retailer Should  
Protect Himself Against Inferior Grades  
of Brooms.

**I**N order to get an intelligent grasp of the broom situation as at present, it is necessary to go back a few years.

When war broke out in 1914 and for two years after, the broom manufacturers of Canada found themselves facing a situation unparalleled in the history of the business in this country. Everybody will admit that brooms could not be manufactured and sold at a profit on a retail basis of 25c. The consequence was, broom manufacturers had no surplus laid by to meet the conditions that arose. Prices of raw materials, labor, etc., went up but there was no consequent rise in prices. This kept on until the fall of 1916 when, because of a very serious shortage in broom corn, owing to the acreage being planted in grain, broom corn jumped from an average of \$100 per ton to \$400 and over per ton. This brought the manufacturer face to face with a situation which meant either an advance in price or a discontinued business.

#### Price Remains High

Since then the price of broom corn has remained high, while other materials such as handles, twine, wire, labor, etc., have kept advancing steadily.

This was the situation when in November the armistice was signed. Even in normal times the broom manufacturers of the United States and Canada use on an average of 50,000 tons of broom corn in a year. The total tonnage averaged for 1916-17-18 was only about 50,000 tons according to Government reports, so that there will be no surplus corn on hand when the new crop is harvested in the fall of 1919. Prev-

ious to 1916 there was always a surplus of 25 to 50,000 tons on hand to provide against a short yield.

#### A Strong Feeling in Broom Corn

Now this means that farmers or brokers holding corn will not sell at less than market price, for they know if they do not sell to-day, that the buyer must buy to-morrow and they are safe. Added to this the United States Government has guaranteed the farmers of that country a good price on wheat and reports show that the acreage on other crops is going to be rendered. This means less broom corn and consequently a high level of price for what is produced.

#### No Broom Products Have Yet Declined

The consequence of all this is that present prices must remain in effect until a new crop is harvested. No raw material entering into the manufacture of brooms has been reduced and labor is still commanding the same high war level.

It should be added that the broom corn districts of the United States have had considerable snow and rain during December, January and February. The broom corn mostly is without protection after being baled, consequently considerable corn has been damaged. Some of this damaged corn has reached the Canadian market in the shape of some cheap brooms and the trade should beware of these because the corn is very brittle, dark colored, and breaks off when sweeping.

President Wilson of the National Broom Manufacturers' Association of

the United States, speaking on the subject recently, stated:

"Broom prices are based upon the present cost of high grade material and skilled labor.

"It is my conviction that there can be no reduction in the price of brooms until the price of material is reduced.

"Labor, and necessarily so, is the big factor in determining the cost of any manufactured product.

"The process of the readjustment of the wage scale and other essential emergencies of war times, will and should of a necessity be slow.

"The skilled workman, as you will agree, is no longer receiving war wages. He is well paid to be sure, but who would deny him just and reasonable compensation for his labor?"

"Likewise the manufacturer of brooms is entitled to a reasonable profit for his labor and investment, and to obtain this there should be no reduction in prices.

"Without a sacrifice of quality it would be impossible to lower the cost of manufacturing under existing conditions.

"You cannot afford to manufacture and the customer cannot afford to buy other than on a quality basis."

Reports from Wichita, Kansas, the centre of the broom corn belt, point to a strong tendency in the market for the raw product.

High grade corn, it is stated, is firm and held at practically the same range as heretofore. The amount of this grade that can be secured from first hands is comparatively light and will have no influence on the present visible supply in warehouses, which supply is limited. The opinion is expressed that if manufacturers desire to uphold the quality of the high grade brooms all and more than the present supply will be required.

#### TEMPERANCE ALLIANCE OF NEW BRUNSWICK ASKS RESTRICTIONS ON FLAVORING SALE

A formal request for restrictions upon the sale of lemon and other flavoring extracts containing a high percentage of alcohol was laid before the New Brunswick Government at the opening of the legislature by a delegation from the N. B. Temperance Alliance.

#### SUGAR COMPANY GETS EXPORT ORDER

The Atlantic Sugar Refineries, St. John, have received an order for 7,000 tons of sugar for March delivery, from the British Royal Commission on sugar supply. Other orders of a similar nature are expected.

#### INDIA PROHIBITS EXPORT OF RICE

A shortage of the rice crop in India has caused the Government to prohibit exporting of rice except to those countries dependent in the past on India as the nearest source of supply. For the present exportation will not be permitted to the United States, Australia, Canada, Dutch Indies, Japan or China.

# Dept. Store Adopts Profit-Sharing

Robert Simpson Company, Toronto, Signalizes Its Majority By Profit-Sharing System  
The First of Its Kind in Canada—How It Compares With an American Scheme.

**T**HE recent announcement of the Robert Simpson Company, Toronto, that they intended to signalize the consummation of 21 years of successful business life by the adoption of a profit sharing plan, whereby everyone connected with the company would share in its future, is another indication of the general tendency noted of late, to meet possible labor difficulties by developing the idea of mutual benefit.

The general idea of the scheme as announced by the president of the company, H. H. Fudger, was to assure the future of those who spent an appreciable number of years with the store. The system adopted would provide a competence for those whom advancing years compelled to leave the store's employ, or would secure the accumulation of a substantial reserve by those who spent many years in the store's service, and left it for other fields of activity.

### The Plan Outlined

Briefly the idea is as follows: Any member of the staff who has had a year's service with the store, may participate in the benefits, or may refuse to do so at will. There is no element of compulsion in the scheme. The member of the staff desiring to participate, must deposit 5 per cent. of his or her wages. This sum however must not exceed \$100. This limit is set, in order that the higher salaried employee should not benefit disproportionately. To these savings of the staff, the company would add annually a sum equal to five per cent. of its net earnings. This sum, augmented from year to year, to be invested for the benefit of the participating employees.

### May Withdraw After Ten Years

Participators completing ten years of service would be permitted to withdraw with all interests and profits. Those leaving before completing their ten years' service would be entitled only to the amount of their deposits plus 5 per cent. interest; save in the case of a woman leaving after five years service to be married, who would be entitled to all the privileges that a ten years' connection with the firm would give, and in the case of death, when beneficiaries would benefit in accrued profits as though the deceased had completed the ten years' term.

### The First Arrangement of its Kind in Canada

Mr. Fudger, in introducing the plan, stated that it was the first arrangement of its kind made in Canada by any large commercial or industrial corporation.

While the scheme is new to Canada there can be little doubt that it has been modelled on the scheme in operation in the Sears, Roebuck & Co. store, Chicago, and as the parallel in many

instances is so close, and as the American concern has had the scheme in operation for nearly three years, a consideration of the results obtained there will be of interest.

Sears, Roebuck & Co. have between 30,000 and 40,000 employees, and the plan was begun to engender harmony and loyalty between employer and employee.

### The Sears, Roebuck & Co. Plan

The plan as put into operation by this store on July 1, 1916, obligated the company to contribute 5 per cent. of its net earnings, without deduction of dividends to stockholders to an employees' profit sharing fund. The employee desiring to participate in the benefits was required to deposit 5 per cent. of his salary in the same fund, the amount deposited in no case to exceed \$150. There is no obligation to join in the profit sharing plan, unless the employee desires, and no employee who has not served three years with the company is eligible. In a recently issued report of the plan 92-4-10 per cent. of those eligible are at present enrolled. Their holdings of the company's stock total 80,000 shares or 10 per cent. of the company's stock, 20,000 of these shares belonging to the fund, and the balance being the personal property of the employees. This is an interesting fact, indicating as it does the possibility of a gradual assumption of an ever greater interest of the employees in the company, a development tending toward a practical socialistic scheme of an industry operated by and for the workers.

Profits cannot be withdrawn till the end of ten years, save in the case of young women leaving to be married. They can withdraw their share after five years of service or two years after entering. Those leaving at this time could not have invested more than \$300, as \$150 is the maximum that may be invested in any one year by any employee. Figures contained in the report of the fund, indicate that during the month of January of this year 45 young women took advantage of the opportunity to get married, three times as many as in any previous January. Granting that these young women had contributed to the fund the maximum, they would have invested \$375. They drew as their share in the fund \$19,000, an average of over \$425 each with a maximum of \$644. In other words the depositor of the maximum \$375 withdrew from the fund as her deposit and her share of the profits \$644.

### Plan a Great Success

The Sears, Roebuck fund after two and a half years' operation has at present a total of \$3,012,123 credited to its members. Of this amount the employees contributed \$656,299, the balance \$2,355,-

824 represents the company's contribution plus dividends on the stock in which the fund is invested. At the present market value the 20,000 shares of stock held by the fund would show additional profits of considerably over \$400,000. This amount is not included in the total given above.

Even this plan has scarcely been in operation long enough to draw any hard and fast conclusions regarding its probable outcome. The report however gives actual instances of what has been accomplished up to the present time. An employee earning \$20 a week deposited \$1 a week, a total of \$130. This employee had on December 31, 1918, to his credit in the fund \$593.52, invested in 38-10 shares of the company's stock, which at present value is equal to \$643. In a like manner an employee who deposited \$3 a week or \$3.75 since the plan has been in operation on the same date was credited with 11 shares of the company's stock at a present par value of \$1,900. These figures are of course based on present profits, but assuming that these profits will continue on a par with the past two and a half years the results for the different salaries and periods have been estimated by the trustees of the fund as follows:

Average salary per week	Member-ship period, years	Savings deposited by employee	Total est. accumulation of savings and profits
\$15	5	\$ 175.50	\$ 901.22
	10	370.50	2,648.55
	15	565.50	5,787.53
	20	760.50	11,426.56
	25	955.50	18,065.59
20	5	234.00	1,201.62
	10	494.00	3,531.40
	15	754.00	7,716.71
	20	1,014.00	15,236.41
	25	1,274.00	22,756.11
25	5	292.50	1,502.02
	10	617.50	4,414.25
	15	942.50	9,645.89
	20	1,267.50	19,044.26
	25	1,592.50	28,442.69

The amount contributed by Sears, Roebuck & Co. for each \$1 saved by an employee is shown by the following table:

Period	Total Paid by Company	Company Paid for Each \$1 Saved by Employee
1916 (Half)	\$ 412,215.55	\$3.09
1917	905,484.04	3.02
1918	1,077,883.19	3.26

The total contributions of the corporation amount to \$2,355,824 for the period of two and a half years. The employees in the same time have paid in \$656,229.

In the case of the Robert Simpson Company, the plan varies little from this one whose tangible results are already beginning to be observed. The Robert Simpson Company is not as large an organization as the Sears, Roebuck Company, but neither does it represent the same number of employees, while the net earnings are known to be large and there is little question that this innovation will work out in Canada on as favorable a basis for the participants, as it has done in the case of the American concern.

### WOULD IMPERIL FRUIT INDUSTRY P. E. I. Protests Against Proposed Increase in Express Rates—Claim the Increase Would More Than Eat Up Profits of Fruit Industry

A. E. Dewar of Charlottetown, president of the P. E. Island Fruit Growers' Association, in speaking of the proposed express rate increase, stated that it would practically eliminate the small fruit and vegetable industry of the province.

"The fruit mainly shipped from here by express are strawberries, gooseberries, plums and tomatoes," he states. "The greater part of these go to Sydney. The present rate per a 36-box crate of strawberries is 50 cents. This is to be

increased to 95 cents. This would mean an increase for expressage of \$63 per acre, in many cases more than the selling value of the land on which the berries are grown, and would mean wiping out the growers' profit. For vegetables, the increased cost per acre for transportation is even greater than for fruit.

Since the war began, the production of small fruits and vegetables has decreased here, growers finding other lines more profitable, and if the proposed increase in rates goes into effect, the quantities grown for export will be further reduced.

The Charlottetown Board of Trade is also vigorously opposing the proposed charges.

### CREDITS SUSTAIN OUR FOREIGN TRADE

The public hardly realizes the extent to which Canada's export trade is dependent on the providing of credits for other governments. Since the middle of 1918 credits amounting to \$240,000,000 have been advanced to the British Government as follows:—

Imperial Munitions Board, \$132,000,000; for the purchase of Canadian grain, \$55,000,000; for exports of dairy products, \$35,000,000; for the sale of the B. C. salmon pack, \$8,000,000; for other exports of food, \$10,000,000.

This money came from the Canadian public in the form of loans. Out of their savings over 1,000,000 people in this country brought Dominion bonds, and thus provided the funds out of which these advances were made. This practice must be continued if Canada is to get her share of the export trade. Those who buy War Savings and Thrift Stamps supply money for these credits.

## Will Ask For Inland Trade Commission

### Dominion Board of R.M.A. Will Ask the Government For Many Changes in Matters Pertaining to Trade at Annual Convention

OTTAWA, March 12 (Special).—Preparations are nearly complete for the big annual meeting of the Dominion Retail Merchants' Association, and a large attendance is looked for. In this connection there will be a meeting of the members of Parliament, both of the Commons and the Senate, who are retailers, in order that they may acquire a full understanding of the questions which the Retail Merchants' Association will be asking to have legislation on. This meeting is called for Tuesday morning, March 18, in the Chateau Laurier.

On Wednesday morning, the 19th, the executive of the Dominion Board will meet the Cabinet to place before and discuss with them the questions on which legislation will be asked for this session. This will include the following matters:

1. The creation of an Inland Trade Commission to handle all questions of internal trade; for example, such matters as excessive profits, conspiracy in restraint of trade, etc. In fact, almost anything which affects inland trade might properly come before such a commission, in the same way that railroad questions come before the Railway Board.

2. If the War Profits Tax is to be retained on business lines supposed to be luxuries, it should not be confined to a few, such as jewelry and automobiles, but applied to all luxuries, or to none.

3. All war tax stamps should be collected from the manufacturer and not from the retailer.

4. All who enter business should be compelled to keep proper books and accounts from the time of beginning business.

5. Certain amendments to proposed Bankruptcy Act.

6. A committee of the House should be appointed to deal with the mail order question, particularly that the payments

on all mail order material shall cover the cost of carriage, and none of its cost be taken out of the revenue of the letter service.

7. Legislation fixing the weight of contents in cartons and other sealed containers.

8. Amendment to the Lord's Day Act, making the purchaser equally guilty with the seller of goods in contravention of the Act.

The Ottawa branch of the Retail Merchants' Association will give a banquet to the visitors at the Chateau on Tuesday evening, March 18.

## B.C. Packers Want No More Requisitioning This Year's Experience Convinces Them That This Method of Selling is Bad Business—Canadian Market Should Be Supplied

VANCOUVER, B. C., March 5, Special.—There is naturally much speculation here among salmon packers as to the action the Government will take this year. One packer acknowledges that probably the fact of the Government commandeering the salmon last year had a stabilizing effect on the market, and also a beneficial effect. They are all unanimous however in stating that to do so this year would not be at all warranted and would be a distinct injury to the salmon canning business on the Canadian Pacific coast.

The regular markets that had been cultivated and captured at great expenditures of time and money had been lost during the past year. The packers had had no incentive to spend money on attractive labels, with the result that while the ones who had large stocks of three or four color varnished labels, used them, other lots of the same salmon, at the same price, and from the same waters were marketed probably under

the cheapest possible label that could be procured—with about all the artistry that one would expect for the price.

The Canadian market wants sockeye salmon; the packers have spent thousands of dollars making their brands of sockeye salmon household words to the Canadian public; and the entire pack was commandeered for overseas shipment—and a large proportion for civilian consumption. The Canadian public had to buy American red salmon, on which they paid 30 and 7½ per cent duties.

In this respect the packers of canned salmon seem unanimous in the opinion that the sooner the salmon business is allowed to again adjust itself to the present market, governed by supply and demand, the better for the industry. There is a world-wide demand for canned salmon that would keep all hands employed under unrestricted trade conditions.

### MOLASSES COMPANY WILL LOCATE AT TORONTO

The Pure Cane Molasses Corporation of Canada is to be established with headquarters at Toronto at an early date. This will really be the distributing centre for all Canada for the products of this corporation, embracing, it is said, all kinds of grocery molasses from black strap to finest Barbadoes. The plans of the corporation, though not yet completed, provide for the erection of large storage tanks in which to carry stocks. The activities of the corporation at the present time are under the supervision of T. J. Duggan. The head office of the company is in New York City.

# An "Amateur" Shows the Veterans

Average Increase of Upwards of 43 Per Cent. on Invested Capital For Six Years Running—A Splendid Showing of Enterprise, Backed by Courage

By HENRY JOHNSON, Jr.

**T**HAT lack of technical knowledge is a small handicap for the earnest worker is demonstrated daily all around us. The Canadian grocer who tells his own story in his own words, and tells it so well in his letter to me is another exemplar of this truth. Here is how he tells it:

"Dear Sir.—I have just been reading in this week's issue the experience of a grocer who felt like quitting because he did not seem to be making a success of his venture. I have often thought I should like to tell you my experience and ask whether you thought I should be satisfied with the progress I am making—whether you think I have done well or should have done better.

"Six years ago last May I started in this business with absolutely no experience or knowledge of the trade. I had worked twenty years for a big corporation, and suddenly, at the age of 45, with a wife and two daughters depending on me, found myself out of a job and in poor health besides. I had an equity in a couple of houses on which I realized, and with \$2,400 to start with I found a place that I thought would suit me, and made a fresh start in life. I bought the store and property, paying \$1,100 cash on the building and \$400 for the stock and fixtures. The turnover was said to be about \$150 a week. I also assumed a mortgage of \$3,500 for the balance of the purchase price on the building. I put \$600 in the bank for working capital, and with the remaining \$300 I increased the stock so as to fill up the shelves and give me more variety than had been carried previously.

"I enclose my annual financial statement for my first and sixth years in business. I cannot call them balance sheets, for they are scarcely that. I simply got them up to show me how I stand at the end of my financial year. so that after paying all my expenses and supporting myself and family I may know how much I am ahead; in other words, how much I have saved in the year. For, according to my logic, no matter what a man's income or expenditure is, the only thing that really counts is how much he can save.

"My business is about one-third credit and two-thirds cash. Half of one per cent. on turnover will more than cover my losses through bad debts. I have no telephone and no delivery, except just a boy on Saturdays. I never go after orders and never have asked anyone to give me his trade. I try to give satisfaction both in price and quality of goods, but do not cut rates, and I figure out a percentage basis for everything I sell. I cannot always get the percentage I should get, but what I miss on one thing I try to make up on another, and find that by so doing the law of averages works out fairly well.

"The mortgage runs out next year and I intend to pay it off and have the place clear. You will see from my statement just how I stand, and I would like you to tell me just what you think about it. I have better health now than when I started in business, but still am not very robust. So, though I would like to do things on a bigger scale I feel that I have as much work as I am able to attend to.

"My customers come to the store and carry their goods away with them. I count cash received as business done for the day. I keep a daily and weekly record, so that if I think I have had a poor week I can look up and see what I did the same week in the previous year. Generally I find that my poor week is really better than the same week a year ago. Hoping that I have not wearied you with these details, and that maybe they will be of sufficient general interest to warrant an answer from you,

I am, yours truly,

AN AMATEUR GROCER.

"P.S.—I was not quite satisfied with what I had written and thought I would rewrite it, but one of your friends called at my store, and when I showed it to him he advised me to send it in just as it was—so I am doing it. If you care to use it you are at liberty to prune it or trim it up to make it readable."

### Who Cares for "Science"?

In the face of such a performance as that, who shall ask this man whether he has effected each operation exactly according to the rules? Who shall insist on any science better than such as enables an "amateur" (!) to make such a showing? Seems to me that all we

shall pray for is that this tribe of "amateurs" may increase and multiply exceedingly. Here, now, is what those statements make clear in plain facts:

Beginning with \$2,400 capital he has made a net profit of \$1,050 average per year. That means that he has made practically 43% per cent. on his invested means each year.

The first year, with sales of \$11,134.57, he made a net profit on his sales of better than 9-1-5 per cent. The last year, with sales of \$17,350.79, his net profit seems to be no better than 6.55 per cent. plus. That is a natural course for the net profit to take. As capital grows, unless things are carried along on a process of geometrical progression such as I never knew in practice, the net is bound to shrink until we reach that "irreducible minimum" below which we cannot go, and below which, in practice, it is not necessary to go.

### Statement is Not Complete

Of course, this statement is, as my friend says, incomplete. I have really no figure of expense, nothing on which to base gross margin, no way in which I can check his figures. But here is a cud on which we can chew, reflecting very deeply while we chew: This man has accumulated not merely convertible and available quick assets, but actual hard cash, in the sum of \$4,492.34! Think of a grocer whose total possessions foot up to only \$6,767.12 gross having three bank accounts and fully two-thirds of his resources in cash!

With this kind of figure staring me in the face, I am inclined to think that the actual cash capital with which he is operating at this time is only about

Financial Statement,	
Debit	
Stock, May 15, 1912 .....	\$ 340.48
Cash in bank .....	685.00
Cheques out May 15, 1912 .....	122.73
Owing wholesalers, 1912 .....	247.17
	\$1,395.38
Turnover, \$11,134.57	
Net value cash and stock, May 15, 1912 .....	\$1,831.12

Annual Statement,	
Debit	
Cash and stock, May 15, 1917 .....	\$5,316.50
Owing wholesalers .....	413.52
	\$5,730.02
Net value cash and stock, May 15, 1918 .....	
Turnover, \$17,350.79	\$6,353.42

May 15, 1913	
Credit	
Stock, May 15, 1913 .....	\$ 866.29
Cash in hand .....	81.25
Cash in No. 1 bank .....	480.16
Cash in No. 2 bank .....	685.49
Customers' accounts O.K. ....	87.83
	\$2,291.02
Less debit .....	1,395.38
Gain .....	\$ 895.64
Paid on store mortgage .....	100.00
Paid on purchase of vacancy .....	120.00
Total gain for year .....	\$1,025.64

May 15, 1918	
Credit	
Stock, May 15, 1918 .....	\$1,989.41
Cash on hand .....	55.60
Cash in No. 1 bank .....	1,131.55
Cash in No. 2 bank .....	1,604.30
Cash in No. 3 bank .....	700.89
Victory Bond .....	1,000.00
O.K. customers' accounts .....	285.37
Gross credit .....	\$6,767.12
Less owe wholesalers .....	413.70
Net value cash and stock, May 15, 1918 .....	\$6,353.42
Less cash and stock, May 15, 1917 .....	5,316.50
Gain .....	\$1,036.92
Paid on store mortgage .....	100.00
Total gain for year .....	\$1,136.92

\$2,000, and if that guess is right, then this last year he made more than 57 per cent. on his working capital. Probably that is better than close examination would show he did; but he did well enough to challenge our sincere admiration and stir us to emulation in any event.

#### True Enterprise Backed by Courage

Do you note the evidence of character in the undertaking with which this man started out in 1912? With total resources of \$2,400 he saddled himself with an obligation of \$3,500. How did he dare do it? The answer is: He had the character. He had the same sterling, self-contained character that has enabled him to gather up nearly \$4,500 in cold cash and not yield to the temptation to expand unduly and unwisely; the character which leads him now to feel a solemn, modest pride in looking forward

to the day when he will meet the balance of that mortgage, fortified with such financial resources that all he will need to do is draw his checks for the amount, pass them over, and receive in return the cancelled obligation. Oh, what can equal the joy of such accomplishment? As Burns sang—poor Bobbie who never reached such a goal:

"Not for to hide it in a ditch,  
Not for a train attendant;  
But for the glorious privilege  
Of being independent!"

What more has this man done?

He has re-established himself in life. He has regained a sturdier health than he started out with. He has supported his wife, himself, and two daughters growing up to womanhood in such a manner as to enable them to look about their undismayed for the future.

He is to-day master of his destiny.

And these are things beyond the ability of the mere cash account to measure—yet only made possible because the said cash account has been treated with due respect.

#### "Slopping Over" a Bit?

I have a letter which I expect to write about next week in which the writer indicates that he thinks I have spread the praise on pretty thick in the instance of another grocer whose statement we have reviewed lately, who also has done unusually well. But I do not apologize for thus heaping on the good words. I speak thus unstintingly in praise for two very good reasons:

1. Because the men deserve every word I can hand them.
2. Because there are more of that kind than we suspect, and I want to encourage them to come out and tell us how they do it.

# Simple Book-Keeping for Merchants

How to Draw Up Profit and Loss Statement Showing Exact Profit Made—Balance Sheet Also Dealt With, Demonstrating How Assets Are Made Up—Question of Depreciation

By C. J. MORRIS,

(Continued from last week)

IN our last issue the two items under the heading, Furniture and Fixtures Account, were inadvertently transposed. The entry, To Fixtures, should have appeared in the left hand column and By Balance in the right.

We will now show how to draw up a Profit and Loss Statement from which we shall be able to ascertain exactly how much profit we have made in the period under review. In order to follow these instructions the reader must have before him the last two articles appearing in the issues of CANADIAN GROCER for Feb. 7 and Mar. 7.

First of all we have to take stock valuing everything at cost price. We will suppose for the purpose of making up the accounts that the present value of the stock works out at \$1,928.95.

One other item with which we have to deal is the amount of \$25 drawn out from bank and entered in the Private Drawing Account. As we have to allot certain sums for fixed charges such as rent, salaries, light, heating, etc., we will assume that this \$25 covers these amounts for the four days we have been working and we will, therefore, for the purpose of making up our Profit and Loss Statement, consider this as the Fixed Charges Account.

