

Manufacturers' Agents Number

CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

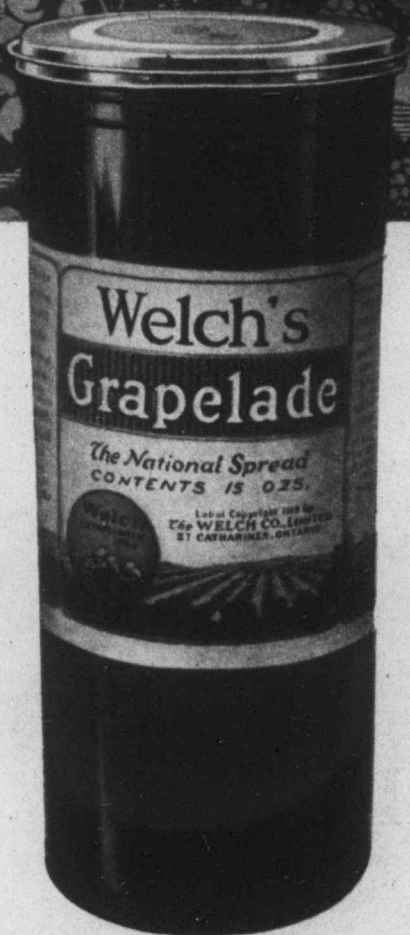
Vol. XXXIV.

PUBLICATION OFFICE: TORONTO, MARCH 26, 1920

No. 13

Welch's

Quality Fruit Jams



THE finest fruits—and only the finest, are used in the making of Welch Quality fruit jams. Grapelade has the real grape flavor. Peachlade has the true peach taste. Plumlade that of the plum—and so on. Every one made smoother, richer, and better by the special Welch way of making jams.

A line of goods on which your customers can depend for quality—and you can depend on selling. Business-building and profit-making.

We invite dealers who carry the Welch line to make use of the many attractive window and counter-cards and displays and other selling helps that will tie up with the extensive magazine and newspaper advertising now running in the Dominion.

Full information will be furnished gladly to those who do not sell Welch's Quality Fruit Jams.

The Welch Co., Limited, St. Catharines, Ontario

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

HIP-O-LITE MARSHMALLOW CREME

(Ready-to-use)

*Now Made in Canada by
Bowron Bros.*



1 Gal.—160 oz.
Lacquered can, 4 tins
to case.
Wt. 27 lbs. per case
\$19.00 doz.



32 oz.
Screw Top Jar,
1 doz. to case.
Wt. 18 lbs. per case
\$5.50 doz.



16 oz.
Mason Jar Screw Top
1 doz. to case.
Wt. 19 lbs. per case
\$3.50 doz.



1 Pt.
Fibre Carton,
1 doz. to case.
Wt. 10 lbs. per case
\$2.60 doz.



Half Pint.
Fibre Carton,
4 doz. to case.
Wt. 20 lbs. per case
\$1.75 doz.

ALL SIZES QUOTED ARE IMPERIAL MEASURE

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

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

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

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

BOWRON BROS., Limited

Hamilton, Canada



Borden's

—the name that stands for greater purity, better quality, and larger profits.

The name *Borden's* is the big "buy word" on the tongues of Canadian housewives—the name that stands for guaranteed quality, for scrupulous purity and the greatest value for their dollar. For 63 years Borden's Milk Products have held and won a reputation that is to-day netting Borden dealers profits that are astonishingly good.

Make your next order Borden's and find out why many dealers sell Borden's exclusively.

SIX CANADIAN FACTORIES

The
Borden
CO., LIMITED

Leaders of Quality

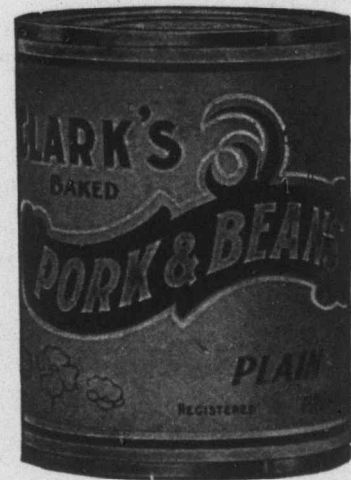
MONTREAL

VANCOUVER

CLARK'S PORK AND BEANS



WITH
TOMATO,
CHILI
OR
PLAIN
SAUCE



MADE IN CANADA BY CANADIANS

are the Beans which GO with Canadians.

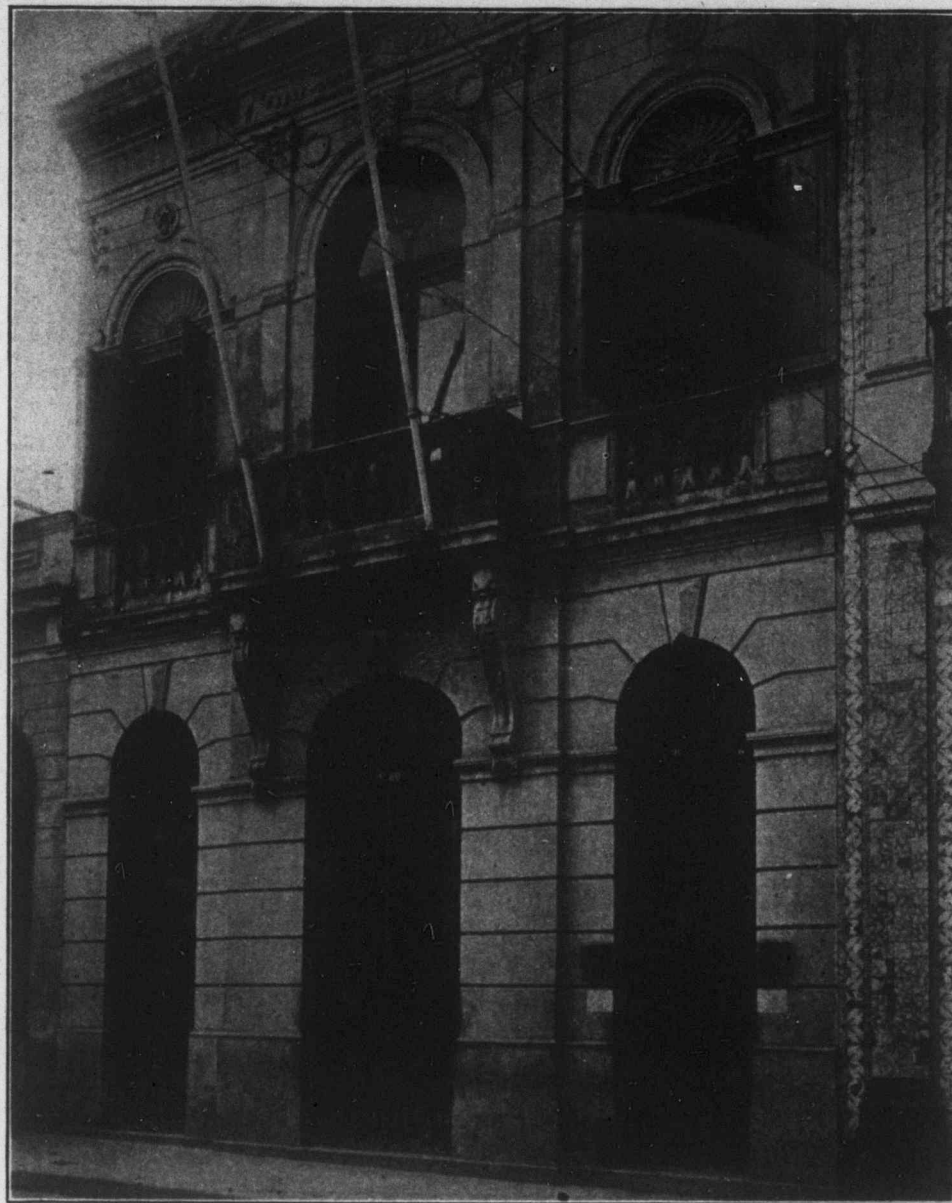
They are an "ESSENTIAL" in every grocery and they have reached that position by consistent high quality and persistent advertising.

WATCH OUR POSTER CAMPAIGN.

W. Clark, Ltd.



Montreal



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

We are in a position to offer the Canadian Trade large quantities of all varieties of Heavy and Fine Chemicals, Agricultural Chemicals and Sundries, as well as all other products for Chemical, Soap, Paper, Dyeing Industries, Tanneries, etc.

The technical services of our chemical engineering experts are at your disposal for advice and information regarding production methods and use of proper materials.

J. ARON & COMPANY, Inc. NEW YORK

Canadian Representatives:

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

THE BISCUITS OF HUNTLEY & PALMERS, Limited

READING AND LONDON

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

Amongst their greatest favourites are the following:—

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

Representatives :

NOVA SCOTIA and PRINCE EDWARD ISLAND

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

NEW BRUNSWICK

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

QUEBEC

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

ONTARIO

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

MANITOBA, SASKATCHEWAN and ALBERTA

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

BRITISH COLUMBIA—

MAINLAND

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

VANCOUVER ISLAND

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

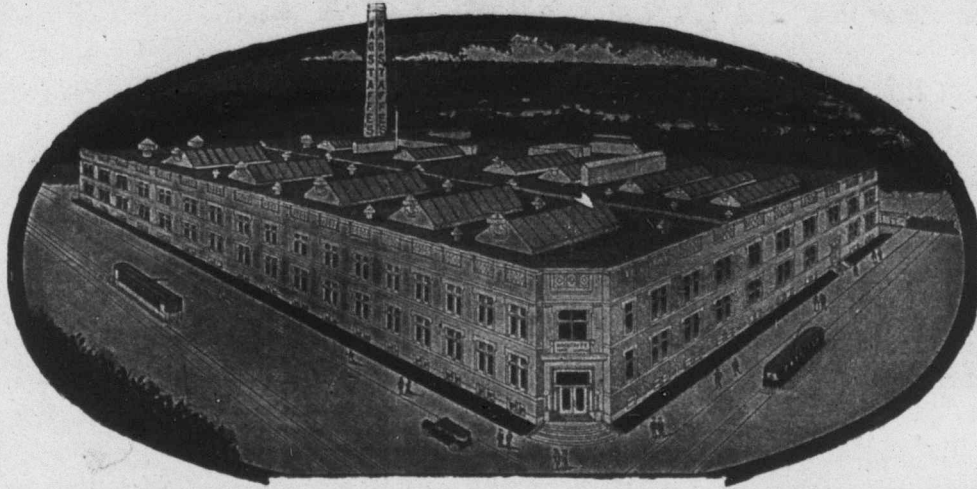
NEWFOUNDLAND and LABRADOR

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

HUNTLEY & PALMERS, LIMITED

READING AND LONDON, ENGLAND

WAGSTAFFE'S



New
Season's
Seville
Oranges

just arrived

WAGSTAFFE LIMITED
HAMILTON - ONTARIO - CANADA

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

We are now making delivery of our
New Season's
Celebrated

Seville Orange Marmalade

All Orange and Sugar, No Camouflage

Order from Your Wholesale Grocer

Wagstaffe Limited

Pure Fruit Preservers

Hamilton -- -- **Canada**

Representatives: H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G.,

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

50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, \$1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST.

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MONTREAL, P.Q.

EUREKA



Everybody wants to get the full value of their money when purchasing any article. They want to know they are getting an honest deal and they want to know that they can absolutely depend on their article doing its work properly. This applies to Eureka Refrigerators of all designs. Eureka Refrigerators are built to stand the heaviest strain and wear in whatever use they may be put, from a florist's design to the large butcher designs. And thereby you set the full value of your purchasing and an honest deal.

Write for free illustrated catalog and order to-day so you will not be caught napping when the warm weather comes.

Eureka Refrigerator Co., Limited

Head Office and Factories

Owen Sound, - Ontario

"The Pink of Perfection"

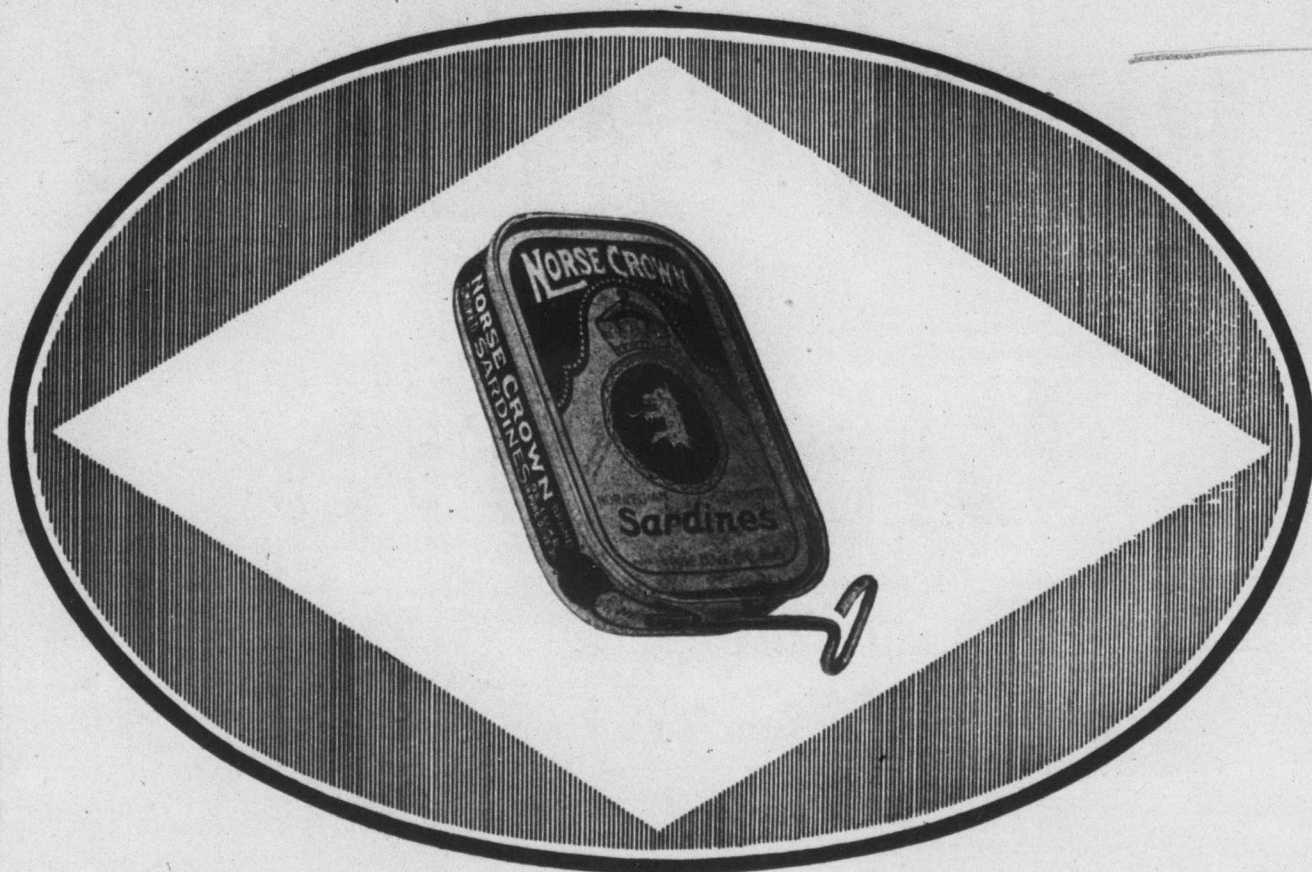
CASCADE SALMON

EVERY TIN IS GUARANTEED



Pounds and Half
Pounds

**British
Columbia
Packers'
Association**
Vancouver, B.C.



“Norse Crown”

NORWEGIAN

BRISLING (SARDINES)

These delicious little Norwegian Brisling will prove a “rare treat” to your Sardine connoisseurs, Mr. Grocer, and their profit margin will net you very attractive earnings.

Each individual fish before packing is carefully examined, lightly smoked and packed in the finest olive oil thereby insuring absolute dependability and quality perfection. Order from your wholesaler or communicate with us.

*Sole Agents for
Canada and
Newfoundland*

The Oversea Export & Import Co., Ltd.
NORWAY

Stewart Menzies & Company

32 Front St. W. - Toronto

PEEK FREAN'S

English

BISCUITS

Two Peerless and Popular Lines.

PAT-A-CAKE (Reg'd.)

Sweet, Crisp, Delicious
Genuine only when "P.F.'s"

"P.F." SHORTCAKE

Originated by P. F. & Co.
and largely imitated.

Send a card to the Agents for Samples
of these and other goods in demand.

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

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

Winnipeg District—W. H. Escott Co., 181-3 Bannatyne Ave., Winnipeg

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

Peek Frean & Co., Ltd.

Biscuit Manufacturers

London

England

WESTERN CANADA

To Manufacturers:

1. We are equipped to handle big lines in a big way.



2. A Live Sales Organization.



3. Detail Specialists.



4. Quick Results.



5. Big Results.



6. Wide Distribution.



7. Responsible Representation.



8. An old-established connection with the Western trade places us in a position to offer unexcelled facilities for marketing your products.



9. We will be pleased to send you full particulars any time. Write us today. Your letter will receive prompt attention.

H. P. PENNOCK & CO., LIMITED

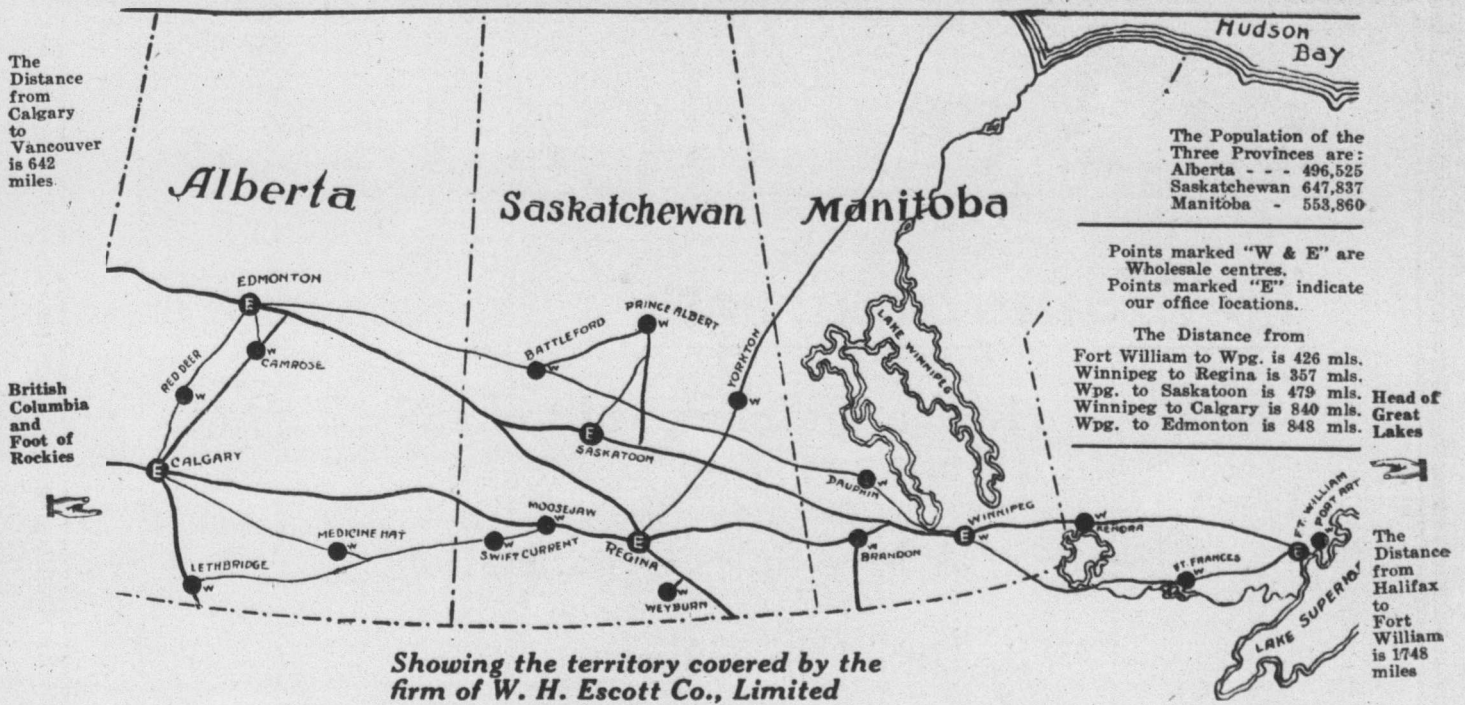
WHOLESALE GROCERY BROKERS

MANITOBA
SASKATCHEWAN

Head Office WINNIPEG, Manitoba

ALBERTA
WESTERN ONTARIO

Representing The Canadian Salt Co., Limited; Atlantic Sugar Refineries, Limited; Lea & Perrins, etc.



Let This Dependable House Market Your Products in the Western Field

For new firms who are planning to enter this great, rich field with quality products and those who feel that their lines are not being marketed at present with the maximum of success, W. H. Escott & Co. offer an aggressive selling organization that is unsurpassed from the standpoint of successful results achieved.

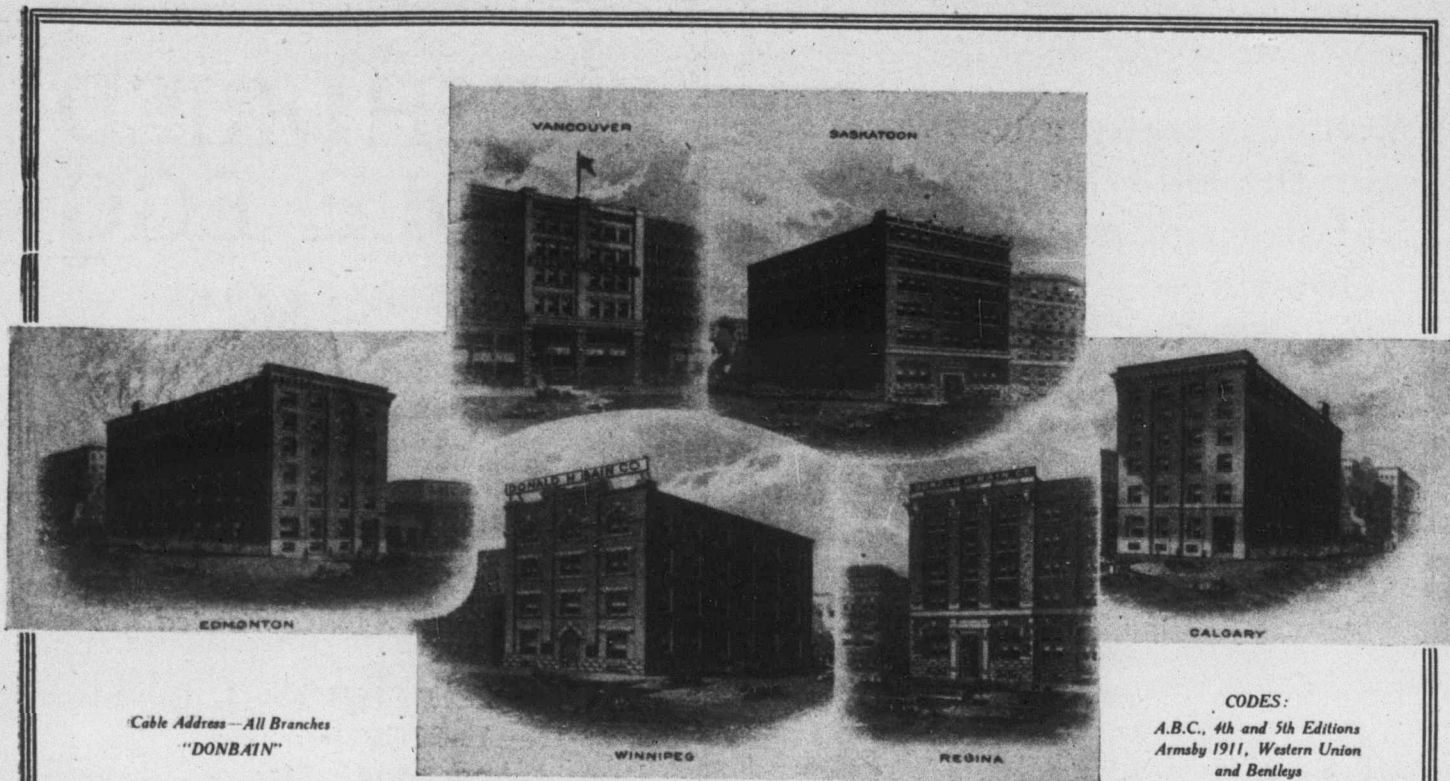
With a highly specialized and thoroughly experienced staff of tireless sales producers, backed by ample capital, excellent distribution, good warehouse and shipping facilities, we are especially equipped to market your product with a thoroughness that spells success.

A postal card will bring a prompt reply and ample testimony of our ability and financial standing. Write us to-day.

W. H. Escott Co., Ltd.

Manufacturers Agents and Wholesale Grocery Brokers

WINNIPEG, FORT WILLIAM, REGINA, SASKATOON, CALGARY, EDMONTON



Cable Address—All Branches
"DONBAIN"

CODES:
A.B.C., 4th and 5th Editions
Armsby 1911, Western Union
and Bentleys

TO MANUFACTURERS and SHIPPERS

We offer the facilities of an efficient and energetic "chain" organization, long established, with financial stability and the necessary experience and knowledge to place your goods, enjoying the confidence of the trade for service, integrity and fair dealing.

If you are not represented in our territory, or getting maximum results, get in touch with us.

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

HEAD OFFICE: WINNIPEG

Branches: REGINA SASKATOON EDMONTON CALGARY VANCOUVER

Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

Our Specialty Salesmen are on the job—all the time—at strategic points all over Ontario—

**to promote
distribution**

for our regular lines, and

**for you,
if you want it.**

We submit that our plan and our men—backed up by energetic, experienced head office suggestion and control—provide for sales service of the most efficient kind.

Let us suggest how we would handle your product.

Our Leading Lines:

"Squirrel" Brand Peanut Butter
and Salted Peanuts
"Lanka" Tea
"Upton's" Jams and
Marmalades

S. H. MOORE & COMPANY

GROCERY BROKERS

Excelsior Life Bldg. - TORONTO

FRESH DRIED WHOLE EGG

Guaranteed Soluble

CHICKEN BRAND

Packed in Cases containing 140 lbs. each, or, in Cartons containing the equivalent of twelve Shell Eggs.

Wholesale Agents Wanted

H. D. Hardie & Co., Ltd.

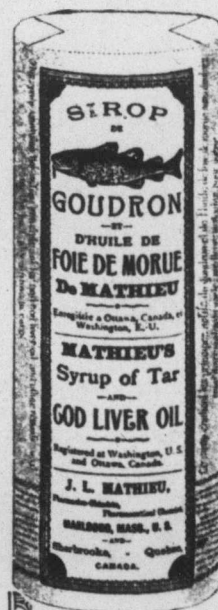
11-27 Bishop St.

Anderston, Glasgow

Also at 102 Southwark Street, London, S.E. 1

Telegraphic Address:
"Azote, Glasgow."

Telegraphic Address:
"Stiracto, Boroh, London"



Help fight Influenza

by telling your customers of the great curative properties possessed by Mathieu's Syrup of Tar and Cod Liver Oil.

For the prevention of Influenza, for the cure of colds in all stages, you cannot sell a more reliable remedy and the profit on each sale will reward you handsomely.

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE - QUEBEC



WORTHY CONTAINERS

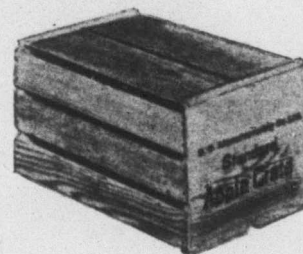
are a necessity in marketing High Class Products

THE SUPERIOR QUALITY OF BRITISH COLUMBIA TIMBER IS WELL KNOWN

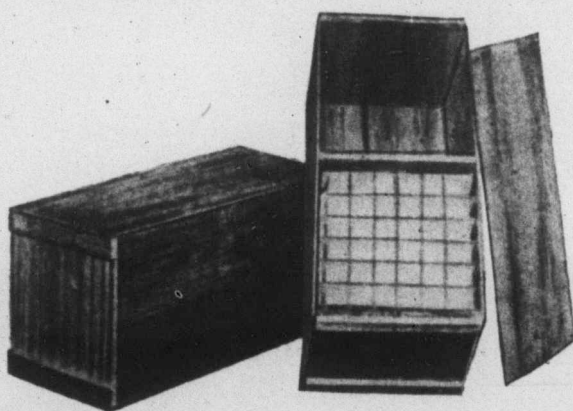
THREE OF OUR LEADERS



For marketing apples there is no package to compare with the box as shown in accompanying cut. British Columbia apples now have a reputation which is unequalled in the market, and a portion of this reputation can be fairly claimed for the boxes. Competition demands the use of the highest standard container for your products.



The accompanying cut illustrates our Standard Apple Crate, which is used for marketing the lower grade apples. Our facilities are the best for giving prompt and careful attention to all orders for this package.



STANDARD COTTONWOOD EGG CASE

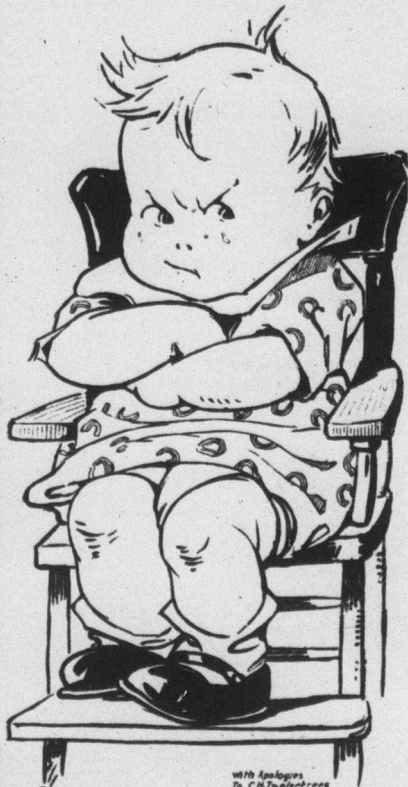
This case throughout is made from the famous Fraser Valley cottonwood, which do not confuse with inferior wood of the same name grown in other localities. After being cut by our up-to-date machines, it is thoroughly air dried. It then becomes one of the lightest and strongest of woods and is unequalled for cold storage purposes. This egg case cannot be surpassed. We are prepared to supply this case in carlots at short notice.

British Columbia Manufacturing Co., Limited
NEW WESTMINSTER, B.C.

ONTARIO AGENTS
S. H. MOORE & COMPANY

704 Excelsior Life Building, Toronto

Illustrated Catalogue on Request



with Apologies
To C.H. Thelectress

You'll Find out Who's Boss around
here if I don't get some more
UPTON'S MARMALADE ~

Irresistible!

Like Upton Products this boy is irresistible. He is a great salesman. He works constantly creating a demand for

UPTON'S PURE JAMS and ORANGE MARMALADE

He will influence customers of yours. Co-operate with him. Display Upton's in a prominent place in your store.

T. UPTON COMPANY, LIMITED

HAMILTON, CANADA

Selling Agents:

S. H. Moore & Company
Toronto, Ont.

Gaetz & Company
Halifax, N. S.

Rose & Laflamme, Ltd
Montreal, P. Q.

Schofield & Beer
St. John, N. B.

Scott Bathgate Co., Ltd.
Winnipeg, Man.

P. H. Cowan & Co.
St. John's, Nfld.

Pumpkin Pie Without Eggs

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

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

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

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

ASK FOR DOMINION BRAND CANNED PUMPKIN

Every tin guaranteed by

DOMINION CANNERS LIMITED

HAMILTON, CANADA

Ice Cream Cones

Mr. Jobber

We Are Booking Orders for 1921

No Middlemen's or Distributors' Profits. We Sell Direct
from the Manufacturer to

YOU

Can Save \$\$\$\$ Buying Through Us

Our Principals are pleased to sell you direct

Place Your Orders With Us


Only the Very Best Products Sold

Martin M. Sichel and Co.

BROKERS

212 McGill Street

Montreal



Our Organization--

is composed of a staff of thoroughly experienced, aggressive salesmen—a chain of warehouses from the Great Lakes to the Pacific Coast, and is backed by ample capital and a reputation for producing big results.

HEAD OFFICE:
287 Stanley Street
Winnipeg
Man.

BRANCH OFFICES:
Fort William, Ont.
Regina, Sask.
Calgary, Alta.
Lethbridge, Alta.
Brandon, Man.
Saskatoon, Sask.
Edmonton, Alta.
Vancouver, B.C.