On the Dr. side we enter the value of stock on hand when we started, then the amount of goods we have purchased since. This we take from the Dr. side of the Goods account. On the right hand or Cr. side we enter the value of the stock as shown by our inventory at

stocktaking and also the total of our sales which we take from the Cr. side of the Goods account. The difference between these two sides would now represent our gross profit, but we have one or two other items to consider which we shall find in the Profit and Loss account in the Ledger. The total of our purchases is reduced by the amount of any discounts we have taken and we therefore enter these on the opposite side of the account, which is the same as deducting them from the purchases total; similarly our sales are reduced by any discounts we have allowed and these we also enter on the opposite side to that on which our sales appear. Thus the discount we took, \$1.74, is entered on the Cr. side and the discount we

of every kind incurred in connection with the business. We therefore enter on the Dr. side our Fixed Charges \$25, which we have agreed is to represent salaries, rent, heat, lighting and all fixed charges of any kind whatsoever for the four days' period with which we are dealing, and we also enter the total of our Sundry Trade Expenses account in the same column. Items short or over in our cash must also be entered by us in the Profit and Loss Ledger account and the difference between the totals of the two columns will then represent our absolute net profit after expenses of all kinds have been covered. The final Profit and Loss Statement now appears as follows:

#### PROFIT AND LOSS STATEMENT

Dr.		Cr.	
To stock on hand Jan. 1	\$2,000.00	By stock on hand Jan. 4	\$1,928.95
To purchases	211.95	By total sales	388.21
To returns	1.40	By discounts taken	1.74
To discounts allowed	.15	By cash (over in till)	.35
To fixed charges	25.00		
To S. T. E.	20.55		
To cash (short in till)	.35		
To balance (net profit)	59.85		
	\$2,319.25		\$2,319.25

allowed, 15c, on the Dr. side of the statement. Our sales are also reduced by any goods we have had returned to us and we therefore enter the value of these, \$1.40, also on the Dr. side.

As stated above the difference between the totals of the two sides now shows our gross profit, but we cannot consider we have made any profit until we have paid all charges and expenses

Thus our net profit for the four days works out at \$59.85. One item we have not allowed for is depreciation in value of our stock and furniture for four days. This would be too small to consider, but for the year it is customary to allow something like ten per cent. on the fixtures, furniture, etc., and as regards stock, a fair allowance should be made according to circumstances.



Whatever amount is decided upon would have to be entered on the Cr. side of the Statement and would reduce the profit by that amount.

The Balance Sheet now claims our attention. We started with a capital of \$2,800, which has now been increased by \$59.85 and the Balance Sheet will show us how this amount of \$2,859.85 is made up.

Under the head of Assets we still have our fixtures valued at \$500. Cash on Hand is now \$236.47 and at bank \$242.83. Our stock is worth \$1,928.95 and customers owe us \$55.65, a total of \$2,963.90.

On the other hand we owe our creditors \$104.05, which deducted from this total leaves us \$2,859.85, our present capital.

Our balance sheet will thus appear as follows:—

BALANCE SHEET			
Assets		Liabilities	
Furniture, fixtures, etc. ....	\$ 500.00	Accounts payable (sundry creditors) ..	\$ 104.05
Cash on hand .....	236.47		
Cash at bank .....	242.83		
Stock (present value) .....	1,928.95		
Accounts receivable (sundry debtors) ..	55.65	Excess of assets over liabilities .....	2,859.85
	<u>\$2,963.90</u>		<u>\$2,963.90</u>

Had we allowed anything for depreciation of furniture, it would have been entered on the right hand side of the Furniture and Fixtures account and on the left hand side of the Profit and Loss account and in the Balance Sheet the amount against Furniture and Fixtures would have been reduced by that amount, as likewise would the Excess of Assets over Liabilities item.

It now only remains for us to close our books and bring forward our balances. With this we will deal next week.

(To be concluded)

B. F. Smith & Co., of East Florenceville, N.B., lost about \$5,000 by a fire which destroyed their potato warehouse at Lakeville, Carleton county.

**JAVA SUGAR CROP MOVING**

As a result of release of shipping, Java sugars are understood to be moving more freely, in large measure, to Europe. Normally they go for the most part to the Far East—China, Japan, India and Australia.

The movement to Europe is in response to the demand existing there as France and England have been on very short sugar rations during the war, due to lack of available tonnage. It is understood that last year English consumption was less than 51 per cent. of normal, and in France the shortage has also been very acute.

India does not normally produce enough sugar for her own requirements, but last year on restricted consumption managed to get along on her own output. It is estimated that an increased acreage of about 40,000 was to be devoted to sugar production last year, but droughts in some sections and floods in others decreased the estimate yield. It is indicated that there are possibilities of increased consumption when conditions are again normal.

Some believe there is an outlook for a considerably increased consumption in this country, due to the greater purchasing power of the average family as a result of war-time prosperity. Others believe that there are large invisible stocks of sugar in this country, as a result of the hoarding of sugar by housewives.

**ALL IMPORT RESTRICTION IN BRITAIN REMOVED**

Sir Thomas White, in answer to some criticisms in the House recently stated that the British Government had withdrawn all restrictions on goods imported from other parts of the Empire. He read a report from Lloyd Harris of the Canadian Trade Commission in London: "In reply to questions in House this afternoon's Parliament, Secretary Board of Trade says: 'The Government had decided no import restrictions shall be or continue to be imposed on goods coming from any part of the Empire, without the assent of the Cabinet, which shall not be given unless some unforeseen necessity arises. It is not possible at present to remove all restrictions on all imports from foreign countries because of the state of exchange, but all raw materials will be free from import restrictions.'"

From the Canadian Trade Commission in London: "Board of Trade announced yesterday removal of all restrictions on imports from British Empire."

**ON TRIP THROUGH TO COAST**

T. B. Cooke, of the Dominion Molasses Co., Halifax, N.S., is a Toronto visitor this week in the interests of his firm. Mr. Cooke left Halifax about four weeks ago and has covered Quebec province quite thoroughly, where he reports conditions are excellent. He leaves Toronto on Thursday for Hamilton and expects to go right through to the coast on his present trip, taking about six weeks more to cover the balance of the territory which he wishes to reach.

**BULK SALE ACT IN FORCE**

Those Purchasing Businesses in Ontario Should Assure Themselves That Terms of Act Have Been Fulfilled

H. G. Kelly, Toronto manager of R. G. Dun & Co., in a recent interview pointed out the necessity of added care in operations pertaining to the purchase of stores in Ontario,—owing to the operations of the Bulk Sales Act that has recently come into force.

"It is possible," he said, "that many returned soldiers will, within the next few years, engage in business on their own account, in many cases buying out established ventures. It is to be feared that some of these transfers, particularly of small stores, etc., will be made in a more or less informal manner."

"It would be a great pity if any of these returned men, through not understanding legislation which has occurred in their absence, should lose their savings. I refer particularly to the Bulk Sales Act now in force in this Province.

"I have knowledge of several instances which have already occurred, where the transfer has been made without the knowledge of or attention to the provisions covering bulk sales of merchandise stocks. It is to be hoped that purchasers will protect themselves in these transactions, with good legal advice and guidance, which should be their only proper course."

**Operations of Bulk Sales Act**

Under the Bulk Sales Act, it is the duty of every person who buys any stock in bulk, for cash, or on credit, before closing the purchase, and before paying any part of the price in excess of \$50, before giving any note or security for the price to demand and receive

from the vendor a written statement verified by a statutory declaration of the vendor, containing the names and addresses of all the creditors of the vendor, and the amounts of the indebtedness or liability due and payable by the vendor to each of the creditors. If there be a failure to obtain the statement, the sale is deemed to be fraudulent and is void as against the creditors, unless all the creditors are paid in full out of the proceeds of the sale. The purchaser, upon obtaining the statement, shall either obtain a written waiver from the creditors of the vendor, or shall pay the whole of the purchase price, or deliver his notes or other documents securing the price into the hands of a trustee for distribution pro rata among the creditors of the vendor, subject to any preferences provided by law or by previous contract.

If the purchaser shall fail to observe the requirements in respect to the trusteeship, without obtaining the written waiver of the creditors, the sale is deemed fraudulent and is void as against the creditors of the vendor, unless all the creditors are paid in full out of the proceeds of the sale. Any sale or transfer of stock, or part thereof, out of the usual course of business or trade of the vendor, or whenever substantially the entire stock of the vendor is sold, or whenever an interest in the business or trade of the vendor is sold, or conveyed, the sale, transfer or conveyance is deemed "a sale in bulk," within the meaning of the Act. But if the vendor produces and delivers to the vendee a written waiver of the provisions of the Act from his creditors having claims of \$50 and over, representing 60 per cent. in number and value of the claims of \$50 and over, as shown by the statutory declaration, then the provisions of the Act do not apply.

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

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

## THE MACLEAN PUBLISHING COMPANY, LIMITED

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

### OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7824. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

UNITED STATES—New York—Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—Room 900, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 1147. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

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

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

### PUBLISHED EVERY FRIDAY

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

Vol. XXXIII. TORONTO, MARCH 14, 1919 No. 11

## WORLD'S GOLD OUTPUT

THE world's gold output for 1918 totalled \$405,000,000, a reduction of \$23,000,000 over the figures of the previous year when the value of the gold produced was \$428,380,000. The reduction took place in the United States, as despite war activities other countries fully maintained their production. At the opening of the year the world's stock of gold was placed at \$9,675,000,000. Of this amount the United States owns \$3,080,510,000, or approximately thirty-one per cent. Canada as a producer of gold is steadily climbing, but not so rapidly as in some other lines of mineral production.

## BUY WHAT YOU NEED—NOW

THERE are still some merchants who are working under the mistaken impression, that a cessation of buying is a sign of profound wisdom and forethought. Sane buying is certainly an indication of sound business sense, but a complete cessation of buying, is merely clogging the wheels of industry, and engendering a feeling of hard times that will assuredly react on the merchant himself.

Of course, prices are going to decline. Everyone knows that, sooner or later. But you cannot change a world situation over night, you cannot replace world stocks of food in a day or a week, nor yet in months, and until these supplies are replaced,

until there has once again been an accumulation of reserves, there is no likelihood of slumping prices.

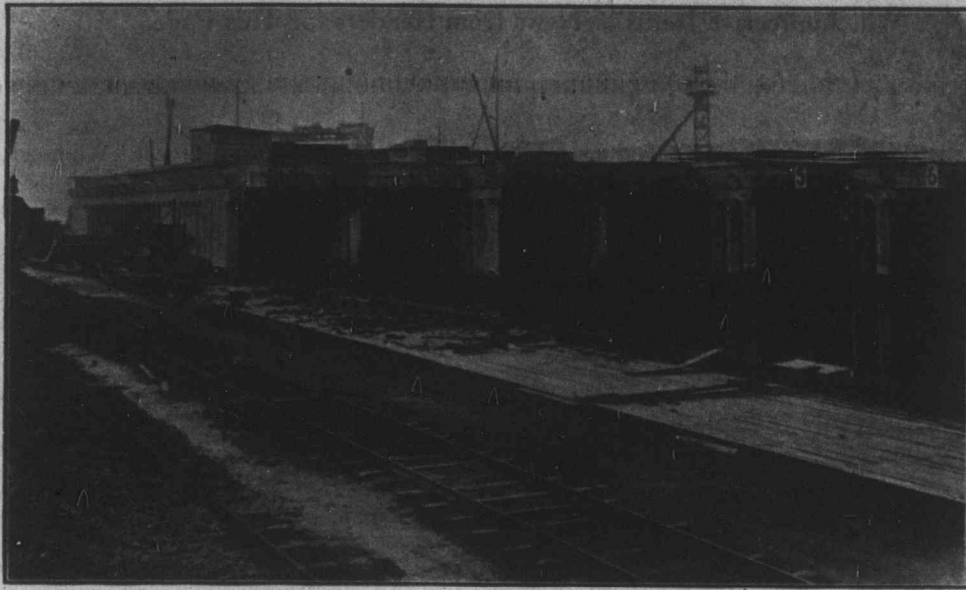
Declines there may be, and increases there may be, as the temporary conditions of the market warrant, but underneath and behind it all there is the outstanding fact of a world almost on the breadline after four years of war. The mere fact of the signing of the armistice, and the general feeling of security that this engenders, does not alter this great fact.

The merchant has little to fear if he buys wisely, and he has as much to fear if he does not buy at all. It is a foolish practice to disturb confidence, and to induce a stagnation of business, from a panicky condition of over cautiousness.

## RESULTS OF PUBLICITY

THERE is nothing mysterious or wonderful about the big business built up by the mail order houses. On the contrary, their plan of action is very simple. They get the goods and then they take good care to let everybody for hundreds of miles around know about it. They make sure that everybody in every possible home they can reach knows all about the goods. They do this by advertising. There are hundreds of newspapers which will not accept mail order advertising and the mail order house tries to get around this disadvantage by its catalogues. This is another form of advertising. Advertising, however, is the whole secret of the selling success of these firms and there is a big lesson right here that the home merchant can learn and turn into profits. The mail order house realizes that it is terribly handicapped in the efforts it has to make to get business in many sections. The home town merchants if they are on the job can demonstrate the merchandise they have to offer. People can come in and talk things over with them and see the goods and compare sizes and prices. The mail order house, hundreds of miles away, cannot do this. Its only salesman is its newspaper ad. or its catalogue description. It depends on these for the big percentage of its sales. One of the quickest and surest ways of destroying mail order competition is to fight it with its own weapons. The merchant who advertises and advertises intelligently, who has the goods and who is prepared to give service in his store can oust the mail order firms from his field every time. The mail order firm knows this and is tireless in its efforts to find out the towns where the merchants either do not advertise at all or use such small ads that they are non-effective. It is useless to try to accomplish with a toothpick a job that requires a crowbar. The mail order firm, when it comes to advertising, is prepared not only to use a crowbar, but to supply a travelling crane if the effort is worth while and it has demonstrated that it pays and pays well.

## Current Events in Photograph



### Bomb-Proof Sheds for Hun U-Boats

The destruction wrought by the Allied airmen in the vicinity of Bruges, especially where the German U-boat fleet was quartered, was so great that the Huns spent large sums of money in constructing the bomb-proof sheds shown in the picture. These were built for no other reason than to minimize the losses caused by the aviators.

## British Goods Off Market For Some Time

Toronto Grocery Broker, Recently Returned From the Old Country, Speaks of Conditions Obtaining There—Does Not Expect Any British Goods in Market Till Fall

**E.** A. LANGLEY, of Maclure and Langley, grocery and specialty brokers, Front Street, Toronto, who has recently returned from a two months' visit to England, does not think that the English manufacturer will be a commercial factor on this market for some time to come. It is possible, he thinks, that people wanting certain goods of British manufacture may be able to secure them by paying exorbitant prices, but the possibility of British food products becoming general on this market again within the next few months is anything but probable.

"There are a number of factors that influence these conditions," stated Mr. Langley, "but probably the greatest is the disturbance in labor conditions. These food producing firms have been combed of their man-power time and time again, and in many instances are now manned with far from competent help. It is true that soldiers are being discharged very rapidly now, but these men have come direct from the front and are not in a condition to step right back into their old positions, and moreover they are showing no tendency to do so. The labor situation in the British Isles is far more serious at the present time than many people realize, and until this has righted itself business cannot return to normal.

"Then there is the fact that many raw products are still unobtainable or pro-

hibitive in price, and this halts the whole business. Many jam manufacturing and confectionery firms who for the first time in several years received in February 100 per cent. of their requirements of sugar, were compelled to return a proportion of this to the Government because they could not obtain other materials to enable them to return to a 100 per cent. output."

In regard to confectionery Mr. Langley thinks that it will be fall before any stocks will be available on this market. Rigid restrictions are still in vogue in regard to a great many commodities, and he does not think that the British people would, even if export were permitted, be inclined to look with any complacency on the export of products which they were unable to obtain in unlimited quantities at home. He does not think, therefore, that the British food manufacturing firms will be in a position to touch business in this country till late fall, though they are very eager to get into this market again.

## THE PROPER HANDLING OF BROWN SUGAR

**S**OME housewives have complained that brown sugar is difficult to keep as it hardens in the bag and requires breaking up before it can be used on the table or mixed in cakes or sauces, and in many instances they have been inclined to blame the grocer or the quality of the sugar.

This trouble is easily avoided by giving the sugar proper care. Brown sugar must be kept in just the opposite way from granulated sugar which should be stored in a warm dry place. Brown sugar has naturally a little moisture which must be retained to keep it in good condition. In a brown paper bag

in a warm dry pantry it will harden in a very short time.

Keep your brown sugar in a covered stone crock. If you have a cellar or cool pantry this precaution will be sufficient. If you must keep the crock in a warm kitchen wring out a clean white cloth in cold water, place it under the lid or in a cup or dish and keep this in the crock with the sugar. Brown sugar which has hardened can be restored to its original freshness by this method.

# CURRENT NEWS OF THE WEEK

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

## MARITIME

Charles Peters, of Baird & Peters, St. John, is spending the week in New York.

J. E. Charron, grocer, Montreal, has sold out.

R. Hamelin & Fils, Montreal, have dissolved partnership.

J. Dagenais & Co., general merchants, Farnham, have sold out.

A. Legault & Fils, grocers, Montreal, have dissolved partnership.

Beauchemin & Fils, groceries and hardware, Granby, have sold to Casavant & Tanguay.

Joseph and Charles Choquette, grocers, Montreal, have been registered under the name of Choquette Freres.

Mrs. Arthur Roy, groceries and meats, Ste. Anne de Bellevue, has been registered under the name of J. A. Bebeau & Co.

Among those who suffered by the fire that recently swept through the town of Alberton, P.E.I., were J. E. Buck, M. M. Foley, general merchant, White & Pridham, general merchants.

The plans for a chain of retail grocery stores in St. John are progressing steadily, but have not yet reached the point where the promoters are ready to announce their plans in full. They expect, however, to have at least half a dozen stores in operation by May 1, scattered over the city so as to be in touch with every district. It is their intention to adopt the cash-and-carry principle as the foundation of the new venture. Some existing stores may be made part of the new venture.

## ONTARIO

W. Burtch, Gormley, has sold out.

L. F. Frair, grocer, Ottawa, is dead.

D. Crossen, general merchant, Lawrence Station, has sold out.

John W. Wilson, Gormley, has sold out.

Wm. A. Hanna, grocer, Toronto, has sold out.

R. H. Beck, Ottawa, has sold to J. D. Lagrave.

Fannie Wolfe, grocer, London, has sold to Louis Wolfe.

A. Mills, general store, Eganville, has been succeeded by R. P. Mills.

Hillman & Milne, Port Burwell, has been succeeded by W. F. Milne.

W. G. Jones, general merchant, Beachburg, has been succeeded by W. Plimlott.

D. Deguire, grocer, Eastview Centre, had his store burnt out recently. The loss was covered by insurance.

H. A. Eggleston & Co., general merchants, Ancaster, have dissolved partnership. H. A. Eggleston continues the business.

Joseph T. Lemon, general merchant of

West Lorne, has taken his son into partnership, under the style of J. T. Lemon & Son.

T. H. Estabrooks, of T. H. Estabrooks Co., Limited, St. John, N.B., was in Toronto the first three days of this week on a business visit to the Toronto office of the firm.

A corporation under the name of The Cook Cheese and Butter Manufacturing Co., Limited, has been granted incorporation in Ontario, to manufacture butter and cheese, with a capital of two thousand dollars.

W. J. Chambers, Toronto, Canadian representative of the American Steel Wool Co., leaves at the end of the week for Ottawa. He will spend the balance of this month in Ottawa, Montreal and Quebec City.

Richard McQueen, a resident of Brantford for 70 years, passed away at the General Hospital there recently. He conducted a grocery store on Albion street for half a century, and was a familiar figure in city life. A widow and three sons survive.

Capt. H. C. Caldwell is erecting a new store building on the old Cameron hardware store site, Fort Frances. The building will be a fifty foot front, frame structure, and Mr. Caldwell intends opening a grocery as soon as it is completed.

A corporation under the name of the Port Dover Fish Company, Limited, has been granted an Ontario charter, to carry on the business of buying and selling fresh, frozen, salted and smoked fish; dehydrating meats, fish fruits and vegetables; manufacturing and selling ice; and operating a cold storage plant, etc. The head office of the company is at Port Dover, Ont.

H. Boswell-Reid, has taken over the canning factory until lately conducted by the late D. F. Hamlink. Mr. Reid has secured V. Chapman as manager of the concern and proposes to operate the factory to full capacity, adding other lines so as to make the factory an all-the-year round industry.

Mackenzie Robertson of the Belleville Creamery, Ltd., and the Bancroft Creamery, has purchased the Napanee creamery. It is the intention this year to manufacture whey butter besides regular butter. Last year's production at the Belleville and Bancroft factories totalled 600,000 pounds of butter.

## WESTERN

Thomas Holmes, grocer, Prince Albert, Sask., is dead.

The Prince Albert Trading Co., Prince Albert, Sask., has sold out.

A. Matoff & Co., general merchants, Markinch, Sask., has sold out.

M. Janosky, grocer, Winnipeg, has been succeeded by Wm. Purich.

Joseph Asbell, general merchant, Moreland, Sask., has sold out.

J. C. McFarland of J. C. McFarland & Co., general merchants, Irma, Alta., is dead.

John Lloyd & Co., grocers and confectioners, Manitou, Man., have sold to Geo. Stacey.

McMillan Bros., general merchants, Newton Siding, Man., have sold to D. D. McLean.

W. L. Kostynink, general merchant, Tolstoy, Man., has been succeeded by M. Ginsburg.

Robinson & McConnell, general merchants, Walpole, Sask., have dissolved partnership.

The Farmer's Supply Store, Howarden, Sask., has sold to F. Crenoweth, Dunkirk, Sask.

Sergt. E. J. Moore, who before going overseas with the 101st Battalion, was with his father in the Pioneer Store, Roseisle, Man., has been married in England, and expects shortly to return with his bride.

K. B. Reimer Company, general merchants, Steinbach, Man., have taken over the general store business formerly operated under the name of K. B. Reimer and the hardware business of Jacob F. Backman.

## LATE CLYDE B. EPPS' REMAINS BROUGHT EAST

The remains of the late Clyde B. Epps, who, up until October last, represented Proctor and Gamble Distributing Co. of Canada, Ltd., in various territories, arrived at Guelph recently and were interred in the family plot in the Union Cemetery there. The late Mr. Epps died in Regina, Sask., some time ago, following an attack of pneumonia, but was only brought East recently. The late Clyde B. Epps was greatly respected and admired by a wide circle of friends, and his loss is keenly felt by them and the company whom he represented. H. D. Elliott, of Hamilton, and F. W. Wade, of Toronto, represented the sales department of the company at the funeral in Guelph.

## STEWART MENZIES DIES IN LONDON

Stewart Menzies, head of Stewart Menzies & Co., Toronto, grocery brokers, died from influenza in London, England, while there on business, on February 26th. Mr. Menzies was very well and favorably known to the trade and his connection was Dominion wide. His death will be a real loss to his many friends both in the trade and out.

**CANADIAN MANAGER OF QUAKER OATS CO. DIES**

**W. H. Denham Passes Away in Chicago After a Protracted Illness**

W. H. Denham, who, since the establishment of the Quaker Oats Company's plant at Peterborough, has been manager of that concern, died in Chicago on Tuesday morning of this week.

He had been ailing for some time, and some time ago he was taken to Florida in the hopes that the trip would benefit him. He grew gradually worse, however, instead of better, and his death was not unexpected.

He is survived by his wife. One son, Donald, died about four months ago, following an attack of pneumonia, and it is believed that his intense sorrow over this loss contributed to a great breakdown that resulted in his death.

Mr. Denham came here from Akron, Ohio, with the establishment in Peterborough of the Quaker Oats Company, and supervised the evolution of the Peterborough plant from its original modest beginning to a three-million-dollar plant, as it stands to-day.

The funeral was held at Akron, Ohio, on Thursday. Geo. A. Macdonald, sales manager for Canada, was present at the funeral.

**D. A. GORDON PASSES**

**Prominent Wallaceburg, Ont., Citizen Called by Death, was Prominently Connected With Leading Industries**

D. A. Gordon, a prominent citizen of Wallaceburg, Ont., and formerly Liberal member for West Kent in the Dominion House, died at Braithwaite, La., where he has resided for some time past. He was born in Wallaceburg in 1858 and had been identified with the progress of the town throughout his business life. He first started the stove business there, and in 1883 went into partnership with James Steinhoff. In 1896 the Sydenham Glass Works was started, and the next year he became its managing director. Then he became interested in the Dominion Sugar Co., and was instrumental in having the plant located in Wallaceburg, at which time he became president. The glass works are now part of the Dominion Glass Company, and the sugar plant is part of the Dominion Sugar Company. He was also interested in the brass works and the Wallaceburg Cut Glass Works. For some time he had been devoting his attention to lumber holdings in the South.

He will be buried at Wallaceburg.