Here are a few lines we are successfully representing

ARBUCKLE BROS.	- - - - -	New York, N.Y.	GORMAN, ECKERT & CO., LTD.	- - - - -	London, Ont.
Green Coffees.			Olives, Spices, Extracts, etc.		
ARROZ MILLING CO.	- - - - -	New Orleans	HARPER PRESNAIL CO., LTD.	- - - - -	Hamilton, Ont.
Rice.			Pathfinder, Irene and Elk Cigars.		
BORDEN MILK CO., LTD.	- - - - -	Montreal, Que.	INGERSOLL PACKING CO., LTD.	- - - - -	Ingersoll, Ont.
Condensed and Evaporated Milk.			Large Royal Oxford, Ingersoll Cream, Pimento and Chili Cheese, and Beaver Brand Meats.		
CALIFORNIA PACKING CORPN.	- - - - -	San Francisco, Cal.	W. K. KELLOGG CEREAL CO.,	- - - - -	Toronto, Ont., and Battle Creek, Mich.
Canned and Dried Fruits, etc. (including Del Monte Lines.)			Corn Flakes, Krumbles, etc.		
CANADA STARCH CO., LTD.	- - - - -	Montreal, Que.	KING BEACH MFG. CO., LTD.	- - - - -	Mission City, B.C.
Factories—Cardinal, Brantford and Fort William—			Jams, Jellies and Marmalade.		
Starch, Syrup, Glucose, etc.			W. S. LOGGIE CO., LTD.	- - - - -	Chatham, N.B.
COLUMBIA MACARONI CO.,	- - - - -	Lethbridge, Alta.	Blueberries, Codfish and Lobsters.		
CANADA NUT CO. LTD.	- - - - -	Vancouver, B.C.	NATIONAL LICORICE CO.	- - - - -	Montreal, Que.
Squirrel Brand Peanut Butter, etc.			Licorice.		
CREAMETTE CO.	- - - - -	Minneapolis, Minn.	NICHOLSON & BROCK	- - - - -	Toronto, Ont.
Creamettes, Macaroni, Vermicelli, Spaghetti and Egg Noodles.			Bird Seed and Gravel.		
CRESCENT MFG. CO.	- - - - -	Seattle, Wash.	PROCTER & GAMBLE DIST. CO. OF CANADA, LTD.	- - - - -	Hamilton, Ont.
Mapleine.			Bulk Crisco, Soap Chips, Cotton Seed Oil and Flakewhite.		
CROWN BROOM WORKS, LTD.	- - - - -	Vancouver, B.C.	W. A. TAYLOR CONF. & MFG. CO.	- - - - -	Winnipeg, Man.
Brooms, Woodenware.			Horse Radish.		
DOMINION SUGAR CO., LTD.	- - - - -	Chatham, Ont.	J. H. WETHEY, LTD.	- - - - -	St. Catharines, Ont.
Factories—Wallaceburg, Chatham and Kitchener—			Jams and Marmalade, Bulk and Package Minceant.		
Granulated, Lump, Icing and Powdered Sugar.					
DUNBAR MOLASSES AND SYRUP CO.	- - - - -	New Orleans.			
FOSTER & HOLTERMANN, LTD.	- - - - -	Brantford, Ont.			
"Pride of Ontario" Honey.					

MASON & HICKEY

MANUFACTURERS' AGENTS

287 STANLEY STREET



WINNIPEG, CANADA

TEES AND PERSSE LIMITED

MANUFACTURERS' AGENT

Here Since 1884

"From the Great Lakes to the Rockies"

Our present organization and chain of warehouses, totalling 31 acres of floor space, are silent tributes to the quality of the products we handle.

We are located at strategic points in Western Canada, giving our principals a daily contact with the wholesale and retail trade. Our progress is continuous—can we be of service to you?

Winnipeg, - - Man.

Fort William

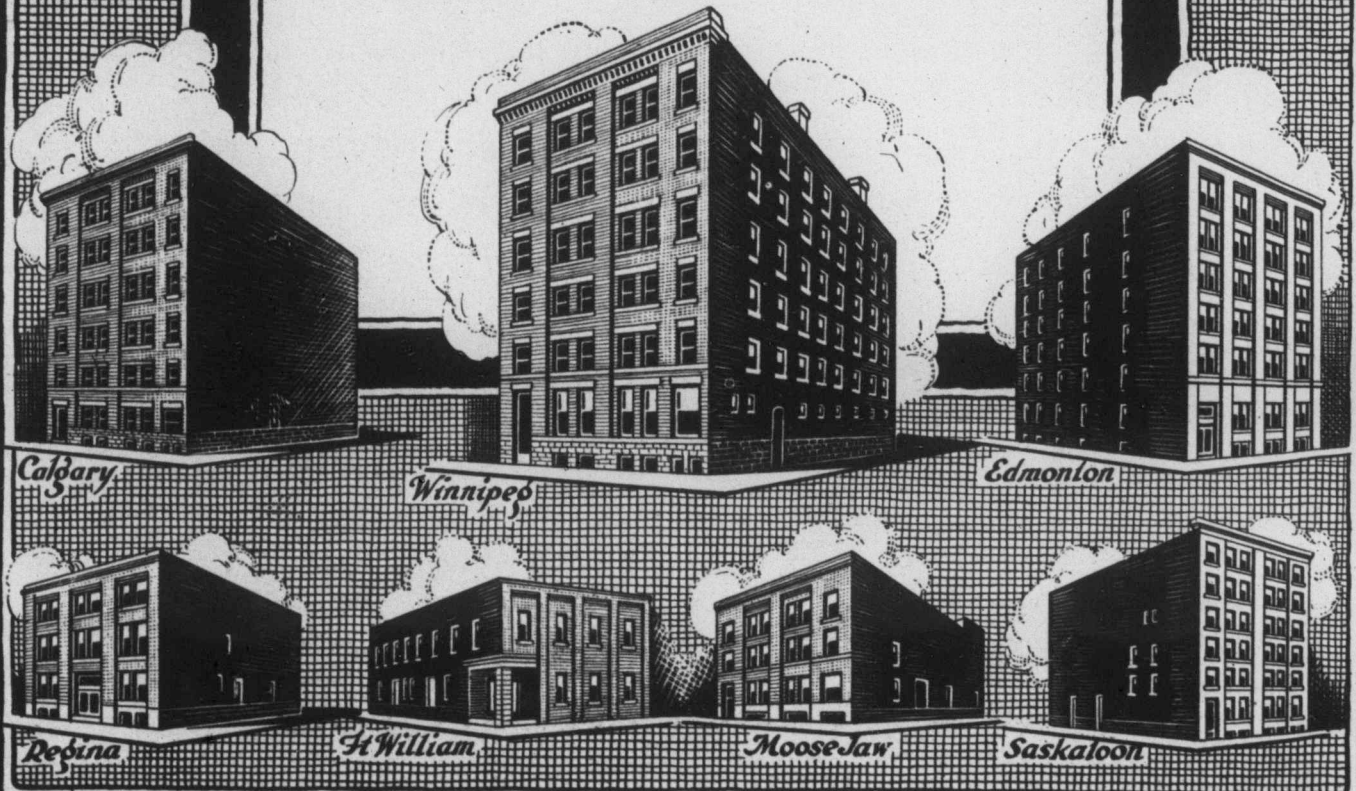
Regina

Moose Jaw

Saskatoon

Calgary

Edmonton



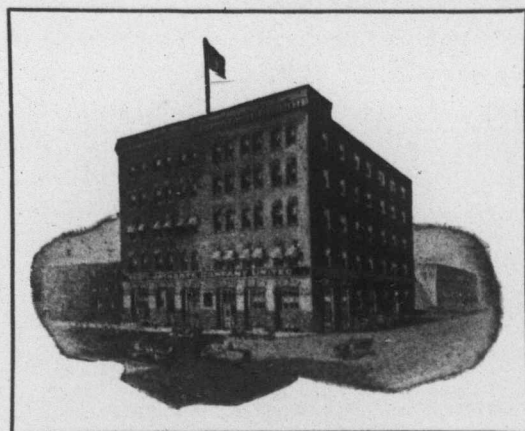
The House of Scott-Bathgate Co., Ltd.

WINNIPEG

What it Stands for

The steady growth and development of our business indicates progressiveness.

Service, Integrity and Reliability are the corner stones on which our business has been built.



The Home of the Scott-Bathgate Co.

Here is an organization fully equipped in every way to introduce your product and push it in a way that spells quick, profitable returns.

Ten of our salesmen do retail selling exclusively, and others work among the wholesalers.

To the manufacturer who is looking for an efficient Western House to represent him, this Company cannot be excelled in efficiency, reliability and result-getting.

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

We are always glad to furnish those interested with particulars of our organization, financial standing, etc., and information about the Western Market.

SCOTT-BATHGATE CO., Ltd.

149 Notre Dame East, Winnipeg

YOU ARE SPECIALISTS AND SO ARE WE

YOU, as a manufacturer, we venture, do not make *everything* that goes into your product. Few manufacturers do.

YOU bring together materials in various stages of development—you refine, complete, assemble or combine these materials—put *your* specialized science into them—and the result, your finished product goes to your market.

IN furnishing materials for your product, some men are vitally necessary to you, with whose specialized science you may be only slightly acquainted.

You do not claim to know their science. They do not claim to know yours. It is because you put *your* knowledge and *their* knowledge together that you make your product the success it is.

We, of Richardson, Green Ltd., offer you our experience of specialization in merchandizing, to gain or widen your market. We do not claim to know all about your business. But we do match our achievement in our specialized science with that of any other line.

Let us put *our* specialization with *your* specialization—and help you work out your market problem.

This is the way we have always worked—*with the manufacturer.*

RICHARDSON, GREEN LIMITED

GROCERY BROKERS

MANUFACTURERS AGENTS :

WINNIPEG

REGINA

SASKATOON

CALGARY

EDMONTON

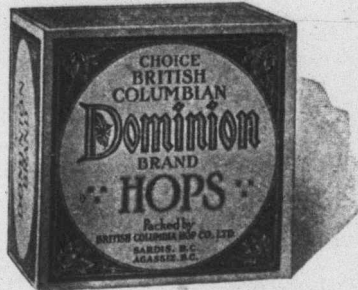


HOPS

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

Ranches located at
Sardis, Agassiz,
B. C.

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



Largest Hop Growers in Canada

Write for Prices—Samples

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

DESICCATED COCOANUT

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

Our agents are:

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

Dodwell & Co., Ltd.

Importers & Exporters
VANCOUVER

When Sorting up Your

CANNED FRUIT
AND
DRIED FRUIT

Stocks, Remember

"CASTLE"
brands

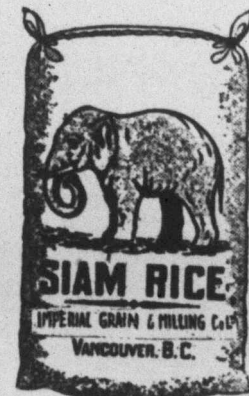
Are as Popular as Ever

DISTRIBUTED BY



**Imperial Grain and Milling
Co., Limited**

VANCOUVER, B.C.



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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.

Vancouver
Canada

Importers — Exporters

Handlers: Beans, Nuts, Potatoes

C. T. NELSON

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

PETER LUND & COMPANY

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

British Columbia Territory

Interested manufacturers please communicate.

505 Metropolitan Bldg., Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.



MACARONI

The pure food that builds Muscle and Bone at small expense

The Meat of The Wheat

Manufactured by the

Columbia Macaroni Co., Limited

LETHBRIDGE, ALTA.



"Yes, send me 'Red Arrow' Biscuits again, I was pleased with the last."



Mr. Grocer — It invariably works out like this.

Made in
Vancouver



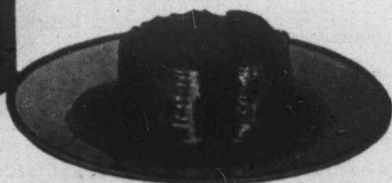
Made in
Regina

YOU STAKE YOUR REPUTATION ON EVERY SALE YOU MAKE

THE QUALITY STANDARD WE MAINTAIN ON

"ALBATROSS" PILCHARDS

WILL NEVER LET YOU DOWN



EVERY MORSEL EDIBLE
AND DELICIOUS

Clayoquot Sound Canning Co., Ltd.

VICTORIA

AGENTS:

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

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

Richardson Green, Limited
MANUFACTURERS' AGENTS

Calling upon the Grocery, Hardware and
Drug Trade.

Winnipeg Regina
Edmonton
Calgary Saskatoon

We work The Retail Trade

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

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

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

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

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

HERALD BROKERAGE CO.
Wholesale Commission Brokers and
Manufacturers' Agents.
We give you the best of service.
617 McIntyre Blk. | 16 Board of Trade Bldg.
Winnipeg, Man. | Calgary, Alberta

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

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

Say you saw it in Canadian
Grocer, it will identify you.



**The Largest
in Western Canada**

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRUCKAGE
STORAGE
DISTRIBU-
TION

"ALWAYS ON THE JOB"

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

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

STORAGE

DISTRIBUTING

FORWARDING

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

ONTARIO

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

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

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

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




32 Front TORONTO St. West CANADA

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

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

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

WANTED
An additional line to sell to Wholesale Grocers in the Province of Ontario, by an established broker with best references and connections. C. C. Mann, 311 Board of Trade Bldg., Toronto, Ont.



BROOMS

**No. 1 Carpet Broom
Rex Broom
I X L Broom**

Our lines of high-grade brooms for the house

No. 1 and No. 2 and Extra
Our good grade house brooms

Warehouse, Deck, Toy Brooms and Whisks

J. C. SLOANE CO.
Owen Sound Canada

OCEAN BLUE
In Squares and Bags

EVERY woman takes a pride in having spotlessly white household linen. OCEAN BLUE gives the best results in the easiest way.

Give all your customers the opportunity of testing it, and you will soon need to **Order more from your Wholesaler.**

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

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

MONTREAL TORONTO

Look These Over THEN ORDER

HALL SALMON, EPPS COCOA,
SYMINGTON'S SOUPS AND GRAVIES,
MAPLEINE, THIS SARDINES,
HERRINGS.

J. C. THOMPSON COMPANY
MONTREAL, QUEBEC

AGENCIES WANTED

For Food Products, Confectionery, etc.
For the Dominion. Best References.

H. S. JOYCE,
Room 903 Southam Bldg., Montreal

MANUFACTURERS'

Place your merchandise with a modern up-to-the-minute Agency in 1920.

O. M. SOLMON

MANUFACTURERS' AGENT, IMPORTER,
EXPORTER, COMMISSION MERCHANT
Is open to represent several new progressive
manufacturers in the New Year.
4492 St. Catherine St. W., Montreal

PAUL F. GAUVREAU

Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.

I am buyer of flour, feeds, grains of all
kinds, damaged grain, also cereals. Mail
samples.

AGENCIES WANTED

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

Established 1889

HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufac-
turers' Agents.

91-93, Youville Square,
MONTREAL CANADA

Grecian Currants

WE ARE EXCLUSIVE AGENTS
and we can supply in quantities,
the famous "FILATRA CUR-
RANTS" fine cleaned stock, crop
1919, and other Brands, also figs.
Write for prices.

On inquiries we can quote the best
prices on Fancy Bluerose rice, cof-
fee, Norwegian sardines, cigarette
paper, etc.

Levant-American Mercantile Co.
LIMITED
Montreal, Canada

Potatoes, Oats, Peas, Beans, Hay, Etc.
in Car Lots

A. H. M. HAY

*General Produce & Lumbermen's
Supplies*

Phone 5311 98 St. PETER ST.
Residence 6383 QUEBEC

SHEELY-MOTT, COMPANY

Brokers & Manufacturers' Agents
MONTREAL

NOW SELLING

Harry Horne's Double Cream
Custard and all other Double-
Cream Products.

Tartarine.

"Cooke Brand" Peas.

Butterfly Tints—the latest
word in dyes.

Extracts and Ethereal Oils

Nu-Jell Jelly Powder.

Confectionery.

Peas, Beans and all kinds of
cereals.

Place your enquiries with us
and be satisfied.

We work the Retail Trade

3 St. Nicholas Street

Telephones - - Main 301
Main 3971

WANTED

Agencies for food products for the
City of Montreal, best references.

SILCOX & DREW
33 NICHOLAS ST., MONTREAL

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

TELEPHONE MAIN 7143

ST. ARNAUD FILS CIE

GROCERY BROKER

Importateurs & Exportateurs Pois et Feves Produits Alimentaires	Importers & Exporters Peas and Beans Food Products
--------------------------------------------------------------------------	-------------------------------------------------------------

ST. NICHOLAS BUILDING, MONTREAL

MARITIME PROVINCES

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

47-49 Upper Water St., Halifax, N.S.

BRITISH GUIANA

Why not build up your trade in
British Guiana and the West In-
dies, by appointing us your Agents?

McDAVID & CO.

Manufacturers' Representatives

41 Robb Street, Georgetown, Demerara,
British Guiana

Exporters: Coconuts, Coffee, Rice, Cocoa.

Say you saw it in Canadian

Grocer, it will identify you.



Delightful Treat for the Whole Family

Small's *Forest Cream Cake Icing and Bread Spread* is delicious, nourishing and economical, ready prepared for sandwiches, filling and icing cakes. Packed in one, two and a half, and thirty pound tins.

PANCAKES have a new zest and a taste that lingers when sprinkled with Small's *Forest Cream Maple Syrup*. Fresh and pure as the Northern snows, and smacks well of the Canadian forest. Remember the little name "SMALL'S" and insist on it. The original. Established ninety-five years. At leading grocers throughout the world.

SMALL'S LIMITED, MONTREAL

NOTICE The above artistic ad. appears in The Canadian Home Journal, MacLean's National Magazine and other like magazines in Canada. We are also advertising in the Farmers' Magazine, Toronto, Farmers' Advocate, Canadian Power Farmer and Grain Growers' Guide, of Winnipeg. The above-mentioned journals reach nearly 400,000 of the best homes in Canada, exceeding approximately 1,000,000 readers. Small's Brands are of long standing, the result of many years of experience. We are continually making improvements where we find it possible. The merits of Small's Brands have been appreciated and recognized the world over, having received gold and silver medals and diplomas from all leading countries, including the Orient.

We make no concession or allow no special discounts to departmental or chain stores, but to jobbers only. We feel that by handling Small's Brands mutual satisfaction will be the continual result.