**FRASER, VIGER AND CO. GOING OUT OF BUSINESS**

**Have Been in Business in Montreal for Sixty-Three Years**

Fraser, Viger and Company, Ltd., St. James Street, Montreal, whose "Italian warehouse," as the St. James Street store was called, was established in 1856, thus making it one of the oldest, if not the oldest grocery business in Canada that is yet in existence, have given notice over the signature of the president, Geo. A. Fraser, that they are retiring

from business, and it is expected that the store will be closed by May 1.

The decision of the company to cease operations will come as a great surprise to the trade who have come to look upon the store as one of the established institutions of the city of Montreal.



A. PERRAS.

Of S. J. Major, Ottawa, who is on the Executive of the Ontario Wholesalers' Association for the coming season.

**CANADIAN GROCER IN CALIFORNIA**

Allen McIntyre, a retail grocer of St. Johns, New Brunswick, Canada, who is making a tour of the Pacific Coast for the first time, called on us Tuesday, this week for an interchange of grocery conditions. An enthusiast in Association work, Mr. McIntyre congratulated us on the efficiency of our California State Association and its affiliating locals. He accompanied us to the Hardware Dealers' Convention and the weekly luncheon of the Rotarians at the Palace Hotel.—"Retail Grocers' Advocate," San Francisco.

**WHOLESALE GROCERY HOUSE BURGLARIZED**

Burglars recently broke into the wholesale grocery house of W. T. Harris & Co., Second Ave. East, Owen Sound, Ont.

When the warehouse was opened in the morning it was found that someone had been in during the night, and an examination showed that they had gained entrance through a window at the rear, leading into the basement. It is not thought that they carried much away.

**CLAIMS \$8,000 DAMAGES**

J. Cuthbertson Doyle, secretary of the Retail Merchants' Association, who was in Charlottetown recently presented to the Halifax City Board of Control, claims for riot damage amounting in all to \$8,502.35. He said the claims were those of members, directly or indirectly, of the restaurant section of the association, and he submitted there was with the city a moral, if not legal, responsibility to make good the losses, and he

simply presented the statements as submitted to him. He referred particularly to the amount of money actually stolen, amounting to \$600 from two of the cafes alone. The total claim is from five of them.

**HARRY HORNE CO. ABSORBS LITSTER PURE FOOD CO.**

**Takes Over Assets and Premises of the Litster Company and Will Continue the Manufacture of the Lines They Sold**

The Harry Horne Co., Ltd., Toronto, have purchased the entire assets of the Litster Pure Food Co., Ltd., and will in future handle the lines manufactured by this company in addition to their own established lines. The Harry Horne Company, needing more commodious quarters, has moved from its old address, 309-311 King Street West, to the premises formerly occupied by the Litster Pure Food Co., 1297-99 Queen Street West. The Montreal address of the firm will be the Lindsay Building, and the Winnipeg address, the Maltese Cross Building.

**SIMCOE, ONT., MERCHANTS ADOPT EARLY CLOSING**

After about twelve or fifteen years in attempting to arrive at a mutual agreement regarding a closing hour, the merchants of Simcoe, Ont., at last succeeded in getting the majority of the business men to sign a petition to the town council, asking them to give us a compulsory by-law, closing all stores at the hour of seven o'clock every evening, excepting evenings before holidays, and evenings during December from the 1st until the 23rd, and Saturday evenings. We have now had this in operation for about nine months and have found it to work out advantageously.

An amendment to the original by-law passed recently exempts barber shops, fruit stores, confectionery stores from the by-law, and they may remain open. The by-law allows open shop on Wednesday nights and nights of county fair days and days of race meets at the agricultural grounds.

At first there was considerable hard feeling amongst the merchants who did not see eye to eye with the large majority, but, however, some of those that were the most opposed to the by-law are now its warmest friends. Previous to being able to secure this law merchants had kept their stores open fifteen, sixteen, and in some cases seventeen hours a day and night, each one waiting until the other one went home. They are now hoping that it is an established thing for the rest of our natural lives, for they feel it is a step forward. There was quite a feeling of timidity at first that perhaps it was a mistake, but after the nine months' trial this is gradually wearing off and the merchants are enjoying their release from bondage. All classes of trade are included, with the exception of those released, whose business seems to be largely a night trade.

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**C**OFFEE markets continue their tendency towards higher levels, and it looks now as though a general revision upward in prices to the trade must soon be necessary. Stocks in hand in Canada are becoming pretty well depleted, and new arrivals just about due have been bought at figures which will mean a probable advance of about four cents per pound.

Tea seems to be holding its own, and whereas freight rates which have been quite a factor in the cost are lower, the markets at primary points have advanced, more than offsetting the decline in transportation rates. It is understood there have been some fairly substantial parcels exported from Canada, and it would not require much of this business to place the tea trade in excellent shape as regards supplies.

**MONTREAL**—Among the declines of the week is one of one cent per pound for ground sulphur. Shelled peanuts also are lower, and salted too. Pearl barley and oatmeal are quoted less, while gluten feed is less by \$2 to \$3 per ton. Crated tomatoes are also lower to the extent of \$2 per crate. Spices are easier in New York, but unchanged here and firm at primary points.

Among the advances noted is one for glucose of 35c per 100 pounds. Raisins are also up one cent at growing points. Oats and barley are marked up again this week also, and walnuts registered an advance in one quarter.

Canned fruits are steady, enquiries coming from Europe for supplies, but these surplus stocks seem to be short. Coffees and teas are

steadily firm, and sugar is steady and unchanged.

There is, if anything, a better spirit in trade circles, and a gradual bettering of trading is being brought about.

**TORONTO**—The cereal situation seems to be slightly improved, the markets on grain, though fluctuating a great deal, tending gradually upward. This has not affected rolled oats so much, on which there is a wide range of prices, but corn cereals seem in a much steadier position.

A decline of 7c per pound in one line of tobacco and 3c in another has been made this week. Peanut butter is lower. Steel wool is being quoted, and higher prices have been named on washboards.

Lima beans have sagged substantially, and general outlook on beans show little of interest. Rice shows up somewhat firmer, and some grades Japan rices are becoming scarce.

**WINNIPEG**—Bean markets are decidedly weak, and further reductions seem due at an early date. Rice is holding firm, with Siam reported scarce.

The tea trade is ruling with a firmer undertone, the possibility of export trade with high prices asked at primary points being factors to stabilize the markets materially.

Oranges have advanced in price, and grapefruit are ruling quite high, with arrivals of both lines good and consuming demand splendid. Apples are high in price and none too plentiful.

## QUEBEC MARKETS

**M**ONTREAL, March 12.—With indications pointing to a resumption of freer buying, the trade is taking on a renewed lease of life, and it is fully expected that ere many weeks pass, there will be general activity in the grocery trade. Several changes have been made during the week.

### Ground Sulphur Down; Sal Soda Up

Montreal.

**GROUND SULPHUR, SAL SODA.**—There is a lower quotation in one quarter on ground sulphur, the reduction being one cent. per pound, and sales being made at 3c to 4c per pound according to the quantity. Sal soda, in boxes contain-

ing 60 pounds, is up 5c and is selling at \$1.80 for this size box.

### Strikes May Affect Sugar Deliveries

Montreal.

**SUGAR.**—While there has been a steady and satisfactory delivery of raw sugars to the various refineries, the

strike situation at New York is viewed with some misgivings. There would seem to be a temporary adjustment of difficulties there, but labor unrest does not seem to be any less from day to day. There has been some labor trouble in Cuba also, but up to this writing the sugar refiners are able to make good deliveries. Prices are without change and the undertone is steady, with a fair amount of business passing.

Atlantic Sugar Company, extra granulated sugars, 100 lbs. ....	9 95
Acadia Sugar Refinery, extra granulated .....	9 95
St. Lawrence Sugar Refinery .....	9 95
Canada Sugar Refinery .....	9 95
Dominion Sugar Co., Ltd., crystal granulated .....	9 95
Icing, barrels .....	10 15-10 30
Icing (25-lb. boxes) .....	10 65-10 70
Icing (50-lb. boxes) .....	10 35-10 50
Do., 1-lb. ....	11 85
Yellow, No. 1. ....	9 75-9 85

Yellow, No. 2 (Golden)	9 45-	9 55
Yellow, No. 3	9 25-	9 45
Powdered, barrels	10 95-	10 20
Powdered, 50s	10 15-	10 50
Powdered, 25s	10 35-	10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55-	10 65
Do., 50-lb. boxes	10 65-	10 75
Do., 25-lb. boxes	11 85-	12 05
Do., 2-lb. pack	11 95-	12 05
Paris lumps, barrels	-	10 55
Paris lumps (100 lbs.)	-	10 65
Paris lumps (50-lb. boxes)	-	10 75
Paris lumps (25-lb. boxes)	-	10 85
Paris lumps (cartons, 5-lb.)	-	11 70
Do., (cartons, 2-lb.)	-	12 45
Crystal diamonds, barrels	-	10 55
Crystal diamonds (boxes 100 lbs.)	-	10 65
Crystal diamonds (50-lb. boxes)	-	10 75
Crystal diamonds (25-lb. boxes)	-	10 95

**Good Movement  
Canned Fruits**

Montreal.  
CANNED GOODS.—Locally there is a fair movement of canned goods in a general way. It is said that many of the retailers have excess stocks of some lines, and at the same time investigation among retailers reveals the fact that there has been a good sale for canned goods lately. From Europe there is a steady request for fruits, and this is partly because of the fact that the English market is a popular one for canned fruits. There does not appear to be enough of these to go around, and prices are steadily held.

Salmon—		
"Clover Leaf," 1/2-lb. flats	2 45	2 80
Sovereign, 1-lb. flats	4 62 1/2	
Do., 1/2-lb. flats	2 30	
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
1/2 flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	2 05	2 17 1/2
Do., 1/2 flat	1 17 1/2	1 25
Pinks, 1-lb. flat		2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, 1/2-lb. doz.	1 37 1/2	
Pale, 1 lb., doz.	2 37 1/2	
Pinks, 1/2-lb. doz.	1 62 1/2	
Cohoos, 1-lb. talls	3 75	
Cohoos, 1-lb. flats	2 25	
Cohoos, 1/2 lbs., flat	1 75	
Herrings, kippers, dz. (4 ds. case)	2 25	
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (1/2-lb.)		1 00
Red Springs, 1-lb. talls	4 00	4 40
Red Springs, 1/2 lb.		2 45
White Springs (1a)		2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.		2 25
Labrador salmon, 1-lb. flat		3 60
Pilehards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat		1 90
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (1/4s)	22 00	20 00
Lobsters, 1/2-lb. doz.		2 25
Do., 1/2-lb. tins, doz.	3 60	3 75
Do., 1-lb. talls	6 90	7 00
Do., 1/2-lb. doz.		6 00
Do., 1-lb. flats		7 00
Sardines (Amer. Norweg'n style)		14 50
Sardines (gen. Norwegian)		22 00
Sardines—Canadian brands (as to quality), case	7 00	16 50
Sardines, French		32 00
Scallops, 1-lb. doz.		3 25
Scotch Snack, No. 1, ds., Montreal		2 50
Do., Eastern trade		2 65
Do., Winnipeg and Western		2 85
Scotch Snack, No. 2, doz.		4 50
Shrimps, No. 1	2 25	2 50
Erabs, No. 1 (ca 4 doz.)		6 75
Clams (river) (1 lb.), doz.		2 25
Canned Vegetables and Fruits—		
Asparagus (Amer.) mammoth green, doz.		4 00
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (2 1/2s)		2 45
Corn (on cob), gallons		7 50
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s		1 35
Tomatoes, 2 1/2s	1 75	1 80
Tomatoes, 3s	1 85	1 90
Tomatoes, gallons	6 00	7 02 1/2
Peas, standards	1 40	1 47 1/2
Peas, early June	1 57 1/2	1 60
Peas, extra fine, 2s	2 30	2 35
Do., fancy, 20 oz.		1 57 1/2
Potatoes, Can. sweet, 2 1/2-lb tins		
Do., 2-lb. tins		2 75

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

**Small Lots Beans  
Are Selling**

Montreal.  
BEANS.—Grocers are generally buying in small quantities and this is probably due to the fact that the surplus in the market is so large, lower prices being constantly looked for. Occasionally a car lot is sold, but the demand is light for the most part.

Beans—		
Canadian, hand-picked, bush.	4 50	5 00
British Columbia	4 50	5 00
Brown Beans	4 50	5 00
Japanese	5 00	5 50
Yellow Eyes		5 50
Lima, per lb.	0 17	0 19
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 00	3 50
Peas, split, new crop (98 lbs.)	6 50	7 00
Peas (blue)	0 05	0 09
Barley (pot), per bag 98 lbs.		4 00
Barley, pearl, per bag 98 lbs.		7 25

**Glucose Advances 35c;  
Syrups Unchanged**

Montreal.  
MOLASSES, SYRUPS.—There is a fairly steady, though light demand for molasses and prices are unchanged. Glucose has advanced a full 35c per 100 pounds, and this will affect the users of this product to a material extent. There are no further changes in this direction. Syrups are steady and in light demand.

Corn Syrup—		
Barrels, about 700 lbs.	0 06 1/2	
Half bbls.	0 07	
Kegs	0 07 1/2	
2-lb. tins, 2 doz. in case, case	4 55	
5-lb. tins, 1 doz. in case, case	5 15	
10-lb. tins, 1/2 doz. in case, case	5 55	
20-lb. tins, 1/4 doz. in case, case	5 80	
2-gal. 25-lb. pails, each	2 00	
3-gal. 38 1/2-lb. pails, each	3 15	
5-gal. 65-lb. pails, each	5 25	
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	5 05	
5-lb. tins, 1 doz. in case, case	5 65	
10-lb. tins, 1/2 doz. in case, case	6 35	
20-lb. tins, 1/4 doz. in case, case	5 30	
Cane Syrup (Crystal Diamond)—		
2-lb. tins, 2 doz. in case, per case	7 00	
Barrels, per 100 lbs.	9 75	
Half barrels, per 100 lbs.	10 00	
Glucose, 5-lb. cans (case)	4 80	

Barbadoes Molasses—		Prices for Island of Montreal
Punchoons		1 05
Barrels		1 05
Half barrels		1 05
For outside territories prices range about 3c lower.		

**Rice is Steady;  
Sales Moderate**

Montreal.  
RICE, TAPIOCA.—There is a seasonably fair sale for rice, but beyond this there is no feature of outstanding interest. Slight readjustments are made from time to time, and it is pointed out that the supplies on spot are much smaller than they were. Tapioca is unchanged.

Ice Drips—Japan (per 100 lbs.)	11 25	
Carolina	13 00	13 50
Siam, No. 2	8 50	9 00
Siam (fancy)	10 50	11 00
Rangoon "B"	8 70	9 25
Rangoon CC	8 40	8 85
Vandarin		10 00
Packing	8 60	8 70

Tapioca, per lb. (seed)	0 11 1/2	
Tapioca (pearl)	0 11 1/2	
Tapioca (flake)	0 11	

**Shelled Peanuts  
Less; Walnuts Up**

Montreal.  
NUTS.—The tendencies on shelled peanuts are weaker and the range on No. 1 Spanish is down to 15 1/2 to 16 cents per pound. Salted Spanish also are less and the range is given at from 21 to 22 cents. Walnuts are higher, the range being from 72 1/2 to 75 cents for shelled, and the quality of these is said to be very uncertain.

Almonds (Tara), per lb.	0 28	0 31
Almonds (shelled)	0 50	0 53
Almonds (Jordan)		0 70
Brazil nuts (new)	0 25	0 30
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 25
Filberts, Barcelona	0 23	0 24
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Extra large	0 20	0 21
Large	0 16	0 17
Medium	0 14	0 15
Shelled, No. 1 Spanish	0 15 1/2	0 16
Salted Spanish, per lb.	0 21	0 22
Shelled, No. 1 Virginia	0 15	0 15 1/2
Do., No. 2		0 14
Peanuts (salted)—		
Fancy wholes, per lb.		0 38
Fancy splits, per lb.		0 35
Pecans (new Jumbo), per lb.	0 25	0 32
Pecans, large, No. 2, polished	0 25	0 32
Pecans; New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large		
Jumbo		0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 19
Walnuts (shelled)	0 72 1/2	0 80
Walnuts (Spanish)	0 30	0 33

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

**Raisins Firming;  
New Figs Arrive**

Montreal.  
DRIED FRUITS.—There is a decided tendency to firmness on raisins, and prices at growing points have advanced, some state, one cent per pound. It is not improbable that there will be a firming here and changes of an upward nature are not improbable. The British Government has been making heavy purchases in California, and one importer stated to CANADIAN GROCER that practically all the seedless raisins had been secured. Some new figs in boxes are received and cooking figs, too, have come in. The same are quoted on a somewhat lower basis than old stock, but they are still above the low range.

Apricots—		
Choice	0 26	0 28
Slabs	0 24 1/2	0 25
Fancy		0 30
Apples (evaporated)	0 17	0 19
Peaches (fancy)	0 21	0 23
Faced		0 19
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkg.	0 16	0 18
Pears	0 24	0 25
Drained Peels (old)—		
Citron		0 46
Lemon		0 40
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 30
In 30 lb. case		12 75
Cut, 10-lb. boxes (lb.)		0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, 88.75.		
crowns, 87.50; 6 crown cluster, 87.00.		
Cal. seedless, cartons, 16 oz.	0 14 1/2	0 15 1/2

Malaga Raisins (5 1/2-lb. bxs), 3 cr. ....	1 75
Do., 5 cr. ....	2 25
Muscataels, loose, 3-crown, lb. ....	0 15
Do., 4 cr. ....	2 00
Muscataels, loose, 2-crown ....	0 14
Do., 5 cr. ....	2 75
Choice seeded, 12 oz. ....	0 10 1/2
Fancy seeded, 16 oz. pkgs. ....	0 14
Choice seeded, 16 oz. pkgs. ....	0 12
\$5.50; 4-crown cluster, \$6.50-\$6.75; 5	
Valencias, selected ....	0 11 1/2
Valencias, 4-crown layers ....	0 11 1/2
Sultanas (bleached) 50-lb. boxes ....	0 10 1/2
Currants, old pack., 15 oz. ....	0 29
12 oz. ....	0 23
50-lb. boxes, loose ....	0 23
Cartons ....	0 32
15 oz. pkgs. ....	0 23
Pkgs. 8 oz. (20 pkgs.) ....	3 00
Pkgs. 6 oz. (50 pkgs.) ....	3 00
Pkgs. 4 oz. (70 pkgs.) ....	3 70
Muscataels, 4-crown, lb. ....	0 13
50 lb. Ainslia ....	0 23
12 oz. ....	0 26
Do., new ....	0 33
Cal. currants (loose) ....	0 15
Cal. "Kurrants," 15 oz. pkgs. ....	0 20
Dates, Excelsior, per case (36-10s) ....	7 00
Do., Dromedary (36-10 oz.) ...	5 00-5 64
Packages only, Excelsior ....	0 20
Packages only ....	0 19
Do., Dromedary ....	0 22
Fig (new), 100 to case ....	11 00
Figs (layer), 10-lb. boxes ....	1 90
Figs (mats) ....	0 16
Figs (cooking), 50-lb. boxes, lb. ....	0 16
<b>Prunes</b>	
Santa Clara ....	0 80-0 90-0 15
California, 40-50s ....	0 19
50-lb. boxes, 80-90s ....	0 14 1/2
90-100s ....	0 13
20-30s ....	0 25
30-40s ....	0 20
25-lb. cases, 50-60s ....	0 13
60-70s ....	0 16
70-80s ....	0 15
80-90s ....	0 14
90-100s ....	0 13
100-120s ....	0 10 1/2
Oregon, 30-40s ....	0 15 1/2
50-60s ....	0 17 1/2
60-70s ....	0 17 1/2
70-80s ....	0 16 1/2

**New York Spice Market Weaker**

**Montreal.**  
**SPICES.**—It cannot be said that there is a real activity of trade in this line. There are numerous orders from time to time of small proportions, and the trade is not inclined to stock heavily. At New York the markets are somewhat unsettled and some business has been done on a much reduced basis in some lines. On the other hand costs on most commodities at growing points are steadily maintained on a higher basis.

Allspice ....	0 30	0 32
Cassia (pure) ....	0 40	0 45
Cloves ....	0 75	0 77
Cream of tartar ....	0 95	1 00
Ginger ....	0 30	0 40
Ginger (Cochin or Jamaica) ....	0 30	0 30
Mace ....	0 30	1 00
Mixed spice ....	0 30	0 32
Nutmegs, whole ....	0 45	0 65
Do., ground ....	0 20	0 30
Pepper, black ....	0 45	0 45
Pepper, white ....	0 55	0 50
Pepper (Cayenne) ....	0 35	0 37
Pickling spice ....	0 35	0 37
Paprika ....	0 55	0 70
Turmeric ....	0 25	0 30
Tartaric acid, per lb. (crystals or powdered) ....	1 30	
Cardamom seed, per lb., bulk ....	2 00	
Carraway, Dutch, nominal ....	0 30	0 30
Cinnamon, China, lb. ....	0 30	
Cinnamon, per lb. ....	0 35	
Mustard seed, bulk ....	0 35	0 40
Celery seed, bulk (nominal) ....	0 55	0 30
Shredded cocconut, in pills ....	0 21	0 23
Pimento, whole ....	0 20	0 23

For spices packed in cartons add 3 1/2 cents a lb., and for spices packed in tin containers add 10 cents per lb.

**Honey is Held And Goes Well**

**Montreal.**  
**HONEY, MAPLE PRODUCTS.**—

There are no changes of price for honey, and, considering the ample supplies, this market has held particularly well and very steady. Sales, now that Lent is here, will be even better. There is very little to say regarding maple syrup and sugar, and supplies are not heavy. Quotations are unchanged.

**Maple Syrup**

10-lb. cans, 6 in case, per case.....	\$15 10
5-lb. cans, 12 in case, per case.....	17 10
2 1/2-lb. cans, 24 in case, per case.....	18 50
Maple Sugar (nominal) .....	0 28 0 30

**Honey, Clover**

Comb (fancy) .....	0 30
Comb (No. 1) .....	0 28
In tins, 60 lbs. ....	0 26
30-lb. pails .....	0 27
10-lb. pails .....	0 28
5-lb. pails .....	0 28
Honey—Buckwheat, tins or bbls. ....	0 23

**Steady But Quiet is Coffee Market**

**Montreal.**  
**COFFEE, COCOA.**—There is a steady demand for coffee in a general way, but the movement is pretty closely confined to present needs. The basis is fully maintained from a price standpoint and this is practically the same condition as prevails at New York. Cocoa selling is satisfactorily active and the basis remains without change.

**Coffee, Roasted**

Bogotas, lb. ....	0 38	0 41
Jamaica, lb. ....	0 32	0 35
Maraonibo, lb. ....	0 34	0 36 1/2
Mocha (types) ....	0 37	0 41
Mexican, lb. ....	0 37	0 39
Rio, lb. ....	0 30	0 32
Santos, Bourbon, lb. ....	0 35	0 37
Santos, lb. ....	0 34	0 36

**Cocoa**

Bulk cocoa, 200-lb. bbls. (lb.) ...	0 24
Do., 100-lb. bbls. (lb.) .....	0 25
Do., 50-lb. cans (lb.) .....	0 26

**Latest Advices Say High Teas**

**Montreal.**  
**TEAS.**—Several things serve to strengthen the contentions set forth from time to time that there will be a continued strong tea market. A large operator just reaching Japan has cabled that all indications for best Japans are toward firmness. In addition to this fact it is stated that considerable shipment of some poorer grade teas has been made to Europe, via New York, the amount going forward being placed at around 3,000,000 pounds within the past two weeks.

Pekoe, Souchongs, per lb. ....	0 45	0 47
Pekoes, per lb. ....	0 49	0 52
Orange Pekoes ....	0 53	0 55

**Japan Teas**

Choice .....	0 65	0 70
Early Picking .....	0 53	0 53

**Javas**

Pekoes .....	0 39	0 41
Orange Pekoes .....	0 44	0 47
Broken Orange Pekoes .....	0 41	0 43
Small lots .....	11 20	

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

**Barley is Down; Oatmeal Shaded**

**Montreal.**  
**CEREALS.**—While it cannot be said that the cereal markets are particularly active, there is a steady outgo of supplies in a limited way. Prices have been shaded somewhat on oatmeals, and the range is narrowed to \$4.75 to \$4.90. Rolled oats are unchanged. Pearl barley

has been reduced a full cent per pound in one quarter and the range here is now \$6 to \$6.50 per 100 pounds.

**Self-raising Flour**

3-lb. pkgs., doz. ....	2 35
5-lb. pkgs., doz. ....	5 50
Cornmeal, Gold Dust .....	5 00
Cornmeal .....	3 20
Barley, pearl .....	6 00
Barley, pot, 98 lbs. ....	4 00
Barley (roasted) .....	7 50
Buckwheat flour, 98 lbs. ....	6 75
(As to grade)	
Cornflour, white .....	4 50
Rice flour .....	8 75
Hominy grits, 98 lbs. ....	5 75
Hominy, pearl, 98 lbs. ....	4 75
Graham flour .....	5 50
Oatmeal (standard-granulated and fine) .....	4 75
Oatmeal (packages) fine cut....	5 70
Peas, Canadian, boiling, bush. ....	4 00
Split peas (per 98 lbs.) .....	6 00
Rolled oats, 90-lb. bags .....	4 30
Rolled oats (family pack.), case .....	5 00
Rolled oats (small size), case .....	2 00
Rolled wheat (100-lb. bbls.)....	7 10
Porridge Wheat—	
Packages, 36 in case .....	6 00
Packages, 20 in case (family pack.) .....	5 80
Rye flour (Can.), 98 lbs. ...	5 75
Tapioca flour, lb. ....	0 15

**Wheat Flours Slow; Little Promising**

**Montreal.**  
**WHEAT FLOURS.**—There is a continued dearth of large orders and the mills are not operating to capacity in any sense. The domestic needs are readily taken care of and export business does not seem to have opened up to any great extent.

**Wheat Flours**

Straight or mixed cars, 50,000 lbs. on track, per bbl. in (2) jute bags, 98 lbs. ....	11 00
Per bl., in (2) cotton bags, 98 lbs. ....	11 16
Small lots, per bbl. (2) jute bags, 98 lbs. ....	11 30

**Feeds Are Steady But Very Slow**

**Montreal.**  
**FEEDS.**—There is usually a fairly good demand at this season of the year for mill feeds but this cannot be reported at the present time. Prices are maintained on bran and shorts, and, in sympathy with the higher prices for barley and oats there is naturally a firming of special feeds. Gluten feeds, on the other hand, have declined \$3 to \$4 per ton.

**FEEDS**

<b>Shorts</b>	
Mixed cars .....	\$42 25
Straight cars .....	\$44 50
<b>Bran</b>	
Mixed cars .....	40 25
Straight cars .....	45 00
Crushed oats .....	54 00
Barley chop .....	47 00
Gluten Feed (22% Protein)—	
F.O.B. Cardinal .....	52 00
F.O.B. Fort William .....	48 00

**Hay is Steady; Oats; Barley Up**

**Montreal.**  
**HAY AND GRAIN.**—The demand from Government account is steadily good for best hay and prices are maintained. There is still an advancing grain market, oats and barley being marked up this week two to five cents per bushel.

**Hay, Straw, Grain (wholesale prices in car lots)**

Good No. 1, per 2,000-lb. ton ..	\$25 00
Do., No. 2 .....	24 00
Do., G. M. ....	23 00
Do., No. 3 .....	22 00



Straw	10 00
No. 2 C.W. (34 lbs.)	0 86
No. 3 C.W.	0 80
Extra feed	0 81
No. 1 feed	0 78
No. 2 feed	0 73
Barley—	
No. 3 Extra	1 09

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

**Fruit Market**

**Rather Quiet**

Montreal.

FRUITS.—There is very little this week in the way of change. Oranges and bananas are fairly steady and quite active, while apples are finding a ready sale in the smaller boxes and baskets, and prices on these are steadily high.

Apples—

Ben Davis	9 00
Baldwins	9 50
Baldwins, No. 1	10 00
Greenings	8 00 10 00
Spys	8 00 12 00
Russets	8 00 10 00
Kings, No. 1	8 00 10 00
Wagners	8 00
Apples (in boxes)	4 25
Winesaps (box)	4 75
Bananas (fancy large), bunch	5 00 6 00
Cranberries, bbl.	20 00 25 00
Do., gal.	1 00 1 25

Grapes—

Spanish Almeria, keg (heavy)	16 00
Do., (med.)	7 50 8 00
Grapefruit (fancy Porto Rico)	4 75 5 00
Lemons (fancy new Malagas)	6 00
Lemons (California)	5 25 5 50
Pears, Cal., eating, small box	4 00
Pears, California (110 size)	5 50
Oranges, Porto Rico	4 50 5 00
Oranges, Florida	5 00
Oranges, Calif. (200 size)	7 00 7 50
Oranges, Calif. (100-126)	7 00 7 50
Oranges (Mexican)	5 00

**Crate Tomatoes Down  
Two Dollars**

Montreal.

VEGETABLES.—There is but one change this week in the vegetable list, that of a reduction of \$2 to \$2.50 per crate for imported tomatoes. The potato situation is without material change from day to day, some expecting declines while others are of the opinion that there are many inferior potatoes in the market, which, if true, might firm the market for the better ones.

Beans, new string (American) basket	5 00
Beets, bag	0 75 1 00
Brussels sprouts, quarts	0 25
Cucumbers, Boston (doz.)	6 00
Cauliflower (imported), doz.	3 50
Cabbage, bbl.	1 50 1 75
Cabbage, doz.	1 00
Carrots, bag	1 00
Celery (Wash.), doz.	2 50
Horseshoe, lb.	0 20
Lettuce (curly), box (3-4 doz.)	3 00
Lettuce, Boston, box	4 00
Leeks	3 50
Mint	0 50
Mushrooms, lb.	1 25
Basket (about 3 lbs.)	3 00
Onions, Can., bag (75 lbs.)	1 50 2 00
No. 1 Yellow (75 lbs.)	1 50 1 75
No. 1 Red (75 lbs.), crate	1 50 1 75
Onions, Spring (Imported), doz.	0 40 0 50
Oyster Plant	1 00
Parsnips, bag	1 50
Parsley (Canadian)	0 75
Parsley (American)	2 00
Potatoes, Montreal new (90-lb. bag)	1 50
Potatoes (New Brunswick), bag	1 50 1 75
Potatoes (sweet), han. per	3 50
Romane	0 20
Spinach, box	1 00
Turnips, per bag, Montreal	1 50
Turnips, Quebec	1 75
Tomatoes (hothouse), lb.	0 40
Tomatoes, crates	8 00 8 50
Watereress (Can.)	0 50
Spinach, bbls.	4 00

No. 2 lithographed tins in cases of 2 dozen being quoted at \$6 per dozen, and 24 pound lithographed pails being quoted at 23c per pound.

**Molasses Shows  
Decline; Syrups**

Toronto.

MOLASSES, SYRUPS.—A decline amounting to 50c a case on the No. 2 tins has been made in the price of gingerbread molasses this week. The new prices which have been adopted on this grade are as follows: No. 2 tins, 2 dozen in case, \$3.50 per case; No. 3 tins, 2 dozen in case, \$4.70 per case; No. 5 tins, 1 dozen in case, \$3.75 per case; No. 10 tins, ½ dozen in case, \$3.60 per case. There have been no new developments in regard to corn or cane syrups. Business is just a little quiet and markets are holding steadily.

Corn Syrups—

Barrels, about 700 lbs., yellow, per lb.	\$0 06½
Half barrels, ¼c over bbls.; ¼ bbls., ¼c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	5 05
Cases, 5-lb. tins, white, 1 doz. in case	5 65
Cases, 10-lb. tins, white, ½ doz. in case	5 35
Cases, 2-lb. tins, yellow, 2 doz. in case	4 55
Cases, 5-lb. tins, yellow, 1 doz. in case	5 15
Cases, 10-lb. tins, yellow, ½ doz. in case	4 85

Cane Syrups—

Barrels and half barrels, lb.	0 08
Half barrels, ¼c over bbls.; ¼ bbls., ¼c over bbls.	
Cases, 2-lb. tins, 2 doz. in case	7 00

Molasses—

Fancy, Barbadoes, barrels	1 05 1 10
Choice Barbadoes, barrels	0 95 1 00
West India, bbls., gal.	0 44
West India, No. 10, kegs	6 60
West India, No. 5, kegs	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50
Tins, No. 3, baking grade, case of 2 doz.	4 70
Tins, No. 5, baking grade, case of 1 doz.	3 75
Tins, No. 10, baking grade, case of ½ doz.	3 60
West India, 1½s. 48s	6 95

**ONTARIO MARKETS**

TORONTO, March 12.—Lower prices have been named on molasses this week. A decline of 7c per pound in a couple of lines of tobacco has also been made. The cereal market maintains a fairly steady basis. Apples are becoming cleaned up fairly well with prices on available supplies ranging high. Oranges have soared higher, with grapefruit holding at firm levels. Onions have advanced sharply, and potatoes show a little firmer tone owing to export movement.

**Sugar Demand**

**Shows Improvement**

Toronto.

SUGAR.—The demand locally is becoming better, and in view of the harbor strike at New York and troubles with labor in Cuba, the outlook for supplies from that source has just an element of uncertainty. Locally the trade has not been affected as yet, supplies being ample and no disturbing factors yet apparent.

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

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

**Tobacco Shows**

**Decline of 7c**

Toronto.

TOBACCO, ETC.—W. C. Macdonald, Reg'd., Montreal, announced on March 7, and effective that day, a reduction of 7c per pound on their brand of "Crown" chewing tobacco; also a reduction of 3c per pound on "Index" smoking tobacco. American steel wool, cleaner and polisher is being offered to the trade, the No. O, packed twelve 15c packages in display carton, being quoted at \$1.20 per dozen packages. Pure cider vinegar XXX is quoted at 40c, and XX Extra at 37c per gallon. Bowes' peanut butter is lower, 1 pound lithographed tins in cases of 3 dozen being quoted at \$3.50 per dozen;

**Canned Goods**

**Holding Steadily**

Toronto.

CANNED GOODS.—A fairly steady market is shown in canned goods with some very good sales reported. Stocks are good but export movement is gradually bringing supplies available to a much better basis. Prices show little variation.

Salmon—

Sockeye, 1s. doz.	4 00 4 50
Sockeye, ½s. doz.	2 40 2 50
Alaska reds, 1s. doz.	3 75 3 85
Chums, 1-lb. talls	2 35 2 60
Do., ½s. doz.	1 35 1 45
Pinks, 1-lb. talls	2 25 2 60
Do., ½s. doz.	1 35 1 50
Cohoos, ½-lb. tins	1 35 1 90
Cohoos, 1-lb. tins	3 45 3 75
Red Springs, 1-lb. talls	3 65 3 95
White Springs, 1s. dozen	2 30 2 35
Lobsters, ½-lb. doz.	3 75
Whale Steak, 1s flat, doz.	1 75 1 90
Pilehards, 1-lb. talls, doz.	1 90 2 15
Canned Vegetables—	
Beets, 2s.	1 90 2 30
Tomatoes, 2½s	1 75

Peas, standard	1 50	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.		2 35
Pumpkins, 2½s	0 90	1 00
Spinach, 2s, doz.		1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.		10 00
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Peaches, 2s		2 87½
Pears, 2s	2 35	2 87½
Plums, Lombard, 2s	1 97½	2 23½
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each		0 98
Gooseberry, 4s, each		0 84
Peach, 4s, each		0 82
Red currants, 16 oz., doz.		3 45
Raspberries, 16 oz., doz.	3 90	4 25
Do., 4s, each		0 98
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each		1 08

**Citron Peel Lower; Dried Fruits Scarce**

Toronto. DRIED FRUITS.—A lower price has been named on Wagstaffe's citron peel this week in some quarters, 47c per pound being the figure quoted in 12 pound boxes. Apricots are firmer at the coast and indications seem to point to a high market in all dried fruit lines with available supplies small.

Apples, evaporated, Ontario	0 16½	0 17
Apricots, unpeeled		0 16½
Do., fancy, 25s		0 30
Do., choice, 25s	0 23	0 27
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	0 38	0 43½
Orange		0 45½
Citron	0 47	
Currants—		
Grecian, per lb.	0 26	0 28
Australians, resealed, lb.		0 30
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case		7 00
Dromedary dates, 3 doz. in case		8 00
Figs—		
Taps, lb.		
Malaga, lb.		
Comadre figs, mats, lb.	0 18	0 14
Cal., 4 oz. pkgs., 70s, case		5 00
Cal., 8 oz., 20s, case		3 25
Cal., 10 oz., 12s, case		2 25
Prunes—		
30-40s, per lb.	0 18	0 19
40-50s, per lb.		0 18
50-60s, per lb.	0 16½	0 17
60-70s, per lb.	0 16	0 16
70-80s, per lb.	0 14½	0 14½
80-90s, per lb.	0 18½	0 14½
90-100s, per lb.	0 11½	0 12½
100-120s, per lb.	0 09½	0 10½
Peaches—		
Standard, 25-lb. box, peeled	0 24	0 25
Choice, 25-lb. box, peeled	0 25	0 25
Fancy, 25-lb. boxes		0 23½
Practically peeled, 25-lb. boxes		0 26
Extra choice, 25-lb. box, peeled		0 26
Raisins—		
California bleached, lb.	0 17	0 18
Extra fancy sulphur bleached, 25s		0 17
Seedless, 15 oz. packets	0 14½	0 14½
Seeded, fancy, 1-lb. packets	0 15½	0 16
Seeded, 15 oz. packets	0 13	0 15
Seedless, Thompson's, 25s	0 14	0 16
Seedless, 16-oz. packets	0 14½	0 15
Do., Bakers, Thompsons	0 16	0 17½
Do., Bakers, Thompsons, 50s	0 15	0 16
1 Crown Muscatels, 25s		0 13

**Tea Situation Showing Improvement**

Toronto. TEAS.—The outlook is better, dealers reporting a greater buying interest ap-

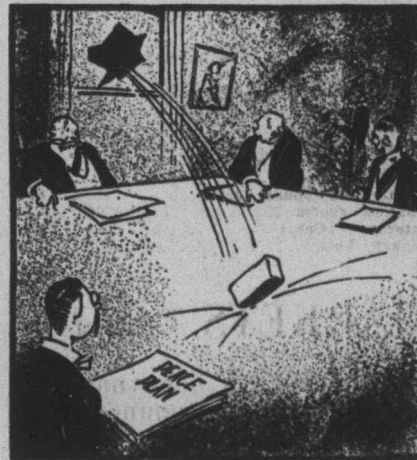
parent and situation shows steady improvement. The market rules with a firm undertone.

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

**Higher Coffee Prices Coming**

Toronto. COFFEE.—Higher coffee prices seem just about due. Present stocks are pretty well cleaned up and new arrivals will be invoiced at figures which will mean advances locally of pretty close to 4c per pound. There is a very good movement of coffee and the situation is quite satisfactory.

Java, Private Estate	0 45	0 45
Java, Old Government, lb.	0 38	0 40
Bogotas, lb.	0 37	0 38



—Tuthill in St. Louis "Star"  
The delegate from Ireland sends in his card.

Guatemala, lb.	0 38	0 37
Maracaibo, lb.	0 34	0 35
Mexican, lb.	0 35	0 39
Jamaica, lb.	0 33	0 34
Blue Mountain Jamaica		0 48
Mocha, lb.	0 38	0 39
Mocha, Arabian, lb.		0 40
Rio, lb.	0 27	0 32
Santos, lb.	0 32	0 33
Santos, Bourbon, lb.	0 34	0 36
Ceylon, Plantation, lb.	0 38	0 39
Chicory, lb.	0 30	0 33
Cocos—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 20	0 24

**Marking Time Attitude in Spices**

Toronto. SPICES.—The attitude in spices seems to be one of marking time. The demand is showing improvement and outlook generally is satisfactory.

Allspice	0 18	0 25
Cassa	0 33	0 45
Cinnamon	0 45	0 50
Cayenne	0 30	0 35
Cloves	0 65	0 80
Ginger	0 50	0 45
Herbs—sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 25	0 40

Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 42	0 44
Peppers, white	0 49	0 53
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s		0 55
Do., 64s		0 60
Mustard seed, whole	0 40	0 45
Celery seed, whole		0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 70	0 75
Tumeric		0 30
Cream of Tartar—		
French, pure	0 90	1 00
American high test		
2-oz. packages, doz.		2 00
4-oz. packages, doz.		3 50
8 oz. tins, doz.		6 75

**Nut Markets Maintain Strength**

Toronto. NUTS.—The markets generally are strong and as they apply to walnuts supplies are considered small. New Brazils should be available at an early date and prices will be lower. Filberts are strongly held.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.		0 95
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 28	0 30
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 18	0 20
Pecans, lb.		0 30
Cocoanuts, Jamaica, sack		7 50
Peanuts, Jumbo, roasted	0 19	0 20
Brazil nuts, lb.	0 30	0 32
Shelled—		
Almonds, lb.	0 45	0 50
Filberts, lb.	0 39	0 45
Walnuts, lb.	0 78	0 80
Peanuts, Spanish, lb.	0 16	0 17
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.		0 85

**Japan Rices Hard to Get**

Toronto. RICES.—Stocks of Japan rices seem to be getting pretty well cleaned up with opportunity of replacement none too good. Prices generally seem fairly steady.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.		12 50
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 00
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.		9 00
Do., Simiu		11 00
Do., Mujin, No. 1		10 50
Do., Pakling		10 00
Tapioca, per lb.	0 13	0 14½
White Sago	0 13	0 14½

**Lima Beans Go Lower**

Toronto. BEANS.—Lima beans are being quoted at 12½c per pound, spot delivery, and 10c per pound for delivery in about six weeks time. The market on other grades shows little change and the demand as yet is small.

Ontario, 1-lb. to 2-lb. pickers, bu.	\$ 4 00
Do., hand-picked	4 50
Japanese Kotenashi, per bush	5 50
Rangoons, per bush	3 75
Limas, per pound	0 12½

**Little New in Package Goods**

Toronto. PACKAGE GOODS.—The situation generally in all lines of package goods is without change. Business is fairly good and prices unchanged.

PACKAGE GOODS

Rolled Oats, 20s round, case	\$5 60
Do., Do., 20s square, case	5 10
Do., Do., 36s, case	4 00
Do., Do., 18s, case	2 00
Corn Flakes, 36s, case	4 00
Shredded Wheat, 36s, regular, case	4 50
Porridge wheat, 36s, regular, case	6 00
Do., Do., 26s, family, case	5 30
Cooker Package Peas, 36s, case	4 35
Wheat Flakes, 24s	5 20
Cornstarch, No. 1, lb., cartons	0 11
Do., No. 2, lb. cartons	0 09 1/2
Laundry Starch, in 1-lb. cartons	0 11 1/2
Do., Do., in 6-lb. tin canisters	0 12 1/2
Do., Do., in 6-lb. wood boxes	0 12 1/2
Potato Flour, in 1-lb. pkgs.	0 20

Honey Weak; Maple Syrup

**Toronto.**  
**HONEY, MAPLE SYRUP.**—The market on maple syrup remains weak and unchanged. Sales are small and stocks heavy. So far as can be learned, outlook for maple syrup is none too promising. Some has been offered at various points selling as high as \$3 per gallon.

<b>Honey—</b>	
Clover, 1/2-lb. tins	\$0 28
5-lb. tins	0 27
10-lb. tins	0 25
60-lb. tins	0 25
Buckwheat, 60-lb. tin, lb.	0 21
Comb. No. 1, fancy, doz.	3 75
Do., No. 2, doz.	3 00
<b>Maple Syrup—</b>	
No. 1, 10-lb. tins, 6 to case	
No. 2, 5-lb. tins, 12 to case	
No. 3, 2 1/2-lb. tins, 24 to case	
No. 3, 32-oz. bottles, 24 to case	
Gallon tins, Imperial, per gal.	
5-gallon tins, Imperial, per tin	
Barrels, 25 or 40 Imp. gals., gal.	

Apples Scarce; Oranges Move Up

**Toronto.**  
**FRUITS.**—Local apples are becoming pretty well cleaned up, and any boxed apples offered at the coast are higher than selling prices on stocks here. Prices on oranges are moving higher and offerings are running to large sizes. Indications are that crop of navels free from frost damage is none too large. Seedlings and sweets are not expected for another couple of weeks, with crop said to be short. No Valencias are looked for before the end of April. Grapefruit are coming principally from Cuba with some uncertainty manifest regarding deliveries owing to harbor strike at New York. Lemons are selling well with a steady market showing. Some pineapples are coming along by express but are not generally expected in volume for about a month. Reports state that Porto Rico pines may run a greater proportion to small sizes than last year. Range of prices locally follow:

<b>Apples—</b>	
Do., Rome Beauty, box	3 50
Do., Winesaps, box	4 25
Do., Spys, box	3 50
Do., in Barrels, No. 1	10 00
Do., Spys, No. 2	9 00
Bananas, per lb.	0 07 1/2
<b>Grapes—</b>	
Do., Malagas, bbl.	13 00
<b>Grapefruit—</b>	
Florida, 46s	4 75
Do., 54s	5 00
Do., 64s	5 50
Do., 70s	6 00
Do., 86s, 96s	6 50
Do., 126s	6 00
Cuban, 54s	4 50
Do., 64s	5 00
Do., 70s, 80s	5 50

<b>Oranges—</b>	
California navels, 100s	5 50
Do., 126s	6 00
Do., 150s	6 25
Do., 176s	6 50
Do., 200s, 216s, 250s	6 50
Do., 288s	7 00
Lemons, Cal., 390s, case	6 50
Pears, Cal.	5 00
Pineapples, 24s, 30s, case	8 00
Strawberries, box	1 00

Cabbage Scarce, High; Onions Up

**Toronto.**  
**VEGETABLES.**—Cabbage is reported as rather scarce with prices tending upward; all imported lines are very high. Onions show a further advance, there having been quite a movement to United States points, though this trade seems temporarily satisfied. There has been some buying of potatoes for United States markets and this is tending to firm markets here.

Beets, bag	0 65
Cabbage, Can., bbl.	\$1 75
Do., Cal., 80-lb. crates	4 50
Carrots, bag	0 65
Cauliflower, Cal., case	4 50
Do., Do., pony crate	2 50
<b>Celery—</b>	
Do., Cal., 6 to 10 doz.	13 50
Cucumbers, doz.	4 00
Endives, dozen	0 85
Lettuce, head, Cal., 5 doz. boxes	6 00
Do., Do., Florida, large hampers	7 00
Do., leaf, dozen	0 30
Onions, Can., Yellow, 75-lb. bag	2 75
Do., Do., 100-lb. bag	4 00
Do., green Shalots, doz.	1 00
Parsnips, jumbo bunches, doz.	0 65
Parsnips, bag	0 65
Potatoes, sweet kiln dried, hamper	3 50
Potatoes, Ontario, bag	1 25
Do., N.B., Delaware, bag	1 75
Spinach, Louisiana, bush. hamper	3 00
Tomatoes, Florida, 6 baskets to case, case	7 50
Turnips, bag	0 65

Flour Situation Clouding Up

**Toronto.**  
**FLOUR.**—Export business in volume is still lacking and the situation is be-

coming clouded up again. The mills report stocks as very heavy and in its present condition outlook is not promising.

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

Mill Feeds Fairly Active

**Toronto.**  
**MILL FEEDS.**—A very fair amount of activity continues to manifest itself in mill feeds with prices holding at unchanged levels.

Bran, per ton	In carlots, track \$40 25
Shorts, per ton	\$42 00

Cereals Hold in Steady Position

**Toronto.**  
**CEREALS.**—A somewhat steadier tone to the market in cereals is shown though rolled oats are being quoted at a wide range of prices. Corn cereals are slightly firmer, the grain, though fluctuating, generally tending upward. Range of quotations to-day follows:

	<b>Single Bag Lots</b>	<b>F.o.b. Toronto</b>
Barley, pearl, 98s	\$6 00	\$6 25
Barley, pot, 98s	4 50	4 75
Barley Flour, 98s		4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s		4 25
Do., fancy yellow, 98s		3 75
Corn flour, white, 98s		4 50
Do., Government standard, 98s		4 25
Hominy grits, 98s		4 50
Hominy, pearl, 98s		4 25
Oatmeal, 98s	4 45	4 55
Oat Flour		4 50
Rolled Oats, 90s	4 00	4 10
Rolled wheat, 100-lb. bbl.	6 50	7 00
Rice Flour, per 100 lbs.		8 00
Rye Flour, 98s	6 50	7 25
Peas, split, 98s		5 50
Blue peas, lb.		0 10
Linseed Meal, 98s		6 75

Above prices give range of quotations to the retail trade.

WINNIPEG MARKETS

**W**INNipeg, March 12.—The sugar situation shows little change, with demand as yet comparatively small. The canned goods situation is causing some speculation, and some factors look for a marked scarcity to develop before new pack goods are available. The bean market continues weak, whereas rice shows signs of strengthening.

Sugar Shows No Signs Weakness

**Winnipeg.**  
**SUGAR.**—The representative of one of the leading sugar refineries in Canada speaking on the sugar situation this week, stated that the market was very quiet indeed. The trade generally were expecting a slump, and for that reason there was very little buying. Personally, he did not see how there could possibly be a decline before July, unless there was a marked drop in wages and in freight rates, which was unlikely. He pointed out that refiners had purchased their raws for a year ahead, so that there could not be any decline from that source. In view of this fact, he expected

the demand for sugar to be quiet until well on in the year.