"Hold fast to quality" (John Wanamaker).

SMALL'S LIMITED, MONTREAL

Established 1876

ARTHUR P. TIPPET & CO. MONTREAL and TORONTO

Manufacturers Agents and Importers

SPECIAL AGENTS and efficient salesmen in all the leading Cities in Canada

AGENTS FOR

Gelatines, Mediterranean Products, Californian Fruits, Herbs, Seeds, Hops, etc. Norwegian Fish, "THISTLE" Brand Fish Australian Products

Enquiry Department

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

REPAIRS AND SUPPLIES FOR RICE-KNIGHT LAMPS.

Wanted, name of firm who can supply generators for No. 30 Rice-Knight hollow wire gasoline lamps, or repair old generators (H. W. Knight & Bros, 86 Richmond street, Toronto, used to do this work, but advise they have closed up that department.)
—A. W. Little, Vinemount, Ont.

Answer.—As the H. W. Knight & Bros. Company have closed up their lamp department where you could obtain these, we would advise you to try the following firms: Schultz Manufacturing Co., Hamilton, Ont.; Ontario Lantern and Lamp Co., Ltd., Hamilton; National Stamping and Electric Works, Chicago, Ill.; Rochester Lamp Company, 120 Church street, Toronto, Ont.; Mantle Lamp Company of America, Inc., 146 Trade street west, Montreal, Que.

WHERE TO BUY NOVELTIES

Will you please advise me the names of firms where I can buy novelties of all kinds, such as puzzles, tricks, etc?—I. J. Bonner, Antigonish, N. S.

Answer.—Fancy Goods Company of Canada, 468 King Street W., Toronto, Ont.; Nerlich & Co., Front St. W., Toronto, Ont.; Croft & Son, Wellington st. w., Toronto, Ont.; Harold A. Wilson & Company, 299 Yonge st., Toronto; David McCown & Company, 21 Main st., Toronto; Gilbert Menzie & Company, 439 King st. w., Toronto; Canadian Manufacturers of Novelties, 13 Doucher st., Montreal, Que.; David Novelty Company, Montreal, Que.

WHO SELLS SALADA TEA?

Please give us the name and address of the company who sells "SALADA" teas. Have they an office in Montreal? Thanks. Please answer by mail.—Dube & Fils, Riviere-du-Loup Station, Quebec.

Answer.—The name and address of firm who sells Salada Tea is Salada Tea Co., 461 King st. w., Toronto, Ont. Office in Montreal is Salada Tea Co., St. Paul and St. Sulpice sts.

DAIRY BUTTER.

In your March 5th number of CANADIAN GROCER you state dairy butter is scarce, and quoted at 56 to 59 cents. Do you know where I can sell some at price named?—E. A. Whitmore, Philippsville, Ont.

Answer.—This is the price quoted by the manufacturers and wholesalers to the retail trade. 52 cents a lb. is about the price that you would be able to get from the following firms here who might buy some butter from you:

Gunns Ltd., West Toronto, Ont.; Swift Canadian Co., West Toronto, Ont.; Wm. Davies Co., 521 Front st. e., Toronto; Harris Abattoir Co., West Toronto, Ont.; Canadian Packing Co., Toronto, Ont.

MANUFACTURERS OF GLASS BOTTLES.

Will you please inform us who manufactures in Canada 4-oz. and 12-oz. glass clean bottles?—The Crowe Furniture Co., Ltd., Bridgewater, N. S.

Answer.—4-oz. and 12-oz. glass bottles are manufactured by the Dominion Glass Co., Beaver Hall, Montreal, Que., and the

Dominion Bottle Co., 198 Chestnut st., Toronto, Ont.

AGENTS FOR CROSS & BLACKWELL PRODUCTS.

Would you please advise us the name of the manufacturer's agent for Cross & Blackwell's Products for Eastern Canada?—Mr. B. A. Mowat, Campbelltown, N. B.

Answer.—Stewart Menzies & Co., Toronto, Ont., are agents for Cross & Blackwell Products for all of Canada.

DRY GOODS MAGAZINE.

Is there a good magazine like the CANADIAN GROCER dealing with Dry Goods?—Mr. S. Mignarra, Coniston, Ont.

Answer.—We would refer you to "DRY GOODS REVIEW," 153 University ave., Toronto, Ont., published every month. Subscription price \$2.00 per year.

"DRY GOODS REVIEW" is along with CANADIAN GROCER one of the sixteen business papers and magazines published by the MacLean Publishing Co., and covers the entire Dry Goods field.

WAR TAX STAMPS ON PATENT MEDICINES AND STOCK AND POULTRY FOOD.

Is it still necessary to place War Tax Stamps on patent medicines and stock and poultry food?—J. K.

Answer.—It is still necessary to place War Tax Stamps on all patent medicines, and all stock and poultry foods except baby chicks' food, lice killer and Pratt's Disinfectant.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers INFORMATION WANTED

Date.....1920..

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

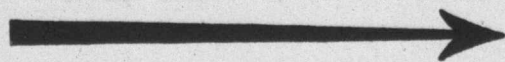
Address

.....

.....

.....

The Genius
of "Turnover"



Forks Road, Ont., March 12th, 1920

"A great many people ask for "SALADA" and I am going to push the sales for all that is in me this spring."

H. E. COOKE

A wise trader, this. Thousands of grocers like Mr. Cooke have realized that "turnover spells profits"

A WORD TO THE
LISTENING TRADER

Last week's sales put us another 69,424 pounds ahead—that was the INCREASE for the week ending March 13th, 1920, over the corresponding week in 1919.

A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

Trifling! Three cents per word for first insertion and two cents per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

Canadian Grocer, 153 University Ave., Toronto, Ont.

**TWO WELL KNOWN CANADIAN
HOUSES ARE JOINING FORCES**

WHO ARE THEY
?

**Reward of \$25—divided into prizes of
\$12.50—\$7.50 and—\$5.00 for the
first three correct answers.**

REPLIES MUST BE MAILED TO :
Mr. B. T. HUSTON, Manager, Canadian Grocer, Toronto,
NOT LATER THAN MARCH 30th, 1920

Take Advantage of Our Publicity

Link up your store with the Red Rose Tea Publicity Campaign, now running in the newspapers, by making a display of Red Rose Tea packages in your window.

Our new Waxed Board Packages are neat and attractive, and are easily arranged to make an eye-catching display.

If you will try one Red Rose Window Display, we believe you will be so pleased with the results that you will make frequent displays in future.

T. H. Estabrooks Co., Limited

St. John, Montreal, Toronto, Winnipeg, Calgary, Edmonton



Count Your Loss on Baking Powder

EVERY grocer knows the total number of his regular customers. And to them he supplies the largest proportion of their food necessities. He depends upon their trade and confidence for his business existence, while they depend upon him for worthy service and the best in foodstuffs. A mutual confidence is the result of fair trading on both sides.

All other things being equal, the average "regular customer" is glad to have his or her kitchen needs filled by the family grocer.

But when it comes to baking powder, the grocer may find that a surprising proportion of his regular trade are buying everything from him that is used for the table except baking powder. He may have 300 customers, only 100

of whom are purchasing their baking powder at his store.

This legitimate grocery business is proceeding through some other channel of trade, when EVERY CAN USED should be ordered from his shelves—and in the grocer's interest every can should be Egg-O Baking Powder.

Egg-O Baking Powder is supported by advertising and selling-demonstration that costs tens of thousands—every dollar of which is spent to bring all the great demand for baking powder into the grocery store.

Let's emphasize that thought—every effort for publicity, every direct sale to the home by our solicitors is to attract the baking powder business to the grocery store where it belongs.

All we ask of the grocer is a fair degree of co-operation and the vital touch of enthusiasm that makes team-play worth while in business building.

Make all your customers baking powder customers. We will do our honest-to-goodness level best to make them buy over your counters—and, of course, to buy EGG-O.

EGG-O is kept in stock by all jobbers.

The EGG-O Baking Powder Company, Limited
HAMILTON - CANADA

*Lines that are
Always Popular—*

**ROBINSON'S
"PATENT" BARLEY**

and

**ROBINSON'S
"PATENT" GROATS**



Are you selling Robinson's regularly? You can sell them. Everywhere the Robinson lines have a reputation for quality that keeps stock moving and puts attractive profits in the cash drawer.

MAGOR, SON & COMPANY, LIMITED
191 St. Paul St. West, Montreal 30 Church Street, Toronto

Abbey's EFFERVESCENT SALT

Makes Life WORTH LIVING

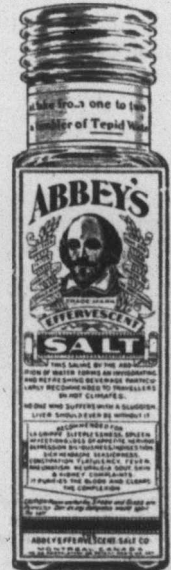
**Many of Your Customers Take It
Regularly Every Spring**

Everybody knows how good it is as a Spring Tonic—to purify the blood, regulate the liver, improve appetite and digestion, and build up the whole system.

Spring is always a big season for the sale of Abbey's Salt. The big advertisements now running are helping to boom the sales.

Take advantage of them. Display Abbey's Salt in windows and on the counters. Recommend it to your customers. Let it help to make money for you.

THE ABBEY EFFERVESCENT SALT CO., Montreal



CANADIAN GROCER

Vol. XXXIV.

TORONTO, MARCH 26, 1920

No. 13

"No Tangible Evidence of a Combine," Caustic Remark of Commissioner

Board of Commerce Appointment Again Comes Up at Enquiry—"I'm in Doubt as to Who is Being Tried Here," Says Mr. O'Connor—Secretary Pyke a Witness for Several Hours—Evidence of F. W. Hudson

Special Staff Correspondence

TORONTO, March 25.—Following a week's adjournment, the wholesale grocers' combine investigation case was resumed in the City Hall here on Monday, Commissioners W. F. O'Connor, K.C., and James Murdock of the Board of Commerce presiding.

The hearing of the evidence of A. C. Pyke, secretary of the Wholesale Grocers of Ontario, also of the Canadian Wholesale Grocers' Association, occupied most of the day. A. W. Roebuck, counsel for the Ontario Attorney-General's Department, asked many questions concerning contracts of manufacturers, firms that applied for membership in the Ontario association, minutes of the various meetings, etc.

F. W. Hudson, president and manager of the Canada Brokerage Co., wholesale grocers, Toronto, was the only other witness.

There were several lively passages-at-arms between the commissioners and Mr. Roebuck; also a few between the latter and Robert McKay, K.C., counsel for the wholesalers.

Since the adjournment on Friday, March 12, Attorney-General W. E. Raney wrote the Board of Commerce, criticizing it sharply for putting A. S. Porter in the box, claiming that as he was the informant his name should not have appeared.

At the opening of the court on Monday Mr. McKay, on behalf of his clients, regretted it was necessary for him to refer to the matter which had been the subject of public comment through the action of the Attorney-General.

Mr. O'Connor interjected that the board would appreciate it if that matter were forgotten as soon as possible.

Mr. McKay said there had been an attempt to prejudice public opinion in a matter that was sub judice and affecting his clients. "It is a matter which, in justice to my clients, I don't think should be passed over," he said, but he would bow to the board's ruling.

Mr. Roebuck, for the Attorney-General, took issue with the statement that the

action of the Attorney-General had caused prejudice.

"If my learned friend says that, I must go on and say what I have to say," replied Mr. McKay, with some heat.

Mr. O'Connor hoped the proceedings would be started in a friendly way, and "if anything like that was to be said, it should be said at the end."

Wholesalers' Profits

Mr. Roebuck then called attention to the figures Commissioner O'Connor had given in Hamilton regarding profits made by the wholesale grocers of Canada. "The fact that any wholesaler is taking an undue profit does not always mean he is making an undue profit," he said.

The question was now a matter of issue before the board, but Mr. O'Connor

objected. Under the Combines Law, he said, a combine to be an evil thing must work as a detriment to the consuming public; that Mr. Roebuck had access to the figures before they were put into the records. The board claimed the right to intervene at any time in order to keep the attitude of the public mind in a sane condition.

Mr. Roebuck made the point that since the figures had been admitted into the records, he wanted to have the matter gone into further. A typical case had been given of a wholesale firm doing a business of \$1,300,000 on a capital of \$800,000, and he considered that as that meant less than two turnovers annually, there necessarily must be some inaccuracy.

Mr. O'Connor said that capital included a great many things, such as fixtures, buildings, etc., but that if the prosecution counsel had any evidence to submit to the contrary as to the correctness of the figures given in Hamilton, the Board of Commerce was always ready to hear the same.

Mr. Roebuck stated that in the case above mentioned the profits showed 1½ per cent. on turnover, which would be \$19,500, whereas 6 per cent. on capital would be \$48,000.

Mr. O'Connor claimed both could be easily correct, and suggested counsel employ an accountant to go into them.

Major Duncan, Toronto member of the Board of Commerce, observed that what Mr. Roebuck was stating was not to the board but "to someone outside the board."

Finally Mr. O'Connor ruled that all discussion immediately cease or the board would have to adjourn.

Mr. Roebuck asked that all figures be put into the records, and the commissioner said the application would be considered. Commissioner James Murdock asked if Mr. Roebuck wanted all the figures of wholesalers all over Canada to be given to the general public. There the matter rested.

THE U. F. O. AND THE WHOLESALERS

There is more or less of a surmise that back of the wholesale grocers' combine investigation is the United Farmers of Ontario. At any rate, CANADIAN GROCER has heard a statement made to that effect. What interest have the U. F. O. in the wholesale grocers and their association? A few months ago the U. F. O. formed a non-profit wholesale company to supply their various co-operative stores. Naturally they want to buy at jobbers' discount all the goods they can. The Wholesale Grocers of Ontario have expressed themselves openly as being opposed to the ethics of a manufacturer selling to what they term a "buying organization" of consumers or of retailers.

There you have the possible connection. Later events may show whether the supposition is correct or otherwise.

Mr. Pyke's Evidence

A. C. Pyke then took the stand and stated he was secretary of the Wholesale Grocers of Ontario, also of the Canadian Association.

"Sort of a double-headed monster," observed Mr. Roebuck. Mr. McKay objected strenuously to this and the commissioners ruled the language to be objectionable and it was stricken from the records.

"I see as a humorist I'm a failure," added the prosecution counsel.

Answering Mr. Roebuck, Mr. Pyke said that all the Ontario members (82 in number) were also members of the Canadian Association. He gave a list of the leading officials, which has already appeared in CANADIAN GROCER.

"What constitutes right of a merchant to belong to your association?" asked Mr. Roebuck.

"Any wholesale grocer."

"What is your organization's opinion as to what is a wholesale grocer?"

"It is defined in the application for membership. One essential point is the carrying of a full assortment of groceries."

"Do you mean every line?"

"Yes, practically every line."

"What means have you to say whether an applicant has a full line?"

"I would say of a wholesaler who can fill an opening order."

"Do you mean a reasonably complete line?"

"I would say a complete line."

"If some applicant was shown to be out of one line, would that exclude the applicant?"

"I wouldn't imagine so."

"Would a statement of a thousand lines be reasonably correct?"

"I would say perhaps it is."

"What do you mean by a co-operative association?"

"An organization for the purpose of buying their goods direct and supplying consumers."

"If an applicant is interested in the profits of a retail store is he excluded from your association?"

"A wholesaler may, through some reason, say indebtedness, have had to take hold of a retail store to liquidate his debts, but a wholesaler should be a merchant whose interests are entirely devoted to a wholesale house."

"If he goes into the retail business for making profits is he then eligible?"

"I should think not."

"So that a fine distinction is drawn in this case?"

"I should think so."

"An applicant must not be connected with any organization that distributes profits on the purchases?"

"That is correct."

"If they don't receive dividends in accordance with purchases, are they eligible?"

"That would be one reason why they would be."

Further, Mr. Pyke said a warehouse was necessary; a wholesaler must not have a retail counter nor sell direct to the consumer.



A. C. PYKE

Secretary Wholesale Grocers of Ontario, for several hours a witness at the investigation.

"If he is a manufacturer and also conducts a wholesale house, is he eligible?"

"Yes."

Mr. Pyke said he had had frequent tilts with the Food Board as to definition of a wholesaler.

Mr. Roebuck: "Did you send T. A. Lytle & Co. a list of wholesale grocers of Ontario?"

"Yes, I did." Mr. Pyke presented a complete list of members to the board.

"Did you have some negotiations with the T. A. Lytle Co. with a view to having them confine their sales to your organization?"

"No. Mr. Lytle came to us stating he desired in future to market his products through the wholesale trade instead of partly through the wholesalers and direct to the retailer. He met our committee and said he felt that it was the more economical method. There was no discussion as to exactly what a wholesaler meant. I sent out a circular regarding the change in selling Lytle goods, and at his request supplied him with a list of members. We made no arrangement with any manufacturer to sell exclusively through our members—and never considered one."

"In a letter from the T. A. Lytle Co., May 10, 1919, they asked permission to allow them to handle the wholesale grocery trade in their own way. How do you explain that—that is, gradually eliminating those who were not legitimate wholesalers and who were still on their list?"