<b>GRANULATED—</b>	<b>Per 100 lbs.</b>
Best, in barrels	\$11 00
Best, in 100-lb. bags	10 95
Best, in 50-lb. bags	11 05
Best, in bales of 5x20-lb. bags	11 20
Best, in bales, 10x10-lb. bags	11 35
Best, 5-lb. packages, 20 in case	11 40
Best, 2-lb. packages, 50 in case	11 50
<b>Light Yellow—</b>	
In barrels	10 50
In 100-lb. bags	10 45
In 50-lb. bags	10 55
<b>Lump Sugar—</b>	
Hard, 100-lb. cases	11 90
Hard, 25-lb. boxes	12 15
Tea Cubes, 25-lb. boxes	11 90
Tea Cubes, 100-lb. boxes	11 60

Market on Starch, Syrup Holds

**Winnipeg.**  
**STARCH AND SYRUP.**—This market

is weak at recent declines, whereas the corn market is tending upwards and experiencing a heavy demand. No further declines is expected immediately.

**Canned Goods to be Scarce?**

**Winnipeg.**  
**CANNED GOODS.**—There is a heavy overseas demand for all lines of canned fruits. Evaporated apples in gallon cans are steadily advancing, and considerably higher prices are looked for.

One of the largest handlers of canned goods made some interesting observations on the situation this week to a representative of CANADIAN GROCER. He is firmly of the opinion that there is going to be a scarcity of canned goods about July and August. He states that the export demand is tremendous. Shippers may not be actually exporting canned goods in large quantities, yet they are purchasing supplies ready to ship as soon as tonnage is available. This broker states that he was told by canners that the trade in Western Canada (who are the big buyers of canned goods), did not purchase enough, and that they were certain that between the time when their last year's purchases are exhausted and the new pack arrives, that they will be up against it. He stated that the market was advancing on all lines slightly. For instance, Standard peas opened at a certain price last year, then dropped, but they have since been advancing. By July, he stated that there would be a scramble for canned goods, and that the brisk demand would be reflected in all lines of goods.

**Maintained Prices For Jams Likely**

**Winnipeg.**  
**JAM.**—Manufacturers are being handicapped in filling orders for pure jams, and the present high level is expected to be maintained for some time. The jam market is very firm with blended varieties coming into favor.

**Dried Fruits Rule Very Firm**

**Winnipeg.**  
**DRIED FRUITS.**—This market is very firm, and jobbers think there is no possibility of a decline. Prunes are likely to reach higher levels before long. A great scarcity of dried fruits is expected before the new crop comes in; large sized prunes are particularly scarce. Some poor quality prunes, damaged by rain, are being offered; also some shipments of damaged raisins. Dealers are advised to buy only guaranteed stock in these lines of dried fruits.

<b>Prunes—</b>	
40-50s, 25-lb. boxes, per lb.	0 18½
50-60s, 25-lb. boxes, per lb.	0 16½
60-70s, 25-lb. boxes, per lb.	0 15½
70-80s, 10-lb. boxes, per lb.	0 16
80-90s, 25-lb. boxes, per lb.	0 14½
70-80s, 25-lb. boxes, per lb.	0 15½
<b>Pears, choice, 10-lb. boxes, faced,</b>	
lb.	0 20
Evaporated Apples, Ontario, 50s	0 17
Peaches, choice, 25-lb. boxes	0 21
Apricots, choice, 25-lb. boxes	0 25
Do., standard, 25-lb. boxes	0 22

<b>Raisins—</b>	
<b>Muscadels—</b>	
1 Crown, 25-lb. boxes	0 12½
Seeded—Bulk, 25-lb. boxes	0 12½

**Teas Show Firmer Tendency**

**Winnipeg.**  
**TEAS.**—The predicted removal of import restrictions on teas by the British authorities has already had the effect of firming the local tea market and an advance on bulk teas is expected. These restrictions will be removed by April. As result of this situation, Java teas on the New York market have advanced from 5c to 7c a lb., and further advances are expected. This will undoubtedly affect the local market, as spot stocks are small and London uses large quantities of Broken Pekoe and Broken Orange Pekoe teas, which are largely sold in Canada.

<b>TEAS</b>	
<b>Black, Bulk—</b>	
Broken Pekoe, No. 15, chests, lb	0 46
Do., Orange Pekoe, No. 19, chests, lb.	0 48
Less than chests, one cent per pound more.	
Choice broken Pekoe, No. 10, black, 30 x 3-lb. wooden boxes, lb.	0 50

**Strong Tone to Coffee Markets**

**Winnipeg.**  
**COFFEE.**—This market shows considerable strength, largely as result of the placing of heavy foreign orders. No decline is looked for.

**Beans Show Further Weakness**

**Winnipeg.**  
**BEANS.**—This market shows a weakening, and a decline is expected shortly. Fancy Kotenashi beans are steady at \$4.95 per bushel, but some offerings of the Canadian hand-picked variety are expected on this market within the next two weeks, and prices on these will be about \$4.25 per bushel.

Manchurian (hand-picked) 100 lb. bag, \$8.25.

This weakening of the bean market may be attributed to some extent to the announcement that Great Britain has a supply of beans sufficient to last three years, and that Canada cannot look to this market as an outlet for her large crop of beans.

**Best Grades Rice Firmer**

**Winnipeg.**  
**RICE.**—Fancy Carolina rice, which has been off this market for some months, is expected to be received in some quantity within the next few weeks. The price is expected to be about 12½c per pound. Grain rice is very firm at present. There is a good demand for higher grades of rice, and some dealers expect an advance.

<b>Rice—</b>	
Extra fancy, Japan, 100-lb. bags	0 13½
Fancy Japan, 100-lb. bags	0 12½

Siam, 100-lb. bags	0 08½
Tapioca, lb.	0 12½
Sago, lb., in sacks	0 10½
Less quantities	0 10½

**Apples Higher; Oranges Strong**

**Winnipeg.**  
**FRUITS.**—Apples are scarce on the local fruit market and prices have advanced. Oranges are very firm at \$6.50 to \$7.50 and an advance is expected. Lemons remain stationary at \$7.00 per box. No new lines have been received as yet. Some small shipments of Florida strawberries are coming in and are quoted at 85c a quart. There are no more B. C. Spies to be had and it is expected that available supplies of Ontarios will soon be cleaned up. While there are a few Cuban pineapples of poor quality on the market at present, it is not expected that a trade in the fruit will commence until the end of this month, when better quality fruit comes in.

<b>Fruits—</b>	
Oranges	6 50 7 50
Lemons, Cal.	7 00
Bananas, lb.	0 09
Grapefruit, case	6 50 7 50
Oranges (marmalade)	6 50 6 00
Strawberries, Florida, quart	0 85
Japanese bitter oranges	5 50
<b>Apples—</b>	
No. 1, bbl.	9 00
No. 3, bbl.	7 50
Boxes	4 00 4 50

**Vegetables Coming Along Freely**

**Winnipeg.**  
**VEGETABLES.**—Supplies are coming in fairly well and vegetables are in good condition. Some large shipments of celery, lettuce, cauliflower and cabbage have arrived this week. Some small shipments of tomatoes have come in from Florida by express and dealers' expect carloads will be coming within the next two weeks. Prices are expected to be about \$16.00 a case. Onions have shown a small advance. California new cabbage is being quoted at 6c a lb., though Manitoba cabbage at 3c a lb. is receiving best sale. Some shipments of hothouse cucumbers, grown in Illinois, are also coming in. Price advances are few, and the general tendency of the vegetable market is to decline.

<b>Vegetables—</b>	
Cucumbers, doz.	4 50 5 50
Cabbage, Cal., new	0 06
Cabbage, lb., local	0 03
Beets, with heads on, hampers	4 00
Carrots, with heads, hampers	4 00
Head Lettuce, per doz.	3 50
Turnips, cwt.	2 00
Onions, silvers and yellows, lb.	0 05
Radishes, doz.	0 30
Parsley, imported, doz.	0 90
Tomatoes, Florida, case	16 00
Celery, lb.	0 16
Cauliflower, doz.	2 75
Potatoes, 10-20 bush. lots, bush.	0 90

**Cereals Easy; Feeds Scarce, High**

**Winnipeg.**  
**FLOUR, FEEDS, CEREALS.**—There is still an easy feeling in this market, though prices remain steady. Domestic business on these lines is quiet at the present time. Feed remains scarce and high in price.

# WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

## British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., March 12.—Onions are scarce and going up to-day, Okanagan \$6; California \$8 per sack. California rice on market \$226 per ton. Fishermen's strike still on, and fresh fish supply is insufficient for local demand; chilled fish are quoted the same as last week. Best Saskatchewan and Alberta and New Zealand butter are all quoted at 54c. No. 2 China rice \$140 per forty mats. An increase on corn products is anticipated. Coffee up 3c all round.

### BRITISH COLUMBIA:

Sugar, granulated	.....	\$10 05
Do., yellow	.....	9 40
Do., icing	.....	10 45
Rolled oats, 80s, each	.....	4 40
Flour, Govt. standard, 24s	.....	11 20
49s	.....	11 00
98s	.....	10 80
Cornflour, 98s, per bbl.	.....	13 50
Cornmeal, 98s	.....	11 50
Barley, pot, 98s	.....	0 05 1/2
Do., pearl	.....	0 06 1/2
Beans, lima, Manchurian, 100s	.....	0 13 1/2
Do., lima, California	.....	0 18
Do., white, 100s	.....	0 08
Do., Kotenashi, 100s	.....	0 08
Rice, Siam, No. 1, per ton	.....	160 00
Do., Do., No. 2, per ton	.....	160 00
Do., China, No. 1, per 40 mats	.....	140 00
Do., Do., No. 2, per 40 mats	.....	140 00
Do., California	.....	226 00
Tapioca, 140s	.....	0 10 3/4
Sago, 140s	.....	0 10 1/2
Canned tomatoes, 2 1/2s, doz.	.....	2 00
Do., peas, stand., 2s, doz.	.....	1 75
Do., early June, 2s, doz.	.....	1 90
Do., corn, 2s, doz.	.....	2 45
Do., beans, green, doz.	.....	2 25
Do., Do., yellow	.....	2 25
Do., raspberries, 2s, doz.	.....	4 10
Do., strawberries, 2s, doz.	.....	4 25
Do., peaches, 2 1/2s, doz.	.....	3 75
Do., plums, 2s, doz.	.....	2 10
Do., pineapple, 2s, doz.	.....	3 25
Do., pumpkin, 2 1/2s, doz.	.....	1 40
Do., salmon, sockeye, 1s, tall, per case	.....	17 50
Do., cohoes	.....	14 00
Do., pinks	.....	10 00
Do., chums	.....	9 50
Do., pilchards	.....	8 25
Dried Fruits—		
Choice peaches, 25s	.....	0 25
Do., apricots	.....	0 22
Do., apples	.....	0 19
Do., prunes, 70-80, 56s	.....	0 17 1/2
Oranges, run, per case	.....	5 00
Lemons, per case	.....	5 00
Grapefruit, per case	.....	4 25
California	.....	3 75
Bananas, lb.	.....	0 09
Apples—Yellow Newtons, per box	.....	4 70
Do., Winesaps, per box	.....	4 00
PRODUCE		
Dressed hogs	.....	0 18 0 20
Breakfast bacon, medium	.....	0 44 0 47 1/2
Hams, medium	.....	0 34 0 38
Pure lard, tierce basis	.....	0 32 0 32
Do., compound	.....	0 25 0 25
Butter, New Zealand prints	.....	0 54 0 54
Do., Alberta Cr., prints	.....	0 54 0 54
Margarine, prints	.....	0 34 0 34
Eggs, fresh	.....	.....
Do., storage	.....	.....
Cheese, large	.....	0 31 0 31
Do., twins	.....	0 31 1/2 0 31 1/2
Potatoes, Lillooet, per ton	.....	36 00 36 00
Fish—		
Frozen Halibut, per lb.	.....	0 15 0 17
Salmon, Qualla, per lb.	.....	0 10 0 10

Salmon, Cohoe, per lb.	.....	0 16
Salmon, Spring, per lb.	.....	0 17

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., March 12.—Rolled oats are down 15c. Local new laid eggs here gradually dropped to \$15.50. No. 1 white B.C. beans quoted at \$7 to \$7.50. A shipment of rice grown in California from Japanese seed is expected soon; it is a very nice sample and is quoted about 12c per pound. No. 1 creamery butter is very scarce. Bovril in all sizes has now arrived. Imported mustards are again higher. Olive prices are getting stiffer. Ontario cheese 31c. Peaches, choice evaporated, 18 1/2c to 22c. Local potatoes 32c to 34c. Oranges, navels, \$5.50 to \$7.

Beans, B.C.	.....	7 00	7 50
Flour, 98s, per bbl.	.....	.....	10 50
Rolled oats, 80s	.....	3 65	3 75
Rice, Siam, cwt.	.....	8 30	9 50
Rice, China mat., No. 1	.....	.....	4 80
Do., No. 2	.....	.....	4 10
Tapioca, lb.	.....	0 10 1/2	0 12 1/2
Sago, lb.	.....	0 11	0 12 1/2
Sugar, pure cane, granulated, cwt.	.....	.....	11 02
Cheese, No. 1, Ontario, large	.....	.....	0 31
Butter, creamery, lb.	.....	.....	0 50
Do., dairy, lb.	.....	0 35	0 40
Lard, pure, 3s, per case	.....	.....	18 30
Eggs, new-laid, local	.....	.....	15 50
Tomatoes, 2 1/2s, stand. case	.....	3 60	4 25
Corn, 2s, case	.....	4 80	5 00
Peas, 2s, standard case	.....	3 40	3 50
Apples, gal., Ontario, case	.....	2 60	3 00
Strawberries, 2s, Ontario, case	.....	8 10	8 75
Raspberries, 2s, Ontario, case	.....	8 40	8 75
Cherries, 2s, red, pitted	.....	.....	6 40
Apples, evaporated, 50s, lb.	.....	.....	0 18
25s, lb.	.....	0 18	0 18 1/2
Apricots, evaporated, lb.	.....	0 26	0 29
Peaches, evaporated, lb.	.....	0 18 1/2	0 22
Salmon, pink, tall, case	.....	9 00	10 25
Salmon, Sockeye, tall, case	.....	16 50	16 75
Do., halves	.....	18 50	19 00
Potatoes, per ton	.....	32 00	34 00
Oranges, navels	.....	5 50	7 00
Lemons, case	.....	6 00	6 50
Grapefruit	.....	7 25	7 75

## Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., March 12.—There have been few changes noticed in this market during the past week. Egg receipts are increasing and there is a considerable supply of fresh poultry on the market. Some fruits show tendency toward advance. Markets quiet, but business picking up.

Beans, small white Japans, bu.	.....	5 40
Beans, Lima, per lb.	.....	0 12 1/2
Flour, standard, 98s	.....	5 45
Rolled oats, boils	.....	3 65
Rice, Siam, cwt.	.....	8 40
Sago, lb.	.....	0 12
Tapioca, lb.	.....	0 13
Sugar, pure cane, gran., cwt.	.....	10 90
Cheese, No. 1 Ontario, large	.....	0 30

Butter, creamery	.....	0 42
Lard, pure, 3s, per case	.....	18 75
Bacon, lb.	.....	0 47
Eggs, new-laid	.....	0 52
Eggs, storage	.....	0 65
Tomatoes, 3s, standard case	.....	4 25
Corn, 2s, standard case	.....	4 85
Peas, 2s, standard case	.....	3 45
Apples, gal., Ontario	.....	2 85
Apples, evaporated, per lb.	.....	0 18 1/2
Strawberries, 2s, Ont., case	.....	8 50
Raspberries, 2s, Ont., case	.....	8 70
Peaches, 2s, Ontario, case	.....	5 50
Plums, 2s, case	.....	4 00
Salmon, finest Sockeye, tall, case	.....	.....
Salmon, pink, tall, case	.....	10 25
Pork, American clear, per bbl.	.....	41 00
Onions, ton	.....	59 00
Potatoes, bushel	.....	1 15
Apples, Washington, box	.....	2 90
Grapefruit	.....	7 50
California oranges	.....	6 50
Pineapples	.....	6 75
Lemons	.....	8 00

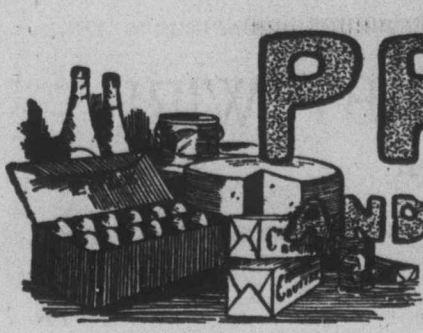
## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 12.—With the exception of sharp advances in the better grades of pork, the general tendency this week is downward. Changes include cornmeal gran. \$6 to \$6.10; ordinary \$3.20 to \$3.25. There is no New Brunswick cheese left in the market. Ontario twins are selling 30c to 30 1/2c. American pork 56c to 65c. Canned corn \$4.30. Evaporated apricots 19c to 20c. Onions are running short and are quoted \$2 to \$2.50. Grapefruit \$6.50 to \$7. There are very few Eastern apples left. Western box are selling at \$5.25.

### ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	.....	\$12 50
Cornmeal, gran., bags	.....	6 00 6 10
Cornmeal, ordinary, bags	.....	3 20 3 25
Rice, Siam, per 100	.....	9 00 9 10
Molasses	.....	0 90 0 95
Sugar—		
Standard, granulated	.....	10 25 10 30
No. 1, yellow	.....	9 75 9 80
Cheese, Ont., twins	.....	0 30 0 30 1/2
Eggs, fresh, doz.	.....	0 50
Eggs case	.....	0 46 0 47
Breakfast bacon	.....	0 30 0 35
Butter, creamery, per lb.	.....	0 52 0 54
Butter, dairy, per lb.	.....	0 47 0 50
Butter, tub	.....	0 42 0 46
Margarine	.....	0 33 0 35
Lard, pure, lb.	.....	0 30 0 30 1/2
Lard, compound	.....	0 27 0 27 1/2
American clear pork	.....	56 00 65 00
Beef, corned, 1s	.....	4 90
Tomatoes, 3s, standard, case	.....	4 00
Raspberries, 2s, Ont., case	.....	8 80
Peaches, 2s, standard case	.....	6 00
Corn, 2s, standard case	.....	4 30
Peas, standard case	.....	2 90
Apples, gal., N.B., doz.	.....	4 00
Strawberries, 2s, Ont., case	.....	8 20
Salmon, Red, spring, cases	.....	.....
Pinks	.....	11 00 11 50
Cohoos	.....	14 50 15 00
Chums	.....	8 50
Evaporated apples, per lb.	.....	0 16 1/2 0 17
Peaches, per lb.	.....	.....
Apricots, per lb.	.....	0 19 0 20
Potatoes—		
Natives, per bbl.	.....	3 25
Onions, Can., 75-lb. bags	.....	2 00 2 50
Lemons, Cal.	.....	6 50 7 00
Oranges, Cal., case	.....	6 50 7 50
Grapefruit, case	.....	6 50 7 00
Bananas, per lb.	.....	0 09 0 10
Apples, box	.....	5 25



# PRODUCE

# PROVISIONS

## Storage Stocks of Provisions

Cost of Living Department Issues Statement of Stocks of Provisions in Storage, Showing Material Increase in Holdings in Some Lines

**T**HE cost of Living Department in its report of stocks in storage shows a satisfactory state of affairs.

The market is not oversupplied with eggs and the butter situation is also satisfactory, beef and lamb quantities are decreasing and cheese stocks have diminished to less than one-half of last year's stock, but pork quantities are increasing and are over 38 per cent. greater than last year, according to statements in the report of the Cost of Living Commissioner to the Department of Labor on the cold storage situation for February.

Beef stocks, though declining, are still 44 per cent. greater than a year ago, and mutton and lamb have decreased by about 10 per cent. from last month, but are still 105 per cent. above last year. Chickens and poultry, though they have dropped 21 and 8½ per cent. respectively from last month, are 109 per cent. more than last year. Fish stocks are nearly 50 per cent. greater than last year, according to the report.

Of the eggs put into storage last summer, there are only 414,637 dozen remaining at the first of the month. In addition, there were then 276,439 dozen eggs on hand, other than those in cold storage, and 1,354,204 pounds of bulk frozen eggs, used by confectioners and not directly consumed in the household. As the domestic consumption of eggs is about 3,500,000 dozen monthly, the market is not overstocked, but new supplies are now coming on the market.

### Butter Satisfactory

"The butter situation is also satisfactory, especially in view of the abnormal demands for overseas shipment last fall. We have 8,400,060 pounds creamery butter, which is 29 per cent. less than last month, and 698,703 pounds dairy butter, which is only about half of the stock of last month. Comparing these quantities with the most reliable figures for domestic consumption, we see no cause for alarm in either direction.

"The oleomargarine stocks have fallen off by 21 per cent. to 597,607 pounds,

which is only about half a month's supply.

"Cheese stocks have decreased by 25 per cent. to 3,485,316 pounds, which is less than one-half of last year's stock.

"Pork stocks in general are greater than last month and 38.7 per cent. greater than last year. Comparing with last month, frozen pork has increased 27.77 per cent., unfrozen fresh pork has decreased .78 per cent., dry salted has increased 129.16 per cent., sweet pickled decreased 13.46 per cent., and pork in process of cure has increased 18.46 per cent. The quantities are: Frozen, 5,787,619 pounds; not frozen, 2,560,810 pounds; dry salted, 7,599,641 pounds; sweet pickled, 9,739,619 pounds; in process of cure, 18,482,655 pounds. The best consumption figures available show consumption through wholesale channels to be 6,152,000 pounds of cured pork and 3,875,973 pounds of fresh pork a month.

### Beef Stocks Show Slight Decline

Beef stocks have declined somewhat, but are still 44 per cent. more than a year ago. We have 48,120,834 pounds of frozen beef, 3,220,746 pounds not frozen, 338,551 pounds of cured, and 597,992 pounds in process of cure, making a total of 52,378,123 pounds. Wholesale consumption figures at hand show a monthly domestic demand of over 15,000,000 pounds of fresh beef and 1,250,000 pounds of cured beef.

Mutton and lamb stocks have declined by about 10 per cent. from last month, but are still 105 per cent. above last year. We find 8,137,668 pounds of frozen stock and 165,681 pounds of unfrozen, making a total of 8,303,349.

### Poultry Shows Heavy Increase

There are 2,534,691 pounds of chickens and 2,644,125 pounds of other poultry. This is 109 per cent. more than last year, but a decrease of 21 and 8½ per cent. respectively from last month.

Fish stocks are nearly 50 per cent. greater than last year, but the commercial stocks have declined 13 per cent. from last month. All kinds this month are 20,978,767 pounds, with 3,172,863 pounds for bait.

### A Comparative Statement

The following statement compares holdings of February 1, 1919, with February 1, 1918, taken from such limited lists of firms as the records of last year allow:

	1918	1919	Increase %
Butter	7,010,326	8,903,850	27.01
Cheese	7,539,793	3,335,779	...
Eggs	1,427,832	1,516,951	6.24
Pork	31,607,116	43,839,304	38.70
Beef	35,478,643	51,083,874	43.98
Mutton & lamb	3,969,897	8,150,948	105.31
Poultry	2,421,006	5,082,216	109.92
Fish	15,195,932	22,714,000	49.47

Cheese shows a decrease of 55.76 per cent.

### Stocks in Storage, Jan. 1, 1919

	In warehouse Jan. 1
Eggs	2,081,687
Creamery butter	8,385,101
Dairy butter	1,712,870
Cheese	4,220,488
Oleomargarine	778,883
Lard	4,114,432
Lard compound	2,514,661
Beef, cured	1,342,972
Beef, fresh	42,926,735
Pork, cured	30,472,980
Pork, fresh	5,792,181
Mutton and lamb	4,077,932
Poultry	4,369,070

### Stocks in Storage, Feb. 1, 1919

The amounts of food commodities in storage February 1, 1919, were:—

	Lbs. or doz.
<b>Butter—</b>	
Creamery	8,400,060
Dairy	698,703
Oleomargarine	597,607
Cheese	3,485,316
<b>Eggs—</b>	
In cold storage	414,637
Other than cold storage	276,439
Frozen	1,354,204
<b>Pork—</b>	
Frozen	5,787,619
Not frozen	2,560,810
Dry salted	7,599,641
Sweet pickled	9,739,619
In process of cure	18,482,655
<b>Total</b>	<b>44,170,344</b>
<b>Beef—</b>	
Frozen	48,120,834
Not frozen	3,220,746
Cured	338,551
In process of cure	597,992
<b>Total</b>	<b>52,378,123</b>
<b>Mutton and Lamb—</b>	
Frozen	8,137,668
Not frozen	165,681
<b>Total</b>	<b>8,303,349</b>
<b>Poultry—</b>	
Chickens	2,534,691
Other poultry	2,644,125
<b>Fish—</b>	
All kinds	20,978,767
For bait	3,172,863

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

**M**ONTREAL, March 11.—Following the announcement regarding the purchasing of large lots of bacon, etc., for the overseas market, there has been a firmer tone to the hog market and an advance of 50c per cwt. for abattoir hogs has been made. The prices for dressed and country dressed also are advanced. Cooked ham is up one cent and there is a fair demand for smoked ham.

The lard market is a firmer one and there is every indication of prices advancing more. Shortening is steadier but unchanged. Margarine is steady and up one cent in some quarters. Butter is firming and some are asking one cent more this week for finest creamery.

### Hogs Higher;

### Beef is Firm

Montreal.

**FRESH MEATS.**—In spite of the announcement regarding the buying of more pork products for export account, hogs are not affected materially but are 50c up over last week's price. It was expected that the market would firm more. In view of the fact that packers had large supplies on hand this big increase did not materialize. The beef market is firm but without change, excepting for a narrowing of the range on hind quarters of heifers and steers.

<b>Hogs, Dressed—</b>				
Abattoir killed, small	.....	\$25 00		
Sows	.....	22 00		
Hogs (country dressed)	.....	21 00	22 00	
Hogs, live	.....	18 50		
<b>Fresh Pork—</b>				
Leg of pork	.....	0 22		
Loins	.....	0 34	0 36	
Tenderloin, lb.	.....	0 42	0 44 1/2	
Spare ribs	.....	0 20		
Trimmed shoulders	.....	0 25	0 26	
<b>Fresh Beef—</b>				
(Steers and Heifers)			(Cows)	
\$0 24	\$0 30	Hind quarters	\$0 20	\$0 25
0 15	0 19	Front quarters	0 14	0 16
0 30	0 35	Loins	0 25	0 28
0 20	0 23	Ribs	0 20	0 26
0 15	0 17	Chucks	0 14	0 16
0 22	0 26	Hips	0 17	0 22
Calves (as to grade)	.....	0 26	0 27	
Lamb—fresh killed	.....	0 26	0 28	
Do., frozen	.....	0 26	0 27	
Sheep	.....	0 20		

### Hams Selling;

### Cured Meats Steady

Montreal.

**CURED MEATS.**—The market is steady and firm for these lines and there is little of a new nature to report. In accordance with a fairly firm undertone for fresh pork and like products there is a maintenance of prices without change. Hams are moving freely.

<b>Cured Meats—</b>			
<b>Hams—</b>			
Medium, smoked, per lb.—			
(Weights) 10-16 lbs.	.....	0 37	
16-20 lbs.	.....	0 36	
20-35 lbs.	.....	0 34	
<b>Bacon—</b>			
Plain	.....	0 43	0 44
Boneless, per lb.	.....	0 46	0 47
<b>Bacon—</b>			
Breakfast, per lb. (as to qual.)	.....	0 33	0 45
Roll, per lb.	.....	0 32 1/2	0 33 1/2
<b>Dry Salt Meats—</b>			
Long clear bacon, ton lots	.....	0 25	0 26

Long clear bacon, small lots	..	0 26	0 27
Fat backs, lb.	.....	0 30	
<b>Barrel Pork—</b>			
Canadian short cut (bbl.)	.....	50 00	52 00
Clear fat backs (bbl.) (40-50 pieces)	.....	60 00	61 00
Do. (30-40 pieces)	.....	53 00	54 00
Short cut clear pork (bbl.)	.....	42 00	44 00
Heavy mess pork (bbl.)	.....	42 00	45 00
Bean pork (bbl.)	.....	42 00	45 00

### Cooked Hams Hold; Trade is Fair

Montreal.

**COOKED MEATS.**—With a fair trade, cooked hams are slightly higher and the range given is 49 to 51 cents per pound. In a general way the cooked meat trade is, and has been, only fair.

<b>Cooked Meats—</b>			
Head cheese	.....	0 15	
Meat loaf with macaroni and cheese, lb.	.....	0 29	
Choice jellied ox tongue	.....	0 44	
Ham and tongue, lb.	.....	0 32	
Veal and tongue	.....	0 25	
Hams, roast	.....	0 50	
Hams, cooked	.....	0 50	0 51
Shoulders, roast	.....	0 44	0 48
Shoulders, boiled	.....	0 44	

### Lard More Active, Higher

Montreal.

**LARD.**—The market is a much improved one. Viewed in the light of its condition two or three weeks ago, it is not only firmer but there is an apparent shortage in different quarters. Prices are steadily firm and advances are contemplated in some quarters.

<b>Lard, Pure—</b>			
Tierces, 400 lbs., per lb.	.....	0 27	0 27 1/2
Tubs, 50 lbs., per lb.	.....	0 28	0 28 1/2
Pails, 20 lbs., per lb.	.....	0 28	0 28 1/2
Bricks, 1 lb., per lb.	.....	0 29	0 30

### Fair Selling of Shortening

Montreal.

**SHORTENING.**—The demand for this line is fair, but might be heavier. There is a tendency to use lard in larger quantities with the prices so favorable as those obtaining for some time past. The undertone is steadier but no price changes are made.

Tierces, 400 lbs., per lb.	.....	0 25 1/2	0 25 3/4
Tubs, 50 lbs.	.....	0 25 3/4	0 26 1/4
Pails, 20 lbs., per lb.	.....	0 26	0 26 1/2
Bricks, 1 lb., per lb.	.....	0 27	0 27 1/2

### Firmer Margarine, Say Fats Scarcer

Montreal.

**MARGARINE.**—There is a firmer undertone in the margarine market and this is attributed to a reported shortage of various fats used in its manufacture. The best grades are selling again as high as 34 cents per pound in prints and some report the movement better.

<b>Margarine—</b>			
Prints, according to quality, lb.	.....	0 32	0 34
Tubs, according to quality, lb.	.....	0 30	

### On Shorter Stocks Butter Firming

Montreal.

**BUTTER.**—The continued strong demand for butter, and particularly for that of the better grade, is fast using up storage stocks and some are of the opinion that there will not be enough supply to carry the trade through until sufficient new make butter is available. From present indications in this part of the country, and in the Eastern Townships, it appears that no creameries expect to be operating before April. In the meantime best creamery is firmer and the range of price is now 52 to 53 cents for solids. Dairy also is firmer at 43 to 47 cents.

<b>Butter—</b>			
Creamery prints (storage)	.....	0 53	0 54
Creamery solids (storage)	.....	0 52	0 53
Dairy prints, choice	.....	0 43	0 47
Dairy, in tubs, choice	.....	0 42	

### Larger Demand For Best Cheese

Montreal.

**CHEESE.**—Lenten season is making an appreciably better demand for cheese. The movement is reasonably satisfactory and there is ample stock to meet requirements with prices well maintained on a firm basis.

<b>Cheese—</b>			
Large, per lb.	.....	\$0 28 1/2	
Twins, per lb.	.....	0 29	
Triplets, per lb.	.....	0 30	
Stilton, per lb.	.....	0 30	0 32
Fancy, old cheese, per lb.	.....	0 30	

### New Laid Reach 45c; Steadier

Montreal.

**EGGS.**—There is a tendency for eggs to halt in their downward movement and the lowest price for new-laid is now 45c. The strength of the Chicago market is a factor, for the prices there at this writing are not more than 2 1/2c to 3c below figures here, and this is usually rearer 10c by way of difference. Supplies are larger but there is a heavy demand from all sections of the trade.

New-laid	.....	0 45
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### Export of Poultry Holds Markets

Montreal.

**POULTRY.**—Several carloads of

frozen poultry have gone forward for export to Europe and this has had the effect of creating even a firmer undertone here, but without change of prices being made. The demand for domestic supplies is steady and reasonably active, particularly for roasting and boiling chickens.

Chickens, roast (3-5 lbs.)	\$0 38
Chickens, roast (milk fed)	0 43
Broilers (3-4 lb. pr.)	0 45
<b>DUCKS—</b>	
Brome Lake	0 47
Young Domestic	0 40
Turkeys (old toms), lb.	0 48
Turkeys (young)	0 45
Geese	0 30
Old fowls	0 36
Large	0 32
Small	0 30

### Fish Movement Has Bettered

Montreal.

**FISH.**—Notwithstanding the fact that weather conditions have been unseasonable, the advent of Lent has served to make for a bettering of conditions in the matter of selling. For weeks to come there will be a good movement, and the wholesalers appear to be well fitted to take care of this. There has been some difficulty in maintaining a full supply of certain lines of frozen fish, but the available variety is still large.

<b>FRESH FISH</b>		
Haddock	0 08	0 10
Steak Cod	0 09	0 11
Market Cod	0 08	0 09
Flounders	0 09	0 10
Prawns	0 28	0 28
Live lobsters	0 65	0 70
<b>FROZEN FISH</b>		
Halibut, large and chicken	0 20	0 21
Halibut, medium	0 22	0 23
Haddock	0 07	0 07½
Mackerel	0 15	0 16

## ONTARIO MARKETS

**TORONTO, March 12.**—Live hogs have undergone a sharp advance in anticipation that shipping space for overseas movement of meats will be available. Good beef is also very scarce and hard to get with prices strong. Lard has firmed up, and shortening is ruling with a strong undertone. Butter is somewhat firmer, whereas eggs have been shaded downward another couple of cents. Business generally shows improvement.

### Hogs Higher; Good Beef Scarce

Toronto.

**FRESH MEATS.**—Live hogs soared tremendously for the first of the week, prices on Monday showing a 75c jump and Tuesday another 50c per cwt., making the fed and watered basis \$18.75. Expectation of shipping space so that larger quantities have been handled than recently seems the main factor in this upward move. The run is only fair. Dealers report real good beef very hard to get and prices have soared as a result. Fresh ribs of beef are scarce, prices ranging as high as 30c; short loins are moving freely at quotations named of 38c. Lambs are firm and the general outlook very good.

Dore	0 14	0 15
Salmon Cohoes, Hd. and Dd.	0 21	0 22
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 12	0 13
Gaspe Salmon, per lb.	0 24	0 25
Whitefish	0 15	0 16
Whitefish, small	0 11	0 12
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 06½	0 07½
Sea Herrings	0 07½	0 08
Steak Cod	0 08½	0 09
Smelts, No. 1, per lb.	0 17	0 18
Smelts, No. 2, per lb.	0 13	0 14
Smelts, extra large	0 24	0 24
Lake Trout	0 19	0 20
Tom Cods, per bbl.	4 00	5 00
Lake Herrings, bag, 100 lbs.	6 50	6 50
Alewives	0 07	0 07½

#### SALTED FISH

Codfish—		
Codfish, large brl., 200 lbs.	\$20 00	
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	20 00
Codfish, No. 2, 200 lb. barrel	17 00	18 00
Pollock, No. 1, 200 lb. barrel	15 00	
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 25
Codfish (boneless) (24 1-lb. cartons)	0 20	
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18	
Boneless cod (2-lb.)	0 23	
Shredded codfish (12-lb. box)	2 50	
Dried codfish (100-lb. bbl.)	20 00	

#### PICKLED FISH

Herrings (Scotch cured) barrel	13 00
Scotia, barrel	14 00
Do., half barrel	7 25
Mackerel, barrel	34 00
Salmon, Labrador (200 lbs.)	27 50
Salmon, B.C. (200 lbs.)	25 00
Sea Trout (200-lb. bbls.)	25 00
Turbot (200 lbs.)	18 00
Codfish, tongues and sound, lb.	0 15
Eels, lb.	0 16

#### OYSTERS

Cape Cod, per barrel	\$15 00
Batouche, per barrel	15 00
Scallops, gallon	4 00
Can No. 1 (Solids)	2 50
Can No. 3 (Solids)	7 25
Can No. 5 (Solids)	12 00
Can No. 1 (Selects)	2 50
Can No. 3 (Selects)	8 40

#### SUNDRIES

Crushed Oysters Shell, 100-lbs.	\$1 60
Paper Oyster Pails, ¼-lb. per 100	2 25
Paper Oyster Pails, ½ per 100	1 75

#### FRESH MEATS

<b>Hogs—</b>		
Dressed, 70-100 lbs., per cwt.	\$23 00	\$24 00
Live, off cars, per cwt.	19 00	
Live, fed and watered, per cwt.	18 75	
Live, f.o.b., per cwt.	17 75	
<b>Fresh Pork—</b>		
Legs of pork, up to 18 lbs.	0 27	0 30
Loins of pork, lb.	0 34	0 36
Tenderloins, lb.	0 43	0 45
Spare Ribs, lb.	0 20	0 20
Picnics, lb.	0 22	0 22
New York shoulders, lb.	0 25	0 25
Montreal shoulders, lb.	0 27	0 27
Boston butts, lb.	0 31	0 32
<b>Fresh Beef—From Steers and Heifers—</b>		
Hind quarters, lb.	0 22	0 26
Front quarters, lb.	0 16	0 18
Ribs, lb.	0 22	0 30
Chucks, lb.	0 13	0 16
Loins, whole, lb.	0 28	0 30
Do., short, lb.	0 35	0 38
Hips, lb.	0 23	0 23
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 23	0 26
Lambs, whole, lb.	0 28	0 32
Sheep, whole, lb.	0 20	0 22
Above prices subject to daily fluctuations of the market.		

### Firmer Feeling in Cured Meats

Toronto.

**PROVISIONS.**—A somewhat firmer feeling has developed in the provision list this week, hams reflecting this in an advance and other lines revealing a strong undertone. A much better feeling in the trade is shown and outlook seems much more promising.

Hams—

Medium	\$0 36	\$0 37
Large, per lb.	0 28	0 33

Bacon—

Skinned, rib in	0 45	0 46
Boneless, per lb.	0 49	0 50

Bacon—

Breakfast, ordinary, per lb.	0 38	0 40
Breakfast, fancy, per lb.	0 44	0 45
Roll, per lb.	0 29	0 31
Wiltshire (smoked sides), lb.	0 34	0 36

Dry Salt Meats—

Long, clear bacon, av. 50-70 lbs.	0 27	0 28
Do., aver. 70-100 lbs.	0 25	0 26½
Fat backs, 16-20, lb.	0 30	
Out of pickle, prices range about 2c per pound below corresponding cuts above.		

Barrel Pork—

Mess pork, 200 lbs.	42 00	45 00
Short cut backs, bbl., 100 lbs.	50 00	
Pickled rolls, bbl., 200 lbs.	48 00	50 00

Above prices subject to daily fluctuations of the market.

### Revisions Downward in Cooked Meats

Toronto.

**COOKED MEATS.**—A general revision downward in cooked meats has been made this week. No particular reason is assigned for the change and new prices now quoted to the trade follow:

<b>COOKED MEATS</b>		
Boiled hams, lb.	\$0 48	\$0 49
Hams, roast, without dressing, lb.	0 47	0 48
Shoulders, roast, without dressing, per lb.	0 45	0 47
Head Cheese, 6s, lb.	0 14	
Meat Loaf with Macaroni and Cheese, lb.	0 24	
Choice Jellied Ox Tongue, lb.	0 50	0 52
Ham and Tongue, lb.	0 32	
Veal and Tongue, lb.	0 25	
Above prices subject to daily fluctuations of the market.		

### Export Demand Firms Lard

Toronto.

**LARD.**—There is a big demand for export developing and this has served to firm up the market considerably. Receipts are comparatively light and supplies have been reduced to a much narrower compass. Prices are up another ½c per pound and strong at new levels.

Lard, tierces, 400 lbs., lb. \$0 28 \$0 29  
In 60-lb. tubs, ½c higher than tierces, pails ¼c higher than tierces, and 1-lb. prints, 2c higher than tierces.

### Strong Undertone in Shortening

Toronto.

**SHORTENING.**—No quotable change has been shown in prices on shortening this week but a very strong undertone is developing which may result in quotations moving up slightly. The following figures, tierce basis, per pound are still being named: Easifirst, 26½c; Domestic, 25½c; Peerless, 25½c Cotasuet, 25½c to 25½c. Range for other brands follows:

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



### Steady Demand For Margarine

**Toronto.**  
**MARGARINE.**—There is a steady demand for margarine although some factors report a slightly easier tendency. This has not yet developed into a quotable price change. Figures ruling at following levels:

### Firmer Feeling Shown in Butter

**Toronto.**  
**BUTTER.**—The movement of creamery from Western Canada to United States markets and the cleaning up of some undesirable stocks of dairy butter in the East has had a tendency to firm up the butter situation somewhat and stocks generally are in much better shape. Prices rule at following figures:

Butter—		
Creamery prints (storage) . . . . .	\$0 52	\$0 58
Creamery solids (storage) . . . . .	0 51	0 52
Creamery prints (fresh made) . . . . .	0 55	0 57
Creamery solids (fresh made) . . . . .	0 54	0 55
Dairy prints, fresh separator, lb. . . . .	0 46	0 47
Dairy prints, No. 1, lb. . . . .	0 44	0 46

### Eggs Arriving in Ample Volume

**Toronto.**  
**EGGS.**—Arrivals of new laid eggs are good and dealers are not finding it necessary to bring in any from United States markets as is usually the case at this season of the year. Dealers are working on a very narrow margin and prices have been pared down again this week.

Eggs—		
New-laid, in cartons, doz. . . . .	\$0 46	\$0 47
New-laid, doz. . . . .	0 44	0 45

### Stocks Cheese in Narrow Compass

**Toronto.**  
**CHEESE.**—Stocks are reaching the vanishing point and it is still some time before new cheese in marketable quantities will be available. There is a feeling that the commission which handled cheese purchases last year will be on the job again during 1919, but that prices they will name will be well below last year's high figures.

Cheese—		
New, large . . . . .	\$0 28½	\$0 29
Stilton (new) . . . . .	0 30½	0 31
Twins, ½ lb. higher than large cheese. Trip-lets 1½ lb. higher than large cheese.		

### Poultry Holds at Unchanged Figures

**Toronto.**  
**POULTRY.**—No changes have been made in the prices this week. The general situation on frozen stock is much improved as a result of the movement of ten to twelve cars for export. Dealers intimate this business has helped out materially.

### White Fish Lower; Quail on Toast Too

**Toronto.**  
**FISH.**—A sharp decline has been recorded in whitefish this week, prices to the trade being named at 9½ to 10c per

pound. Quail on toast has also sagged, being quoted at \$3.60 per box. Dealers report business good and supplies coming along very plentifully.

<b>FRESH SEA FISH</b>		
Cod Steak, lb. . . . .	\$0 11	\$0 11
Do., market, lb. . . . .	0 09	0 10
Haddock, heads on, lb. . . . .	0 09	0 10

<b>FRESH FROZEN SEA FISH</b>		
Cod Steak, lb. . . . .	0 09	0 09½
Do., market, lb. . . . .	0 05	0 07½
Flat Fish, B.C., lb. . . . .	0 08	0 10
Flounders, lb. . . . .	0 08	0 10
Gaspereau, lb. . . . .	0 05½	0 07
Haddock, headless, lb. . . . .	0 06	0 10
Do., heads on, lb. . . . .	0 07	0 08
Do., small case, 200 lbs., lb. . . . .	0 02	0 05
Halibut, medium, lb. . . . .	0 22	0 23
Do., chicken, lb. . . . .	0 20	0 21
Do., large, lb. . . . .	0 21½	0 22
Herring, lb. . . . .	0 06	0 07
Mackerel, lb. . . . .	0 09	0 13
Salmon; Cohoe, lb. . . . .	0 20	0 22
Do., Qualla, lb. . . . .	0 12½	0 13
Do., Red Spring, lb. . . . .	0 23	0 24
Do., Gaspe, lb. . . . .	0 24	0 25
Smelts, No. 2, lb. . . . .	0 08	0 09
Do., No. 1, lb. . . . .	0 12	0 15
Do., Esmer, lb. . . . .	0 25	0 25
Tomcods, lb. . . . .	0 07	0 07

<b>FROZEN LAKE FISH</b>		
Herrings, Lake Superior . . . . .	0 03½	0 04
Do., Lake Erie, lb. . . . .	0 08	0 09
Mullets, lb. . . . .	0 07	0 08
Pickeral, lb. . . . .	0 14	0 15
Pike, round, lb. . . . .	0 09	0 10
Trout, lb. . . . .	0 17	0 18

Tulbees, lb. . . . .	0 09	0 10
Whitefish, lb. . . . .	0 09½	0 10

<b>SMOKED FISH</b>		
Bloaters, 40 Count, box . . . . .	1 50	2 00
Cod, smoked, lb. . . . .	0 12	0 11
Ciscoes, lb. . . . .	0 12	0 16
Digby Chicks, bdl. . . . .	1 85	1 90
Boneless Digby's, box . . . . .	2 50	2 50
Haddies, chicken . . . . .	0 08	0 08½
Do., fillets, lb. . . . .	0 10	0 17
Do., Finnan, lb. . . . .	0 11	0 12
Herring, Kipperd, box . . . . .	1 50	2 75
Shrimps, can . . . . .	1 75	1 75

<b>DRY AND PICKLED FISH</b>		
Cod, Acadia Strip, box . . . . .	6 50	7 00
Do., Acadia Tablets, 1 lb., 20 to case . . . . .	3 90	4 00
Do., Acadia Tablets, 2 lb., 12 to crate . . . . .	5 25	5 25
Herring, Labrador, bbl. . . . .	13 00	13 00
Do., Do., keg . . . . .	6 50	6 50
Do., Do., No. 4 size . . . . .	5 00	5 00
Do., Do., No. 2 size . . . . .	2 90	2 90
Do., Lake Superior, keg . . . . .	5 00	5 25
Imperial, 25 lbs., loose, case . . . . .	2 75	2 75
Mackerel, salt, 20-lb. kit . . . . .	3 90	3 90
Quail on Toast, 24 1-lb. tablets, cs . . . . .	3 60	3 60
Shrimps, headless, No. 1 size, tin . . . . .	1 60	1 75
Do., No. 3 size, tin . . . . .	4 20	4 20
Skinless Fish, 100s, lb. . . . .	0 14	0 14
Sea Trout, keg . . . . .	12 00	12 00
Whitefish, No. 1, keg . . . . .	13 00	13 00

<b>OYSTERS, No. 3 size package</b>		
Do., No. 5 size package (4 1-6 (2½ gallons) . . . . .	9 50	9 50
Do., No. 1 size package . . . . .	3 20	3 20
Shell Oysters, 800 count, bbl. . . . .	14 50	14 50
Do., Do., 1,000 count . . . . .	13 00	13 00

## WINNIPEG MARKETS

### Look For

### Lower Hogs

**Winnipeg.**  
**PROVISIONS.**—There is a great deal of uncertainty about the provision market though prices are steady. Packers anticipate a little weakening in the hog market though prices this week are firm at 19¼c. Removal of the minimum price for hogs by the United States Food Administration has had little effect on the hog market in the United States, and the Canadian market generally is in sympathy. Prominent United States packers declare hog prices will drop in the near future, pointing out that the yield of hogs this season has been the greatest in history, and that there are many hogs still on the farms through car shortages and embargoes. Some livestock men in the United States expect prices to go as low as 12c shortly.

<b>HAMS—</b>		
Light, lb. . . . .	0 34	0 36
Medium, per lb. . . . .	0 34	0 34
Heavy, per lb. . . . .	0 33	0 33
<b>Bacon—</b>		
Breakfast, select, lb. . . . .	0 40	0 40
Backs . . . . .	0 44	0 55
<b>Dry Salt Meats—</b>		
Long clear bacon, light . . . . .	0 29	0 29
Backs . . . . .	0 33	0 33
<b>Barrelled Pork—</b>		
Meas pork, bbl. . . . .	52 00	52 00
<b>Lard, Pure—</b>		
Tierces . . . . .	0 30	0 30
20s . . . . .	6 30	6 30
Cases, 5s . . . . .	18 52	18 52
Cases, 3s . . . . .	18 60	18 60
Tierces . . . . .	0 25½	0 25½
Tubs, 50s, net . . . . .	12 87	12 87
Pails, 20s, net . . . . .	5 40	5 40
<b>Cheese—</b>		
Ontario, large fresh . . . . .	0 08	0 08
Manitoba, large fresh . . . . .	0 08	0 08

### Lower Priced Eggs a Prospect

**Winnipeg.**  
**EGGS.**—Should the present spell of warm weather continue a big drop in

prices of eggs is expected. Prices are steady this week at 43 to 48 cents per dozen.

**BUTTER.**—A few cars of butter are moving to the East for export. Local market is steady, prices firm at 47 to 48 cents per pound.

### Fish Demand Shows Improvement

**Winnipeg.**  
**FISH.**—This week has seen an improved demand for fish, with prices remaining steady. The present mild weather has not yet affected the fish market, and as the weather is reasonable no decided falling off in trade is anticipated. Some weakness is noticeable in the smoked fish market as holders are unloading with the approach of spring. Prices are expected to remain steady, at least until the fresh catch comes on the market.