"I don't know; that would have to come from the company."

Other correspondence referred to the Keenleyside Company of London, on which a London wholesaler had given some information.

"Acting on the strength of that information, you advised T. A. Lytle Co. not to sell them?" asked Mr. Roebuck.

"Yes; just as I stated in the letter. I had no further knowledge of this matter

and do not know whether they sold to the Keenleyside Company or not."

"Did you get a letter from T. A. Lytle Co. re Crighton Bros., wholesale grocers, Toronto?"

"I may have, but I don't remember."

"Have they made application to join your association?"

"No; and I don't think I gave the Lytle Company any information about them, as I had never heard of the firm before."

No Change in Discount

"In Circular 109 it says: 'They have also agreed to allow the wholesale trade 15 per cent. discount.' Is that the same as before?"

"I'm not sure, but I think it is."

"Is it correct you have supplied manufacturers generally with a list of your members?"

"Yes, it is."

"Was there any correspondence with Lytles re Albert Picton?"

"No; I don't remember."

There was no correspondence regarding Fearman Bros. or J. Harris of Hamilton.

"I see a letter from the T. A. Lytle Co. stating that they were maintaining their specialty men, so that their expense of distribution would not be lessened?"

"Yes, it would. The wholesalers would carry the stocks and distribute the goods. The wholesale grocers of Ontario have 923 salesmen selling groceries."

"In another letter you say: 'You will no doubt, be approached by chain stores such as Loblaw's, etc., asking you to place them on your list. Is that correct?'"

"Yes, we do not want manufacturers to sell outside the legitimate wholesalers."

"You asked them for list of firms wanting to be placed on their list. Why?"

"Don't remember asking that, but it may have been that we wanted these names so as to get some of them in our organization."

"Did he supply any list?"

"No, I think not."

"Is a man who cuts prices eligible as a wholesale grocer?"

"There is nothing in the by-laws or constitution referring to that. We have nothing to do with prices."

The York Trading Company Again

"You had an application from the York Trading Co.?"

"Yes, from Mr. Dowson and Mr. Vair, but it was not accepted, as we didn't consider them wholesalers. We heard that the retailers connected with it would get certain discounts from their purchases."

"You have heard a denial to that?"

"Yes, from Mr. Dowson."

"Did you engage in activities with a view to preventing them from purchasing direct?"

"You have all my correspondence regarding this matter."

"Are there letters from you asking manufacturers not to sell them?"

"No, sir."

"Did you ever discuss the York Trading Co. with any manufacturers?"

"Yes, we told manufacturers what we thought of them and we left them to decide the matter."

"A wink was as good as a nod, eh?"

"I object to the theatrical again," replied Mr. McKay.

Mr. Roebuck: "Did you have any communication with the Canadian Shredded Wheat Co., regarding the York Trading Co.?"

"There was a circular sent out to every manufacturer, May 9, 1919."

"In it you say in effect that a number of retailers were members of the York Trading Co., formed apparently to buy direct. Was that letter written to have manufacturers decline to sell direct to that company? Also it mentions farmers' organizations cutting out the retailer?"

"I wanted their opinions as to whether they thought it was desirable to sell such firms."

"The Procter & Gamble Distributing Co., and Cudahy Packing Co., were written?"

"Just the same as the other firms and in no other way."

Later Mr. O'Connor ruled that no comparisons be made with The York Trading Co., as the board had already pronounced it a "sham" wholesaler.

Retailers' Questions at Ottawa Meeting

One of the questions taken up at Ottawa in August, was as to whether wholesalers should sell hotels, co-operative stores, mail order houses, etc. Was anything done?"

"That was a question submitted by the R. M. A. No, I think a committee was appointed to discuss the matter."

"I see a question: Do you consider wholesale grocers should sell to persons with no knowledge of the grocery business and with no capital, or to those who have failed in business or who cut prices?"

Mr. Pyke—"Those were also questions submitted by the Retail Merchants' Association. We discussed them later at an executive meeting of our association, but I don't remember any action taken."

The minute book of the wholesale grocers of Ontario was put in as an exhibit.

Mr. Roebuck—"I see you asked members for a list of manufacturers of soap selling direct to the retail trade?"

Mr. Pyke—"Yes, we have often discussed this matter with them."

"Did you intimate to them that if they sold to the retailer a portion of their product, they could not sell the balance to the wholesale trade?"

"No, but we have always been urging them to market their goods through the wholesaler."

"I see that in March, 1918, members were asked to give you names of any retailers to whom manufacturers were selling direct. Did you get the information?"

"Yes, I likely wrote a letter to them for the information. They gave me a lot of information. No action has yet been taken by the executive."

"There is a letter dated March 12, 1918, from the Salada Tea Co., regarding an increase in discount to the wholesale trade. Did you get it?"

"No, they refused."

"T. Kenny & Co., wholesale grocers, Sarnia, wrote you suggesting that the wholesalers should not handle Salada Tea and should push sales of their own lines. Was any decision arrived at?"

"No, there was no need of discussing the matter, as the discount we received was only 5 per cent., and there would be no wholesaler try to sell it on that basis."

"A list of brokers in each jobbing centre was asked for by the members at one meeting. Did you prepare this?"

"Yes. The object was to have the members get information as to what brokers were selling direct to retailers, so that they would be able to act accordingly in purchasing."

A Long List of Wholesalers

Mr. Roebuck questioned the witness in regard to objections he took to the Food Board's ideas of what constituted a wholesaler, but Mr. O'Connor said that the Food Board's idea of a wholesaler or a retailer would be immaterial, in so far as this investigation is concerned.

Mr. Pyke said the objection was that the Food Board has granted over 1,100 licenses to merchants as wholesalers, "whereas we knew there were not that many wholesale grocers in Canada."

Mr. O'Connor asked why the name of the Food Board had been brought in.

Mr. Roebuck replied that he was submitting evidence to show there was a ring of wholesalers and that the witness and others were endeavoring to exclude others from getting certain goods. The Food Board's definition was related to the enquiry as it had defined what a wholesaler was.

The commissioner ruled, however, that such evidence was not related to this question as to whether a combine existed, and very firmly ruled it out of order.

Mr. Roebuck—"In correspondence with W. C. Macdonald Reg'd., there is mentioned the amount of profit that both wholesaler and retailer should have. Is that correct?"

"No, sir, we suggested a new list price be made showing the wholesaler about 10 per cent., instead of about 2 per cent., as it had been before."

"A delegation went to Montreal?"

"I was the delegation. I saw Mr. Stewart and discussed the point of him fixing the resale price for his goods, and also the amount of discount."

"It was in July, 1919, that the W. C. Macdonald, Reg'd., adopted the selling arrangement."

"Was there a reduction in the size of the Macdonald plug at that time?"

"I do not know, but I don't think there was."

"In your circular you mention there is to be no cutting in prices, that there is to be no cash discount, and you provided a rubber stamp for this purpose?"

"Yes."

"So you have the Macdonald Company's business down to a rubber stamp basis?"

"No, not at all—it was merely a selling agreement."

"I see on June 4, 1919, it was reported W. Clark Co., of Montreal, was selling direct to the retail trade. Did you write Mr. Clark?"

"Yes, my point was that all retailers should be placed on the same basis."

"Are you opposed in principle to a manufacturer selling any retailer of any kind direct?"

"Yes, we are. Clark's representative came to see me, but I don't think what I said changed their methods in any way."

"There was a contract made at one time by the Procter & Gamble Co. with the wholesalers?"

"Yes, I believe there was; but I never saw it. It was before my time as secretary, and I think it was a contract entered into by them with each individual wholesaler."

"I see there was an effort on June 25, 1918, to get the St. Croix Soap Co. to cease selling the retail trade?"

"Yes."

"Did that mean such men as J. Harris of Hamilton?"

"No, I didn't know Mr. Harris then."

"Do you understand in case of W. C. Macdonald, Reg'd., that if anyone cuts their resale price they will remove him from the list?"

"Yes, I understand so."

"You received last year an increase in the discount on sugar?"

"Yes. Before it was 33 cents per cwt., but the refiners made it 5 per cent., which gave the wholesalers a little advantage."

"Was there an advance in price at that time?"

"I don't know, I don't think so."

"Did you have an application from Chas. Reckon & Sons, Cobourg, Ont., to join you?"

"Yes, I sent them an application, but have heard nothing since."

"You took up the question with Tuckett's, Limited, Hamilton, cigar and tobacco manufacturers, of selling direct to the retail trade?"

"Yes."

"You discussed with the Corn Products Co., of Kornlets, the matter of a better discount and did you get it?"

"Yes, I think we did; it didn't increase the price to the consumer."

"Did you take up the question of selling retail trade with Quaker Oats Co.?"

"Yes, they claimed they were not selling the retail trade."

Only Eaton's and Simpson's Left On

"The Bowes Co. stated at one meeting they were prepared to sell through the wholesale trade their specialty products, such as maple syrup, peanut but-

ter, etc., if the wholesalers gave them support?"

"Yes. They were to allow 15 per cent. discount and cease selling certain retailers at preferred price."

"You sent out a circular outlining this agreement, stating they would confine their sales to the legitimate wholesale trade except Eaton's and Simpson's. Was there any objection?"

"Yes, to the Eaton and Simpson Cos., but the committee approved the arrangement generally. On account of the two department stores buying so much butter and eggs the Bowes Co. wanted to sell their specialty lines direct to them as well."

"Did the Eaton and Simpson Companies pay the same price as any other retailer?"

"I don't know about that, but I don't think so."

"Are you in favor of Eaton's and Simpson's having an advantage over other retailers?"

"I'm in favor of all retailers being treated alike."

A Quantity Price Arrangement

"What is Harold F. Ritchie & Company's policy? I see he addressed a meeting."

"I think Mr. Ritchie has always contended that anyone who buys in quantity should get the quantity price. He had just taken over the selling of the Imperial Extract Co.'s goods for Ontario, and he was putting that policy into effect. He is now giving retailers who buy in large quantities a quantity price."

Mr. Morley Applies for Membership

"There was an application from F. W. Morley & Co. to join the association in 1919?"

"Yes, but we didn't accept it because we didn't consider them legitimate wholesale grocers."

"In April it was reported that Mr. Morley was selling sugar at a very low margin. Did that have anything to do with your rejection?"

"We considered he was selling the sugar on a brokerage basis and was not a straight wholesaler. He told us he did not wish to carry on a wholesale grocery business in all lines, but he merely wanted to do a quantity trade to the larger retailers."

"Has any action been taken by you to prevent Morley from buying?"

"None in particular. We have asked manufacturers not to sell certain classes of merchants, which would include Morley."

"There is some correspondence here from S. J. Major Limited, of Ottawa, regarding Morley selling canned goods at a low price?"

"The wholesalers couldn't compete in the canned goods prices Morley was quoting. He was getting just a brokerage, and we brought the matter to the attention of Dominion Cannery Ltd.,

asking them to try to correct the unfairness."

"Did that mean cutting Morley off?"

"Not necessarily. They could get him to sell at the list price."

"Do the wholesalers go after business from every merchant?"

"Yes. I think they do, so long as their credit is good. Mr. Morley said he didn't want the small business, but I do not remember him stating he didn't want to get tied up in the matter of selling at a fixed price."

"There is a letter from the Ottawa wholesalers, stating they approved of the policy of ceasing to buy from any manufacturers who sold direct to the retail trade. Did you approve of that?"

"Yes, but I don't think they have been able to maintain the policy."

"I see Harold F. Ritchie addressed your association suggesting that the wholesalers sell Shirriff's marmalade, and he agreed to allow a discount of 15 per cent. on 15 barrels, and that a discount of 5 per cent. be allowed to retailers for buying in barrel quantities. Did you agree to that?"

"That was Mr. Ritchie's method, and that is the way it has been carried out. We did not approve of the quantity price."

The agreement with L. Schepp & Co, coconut manufacturers, fixing a resale price and price to the consumer was read.

"What about a manufacturer giving bonuses to salesmen of wholesalers?"

"The wholesale grocers do not approve of it. The salesmen would likely specialize on the line of that manufacturer to the exclusion of others."

Mr. McKay termed it a "bribe."

Mr. Roebuck—"You had an application from Chevrier Bros., Cornwall, Ont. Did they become a member?"

"No, I sent them an application, but it was not returned."

Correspondence was also read in connection with the Chisholm Milling Co., stating they would confine their sales to the wholesale grocery trade.

"I see an effort was made to have the Pure Gold Co. distribute their goods through the wholesale trade. What was done?"

"We interviewed them, but we were not successful."

Mr. Roebuck—"There is a letter here from F. T. Smye raising objection to the St. Lawrence Sugar Refining Co. making up a carload and selling direct to a number of retailers, thus diverting business from wholesalers?"

Mr. Pyke—"That car would be turned over to a wholesaler to fill, and that might mean that a customer of a certain wholesaler would get the sugar from another wholesaler, thus diverting the business away from the proper wholesale house."

"I see reference in the minutes from John Garvey & Sons, London, complaining of certain department stores selling soap at such a low price that the other retailers could not compete?"

"Yes, we object to manufacturers sell-

ing to department stores at a price that gives them an unfair advantage over their competitors."

Changes Proposed in Gillett Contract

"The E. W. Gillett Co. asked for a conference to discuss a change in contract. What difference was that from the one in force now?"

"I think there was the question of prepayment of freight, also some wholesalers were allowing a cash discount and others selling at net price. The matter was held over. No change has yet been made, to my knowledge."

"On June 24, 1919, you had a conference with Wm Braid & Co., in regard to a new package tea which they proposed to distribute exclusively through the wholesale trade?"

"Yes. They announced that intention, the trade discount being 10 per cent. and 2½ per cent. They had a conference afterwards stating the price to the retail trade."

"There was a conference with Mr. Lazenby and Mr. Wright, Jr., in June, to discuss trade matters regarding Crosse & Blackwell's goods?"

"Yes, but they decided to distribute through both the wholesale and retail trade, as they didn't think Crosse & Blackwell's goods could stand a 15 per cent. discount to the wholesaler. They proposed 5 per cent."

"Gregory, Greek & Co., Parry Sound, applied for membership in August last. Were they refused?"

"Our information was that they were still in the retail grocery business. Their application was not accepted."

"You policy is not to refuse but to defer action?"

"You may put it that way if you wish."

"That was about the time you were getting after the manufacturers. Do you think that was why they wanted to become a member?"

"Possibly."

"The discount on Oxo was increased by 2½ per cent. on your recommendation. To what does that apply?"

"It was increased from 12½ to 15 per cent. I don't know that there was any change in the retail price."

"Did you make any arrangement with Diamond Cleanser?"

"No, I don't think they agreed to sell entirely through the wholesalers."

"You made an arrangement with Glo Products to sell their goods?"

"Yes."

"What happened since?"

"Nothing, so far as I know."

"Would the arrangement with Glo Products exclude selling to Mr. Morley or York Trading Co.?"

"Yes."

"To H. P. Eckardt and Medland Bros.?"

"No, they are wholesale grocers. We never asked any manufacturer not to sell a wholesale grocer."

"On April 8, 1919, Mr. Beckett and Mr. Smye addressed your meeting and submitted a proposition for the closer

unity of the members; included in which was the writing to manufacturers sending them a list of your members, and asking them to give you a list of others they were selling. Was that the proposition referred to in the minutes?"

"Yes, I presume it was."

"When was your charter granted?"

"In July, 1919."

Wanted It Dominion Wide

"Was it agreed that the wholesalers of Toronto, Hamilton and London were prepared to decline as a body to purchase from any manufacturer who should sell direct to the retailers at lower than the list price?"

"Yes, the minutes state so."

"Did everybody approve of this?"

"All but the National Grocers Limited. Before endorsing it they wished to know the attitude of the Montreal wholesalers as they competed with them. They thought it should be Dominion wide instead of Provincial."

"You interviewed some of the Montreal wholesalers?"

"Yes, but they thought it should be Dominion wide. One firm was in favor of it for Ontario but not for Quebec."

Mr. Roebuck read the resolutions submitted to the Dec. 2 meeting in Toronto. One of these dealt with the policy of having a card printed for the use of brokers. The idea was that members should not purchase from brokers who did not present this card signed by the secretary.

Mr. Pyke said that was correct, but that it had not been put into effect, that some of the members thought it was unworkable.

"Illegal?" suggested Mr. Roebuck.

"No."

"Bordering on the combine."

"No. The only person I heard associate it with the question of a combine was yourself in Hamilton."

A Tempest Arises

"Was there any mention made at this time of the Board of Commerce, when these two resolutions were being considered?"

"No, none whatever."

Commissioner O'Connor—"I don't see that this is relevant at all, but I want this discussion to be wide open. I'm in doubt as to who is being tried here."

Commissioner Murdoch—"The Board of Commerce has a lot of urgent work to perform, but still this is the sixth day that we have sat to hear something about a combine, and, so far, as one member is concerned, we have not heard anything yet tangible. We have heard about anything and everything. We have seen all kinds of sprats drawn across the trail, evidently for the public information, but there is nothing that I have seen yet about a combine."

Mr. Roebuck—"Do I understand that the commissioner has given judgment?"

Mr. Murdoch—"I am telling you what are my firm convictions. As one member of the board, I want to say again that there is a whole lot of urgent work

for us to do without sitting here day after day and listening, but not getting tangible evidence. I thought we were coming here to hear. I am hoping we can get to it and let us get about some real business."

Mr. Roebuck—"Well, it is interesting. Mr. Chairman, to have an expression of opinion of that kind, but after the class of evidence that has been laid before you to have an expression of that nature is a surprise."

Mr. Murdoch—"I have nothing to retract."

Mr. Roebuck—"Neither have I."

Major Duncan—"What has the appointment of a Chairman of the Board of Commerce to do with the grocers?"

It is the third time that thing has been brought up by Mr. Roebuck. It happened in Hamilton twice."

Mr. Roebuck—"It is the first time the matter has been referred to by me in this court."

Major Duncan—"Your own witness referred to it."

Go the Whole Limit

Mr. Roebuck—"Yes, without any intention on my part, even with my advice against it."

Major Duncan—"Well, why do you ask the same question of Mr. Pyke?"

Mr. O'Connor—"Go the limit. Go on with it and get it over. There is more to it, and go the whole limit. It is an absolutely disgraceful condition in court, but if this court has to try itself it is willing to do it. . . . The court has not the slightest objection."

Mr. Murdoch—"Excepting the wasting of the time of the court, which belongs to the people."

Mr. O'Connor—"If you are instructed to come here with this kind of case, to put in the class of evidence you are putting in, all I say is somebody ought to think it over."

Mr. Murdoch—"One of your important witnesses is said to have stated this would be ridiculous, and although taken to task for it, I don't know but he is making a pretty good case, unfortunately, as my judgment leads me to believe, for a purpose."

Mr. O'Connor—"The board has had a pretty fair idea from the first of this case as to where it was to lead."

Foresaw the Conclusion

Mr. Murdoch—"We are paid good substantial money by the people of Ontario to be good detectives, and the very day you came into the Board of Commerce office in Ottawa, as soon as you left, I told Mr. O'Connor just what was going to work out, and you worked it beautifully just that way."

Mr. Roebuck—"Do I understand the board had already made the decision you refer to now?"

Mr. Murdoch—"I had decided that I would hear your presentation, wherein you wanted to make a general blanket complaint against everybody and get the Board of Commerce to father it and go and delve in and specify this and that

one all over Canada in the retail and wholesale grocer trade, and for the board to take upon themselves the responsibility of naming them and bringing them up. You had an original letter, which I take responsibility for making you refer to and bring some evidence with, over in Hamilton, and that was the Porter letter."

Mr. O'Connor—"We do not hold you responsible for one thing. We know you have not been a party to what has been attempted. We both absolutely know. Don't take anything said on that score as personal."

Mr. Roebuck—"Well I wish to accept the responsibility."

Mr. O'Connor—"You have to and you have. There is no one who recognizes your position better than a lawyer, Mr. Roebuck, and we do not hold you responsible for it."

Won't Call Wilkinson

Mr. Roebuck then announced that W. C. Wilkinson would not now be produced by the Crown, to which the Chairman made reply, that he had not been asked by the board to produce him. When the Chairman suggested that his evidence would be of hearsay character. Mr. Roebuck replied: "There is another reason for not producing him; he is an official of the Attorney-General's Department, which is the real reason."

No Agreement With Manufacturers

Answering Mr. McKay, Mr. Pyke said he was never informed that The Keenleyside Co. had become wholesale grocers.

"Has there been at any time an arrangement or agreement between the association as such and any manufacturer?"

"Absolutely no."

Mr. Pyke said the manufacturer always fixed his own price, the wholesaler getting a compensation for the distribution of the goods.

"Did Mr. Morley depart at any time from the policy of wanting to deal only in certain classes of goods?"

"No, not so far as his conversations with me are concerned."

Mr. Hudson's Evidence

F. W. Hudson, president and manager Canada Brokerage Co., Toronto, followed Mr. Pyke. His company was organized in 1903 by Mr. Hudson. Prior to that he was a broker for 10 or 12 years.

To Mr. Roebuck he said the Ideal Grocery Co. on Queen street was operated by his company for a time on account of a bad debt, but it was finally disposed of last Friday. Negotiations had been going on for 3 months. Profits were made some times, also sometimes losses due to the management.

"You conduct a legitimate wholesale grocery business and are a member of the association?"

"Yes."

"What is the difference between your business and that of F. W. Morley?"

"We have travelers out on the road

all the time, and he does a brokerage business. He has no warehouse and doesn't carry a full line. We do."

"Did you have any trouble getting into the present association?"

"No, I became a member at its inception."

"Do you sell to some retail firms, such as Eaton's or Simpson's, on more favorable terms?"

"Yes, we sell some in competitive lines where there are open rates."

"You had a disagreement with Battle Creek Toasted Corn Flake Co.?"

"Yes."

"You were held up on the rebate?"

"Yes, the matter was in dispute about 10 days, or 2 weeks, but it was paid."

"I see E. W. Gillett Co. asked your firm to sign a declaration that their prices were not cut, and this was signed by Mr. Knowles in your office. Was what he signed true?"

"I have no definite knowledge, I presume it was."

"What is your invested capital?"

Mr. McKay objected as Mr. Hudson, he said, was not on trial. Mr. O'Connor claimed that Mr. Roebuck knew the figures should not be asked for but he was going to let him go as far as he would.

Figures Must Not be Mentioned

Mr. Hudson objected to giving his figures in public, so the commissioners ruled that the questions be answered in writing; that Mr. Roebuck might see the figures, but that if he mentions them in the examination, the Attorney-General would be asked to supply another counsel.

Mr. Roebuck—"I refuse to take part in a sham examination of that kind. So far as asking the Attorney-General for another counsel is concerned, I don't think that remark was justified. I think the Attorney-General very quickly would replace me if I were not doing what was, in his judgment, in the best inter-

ests of the Province. There will be nothing further to-night."

Major Duncan—"Mr. Roebuck has seen all these figures, or can see them."

Mr. Roebuck—"If the public had the same access I have, they might form some opinion."

Major Duncan—"Nonsense. Mr. Roebuck gave up the question of excessive profits at Hamilton, and is trying to get back at it now."

Mr. McKay interjected with the statement: "The attempt to make public the details of a man's business was nothing but persecution of the particular individual who is subjected to it. The principle has been applied in every matter that I know of in connection with the public legislation of Canada, I can only say that an attempt to drag it into the open is something which, if it were to be commented upon, would certainly not be the subject of favorable comment."

The case then adjourned.

Counsel Accused of Undue References to the Wholesale Grocers' Association

Commissioner Murdock, of Board of Commerce, Says U.F.O. and Milk Producers Might Be Accused of Starving Children and Enhancing Cost of Living—Evidence Heard From Shredded Wheat Co. and St. Lawrence Starch Co. Representatives

Staff Correspondence Report

TORONTO, March 25.—Commissioner James Murdock criticized severely A. W. Roebuck, counsel for the Attorney-General's Department, at the opening session of the combine investigation case on Tuesday morning, on account of the latter's attitude in bringing the appointment of a member of the Board of Commerce into the evidence. His statement involved reference to the U. F. O. and the Toronto Milk & Cream Producers' Association.

How it came about was as follows: Chairman W. F. O'Connor told Mr. Roebuck he would like to hear argument from him as to the relevancy of the document he put in as an exhibit yesterday, being a circular letter from A. C. Pyke to the wholesale grocery trade in reference to the appointment of Mr. O'Connor as chairman of the board.

Mr. Roebuck stated it was relevant as showing the attitude of the witness at the time, explaining his action and the actions of the association in passing a resolution of that nature.

Mr. O'Connor asked him to address himself to the question as to whether the document be admitted in evidence as a document involving a combine. "If you cannot do it I will have to conclude there is an ulterior motive."

Mr. O'Connor read the letter in question and asked "apart from the utter indecency of it, what relevancy has it to the proceedings?"

Mr. Roebuck: "It has been already pointed out in evidence that one of the other parties implicated in this combine had undue relationship with the Board of Commerce on which he counted for success." The resolution to stand as a unit was a resolution of policy.

The chairman ruled the document was irrelevant, and said it would be excluded.

Wanted Combine Evidence

Commissioner Murdock declared that Mr. Roebuck should not go on with the investigation before him and make "absolute misrepresentations bordering on blackmail."

"The Wholesale Grocers of Ontario and the Canadian Association were referred to as "double-headed monsters yesterday just for the purpose of unduly and indecently influencing the public mind," said Mr. Murdock. "No such reference was made to the U. F. O. or to the Toronto Milk and Cream Producers' Association, yet it might be said there were efforts being made on their part to starve children and unduly enhance the cost of living to a far greater extent than any of these 'double-headed monsters' would ever get a chance to do. I am sick and tired, as a Labor man for many years, to sit and listen to this, in my opinion, almost blackmail, just for the purpose of drawing a sprat across the trail and to distract attention from something

closer at home. For heaven's sake bring out evidence to show a combine and I will be ready to deal with it."

Mr. Roebuck understood his reference had been excluded from the record, therefore the Commissioner's remarks were not well taken.

Mr. Murdock: "They were this much in point, that you will kindly refrain from attempting to bring anything of the kind in again."

Shredded Wheat Policy

H. G. Flint, of the Canadian Shredded Wheat Co., Niagara Falls, was the first witness on Tuesday. Mr. Slate, Toronto manager, was ill and in the South and could not attend.

Answering Mr. Roebuck, Mr. Flint stated they had just received their first order from Fearman Bros. for a car of their product. His company had been approached three or four times before by that firm.

"What answer did you give?"

"That we had been oversold in Canada for two or three years and we didn't feel it was fair to take on new customers when we couldn't supply the old."

"Fearman Bros. would, no doubt, get your goods anyway which wouldn't make any difference so far as supply was concerned than if sold them direct?"

"Yes. No doubt they were taking goods from other firms on our list whom we could not supply in full. We haven't

supplied them yet but we expect to be able to do so soon."

"Did you approach them?"

"I think Mr. Slate wrote them about the first of the year."

"That was about the time they became a member of the wholesalers' association?"

"I don't know anything about the association; that wouldn't have anything to do so far as our business methods are concerned."

"Did Mr. Slate have an interview with the York Trading Co.?"

"Yes. They wanted to be placed on our direct buying list. But we didn't consider them wholesale grocers."

"Mr. Dowson stated that Mr. Slate told him he did not want to compromise himself with the association?"

"It is quite possible Mr. Slate made that statement but he did not have anything to do with deciding who should be placed on our list."

"What is your resale price policy?"

"We have no fixed price now. We used to have one but during the war this was discontinued and we have no price plan now whatever."

To Mr. McKay: "Mr. Flint stated his company felt that selling through the wholesale trade was the cheapest method of marketing their goods and that the consumer got the benefit of lower prices. "The wholesaler would lose interest in our goods," he said, "if we sold to brokers who cut prices which would mean we would have to market our goods ourselves and at higher cost to the consumer."

Believes in Fixed Price Principle

"You're a believer in the fixed price policy?"

"Yes, we believe it is in best interests of wholesalers and retailers to get a fair fixed profit."

System of St. Lawrence Starch Co.

O. Hutchinson, president of the St. Lawrence Starch Co., Port Credit, Ont., stated his firm had some correspondence with Fearman Bros., of Hamilton. "They applied to get on our list, but as our plant was burned in July, 1918, we were behind in orders and have never caught up since, so did not put them on."

"Fearman Bros. wrote you January 7, 1910, stating they had become members of the association. You accepted their order then, stating in effect that you were glad they had become a member of the organization."

"Yes."

"Why did you change your attitude?"

"We have been delivering our goods to them before, the order going through a certain wholesale house in Toronto, and they were getting our goods; and at the time we were not in any shape to take on any further business. We were indebted to the Wholesale Grocers for the past 40 years, and I wanted the door kept open so that when we were in position to supply the goods we felt Fearman Bros. were entitled to be put on the list."

The St. Lawrence Starch Co.'s price

list was submitted. Mr. Hutchinson stated their prices were those charged the retailer, the wholesaler being allowed a discount of 12½ per cent.

"Do you consult with Mr. Ruddy, manager of The Canada Starch Co., in regard to prices?"

"There is no agreement between the two companies; either one can cut the price if they wish; but we discuss conditions, as they affect both firms at the same time, so that we feel it is good business to adjust our prices together. The prices and terms are the same."

"There are just the two companies?"

"Yes, only two of us left."

Mr. Hutchinson presented correspondence with the York Trading Co., showing that the latter applied to be placed on the direct list.

"You wrote them you presumed you would hear from them or from the association later regarding admission to the organization?"

"Yes."

Evil Combine Must Be Detriment To Public

Mr. O'Connor, to Mr. Roebuck: "In regard to the existing prices between the two starch companies, you show there is a combine between the two companies, but according to the statute a combine to be in restraint of trade must be a detriment to the public. You haven't shown this, so I would like to see some evidence put in showing that this particular combine is not in the interests of the public. That is why Mr. Murdock has stated no evidence has yet been submitted as to the existence of an evil combine. The board knew of all these other things you have brought out beforehand."

Mr. Roebuck: "I am not prepared to argue just yet the effects of the arguments in the public. It is true I have not shown cases of advances in prices to the consumers at same time as wholesalers' discounts were increased, but if I can show that Mr. Morley can sell at 2 per cent. profit instead of 12 or 15 per cent., then I'll be able to show that means a reduction to the consumer."

The board, however, did not agree with this view; Mr. Murdock stating he was interested in knowing that if a consumer were getting these 2 per cent. goods, which represented the "cream" of the trade, at a reduction in a few centres, what about the prices of the remaining lines and prices throughout the country? Personally he didn't think such business should be allowed—"The skimming of the cream."

To Mr. McKay: Witness said price changes were brought about by changes in market conditions. His company had distributed their goods through the wholesale trade for the past 30 years and had never placed them direct. This, he thought, was the cheapest method. In his experience four factories went down in his experience, all of which had been distributing their goods direct. There was an infinitesimal amount of starch consumed in each individual home and no company could maintain a direct

selling organization to sell their goods in such small quantities to retailers from Halifax to Vancouver. They could not eliminate the entire wholesale trade and sell through men like Morley. They could do it perhaps on King St., Toronto, but not in Huntsville or Sault Ste. Marie. It would mean higher prices to the consumer in the smaller places to the advantage of the consumers in Toronto. Their prices were quoted on a prepaid freight basis on a zone system so that their goods reach outlying places at a reasonable price to everybody.

Mr. O'Connor observed that through the Morley system of distribution, it would perhaps mean lower prices to a few, but that as far as the people of Canada in general are concerned, prices to them would be higher, to which witness assented.

To Major Duncan, Mr. Hutchison stated there was no duty on corn but there was on coal, machinery, etc.; that external and internal competition regulated through trade and prices; that freight from Liverpool to Vancouver was 42 cents, whereas from Port Credit to Vancouver it was \$1.32.

Major Duncan urged Mr. Hutchison to supply all figures and agreements to the Board of Commerce.

Sells a Few Retailers for Certain Reasons

J. S. Wallace, sales manager, St. Croix Soap Co., stated his firm had no fixed price agreement. Price lists were simply sent out as suggested prices to the trade. They have certain retailers on their list. In explanation of this, he said:

"When we came to Ontario to do business 30 years ago we found that in many points there were no jobbers and that we could not place our goods there without someone to receive them in quantity, and in fairness to these retailers whom we selected in earlier years, we did not think it right to cut them off. If one goes out of business we do not replace him. And in points where there were jobbers we did not require any retailers to handle our goods direct."

There was no attempt made by the wholesalers to prevent the company selling anyone they wished, Mr. Wallace stated.

Mr. McKay: "When you sell to a broker like Morley, do you sell on same basis as to other wholesalers?"

"We have the same price to all."

End of Tuesday Morning Evidence

A. D. Lumsden, Lumsden Bros., wholesale grocers, Hamilton, stated his firm had been in business since 1872. They were a member of the Wholesale Grocers of Ontario.

Mr. Roebuck: "Had you had difficulty purchasing Kellogg's corn flakes (Kellogg Cereal Co., Toronto)?"

"We bought one shipment but after that they would not fill our order, but we weren't interested and never enquired why."

"Did you have any trouble with any firm?"

"The only firm we had any difficulty with was E. W. Gillett Co. and that was because of a law suit fifteen years ago with them in regard to a trade mark. That was the only reason I knew of."

Mr. Lumsden was asked for a definition of a wholesaler and answered a merchant who was in position to supply all the requirements of a retailer.

G. R. Lloyd, manager, MacPherson Glasco, Ltd., wholesale grocers, Hamilton, was the next witness. He said he did not remember the particular incident which A. Jolley had referred to in his evidence so far as his company was concerned.

Mr. Roebuck: "Did you refuse to buy from Jolley at any time because Jolley had sold any other party?"

"No. I did not know that Lumsden Bros. was not on their list."

Evidence of Fred Coward.

Fred Coward, Toronto packer of grocery sundries, stated that he had been selling his goods, both through the wholesale and retail trade, allowing the wholesalers 15 per cent. discount on any goods they wanted.