<b>LAKE FISH</b>		
Whitefish (cleaned), lb. . . . .	0 13½	0 13½
Whitefish (frozen), lb. . . . .	0 12½	0 12½
Pickeral, lb. . . . .	0 13	0 13
Pickeral Fillet, lb. . . . .	0 35	0 35
Frozen Trout, lb. . . . .	0 18	0 18
Round Jackfish, lb. . . . .	0 09	0 09
Dressed Jackfish, lb. . . . .	0 09½	0 09½
Frozen Goldeye, lb. . . . .	0 07½	0 07½
Speckled Trout, lb. . . . .	0 35	0 35

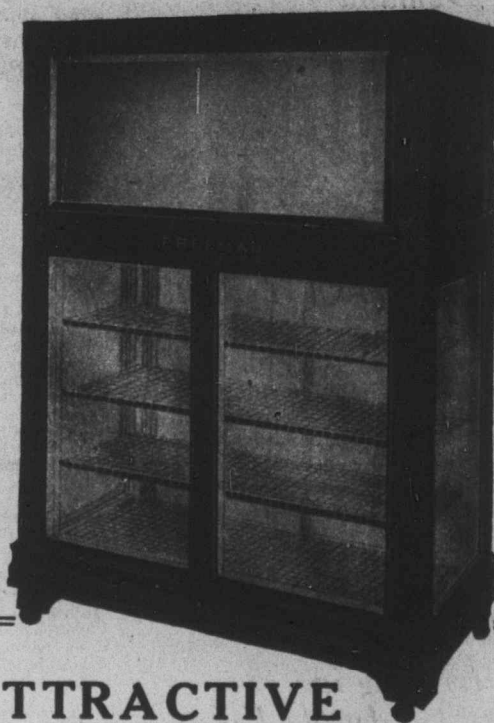
<b>SEAFISH</b>		
Frozen Halibut, lb. . . . .	0 22	0 22
Fresh Halibut, lb. . . . .	0 23	0 23
Frozen Salmon, lb. . . . .	0 18	0 18
Frozen Mackerel, lb. . . . .	0 09½	0 09½
Red Carp, lb. . . . .	0 12	0 12
Sable Fish, lb. . . . .	0 10	0 10
Haddock, lb. . . . .	0 08	0 08
Soles, lb. (50-100) . . . . .	0 08½	0 08½
Soles (less) . . . . .	0 08	0 08
Plaice, lb. . . . .	0 08	0 08
Skate, lb. . . . .	0 18	0 18
Smelt, lb. . . . .	0 16	0 16
White Salmon, lb. . . . .	0 16	0 16

<b>SMOKED FISH</b>		
Finnan Haddie (30-lb. boxes), lb. . . . .	0 16	0 16
Finnan Haddie (15-lb. boxes), lb. . . . .	0 17	0 17
Smoked Goldeye, lb. . . . .	0 20	0 20
Smoked Codfish, lb. . . . .	0 22	0 22
Smoked Fillet (15-lb. boxes), lb. . . . .	2 85	2 85
Bloaters (25-lb. boxes), case . . . . .	2 30	2 30
Kippers, Western, fancy . . . . .	2 30	2 30

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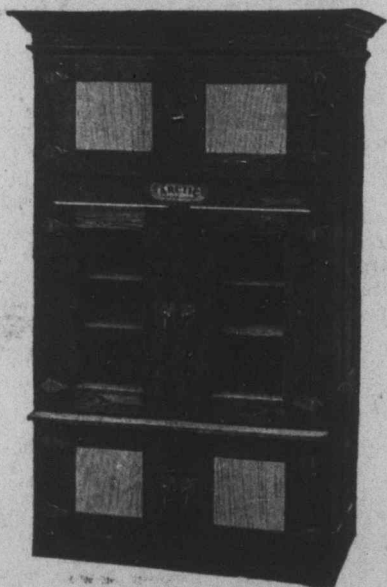


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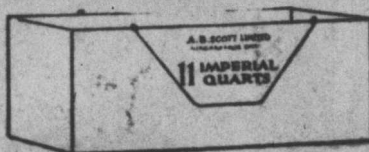
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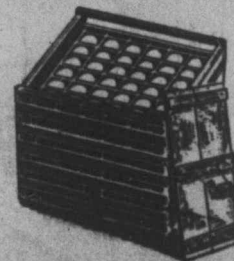


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**THE MILLER BROS. CO., LTD.** 20-26 Dowd St., Montreal, Que.



## BRUNSWICK BRAND Sea Foods are entirely Canadian

From the moment they are taken from the waters of Old Atlantic until they reach your customers' table these delicious sea foods are handled and processed entirely by Canadians.

Brunswick Brand Sea Foods are good sellers and reliable repeaters, and the profit on each sale makes a good display worth while.

Stock from this list:

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

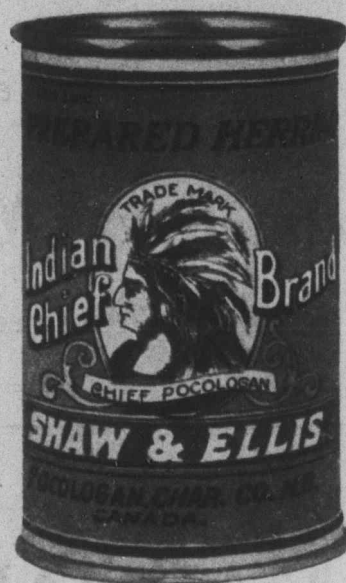


**Connors Bros., Limited**  
BLACK'S HARBOR, N.B.

Canada Food Board License No. 1-603

## Send Your Order In Now for a Supply of "INDIAN CHIEF"

Brand  
**PREPARED  
HERRING**



We are booking orders for next season's delivery, also have a limited quantity for immediate shipment.

**INDIAN CHIEF Brand Prepared Herring** are "ready cooked" and may be eaten after removing from can. They are particularly delicious when heated for a few moments in boiling water. Where something nice is wanted quickly, **Indian Chief Brand Prepared Herring** have few equals and no superiors.

Nothing more profitable for your canned fish displays.

**Shaw and Ellis**  
POCOLOGAN, N.B.

# RICE FLOUR

*Healthy  
and  
Nourishing*

This product, when blended with other flour, makes whiter bread and better bread. You will be surprised at the difference it makes.

*Wholesome  
and  
Nutritious*

*Use anywhere from 10% to 20% Rice Flour.*

## Mount Royal Milling and Mfg. Co., Limited

*Agents:*  
D. W. Ross Co., Montreal

*Mills at*  
Montreal and Victoria, B.C.

## JAMS MARMALADES PEELS

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

Established over a Century

Cable: Lamberton, Glasgow.

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

## CONFECTIONERY MARZIPAN CHOCOLATE



*Agents*

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

Lind Brokerage Co., Ltd., Toronto

This is the Tea  
that we blend  
and recommend

## BLACKWOOD'S Heather Blend Tea



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

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

**BLACKWOODS LIMITED - Winnipeg, Canada**

# Grocers like to sell **PURITY FLOUR**

(Government Standard)

because it brings customers back with a satisfied smile for another sack. PURITY FLOUR has the QUALITY that home cooks appreciate. And it has a UNIFORMITY that makes it always dependable—a safe and satisfactory flour for the grocer to recommend.

*“More bread and better bread, and better pastry”*

## Western Canada Flour Mills Co., Limited

Head Office: Toronto, Ontario

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

**Probable Prices  
on 1919 Pack  
Canned Goods**

HERE'S what THE FINANCIAL POST has to say in connection with the annual report of the Dominion Cannery, Ltd., just issued.

Note the business value to any alert retail grocer of this item coming with such authority. This shows why many of the best business men in the Canadian grocery field are subscribers to THE FINANCIAL POST. Here are two other interesting POST items:—

“Weather and labor conditions referred to interfered with the size of the pack and attendant profits. Stocks of canned goods have been practically all sold and the new season will be commenced without goods on hand. Raw materials and supplies have been conservatively valued and should be marketed to advantage even though there should be a readjustment of prices. High prices are expected to continue for the reason that labor, produce, tins, etc., still range from 50 per cent. to 100 per cent. above the pre-war level.”

**BIG BRITISH ORDERS FOR CANADA'S BACON**

“There has been a very material improvement in the situation facing the packing concerns of Canada of recent date. Advice received by the trade this week indicates that the British Government has decided to place contracts with Canadian packing firms for about ten thousand tons of bacon. This while it will not be sufficient to clear all the surplus stocks at present in the hands of the packers, will dispose of roughly two-thirds of these stocks.”

**ATLANTIC SUGAR IN EXPORT FIELD**

“The Atlantic Sugar Company has made a successful bid for British business on refined sugar. The exact quantity of the orders being filled at the present time are not known but they are of considerable proportions. The company has been working on them for some time past, and it is stated that it will take three weeks operations yet before the order is completed.”

These are only three of the many subjects of real profit-making interest to Canadian merchants which have been dealt with by expert writers and editors in THE POST this week. THE POST will keep you informed on Canadian business matters in a way unrivalled by any other publication. Send for a subscription to-day. The price is \$3.00 per year, and you have only to fill in this form:

The MacLean Publishing Co.,  
143-153 University Ave., Toronto.

Send me THE FINANCIAL POST every week till further ordered. I will pay subscription price, \$3.00 per year, on receipt of bill or you may draw on me for this...

Name .....

Address .....

C.G. 143.

The quality of  
**HOLBROOKS**  
Imported  
**WORCESTERSHIRE**  
**SAUCE**  
is beyond question



Made and Bottled in England

YOU can get behind Holbrook's Imported Worcestershire Sauce with all the enthusiasm you are capable of. It's a winner from the word go.

People who buy it once will buy it again. There's a delicate piquancy—an exquisite “zest”—to every drop of Holbrook's that wins approval from hard-to-please-people.

And you'll ring up a profit on every Holbrook's Sale that makes a continued selling effort worth while.

**Holbrooks, Ltd.**  
Toronto and Vancouver

**FISH**

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

Frozen Georgian Bay Trout and Lake Superior Herring.

We Invite Correspondence

**LEMON BROS.**

OWEN SOUND, ONT.

**Baker's Cocoa and Chocolate**



REGISTERED TRADE-MARK

**MAKE AND KEEP GOOD CUSTOMERS**

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

MADE IN CANADA

**WALTER BAKER & CO. Limited**

Montreal, Can. Dorchester, Mass.

Established 1780

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





**KEYSTONE BRAND**

**SATISFACTION**  
Satisfied customers are your assurance of repeat order.  
"Nugget" Brooms are giving complete satisfaction to thousands of women, who want a good quality broom of light weight.

**NUGGET BROOMS**  
are in steady demand. If you aren't stocking them, you're losing customers and money.

Write for prices and particulars to  
**STEVENS-HEPNER CO. LIMITED**  
PORT ELGIN, ONT.  
Makers of the famous Keystone Line

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.

**STEVENS-HEPNER CO., Limited**  
- PORT ELGIN, ONTARIO -

**Wantmore**  
**PEANUT BUTTER**  
The Finest Spread for Bread



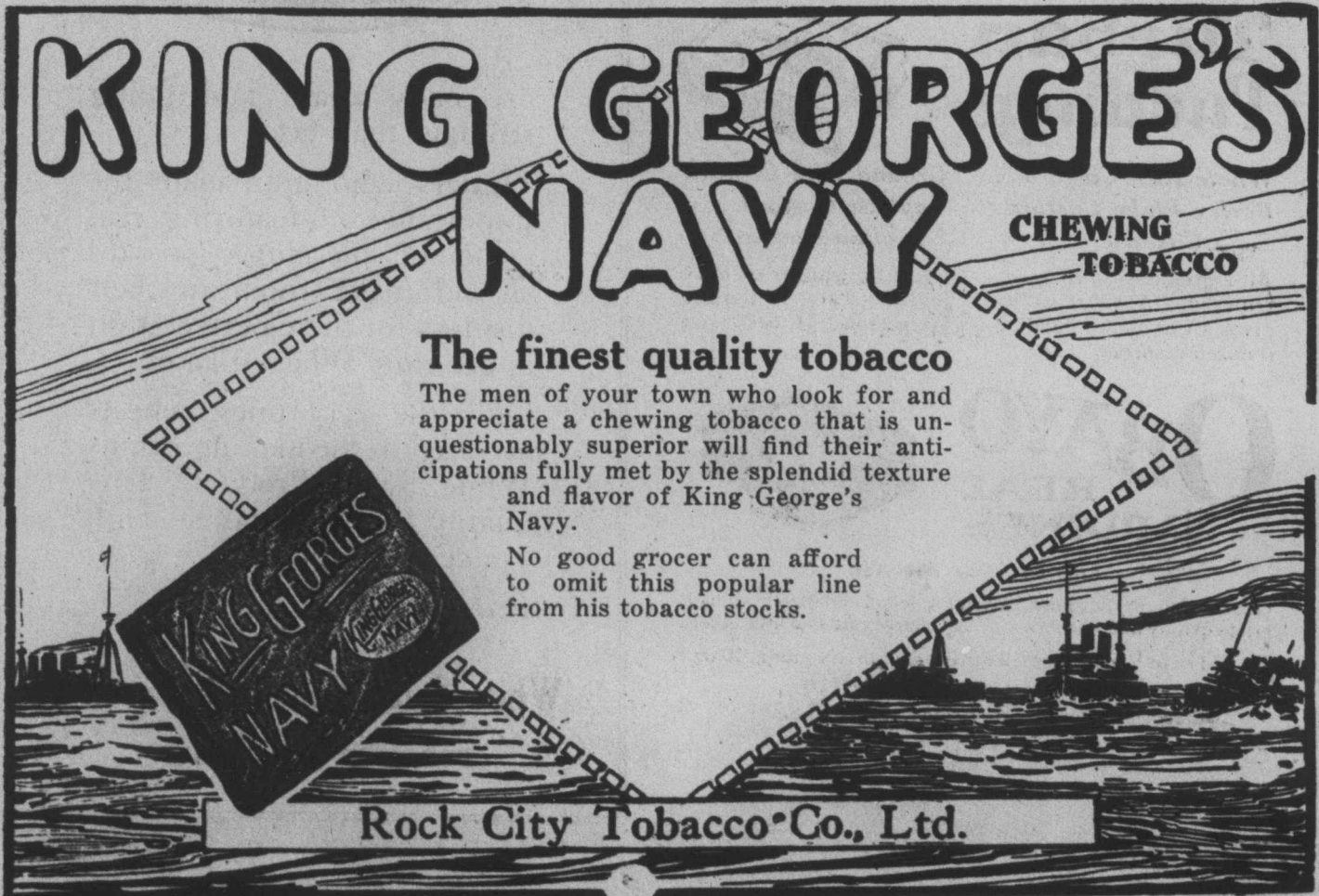
A delicious line. Made from selected hand-picked, blanched peanuts.  
Healthful, nutritious and palatable.  
Physicians recommend it for children.  
When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more.  
Its goodness will keep it repeating and you make a good profit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

**R. L. Fowler & Co., Ltd.**  
Manufacturers  
CALGARY      SASKATOON      REGINA  
License No. 15-241

**KING GEORGE'S NAVY** CHEWING TOBACCO

The finest quality tobacco  
The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.



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

# Field & Co.

(Fruit Merchants) Ltd.

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

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

**Direct Shippers**



Portuguese Sardines, French Sardines, Norwegian Brising, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins. Evaporated Fruits; Almonds and Nuts of all kinds; Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices, Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

## Turban BRAND BUSREH Dates

IN CARTONS. Cases each 60 nominal pounds



## Turban COMPLETE Puddings

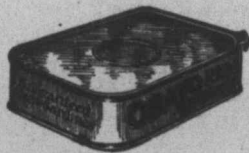


Whole Rice Custard  
Barley Flake Custard  
Sago Custard

Ground Rice Custard  
Tapioca Custard  
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

## OBAYO REAL SARDINES



*The Elite of the Sea*

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavour. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. 1/4-club. Nominal 10 oz., 12 oz. and 18 oz. All with keys.

Special Quotations upon Application

## White Swan Wheat Flakes



are back again and going stronger than ever.

Dealers who appreciate the importance of featuring real customer-pleasing goods should make room in their displays for these perfect, thin appetizing Wheat Flakes.

Only the very finest wheats are used in the making of this White Swan Product. It is quality through and through—a certain "repeater."

Prove it by a trial order.

**White Swan Spices & Cereals**  
LIMITED  
TORONTO CANADA

Argyll Bute  
637 St. Urbain St.,  
Montreal  
Phone East 8271



Ontario Agents  
Walter G. Bayley  
20 Front St. E.,  
Toronto  
Phone Main 2226  
Western Agents  
Watson & Truesdale  
Winnipeg

In re-ordering SCOTCH SNACK, the manager of the Ritz-Carlton Hotel, Montreal, writes us that "SCOTCH SNACK makes the most ECONOMICAL" as well as "Dainty, Tasty Sandwiches."

See our display at Ogilvie's Pure Food Show, Montreal.

The big fish-eating season of the year, LENT, starts March 5th.

Have you sufficient stock and display hangers?

Recommend SCOTCH SNACK to your customers. They will appreciate your interest and the delicious flavor of SCOTCH SNACK.



Chocolate Bars, best 5c seller  
English Hard Boiled Candies

MAPLE SUGAR -- MAPLE SYRUP

Baines' Products are genuine  
Warranted pure in every respect

BAINES LIMITED - MONTREAL

A. W. BARNUM  
Winnipeg and Vancouver, Western Representative

## Man Left You, Did He ?

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

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

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

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

Send your advertisement and remittance to

Canadian Grocer Want Ads.

143-153 University Avenue  
TORONTO

**SIFTO SALT IT FLOWS BEST FOR TABLE USE**

Quality, real quality, plus steady, snappy advertising, is a telling combination in the sale of Salt. These two "Dominion" brands have it. Our steadily increasing sales show it. YOUR customers want them, too. Why not stock them?

**CENTURY SALT BEST FOR GENERAL USE**

THE DOMINION SALT CO. LIMITED SARNIA, ONTARIO

*If your jobber cannot supply you we invite your inquiry, when price lists and full information will be promptly sent you.*

**DOMINION SALT CO., Limited SARNIA, Canada**  
Manufacturers and Shippers

**QUOTATIONS FOR PROPRIETARY ARTICLES**

SPACE IN THIS DEPARTMENT IS \$83.20 PER INCH PER YEAR

**JAMS**

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

Screw Vac top Glass Jars, 16 oz. class, 2 doz. case. Per doz.

Blackberry	.....	\$3 35
Currant, Black	.....	3 90
Pear	.....	3 25
Peach	.....	3 25
Plum	.....	2 95
Raspberry, Red	.....	3 90
Apricot	.....	3 35
Cherry	.....	3 45
Gooseberry	.....	3 35

**CATSUPS—In Glass Bottles**

½ Pts., Aylmer Quality	.....	\$1 90
Pts., Aylmer Quality	.....	2 35
Gallon Jugs, Aylmer Quality	1 62½	
Per doz.		
Pints, Delhi Epicure	.....	2 70
½ Pints, Red Seal	.....	1 50
Pints, Red Seal	.....	2 00
Qts., Red Seal	.....	2 30

**BAKED BEANS WITH PORK**

Brands—Canada First, Simcoe, Quaker.

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

**EVAPORATED MILK**

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

**CONDENSED COFFEE**

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

**W. CLARK, LIMITED, MONTREAL.**

Compressed Corn Beef—½s, \$2.90; 1s, \$4.90; 2s, \$9.25; 6s, \$34.75.		
Lunch Ham—1s, \$7.40; 2s, \$14.50.		
Ready Lunch Beef—1s, \$4.90; 2s, \$9.25; 6s, \$34.75.		
English Brawn—½s, \$2.90; 1s, \$4.90; 2s, \$9.25.		
Boneless Pig's Feet—½s, \$2.90; 1s, \$4.95; 2s, \$9.25.		
Ready Lunch Veal Leaf—½s, \$2.45; 1s, \$4.45.		
Ready Lunch, Beef-Ham Leaf—½s, \$2.45; 1s, \$4.45.		
Ready Lunch Beef Leaf—½s, \$2.45; 1s, \$4.45.		
Ready Lunch Asst. Loaves—½s, \$2.50; 1s, \$4.50.		
Geneva Sausage—1s, \$4.40; 2s, \$9.40.		
Roast Beef—½s, \$2.90; 1s, \$4.90; 2s, \$9.25; 6s, \$34.75.		
Roast Mutton—7s.25; 2s, \$14.50; square cans, \$48.00.		
Boiled Mutton—1s \$7.25; 2s, \$14.50; 2s.90; 6s, \$45.		
Boiled Beef—1s, \$4.90; 2s, \$9.25; 6s, \$34.75.		
Jellied Veal—½s, \$3.25; 1s, \$4.80; 2s, \$9.25.		
Cooked Trips—1s, \$2.90; 2s, \$4.90.		
Stewed Ox Tail—1s, \$2.40; 2s, \$4.40.		
Stewed Kidney—1s, \$4.40; 2s, \$8.40.		
Mince Collops—½s, \$1.90; 1s, \$3.85; 2s, \$6.90.		
Sausage Meat—1s, \$3.90; 2s, \$7.80.		
Corn Beef Hash—½s, \$1.90; 1s, \$3.90; 2s, \$5.90.		
Beef Steak and Onions—½s, \$2.90; 1s, \$4.90; 2s, \$9.25.		
Jellied Hocks—2s, \$9.90; 6s, \$36.00.		
Irish Stew—1s, \$2.90; 2s, \$5.80.		
Cambridge Sausage—1s, \$4.40; 2s, \$8.40.		
Boneless Chicken—½s, \$5.90; 1s, \$9.00.		
Boneless Turkey—½s, \$5.90; 1s, \$9.00.		
Ox Tongue—½s, \$3.90; 1s, \$8.40; 1½s, \$13.40; 2s, \$17.20; 3½s, \$29.70; 6s, \$45.		
Lunch Tongue—½s, \$3.90; 1s, \$6.90; Beef Suet—1s, \$6.40; 2s, \$12.40.		
Mince Meat (Tins)—1s, \$2.90; 2s, \$4.90; 5s, \$12.90.		
Mince Meat (Bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, \$15.		
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.10; 1s, \$1.75; 2s, \$2.55; 3s, \$3.85.		
With Plain Sauce—Ind., \$1; 1s, \$1.65; 2s, \$2.40; 3s, \$3.40.		
Chateau Brand Concentrated Soups—Celery, \$1.25; Consommé, \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mulligatawny, \$1.45; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Vegetable, \$1.25; Chicken, \$1.45; Mock Turtle, \$1.45; Tomato, \$1.25; Vermicelli Tomato, \$1.25; Assorted, No. 1, case, \$1.35; Soups and Bouilli, 6s, \$13.25.		
Clark's Pork and Beans, Tom. Sauce, Blue Label—Ind., 90s; 1s, \$1.25; 1½s, \$1.90; 2s, \$2.30; 3s, \$3.35; 6s, \$12; 12s, \$20.		
Plain Sauce, Pink Label—Ind., 95c; 1s, \$1.15; 1½s, \$1.65; 2s, \$1.95; 3s (talla), \$2.95; 6s, \$10; 12s, \$18.		

**Y & S**

**STICK LICORICE**

in 10c Cartons

THE OLD-FASHIONED REMEDY FOR COUGHS AND COLDS

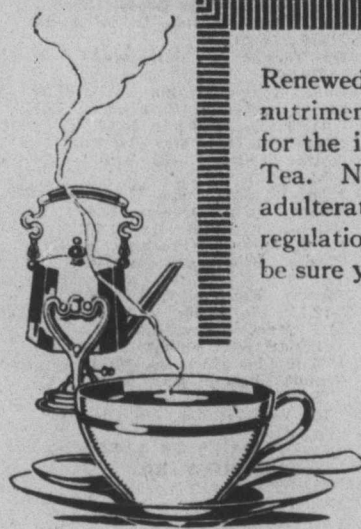
Everything in Licorice for all Industries using **LICORICE** in any form.

Made in Canada by

**National Licorice Company**  
**MONTREAL**

# This Ad. Will Create Business For You

## JAPAN TEA



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

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

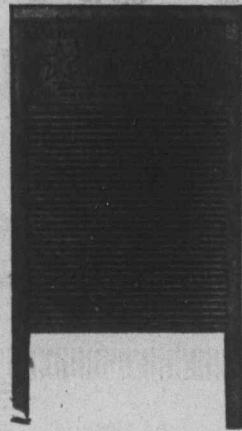
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**H**ERE we show you one of a series of consumer ads by which we are helping dealers everywhere to boost their sales of Japan Tea.

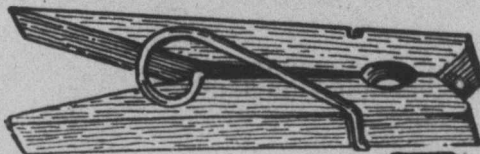
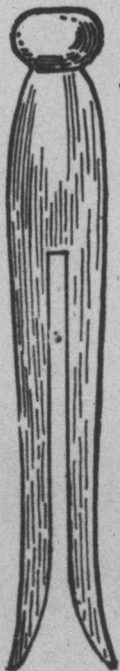
Display a few packages of this natural green leaf and be one of the dealers to benefit from this National Advertising. You'll find Japan Tea an excellent money maker.

# Sell Cane's Washboards

— the washboards that always give a maximum of good service. Basswood frames free from slivers and splinters. Show these boards in a corner of the store.



**WM. CANE & SON CO.  
LIMITED  
NEWMARKET, ONT.**



There is always a demand for good  
**Clothes Pins**

AGENTS: McFarlane & Field, Hamilton; Boivin & Grenier, Quebec; Delorme & Frere, Montreal; J. H. White, St. John, N.B.; H. D. Marshall, Ottawa; Tomlinson & O'Brien, Winnipeg; Oppenheimer Bros., Vancouver; Harry Horne Co., Toronto.