"In July 18, in Hamilton, I took orders from Wm. Carroll, who I thought was entitled to a larger discount than to a smaller retailer because he bought in large quantities. I was questioned by a wholesaler as to the propriety of selling Carroll, but I said that his order was bigger than any wholesaler in Hamilton. He told me if I filled that order, he could cancel mine, which I did.

"I also got a cancellation from W. H. Gillard & Co. on account of my having sold to Carroll at same price and discount as to them.

"I told them I wasn't giving Carroll the same discount as to the wholesaler that I was running my own business

and that I would do as I pleased. I feel that if a retailer buys a big order from me, he is entitled to some consideration in price."

Carroll's order had amounted to over \$500.

Mr. Coward was asked by two Toronto wholesalers to see Mr. Pyke in regard to goods sold direct to the York Trading Co.

"I told Mr. Pyke that if the wholesalers would back up my goods, I would be glad to sell them direct, or have all orders taken from retailers go through the wholesalers.

"If we want to market a specialty article, we must go direct to the stores, and introduce it, and we also must call on retailers or our goods would be shelf-worn."

Mr. O'Connor: "That is not a permanent method."

"No. Only to introduce our lines and to keep them moving from the shelves, same as other firms are doing."

Witness here got into an argument with the chairman, who threatened him with a fine if he repeated a statement.

Mr. Murdock asked if the 382 retail grocers in Hamilton could supply Mr. Coward's goods to the consumer at the same price as Mr. Carroll through his 18 stores, who received more reasonable terms.

"As a whole, the chain store can sell at a cheaper price, but Mr. Carroll might not give that advantage to his customers."

"He might decide to keep it for himself?"

"Yes, he might do that."

Mr. McKay: "Assuming you sold Mr. Carroll 12 per cent. cheaper than the other 382 stores and he chose to sell his goods at the ordinary retail working profit, he would be able to sell 12 per

cent. cheaper to his customers?"

The witness didn't answer the question directly.

"If Carroll sold them cheaper, could you expect the wholesale grocers to sell your goods to the other retailers; and would they buy your goods for the sake of showing them on their shelves?"

"The wholesalers would be justified in not buying my goods."

"Carroll's advantage, in your view, depends on the quantity price?"

"Yes."

"You stated you haven't made much of a success of your business, having followed your present method for ten years?"

"I did."

"Was the reason that the method was too expensive and unsatisfactory?"

"No. During the war our imports were cut off and we had to turn to domestic goods and change our business."

"You thought you would like to change the method and sell through the wholesale trade?"

"The reason was that we wanted to sell fewer lines on account of deaths of members of the firm and staff. I did not expect any wholesalers to sell our goods unless we sold the goods direct and turned the orders through them."

To Mr. Roebuck: "Mr. Coward said that if further chain stores were operating in Hamilton, he thought that the consumer would get their goods cheaper."

Mr. McKay: "Do you suggest that the public in Hamilton would be better served if the whole of the retail business went through chain stores; for instance, suppose Carroll conducted all the stores in Hamilton?"

"I don't think there should be a monopoly in any business," the witness replied.

Why Wholesalers' Profits Were Given

W. F. O'Connor States It Was for Information of the Public—Hamilton Clergyman Alleged to Have Called Them "Devils"—Hugh Blain Explains His Ideas on Chain and Co-operative Stores, Price Cutting and Fixing Resale Price

By Staff Representative

TORONTO, March 25.—At the Tuesday afternoon session. Hugh Blain, wholesale grocer, Toronto, gave important evidence as to why he considered selling through wholesaler and retailer was the proper channel; why he didn't believe chain stores could properly serve the public in all parts of a country like Canada; his reasons for believing a manufacturer should fix his resale price, etc.

"The association I represent," said Mr. Blain, "is not a party to any combine; is not a party to any price-fixing, and is not a party to any action or proposal that operates or is likely to operate in restraint of trade."

Mr. Blain maintained that there was

only one perfect system of trade which embodies safety, economy and convenience, and that system was through the wholesale and retail trade. "All other methods," he declared, "are more or less abortive, furnishing only a partial service." The chain store system, if carried out in a single city, might conceivably lower prices in that city, "but it would enormously increase the price the people would have to pay in the country." "So in your opinion," asked Commissioner O'Connor, "the chain store business is one that is executed to the disadvantage of others in that line of trade?"

An affirmative answer was given.

Mr. O'Connor asked A. W. Roebuck, towards the close of the day, what finan-

cial statements of wholesalers he desired to look over.

A Clergyman's Alleged Remark

In the course of a prolonged discussion following, Mr. O'Connor stated his reason for giving the figures in Hamilton was that while the board was sitting there an ordained minister was reported in the press as calling the wholesalers "devils," and "we did not think we should be performing our proper function if we did not give those figures to the public."

This report appeared in the Toronto "Globe," and Mr. Murdock stated he had a letter from this minister in question denying that report—"just one more inaccuracy of the press."

"Or on the part of the clergyman of Hamilton?" added Mr. Roebuck.

Mr. Murdock thought perhaps if the clergyman were put on oath the same result might be found as when certain other inaccurate statements about a retailers' meeting in Hamilton appeared in the daily press.

The question about the making public of figures of wholesalers again produced a long discussion, Major Duncan making the claim that the Attorney-General's department was departing from its usual course and taking a prejudicial view that Mr. Roebuck had access to all these figures, etc.

Methods of Business Changed

W. H. Lytle, of the T. A. Lytle Co., Ltd., Toronto, stated his firm dealt through the wholesale grocers in marketing their goods and submitted correspondence. Formerly their policy was to sell through both the wholesale and retail trade. Last year they discussed the matter with A. C. Pyke and decided to place their goods entirely through the wholesaler. "We cut out this retail trade," he said, "except the department stores. We took off a couple of our travellers at that time, but our own salesmen still do missionary work among the retailers."

"Why did you want a list of wholesale grocers when you changed your policy?"

"Presume it was because the firm wanted a list of recognized wholesalers."

"Did you only sell to them?"

"No, we sold to others."

"What do you consider a legitimate wholesaler?"

"A man who hasn't a retail counter for one thing."

Mr. Lytle stated his firm didn't sell the York Trading Co., nor F. W. Morley.

"In your letter of May 10, 1919, to the Wholesale Grocers of Ontario, you ask to allow you to adjust the list of those to whom you sold and did not sell. What is the meaning of that word 'allow'?"

"I'm sure I don't know. I didn't write the letter."

In regard to Fearman Bros., T. A. Lytle & Co. did not start to sell them until January, but the witness did not know if any word had come in from the association about that firm or not.

Mr. McKay—"You made up your own minds as to changing your policy in selling through the wholesale grocers?"

"Yes, there was no pressure whatever put on us by anyone. We feel it has been an advantage to us in selling this way."

Didn't Approve of Broker's Card

George Sloan, secretary-treasurer of Medland Bros., wholesale grocers, Toronto, stated to Mr. Roebuck that his firm was not a member of the association. "We resigned on December 8 on instructions of T. J. Medland, who dictates our policy."

The reason was that Mr. Medland did not agree with the policy of the association.

"Did your firm enter into an agreement with the E. W. Gillett Co.?"

"Yes, about May, 1917."

"What were the circumstances?"

The correspondence was put in as evidence.

T. J. Medland then took the stand. He said he was at a meeting in August last at the invitation of the retailers, along with other wholesalers.

"Were there matters of policy discussed of which you disapproved?"

"Yes, possibly there were. The retailers made certain proposals to the wholesalers."

"Why did you withdraw from the association?"

"More on account of an agenda sent out by the association."

This was a printed sheet. The point he objected to was a proposal that every broker of a manufacturer should carry a card issued and countersigned by the local secretary before wholesalers would purchase from them. This was the reason he had withdrawn from the organization.

To Mr. McKay, witness said their membership up to December last had been a benefit to their firm.

"Didn't the reference to the broker's card only appear in the agenda?"

"Yes."

"But that meant it was only being proposed. Didn't you attend the meeting to oppose it?"

"No, I didn't attend."

Mr. Blain on the Stand

Hugh Blain, president of Eby-Blain, Ltd., wholesale grocers, Toronto, stated he was present at the December 2nd meeting in Toronto where there were certain resolutions passed.

"Did you vote in favor of the resolution stating that the members were to stand together as a body for unity, etc.? What is your idea of that?" asked Mr. Roebuck.

Mr. Blain endorsed it.

"Did the York Trading Co. have any dealings with your firm?"

"No. Mr. Dowson came to see Percy Eby as chairman of the Wholesale Grocers' Association."

"What was his contention?"

"The York Trading Co. claimed right to become a member, but our contention was that as they were an aggregation of retailers who were customers of ours and other wholesalers, who wanted to purchase direct we didn't think they should become members."

"Are there retailers in your company?"

"I think there are four on our preferred list who received dividends as preferred shareholders, but apart from that they get no advantage whatever."

Ideas on Co-operative Stores

"Did you have any correspondence with Mr. Keene, secretary of a co-operative organization?"

"Yes, and I had an interview with a Mr. Pritchard from a co-operative store in Georgetown who came to us and wanted to buy some goods. I told him I couldn't sell him unless I knew a great deal more about him. He promised to bring in the by-laws and constitution of his association, but he did not do so, and wrote me instead."

"You declined to sell him?"

"Yes."

"He offered cash?"

"Yes, but we have often refused to accept cash business from many retailers if I thought they were not going to make a success. We had suffered before by selling co-operative societies because they did not have any status so far as the Ontario laws were concerned. That was some years ago. I understand now they have a status and there might be some cases where we might sell them."

"Part of the co-operative store service is lacking, whereas we, as wholesalers, together with the retailer, perform a complete service."

Chain Store Service Limited

"Could goods not be distributed through chain stores better than by the present system?"

"No. That would eliminate the wholesale grocer. You would then take down the umbrella that supports the chain and department stores. It would eventually mean the chain and department stores would be taking a double profit."

"Do you consider it proper procedure for your association to combine to decline to purchase from a certain firm?"

"Yes, it is the proper procedure on the part of any organization to unite to protect its own interests providing no injustice is done to anyone else."

Ethics of Price Cutting

Mr. Blain considered that selling proprietary articles at less than the proper price was sufficient to make the great body of merchants withdraw their support from those articles.

If a price cutter is selling at less than cost, he declared, the people would buy from the cheaper merchant, which would tend to eliminate the other retailers. It would demoralize the market and tend to push those goods off the market.

Mr. Blain read an outline of his reasons in favor of the wholesale and retail channel of distribution, explaining the service given by these distributors. The wholesaler assembles the goods from all parts of the world. They are first examined, which is a great protection to the public, held in warehouse until wanted, distributed to the retailer at different points and then are ready for distribution to the consumers. This system was a perfect system, and he believed it was the most economical he knew of. He did not claim the system was now perfect in its execution, but it was one of the objects of the association to improve it. Wholesalers, too, were not only wholesalers but bankers.

Believes in Fixed Price System

He maintained that the fixed price system was the best system in the interests of the retailers and consumers. The advantage is that every consumer buys the goods at the lowest price. A manufacturer adopting this policy must compete with others, and if he doesn't put his goods on the market at the lowest possible price he has no chance to succeed.

The manufacturer should, he thought, give the retailer and wholesaler reasonable compensations for handling his

goods. If he allowed too much he's spoiling his own interests as he is asking too much for his goods; if he gives too little he doesn't get the support of the trade.

"The chain store system cannot apply to the country as a whole because it couldn't operate in small places," said Mr. Blain. "In cities they do not give the same service as the retailers, and they have a buying advantage which tends to demoralize the trade and thus eliminate the small retailer, which would not be in the interests of the consumer.

"The corner store, too, furnishes a great many of the poor people at certain seasons on credit."

Would Eliminate the Chain Store

Mr. Roebuck—"If your idea were carried out so that no manufacturer could sell direct to the chain store, would it put the chain store out of business?"

"I think it would."

"There could of course be other manufacturers sell direct to the chain stores, so that you might have two distinct systems in competition. Would that be a good thing?"

"No, it wouldn't."

"What was the amount of excess profits tax your company paid to the Dominion Government? You don't need to

answer till the commissioners have ruled on it?"

"About 3,000."

"What was your total volume of business last year?" asked Mr. O'Connor. "You don't need to answer that unless you wish."

"About \$2,500,000 to \$2,750,000."

"About what is the amount of your capital—that is the amount needed to carry on your business?"

"We carry about \$300,000 stock, have \$250,000 book debts, \$150,000 in premises, and about \$50,000 in equipment. I don't mind giving the board any information they may wish."

Evidence Ended: Arguments on Friday

Combine Investigation Case Nearing Its Close—Daily Press Reports Again Referred to—F. W. Morley Gives Evidence—Percy Eby the Only Witness Called on Behalf of the Wholesalers

Reported by Staff Correspondent

TORONTO, March 25.—Robt. McKay, K.C., counsel for the wholesale grocers, objected Wednesday morning to reports of the evidence as given in the daily press. He termed some of the reports as: "Some kind of perversion of the report of the proceedings constantly."

"It indicated," he said, "that someone had no conception of the rules of evidence when the statement was made in the press that letters put in yesterday were not allowed to be read. Anyone who has any knowledge of rules of evidence knew that when an exhibit was entered it could be read when wanted, but the whole letter constituted the evidence and not a part, and must be read in its entirety."

Mr. O'Connor referred to an editorial in one of the Toronto morning papers commenting on this enquiry, which constituted an indictable offence and said the matter would be brought to the attention of the Minister of Justice.

"Any praise or blame," he said, "in connection with any evidence given here is a contempt of court and must be absolutely abstained from. Reports in the press must consist of facts, not of opinions, inferences or ideas of reporters, and as far as this Board is concerned it is not going to be permitted."

Robt. Dowson, president of the York Trading Co., Toronto, put in the figures in connection with the business of the company, which had been asked for at Hamilton.

Chas. Richardson, office manager, H. P. Eckardt & Co., wholesale grocers, Toronto, was the next witness. Mr. Roebuck asked for figures showing the gross purchases of Fearman Bros., Hamilton, during the last six months of last year.

Mr. Richardson didn't have these figures, as they had not been definitely asked for, but would produce them.

Opinions Here Not Permitted

Professor McIver, professor of Political Economy at the Toronto University, was called.

"I called this witness," said Mr. Roebuck, "to get an expert opinion on certain matters."

Mr. O'Connor said the questions would indicate as to whether they had any relevancy with this particular investigation.

"What is the usual result of the combination of traders?" asked Mr. Roebuck.

The Board ruled out the question.

"Can you tell me if prices are affected by any organization which prevents other traders from competing?"

The question was ruled out.

"Have you any knowledge of the effect of price-fixing agreements on prices?"

This was also ruled out and no more were asked.

Mr. Morley's Evidence

F. W. Morley, F. W. Morley & Co., Toronto, last witness for the Attorney-General's Department, stated he was in the grocery business. He stored goods where he had his office and in other warehouses.

"Do you sell to the consumer?"

"Sometimes, but not as a part of my business; same as other firms."

"Do you sell exclusively to the retail trade?"

"I sell to retailers, jobbers, wholesalers and anybody I can do business with."

"Are you a wholesaler?"

"I buy the goods on my own account and sell to retailers. I'm a wholesaler as far as I know."

"A statement was made yesterday by F. W. Hudson, of the Canada Brokerage Co., respecting you. Did you give any information respecting Mr. Hudson's business to Crown?"

"I haven't any object in interfering with Mr. Hudson's business and nobody knows better than Mr. Hudson himself. I never interfered with his business."

"Mr. Morley was not a member of the association. Mr. Pyke had asked him when he started in business to become a member.

"I wasn't ready at the time, but told him I would join later. Then I heard a rumor that I had refused to join. I saw Mr. Pyke about it. He said he mailed me an application and it wasn't returned, but I told him I had never received it, and that if he gave me one then I would sign it, on the understanding that I've the same privileges as other members."

"What were those privileges?"

"I wanted to use discretion in selling big accounts. If a man was a big buyer I felt I was entitled to give him a better price."

"Did others enjoy that privilege?"

"Oh, yes, I knew they did."

"After that interview there was an executive meeting. There was a general discussion regarding business ethics. I was accused of selling the York Trading Co. and I told them I was selling them. I was asked if that was in the best interests of the trade. I looked on them as traders and that I didn't see any objections.

"The point was also made that I was selling co-operative trading and I have found that 5 or 6 members of the association are to-day selling them. Some are selling to the York Trading Co. and I'm not doing as much business with them as before."

"Was there anything said about the maintenance of prices at the meeting?"

"One member, I think, said that generally we should agree to keep the list prices. I said that these agreements were so often broken that I proposed that a bond be put up by each and that I would do the same."

"Did the meeting agree to that?"

"No, they didn't."

"That would have been a combine," observed Mr. Murdock, to which the witness assented.

"What do you say as to your desire in matter of price-fixing agreements?"

"I welcome open competition. Any house that can't compete in the open market has no right to exist."

"What is the effect of price-fixing agreements?"

"Naturally, agreements advance the price."