**The Megantic Broom Mfg. Co.  
LIMITED**  
Manufacturers of Brooms, Clothes Pins  
and Cheese Boxes  
**Lake Megantic, Que.**

- Chili Sauce (red and gold label)—Ind., 90c; 1s, \$1.25; 1½s, \$1.90; 2s, \$2.30.
- Vegetarian Baked Beans and Tomato Sauce—2s, \$2.25.
- Sliced Smoked Beef—½s, \$2.40; 1s, \$3.40; 4s, \$24.
- Canadian Boiled Dinner—1s, \$2.40; 2s, \$5.90.
- Army Rations—Beef and Vegetables—1s, \$3.40; 2s, \$5.90.
- Spaghetti with Tomato Sauce with Cheese—½s, \$1.40; 1s, \$1.90; 3s, \$3.30.
- Tongue, Ham and Veal Pates—75c, \$2.35.
- Ham and Veal Pates—½s, \$2.35.
- Smoked Vienna Style Sausage—75c, \$2.45.
- Pate De Foie—¼s, 75c; ½s, \$1.40.
- Plum Pudding—½s, \$2.40; 1s, \$3.90.
- Potted Beef Ham—¼s, 75c; 75c, \$1.40.
- Beef—¼s, 75c; ½s, \$1.40.
- Potted Tongue—¼s, 75c; ½s, \$1.40.
- Potted Game (Venison)—¼s, 75c; ½s, \$1.40.
- Potted Veal—¼s, 75c; ½s, \$1.40.
- Potted Meats (Assorted)—¼s, 80c; ½s, \$1.45.
- Devilled Beef Ham—¼s, 75c, \$1.40.
- Beef—¼s, 75c; ½s, \$1.40.
- Devilled Tongue—¼s, 75c, \$1.40.
- Veal—¼s, 75c; ½s, \$1.40.
- Devilled Meats (Assorted)—¼s, 80c; ½s, \$1.45.
- In Glass Goods
- Fluid Beef Cordial—20 oz. bottle, \$10; 10 oz., \$5.
- Ox Tongue—1½s, \$14.50; 2s, \$19.70.
- Lunch Tongue (in glass)—1s, \$9.90.
- Sliced Smoked Beef (in glass)—¼s, \$1.80; ½s, \$2.80; 1s, \$3.90.
- Mince-meat (in glass)—1s, \$3.25.
- Potted Chicken (in glass)—¼s, \$2.40.
- Ham (in glass)—¼s, \$2.40.
- Tongue (in glass)—¼s, \$2.40.
- Venison (in glass)—¼s, \$2.40.
- Meats, Assorted (in glass)—\$2.45.
- Chicken Breast (in glass)—¼s, \$3.90.
- Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.
- Chili Sauce—10 oz., \$3.25.
- Spaghetti with Tomato Sauce—½s, \$1.40; 1s, \$1.90; 3s, \$3.30.
- Peanut Butter—¼s, \$1.40; ½s, \$1.90; 1s, \$2.30; in pails, 5s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.

**COLMAN'S OR KEEN'S  
MUSTARD.**

	Per doz. tins
D. S. F., ¼-lb.	\$2 80
D. S. F., ½-lb.	5 30
D. S. F., 1-lb.	10 40
F. D., ¼-lb.	

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

Canadian Milk Products, Ltd.,  
Toronto and Montreal.

**KLIM**

Hotel	\$18 50
Household size	8 25
Small size	6 75
F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.	

**THE CANADA STARCH CO., LTD.**

Manufacturers of the  
Edwardsburg Brands Starches

Laundry Starches—	Cents
Boxes	
40 lbs. Canada Laundry	.09½
40 lbs., 1-lb. pkg., Canada White or Acne Gloss	.09½
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	.10½
100-lb. kegs, No. 1 white	.09½
200-lb. bbls., No. 1 white	.09½
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	.11½
48 lbs., Silver Gloss, in 6-lb. tin canisters	.12½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.12½
100 lbs., kegs, Silver Gloss, large crystals	.10½
40 lbs., Benson's Enamel, (cold water), per case	3 25
Celluloid, 45 cartons, case	4 40

**Culinary Starch**

- 40 lbs., W. T. Benson & Co.'s Celebrated Prepared . . . . .11
- 40 lbs. Canada Pure or Challenge Corn . . . . .09½
- 20-lb. Casco Refined Potato Flour, 1-lb. pkgs. . . . .20
- (20-lb. boxes, ¼c higher, except potato flour)

**GELATINE**

- Cox's Instant Powdered Gelatine (2-qt. size), per doz. . . . .1 50
- Knox Plain Sparkling Gelatine (makes 4 pints), per doz. . . . .2 00
- Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. . . . .2 10

**SYRUP**

**THE CANADA STARCH CO., LTD., CROWN BRAND**

**CORN SYRUP**

- Perfect Seal Jars, 3 lbs., 1 doz. in case . . . . .\$4.00
  - 2-lb. tins, 2 doz. in case . . . . .4 55
  - 5-lb. tins, 1 doz. in case . . . . .5 15
  - 10-lb. tins, ½ doz. in case . . . . .4 85
  - 20-lb. tins, ¼ doz. in case . . . . .4 80
- (Prices in Maritime Provinces 10c per case higher)

- Barrels, about 700 lbs. . . . .\$0.06½
- Half bbls., about 350 lbs. . . . .07
- ¼ bbls., about 175 lbs. . . . .07½
- 2-gal. wooden pails, 25 lbs. . . . .2 16
- 3-gal. wooden pails, 38½ lbs. . . . .3 25
- 5-gal. wooden pails, 65 lbs. . . . .5 25

**LILY WHITE CORN SYRUP**

- 2-lb. tins, 2 doz. in case . . . . .\$5.05
  - 5-lb. tins, 1 doz. in case . . . . .5 65
  - 10-lb. tins, ½ doz. in case . . . . .5 35
  - 20-lb. tins, ¼ doz. in case . . . . .5 30
- (5, 10 and 20-lb. tins have wire handles)

**INFANTS' FOOD**

**MAGOR, SON & CO., LTD.**

- Robinson's Patent Barley—Doz 1 lb. . . . .\$4.00
- ½ lb. . . . .2 00
- Robinson's Patent Groats—1 lb. . . . .\$4.00
- ½ lb. . . . .2 00

**NUGGET POLISHES**

- Polish, Black, Tan, Toney Red and Dark Browns . . . . .\$1.15
- Card Outfits, Black and Tan . . . . .4 10
- Metal Outfits, Black and Tan . . . . .4 25
- Creams, Black and Tan . . . . .1 25
- White Cleaner . . . . .1 25

**IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH**

- Black Watch, 10s, lb. . . . .\$1.20
- Bobs, 12s . . . . .1 00
- Currency, 12s . . . . .1 00
- Stay Bar, 9s, boxes 6 lbs. . . . .1 00
- Pay Roll, thick bars, . . . . .1 25
- Pay Roll, plugs, 10s, 6-lb. ¼ caddies . . . . .1 25
- Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. . . . .1 00
- Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes . . . . .1 12
- Forest and Stream, tins, 9s, 2-lb. cartons . . . . .1 44
- Forest and Stream, ¼s, ¼s, and 1-lb. tins . . . . .1 50
- Forest and Stream, 1-lb. glass humidors . . . . .1 75
- Master Workman, bars, 7s 3½ lbs. . . . .1 20
- Derby, 9s, 4-lb. boxes . . . . .1 00
- Old Virginia, 12s . . . . .1 50
- Old Kentucky (bars), 8s, boxes, 5 lbs. . . . .1 25

**WM. H. DUNN, LTD., Montreal BABBITS**

- Soap Powder, case 100 pkgs. . . . .\$5 65
- Cleanser, case 50 pkgs. . . . .3 10
- Cleanser (Kosher), case 50 pkgs. . . . .3 10
- Pure Lye, case of 4 doz. . . . .6 95

# Everybody's Favorite

Make it your  
big Summer  
Seller



When Old Sol begins to chase the mercury up to the century mark there comes an increased call for a thirst-quenching invigorating beverage like Marsh's Grape Juice.

And it will require very little suasion on your part to make Marsh's a regular item in the weekly grocery order.

One sip of its delicious Concord goodness will captivate. People who buy it once will buy it regularly, and there's a good wide profit for you on every bottle you sell.

Stock Marsh's Grape Juice then and keep it well displayed. Back every sale with your strongest recommendation.

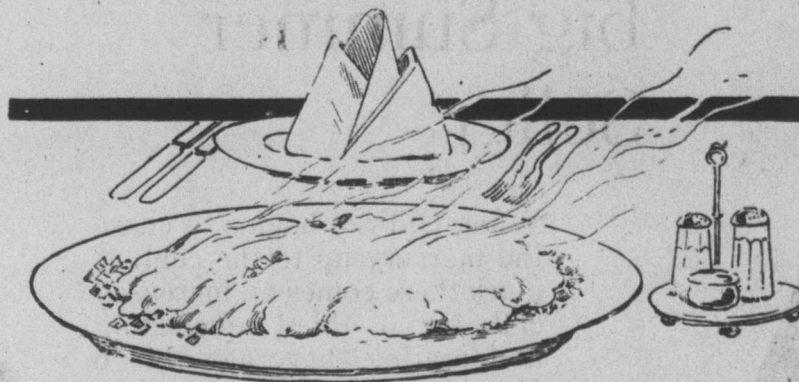
## The Marsh Grape Juice Co.

NIAGARA FALLS, ONT.

*Distributors*

The MacLaren Imperial Cheese Co., Limited, Toronto.  
Rose & Laflamme, Limited, Montreal.

*For a Big  
Lenten Trade*



# Chicken (LILY BRAND) Haddies

(REGISTERED)

Here is something distinctively new, appetizing  
and nourishing to offer your customers.  
Order a trial case to-day from  
your wholesaler.

*Packed at CANSO, N.S., by the*

**MARITIME FISH CORPORATION  
LIMITED**

Head Office and Sales Dept.  
**MONTREAL**

Plants at  
**CANSO, N.S. and DIGBY, N.S.**

*Packers of the celebrated MAPLE LEAF Canned Codfish Flakes*



# Ludella

This tea is a superb quality and is winning out wherever it is placed and given attention.

We have customers who are selling very large quantities, and why shouldn't they? Just fancy our Blue Label Ludella ten cents a pound less in price than the advertised kinds, and equally as good--perhaps better, also more profit for you. Won't you come in on this?

It's real big value and will surely attract business to your store, particularly at a time like the present, when many people are compelled to economize in their buying, and when you can offer them a tea equally as good at ten cents less they are almost sure to be interested.

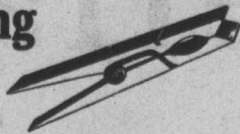
Blue Label Ludella,  $\frac{1}{2}^S$  and  $1^S$  at 50 sells at 60

*SEND US A TRIAL ORDER*

**H. P. ECKARDT & CO**  
**WHOLESALE GROCERS**

**CHURCH STREET & ESPLANADE TORONTO**

# Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

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

# TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

**ISLAND LEAD MILLS Ltd.**

Tel. Address: "Laminated," London. LIMEHOUSE  
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., Eng.

Canadian Agents:

HUGH LAMBE & CO., TORONTO  
J. HUNTER WHITE, ST. JOHN, N.B.  
CECIL T. GORDON, MONTREAL



## Oakey's "WELLINGTON" KNIFE POLISH

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

**John Oakey & Sons, Ltd.**

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario.

## Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing 1/4, 1/2 or 1-lb. packets.

**R. E. BOYD & COMPANY**

Agents for the Province of Quebec

15 STE. THERESE ST. MONTREAL

**DONALD H. BAIN CO.**

AGENTS FOR THE CANADIAN NORTH-WEST

### JELL-O

Made in Canada

Assorted case, contains 4 doz.	\$5 40
Lemon, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class	

### JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	\$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Lemon, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

### "AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	2 00
12-oz. Glass, Screw Top, 2 doz. in case	2 40
16-oz. Glass, Screw Top, 2 doz. in case	2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 95
2's Tin, 2 doz. per case	4 45
4's Tin, 12 pails in crate, per pail	0 76
5's Tin, 8 pails in crate, per pail	0 90
7's Tin or Wood, 6 pails in crate	1 26
30's Tin or Wood, one pail crate, per lb.	0 17 1/2

### BLUE

Keen's Oxford, per lb.	\$0 22
In cases 12-12 lb. boxes to case	0 21 1/2

### COCOA AND CHOCOLATE THE COWAN CO., LTD.

#### COCOA—

Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	\$4 60
Perfection, 1/2-lb. tins, doz.	2 45
Perfection, 1/4-lb. tins, doz.	1 85
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 & 2 doz. in box, doz.	2 70

#### (Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 35
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 00

Perfection chocolate, 10c size, 2 doz. in box, per doz. .... 0 90

### SWEET CHOCOLATE— Per lb.

Eagle Chocolate, 1/2, 6-lb. boxes 28 boxes in case	0 30
Diamond Chocolate, 1/2, 6 and 12-lb. boxes, 144 lbs. in case	0 30
Diamond Chocolate, 3/8, 6 and 12-lb. boxes, 144 lbs. in case	0 32
Diamond Chocolate, 7/8, 6 and 12-lb. boxes, 144 lbs. in case	0 30
Diamond Chocolate, 7/8, 4-lb. boxes, 50 boxes in case, per box	1 20

### CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 40
Milk Medallions, 5-lb. boxes in case, per lb.	0 40
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55

### 6c. LINES

Toronto Prices—

Filbert Nut Bars, 24 in box, 60 boxes in case	\$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 60 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	1 90

### 10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	\$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95

### BORDEN MILK CO., LTD.

#### CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans	\$5 25
Reindeer Brand, each 48 cans	3 75
Silver Cow, each 48 cans	3 40
Gold Seal, Purity, each 48 cans	3 25
Mayflower Brand, each 48 cans	3 25
Challenge Clover Brand, each 48 cans	1 75

## A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

# FISH

Be ready for the increased demand during Lent. We offer:

- Fresh Frozen Halibut
- Red Springs Cohoe and Qualla
- Salmon
- Steak and Medium Cod
- Haddock and Pollock
- Lake Superior and Sea Herrings
- Labrador Salt Herrings
- Finnan Haddie

Get our prices. We can save you money.

**DUNCAN'S LIMITED**

NORTH BAY, ONT.

Branches: Sudbury, Cobalt and Timmins

# New Arrivals

**Florida Tomatoes**

6 Basket Carriers

**California Cauliflower**

**California Celery**

Also fresh shipments arriving every few days.

**Florida Grapefruit**

**Stripes Brand**

Finest Quality Shipped

**WHITE & CO., LIMITED**

*Importers of Fancy Fruits and Vegetables*

**TORONTO**

# WETHEY'S

**Mince Meats**

(both Condensed and Bulk)

**always lead**

*When buying*

*insist*

*on this brand*

Canada Food Board License No. 14-128



**Give  
Little Miss Vi  
a Welcome.**

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial

beverage is springing up all over the Dominion.

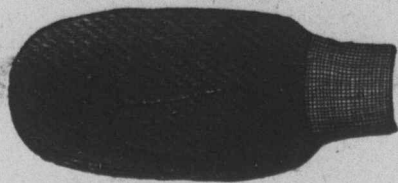
Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

**Vi-Cocoa**

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in the sweetest and cleanest factory in the world.

*Write for trade terms and particulars to the  
Watford Mfg. Co., Ltd., Delectaland, Watford, England.*

**TAPATCO**  
REGISTERED TRADE MARK  
BRAND



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction.

There's a TAP-ATCO style and weight for every purpose. Show an assortment in your windows.



The American Pad and Textile Company  
Chatham, Ontario

REPRODUCTION of SPECIALITIES  
MANUFACTURED BY  
**HENRY THORNE & CO LTD**  
LEEDS  
ENGLAND.

ESTABLISHED OVER 80 YEARS. TOFFEE ENGLAND.

MILK CHOCOLATE VANILLA CHOCOLATE

THORNES SUPER CREME TOFFEE

A PERFECT FOOD. IN DAIRY PIECES WHEN TRIED BECOMES A FAVOURITE. COCOA & SUGAR ONLY.

HOUSEHOLD COCOA A PURE COCOA OF HIGH QUALITY.

HEALTH COCOA A PURE COCOA OF HIGHEST QUALITY.

ASSORTED CHOCOLATES FINEST INGREDIENTS ONLY USED.

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# BUYERS' MARKET GUIDE

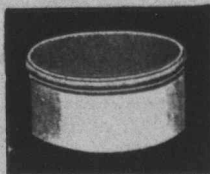
## Latest Editorial Market News



**Vogans**

Overseas  
**CAKE**

Put up in one pound packages.  
Order from your jobber to-day.  
**VOGANS, LIMITED TORONTO**



### STONEWARE

Buy Now—Butter Cocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co. Limited  
Dominion Bank Bldg.  
TORONTO

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

**60-62 JARVIS ST.**

**TORONTO SALT WORKS**

GEO. J. CLIFF

### WHITE-COTTELL'S

Best English Malt Vinegar

### QUALITY VINEGAR

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

Agent:

W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto Beach 2170

### The LV PICKLE

Manufactured by  
**GILLARD & CO., LIMITED**  
London, England

An English Delicacy of High Repute  
Magor, Son & Co., Ltd., 403 St. Paul St.,  
(Place Royale), Montreal.

### HOGS MOVE HIGHER

The first of the week witnessed sharp advances in the prices of live hogs, Monday's quotations being up 75c over those of the weekend, and Tuesday's following with another 50c jump, making a total advance of \$1.25 for the two days. There is an active demand in evidence, buyers who were discouraging shipments a couple of weeks ago being eager to secure supplies now.

The outlook seems much brighter and the open market starts off with a swing which it seems possible will do much to do away with uncertainty over the future. European demands for fats are, it is indicated, insistent, and as rapidly as space can be secured, shipments are going forward.

### COCOANUT

For immediate or future deliveries.

**E. B. THOMPSON**

20 Front Street East, Toronto

30 DOZ. CASE FILLERS  
ONE DOZ. CARTON FILLERS  
¼-INCH CUSHION FILLERS  
CORRUGATED FLATS.

**The TRENT MFG. CO., Ltd.**

TRENTON - - ONTARIO

### CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

**NUTRIENT FOOD CO., TORONTO**



Now is the time to see us regarding Salted Lake Herring in pails, tubs or half barrels. Write us at once. Herring any quantity our specialty.

**BOWMAN FISH CO.**  
56 Jarvis Street,  
Toronto

### GROCERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY,  
SELECTED EGGS, CHOICE DAIRY  
AND CREAMERY BUTTER

**C. A. MANN & CO.**

LONDON, ONTARIO

"Canada Food Board License No. 7-078"

**THE STANDARD BY WHICH MANTLES ARE JUDGED**  
**R. M. MOORE & CO. LTD.**  
GAS and GASOLINE MANTLES  
FOR ALL STYLES OF LIGHTS.  
ASK FOR SAMPLES and QUOTATIONS.  
R. M. Moore & Co. Ltd. Vancouver B.C.  
PACIFIC COAST MANTLE FACTORY.

Ship us your

**BUTTER, EGGS, POULTRY**  
Etc.

We pay highest wholesale prices  
**KAVANAGH PROVISION CO.**  
Bleury Street, Montreal

Phones:

Uptown 4620, Uptown 4621, After 7 p.m. Uptown 1980

**TANGLEFOOT**  
The Non-Poisonous Fly Destroyer  
The United States Public Health Service advises: "Arsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."

These one-inch spaces  
only \$1.60 per insertion  
if used each issue in the  
year.

All these ads will have position on a live page each week containing reading matter.

# Wanted

## CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

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

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

### WANTED

WANTED—GOOD CASH REGISTER; ALSO two show cases or silent salesmen. Deloro Trading Co., Ltd., Deloro, Ont.

WANTED FOR SASKATCHEWAN — MAN with good knowledge of groceries to canvass country for orders and assist in store rush days. State age, past employment fully, nationality, church connection, whether married or single and salary expected. Auto and out of town expenses furnished. Must be total abstainer from liquor and tobacco. Box 506, Canadian Grocer, Toronto, Ont.

WANTED—SECOND-HAND SILENT SALESMAN. Not more than 4 ft. long and 34 in. high. Hopkins, Mark Co., Ltd., Kinmount, Ont.

WANTED—FIRST-CLASS, COMPETENT GROCERY clerk. Apply J. P. McLaughlin, Timmons, Ont.

REFRIGERATOR SUITABLE FOR MEAT AND butter, in store. Size about 60" and 28" and 6" high. Must be in good repair. F. W. Holt, Torrance, Ont.

### FOR SALE

COMPUTING SCALE FOR SALE, PRACTICALLY new. Suitable for Confectioners, Bakers or Grocers. Apply S. Bryan, Boxes, Ltd., Ottawa.

FOR SALE—A GOOD COUNTRY GENERAL merchandise business about 40 miles north of Regina. Present stock \$9,000.00, but will be reduced to suit purchaser. Turnover \$28,000.00. \$2,500.00 will handle. Buildings will be either rented or sold. Apply Box 496, Canadian Grocer, Toronto, Ont.

MEAT BUSINESS, ANNUAL TURNOVER \$13,000. Clear title. \$1,000 will handle it. No opposition. Good town and country trade. Good reason for selling. Apply Box 402, Canadian Grocer, 143-153 University Ave., Toronto, Ont.

WHITE COTTON  
SUGAR LINERS  
E-PULLAN  
TORONTO

## TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion, extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

## AGENCIES WANTED

PARIS AGENTS DESIRE TO ENTER INTO relationship with manufacturers of food products in order to place these products on sale in France. Send particulars of prices, and if possible, small samples to L. Saint-Aubin, 22, Rue de Dunkerque, Paris. Excellent references.

### TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL. Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

### EMPTY BAGS FOR SALE

EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax, N.S.

SUPPLIES, LIMITED, KENTVILLE, N.S., Manufacturers Agents. We have four live salesmen covering the Maritime Provinces, both the retail and wholesale trade. We are open for good lines on a commission basis.

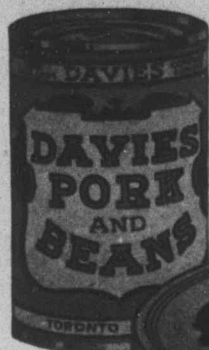
When answering  
Advertisements please mention  
Canadian Grocer

## COLLECTIONS

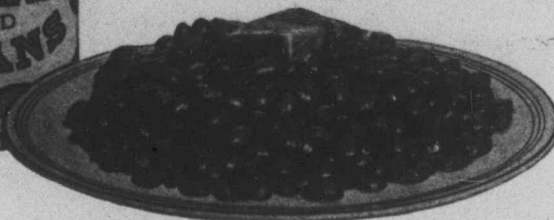
YOUR MONEY IS YOURS!  
BUT HOW CAN YOU GET IT?

Many merchants are faced with this unpleasant task. Clearing up bad accounts is a job most merchants abhor. It takes time and most people do not want to be bothered with such a task. And yet the money really belongs to them. Well then, let us know all about it and in a short time our thorough and practical organization will prove its ability to help you.

THE NABLE MERCANTILE AGENCY  
Westmount (Montreal) Que.



A Quick, Bright Seller!



*A healthful food product—representing the best form of nourishment—at low cost*

**E**VERYBODY who has tasted *Davies Pork and Beans* says: "Fine! Couldn't be nicer!"

And no wonder. These beans are all hand sorted; and finer, sounder, firmer beans you couldn't wish for. Carefully cooked and accompanied by a tasty piece of choice pork they're simply *delicious!*

We put them up in attractively labelled tins in three sizes—1's, 1½'s and 2's (11 oz., 16 oz. and 20 oz.) and in addition to being steady, "all-the-time" sellers they lend themselves admirably to effective window and counter display.

Order a few cases and watch your sales grow bigger! We sell them plain or with Tomato Sauce (put up in 2 doz. to the case).

Let our Traveller take your order—or send us a postal card.

Sold in 1's (11 oz.), 1½'s (16 oz.) and 2's (20 oz.) Tins  
PLAIN AND WITH TOMATO SAUCE

**THE** **DAVIES** **COMPANY**  
**WILLIAM** **LIMITED**

**TORONTO**

**BRANCHES AT MONTREAL AND HAMILTON**

Canada Food Board Packer's License No. 13-50

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# The Sugar Grandmother Liked Best



**A**N investigation conducted by ourselves developed the fact that there were many people who did not know that the old-fashioned brown sugar they knew years ago, could be obtainable to-day.

Acting on this information, we put out an advertising campaign drawing the attention of the consumer to the delicious qualities of

## *Lantic Old Fashioned Brown Sugars*

The effect of this announcement spread rapidly all over the country, with the result that our sales of these sugars has increased enormously. Our recipe book, "Grandmother's Recipes" which we advertised would be mailed free to anyone writing in for it, has been distributed in thousands of homes from one end of the Dominion to the other. The booklet not only gives some excellent old-

time recipes, but tells how to keep the sugar fresh and moist, an essential thing to know.

Lantic Old-Fashioned Brown Sugars are packed in 100-lb. bags, each bag bearing the well-known RED BALL trade-mark. We make three varieties, known as Light, Brilliant and Dark, and each of them is the finest grade of soft sugars ever offered the public.

If you haven't a supply of these sugars on hand, you can readily obtain same from your wholesaler

*May we send you a copy of "Grandmother's Recipes" referred to above.*

**Atlantic Sugar Refineries, Limited**

**MONTREAL**

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