Thinks "Cutting" Reduces Prices

"What about the contention that if prices were not fixed, cutting would result eventually in higher prices?"

"I can't understand any argument to the contrary—if prices go down they can't go up."

"Have you any travellers?"

"No. I do my own business. I really have too much business as far as equipment is concerned."

"Is your turnover fairly large?"

"Fairly large—judging from Mr. Beckett's statements."

"Have you had negotiations regarding corn flakes?"

"I was on the direct list of W. K. Kellogg Cereal Co. (Toronto and Battle Creek, Mich.) Two months ago Mr. Ware advised that he had instructions from head office to close his account. I accepted the contents of that letter as to the closing of the account."

"What were your experiences with Cream of Wheat Co.?"

"I sent them an order for 50 cases. They wrote back asking many questions regarding my business, if I were interested in retail stores, etc. I told them I bought and sold as a legitimate jobber, that I wasn't a member of the association and that I had refused to become one."

"Was your order filled?"

"No."

More Interested in Large Accounts

Mr. McKay.—"You said you did not intend to stock all lines of groceries, that you only intended to handle certain lines that you could turn over in sufficiently large quantities?"

"Yes, that was the idea."

"You stated that at the executive meeting?"

"Yes."

"You didn't want to sell small accounts?"

"I sell some small accounts. I make them cart their own goods."

"You don't particularly go after the small business?"

"No, but I don't turn down any."

"Your staff consists of yourself and two stenographers?"

"Yes."

Mr. Morley pointed out he stored his goods in warehouses, but that he did not have a warehouse staff, as he didn't have any of his own."

"You sell outside of Toronto?"

"I sell anywhere I can get business—

as far north as Port Arthur and New Liskeard, and I don't object to doing business in Montreal?"

"By correspondence?"

"Yes."

"Don't you think, therefore, in view of the business you do, you could be fairly well called a broker, and not a wholesaler?"

"There is a difference of opinion."

"You buy your own goods and turn them over on a brokerage basis?"

"Yes."

"Is the fact that you buy the goods yourself the only thing which differentiates you from the broker?"

"I don't say that's the only difference."

WHO IS COMMISSIONER MURDOCK?

James Murdock, of Toronto, a member of the Dominion Board of Commerce, was born at Brighton, England, August 15, 1871, of Scottish parentage. He came to Canada in 1875 and was brought up on a farm in Kent County, Ont., until the spring of 1890, after which his record was as follows: April 18, 1890, to Sept. 1, 1890, ballast pit laborer, C.P.R., London, Ont.; Sept. 15, 1890, to June 12, 1902, freight brakeman, C.P.R., London, Ont.; June 12, 1902 to July 31, 1905, freight conductor, C.P.R. His labor union record is as follows: 1895 to July 31, 1905, local and general chairman for C.P.R. employees represented by Brotherhood of Railroad Trainmen; Aug. 1, 1901, to July 31, 1905, member board of trustees for Brotherhood of Railroad Trainmen (international organization); Aug. 1, 1905, to date, vice-president, Brotherhood of Railroad Trainmen. On Aug. 7, 1918, he was appointed a member of Canadian Board of Adjust ment No. 1, which deals with disputes between railways and their employees, in regard to wages, working conditions, etc.—"Can. Railway and Marine World."

"A man who deals wholesale in large quantities—sugar, potatoes and rolled oats, and does not deal in other goods, would not be a wholesale grocer?"

"I wouldn't think so."

"Would a man who deals in sugar, cereals and certain proprietary articles, be a wholesale grocer?"

"I think each man handles the lines he desires to handle."

"But that's not my question."

"There are some who carry larger stocks than others."

"That doesn't answer the question yet."

It was left unanswered.

"List prices apply only on proprietary articles and a few others like sugar?"

"Yes."

"If proprietary articles are to be put

on the market so as to reach the consumer everywhere at about the price, wouldn't it be better for everybody?"

"I believe in open prices."

"If the manufacturer is going to distribute through the trade, can't he best accomplish his purpose by fixing his price at lowest possible mark to obtain the greatest distribution?"

"As a principle that is all right."

"You referred to dealings you had with a wholesaler in tomatoes. About that time there were a lot of dealers holding too much stock for their own good?"

"Yes, that's the point, they sometimes get cold feet. Sometimes they have to turn around and buy the goods back again at a big profit to the seller."

A Believer in Quantity Price

Mr. Morley said his idea of getting business was to give a man who buys in quantities a better price than to a small merchant. Mr. Beckett's idea was the opposite, and while he knew Mr. Beckett was quite conscientious, he disagreed with him.

Answering Mr. McKay, he said that goods sold in carload lots included sugar, canned goods, California prunes (he had sold fifteen carloads of prunes the past year. Others were seeded raisins, salt, salmon, rolled oats, other cereals, molasses and condensed milk.

"Any others, I was hoping you would get up to fifteen?" observed Mr. McKay.

Asked if he thought a retailer who bought in fifty-case lots should be able to buy at less than five-case, the witness said he sold goods on that basis as did others, but would not say that was the proper method.

"The retailer who can only buy in five-case lots must then put up with the disadvantage?"

"That's the position as it exists in business to-day."

"Should there be no effort on the part of wholesale grocers to improve that condition?"

"They have been trying to change it for the last thirty-five years, and no improvement has been made."

"Should the effort to improve the situation be given up?"

"Every tub should stand on its own bottom," answered Mr. Morley.

"Then every wholesale grocer in Toronto has the right to say to a manufacturer that if he sells to Morley he can't sell to them?"

"Individually that is correct, but collectively it is wrong."

"And why not collectively?" vigorously asked Mr. McKay. "Mr. Morley has a right to stand on his own bottom; haven't the wholesalers the right to do the same?"

Answering Mr. Roebuck, Mr. Morley said that a trader who carries the lines he carried would be considered a wholesale jobber or a wholesale grocer. He did not think the fact that he did not employ travellers affected his standing as a wholesale grocer.

That concluded the case of the Crown. Mr. McKay called Percy Eby, of Eby-

Blain, Ltd., Toronto, as the first and only witness for the wholesalers.

Mr. Eby stated that Mr. Morley had told him in connection with membership in the association that it was not his purpose to look after the interests of the small merchants and that he would only become a member on that basis.

Service Was to be Complete

"We made the point that if he wished to become a member it would be necessary for him to give a general service. Mr. Morley had the erroneous impression that the association was getting together to have manufacturers fix their resale prices, but it was pointed out this was not the case, and that matters connected with resale prices were entirely in the hands of the manufacturers."

To Mr. Roebuck, witness said his firm did not accept business from all retailers. The financial arrangements of some would prevent that. His firm carried

2,774 items in stock; that no doubt there were certain items they did not stock, and that it might not be that they could supply every line a grocer opening a store might ask for. They could supply practically all requirements, if not all.

Mr. Roebuck observed that the whole thing could be brought down to a basis of degree as to the number of lines a wholesaler might carry.

He asked if Eby-Blain, Ltd., did not give some advantages in price to large buyers same as did Mr. Morley. Mr. Eby's reply was that every wholesale grocer did that as it was the policy laid down by many manufacturers.

"Do you think that is fair to the small buyers?"

"All retailers have the privilege of getting together to buy a carload of sugar at a discount, but this is not a question of a concession to a big buyer but a question of freight. The goods can be

laid down cheaper. Our travellers take individual orders for retailers. No one retailer may know what others are buying part of that car of sugar, and when the sugar arrives we distribute to the merchants individually."

"Why do you object to retailers joining together like the York Trading Co.?"

"The York Trading Co. have got together to eliminate the wholesale grocer, and if such an organization can eliminate the wholesaler throughout the country then we would have to go out of business. Our organization rejected their membership because they were organized to eliminate the wholesaler."

"It was not economically sound to get along without the wholesaler under all conditions."

Mr. Eby was the only witness called. The argument of the counsel was fixed for Friday morning at 10 o'clock.

British Goods Are Preferred

Importers Are Showing a Preference to British Goods Over American—Many Lines Now Arriving—Shortage of Freight Cars a Factor

IMPORTATION of many lines of British merchandise that were cut off through stress of war are now gradually being resumed. Jams, pickles, shortening, confectionery, custard powder, egg substitute, marmalade and many other lines that have been on the Canadian markets for many years, and were prohibited by the British Food Ministry for export during the war, are again on the way.

Exchange Affects Business.

In an interview with one large manufacturer's agent, CANADIAN GROCER was informed that importers are showing a preference to British goods over American in view of the higher exchange rate now existing between the United States and Canada. Many lines that

were previously purchased in the United States are now imported from Great Britain, as the difference after adding freight, duty and exchange brings British goods generally fully 25 per cent., or more, cheaper to the consumer than similar U. S. goods. To overcome this exchange some American manufacturers have established bank accounts in Canada for the deposit of funds received from purchases of their products, and these moneys will probably have to remain in Canada until such a time when exchange again becomes normal.

Difficulties of Transportation a Factor

One of the chief difficulties importers are now experiencing is the lack of railroad facilities to handle freights upon

the arrival at the port of New York. Vessels laden with merchandise both for Canada and the United States are arriving so fast that to discharge these cargoes is almost an impossibility owing to the shortage of freight cars to convey them to their final destination, with the consequence that vessels are often tied up many weeks.

One importer told CANADIAN GROCER that a cargo of tea consigned to them was delayed six weeks through this congestion of freight at the port of Boston. However, importers are very optimistic, and state that with the return to Canada of the 20,000 freight cars that are scattered all over the United States, transportation will then become normal.

J. S. Fry and Walter M. Lowney Amalgamation Reported

Negotiations, it is Stated, Have Been Going on for Some Time—Heney Carriage Factory in Montreal Secured by Frys—Both Firms in Business a Long Time

Montreal.—(Special.)—An amalgamation of the Walter M. Lowney Company, of Canada, Limited, with J. S. Fry and Sons, Limited, is persistently rumored in Montreal circles, the same amalgamation on the part of the Fry Company to embrace the Walter M. Lowney Company's interests, CANADIAN GROCER is informed, in both the United States and Canada. The date of the amalgamation is not available, but information given to CANADIAN GROCER asserts that the details have been completed and

the amalgamation practically, if not definitely, effected.

Long Negotiations

CANADIAN GROCER understands that negotiations have been under way for a considerable length of time, and that the new arrangement was more or less operative during part of February.

As an indication of the effectiveness of the merger, it is stated that the Heney Carriage Factory Building, in Montreal, has been secured at an outlay of be-

tween \$250,000 and \$300,000. It is understood that the various Lowney premises will be occupied under the new arrangements.

Lowney's 30 Years Old

The Walter M. Lowney Co. was incorporated on Sept. 15, 1890, in Massachusetts, and absorbed on Jan. 1st, 1913, by the Lowney Chocolate Company. This firm has conducted a manufacturing business in cocoa, chocolate, both cooking and in other forms, and in other lines of confectionery. This company owned 2,280 shares of a total of 4,033 shares of the Walter M. Lowney Co., of Canada, Ltd. It also owned 673 shares out of a total of 938 shares of Chocolate Refiners, Inc.

The firm of J. S. Fry and Sons is known in many countries.

As CANADIAN GROCER is going to press this merger was confirmed from Montreal.

CURRENT NEWS OF THE WEEK

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

QUEBEC

J. O. Tingley, secretary-treasurer of the Eastern Canneries Co., Ltd., is in Montreal on a business trip.

E. E. Brian, managing director of the Eastern Canneries Co., Ltd., is visiting Montreal on business.

W. G. McGee, of Kearney Bros., of Montreal, who has been confined to his home by sickness for several weeks, is sufficiently recovered to again take up his duties.

E. P. Roberts, of the firm of John T. McBride, Montreal, returned from New York the other day and almost immediately left for Halifax to take care of the shipments of dates for aforementioned firm.

J. H. Lightbound, of the St. Lawrence Refineries, Montreal, has been obliged by sickness to take to his bed again. Mr. Lightbound had only been back to his office two or three days after an illness extending over several weeks.

ONTARIO

F. A. Ramsey has purchased the grocery business of F. B. Booth on Tillson Avenue, Tillsonburg, Ont.

T. L. Arnett, store fixture manufacturer of Souris, Manitoba, has been on a business trip to American and Eastern cities. Mr. Arnett is optimistic as to business in grocery lines for the coming year.

WESTERN

W. Gillespie, Saskatoon, has opened a grocereria in the Hub Cafe building on Second Ave.

A. Sutton, 201 Rosebery Street, St. James, Man., has sold his grocery and provision business to F. Cowley.

The Rouse Cash Grocery, 836 Burnell Street, Winnipeg, Man., has been purchased by C. F. Maghie. Mr. Maghie formerly conducted a store in St. James, Man., and also on Portage Ave., Winnipeg, Man.

Luck & Stutbridge, Coydon Ave., Winnipeg Man., have dissolved. Mr. Stutbridge has gone to England, and Mr. Luck has taken into partnership Mr. Howath. The business will be continued under the name of Luck & Howath.

M. Folb, Bannerman Ave., Winnipeg, has discontinued business.

Cohen & Atkis have opened a grocery at the corner of Bannerman Ave. and McGregor St., Winnipeg, Man.

OTTAWA GROCERS RAISE PROTEST Thinks Tax on Retail Sales Will Increase Cost of Living

The Dominion Government's tentative proposal to impose a tax of half of one per cent., or even one per cent., on all sales by retail merchants throughout Canada, when mooted at the meeting of the grocers' branch of the Retail Merchants' Association, Ottawa, was most unfavorably received as "increasing the cost of living."

ROBIN HOOD MILLS MAKE EXTENSIVE ADDITIONS

**New Office Building Being Erected at
Moose Jaw—Elevator Capacity is
Being Greatly Enlarged**

A three story concrete office building is now under course of construction for Robin Hood Mills, Ltd., Moose Jaw, Sask., and will, CANADIAN GROCER is informed, be completed about the first of June. This is of ample proportions to take care of increasing business.

Large extensions will be made, also, to the present manufacturing plant at Moose Jaw, according to J. J. Kovarik, manager of the branch. The chief feature will be a large elevator fitted with the most modern equipment and machinery. It will be 213 feet in height with a ground area of 30 by 60 feet. The lower floor will be for storage in bins, 80 feet high. Above there will be several floors for cleaning and separating machinery. On the top of the building there will be a 100 foot steel tower, with a wireless plant by means of which the company will be able to keep in communication with its other plants. The total cost of the extensions will be \$150,000, and when completed the Robin Hood Flour Mills will have a total storage capacity of 425,000 bushels. The building will be ready in time to handle this year's crop.

GRADING OF POTATOES AND ONIONS

Federal legislation providing for the grading of potatoes and onions grown in Canada, and the adoption of the one-pound unit as the basis of all sales of potatoes will be asked from the Dominion Government by dealers. This decision was made at a conference in Ottawa of representative growers, whole-

salers, dealers, retailers and consumers of all Canada.

Potatoes are to be divided into three grades, the first two being similar to those defined by the United States Bureau of Markets. The grades are A Canada and B Canada and C. This latter classification includes potatoes, which are less than 1 1-2 inches in diameter.

Onions are classified into five grades: Fancy, choice, standard, boilers and sample. The minimum size for the first three grades, respectively are, 3 inches, 2 inches, 1-14 inches and less than 1 1-4 inches. Regarding the fifth grade, it is understood that all purchases will be made after the submission of a sample.

It was decided to ask for an amendment to the law requiring a bushel, bag or barrel of potatoes or onions to weigh a certain number of pounds.

MAJOR WALKER DECLINES.

Guelph. — (Special.) — Major D. W. Walker has decided not to take command of the reorganized artillery unit in Guelph and surrounding district, and has wired Brig.-Gen. Morrison, Director of Artillery for the Dominion, to that effect. When in Guelph recently Brig.-Gen. Morrison offered Major Walker the appointment, but as he was not prepared at that time to give a definite answer, he was asked to send his reply to Ottawa in a few days' time.

RICHARDSON, GREEN LIMITED, NOW AGENTS.

Stewart Menzies & Co., Toronto, agents for Crosse & Blackwell, Ltd.; James Keiller & Son, Ltd.; E. Lazenby & Sons, Ltd.; The Overseas Export and Import Co., for the Dominion of Canada, have appointed Richardson, Green, Ltd., Winnipeg, their agents in Manitoba and Saskatchewan.

SASKATCHEWAN EGG DEALERS MUST HAVE LICENSE

After the first day of June, 1920, in accordance with the new egg marketing act, every dealer in eggs in Saskatchewan, either wholesale or retail, who purchases eggs directly from producers, must be licensed, and after that date no eggs may be purchased by such dealers until they have been candled and all eggs unfit for human food rejected.

Advertising for Retailers

Making Easter Business Equal to That of the Day Before Christmas by Advertising—
Suggesting Goods That Are Especially Adaptable

Written by J. L. WYCKOFF



A suggestion for a window card.

THE merchant who writes his own advertisements should take advantage of the fact that the minds of the people at certain seasons of the year voluntarily turn to certain subjects.

Easter is the season when the human race emerges from the chrysalis of winter and their minds turn to thoughts of new things to wear, new things to eat: 'tis the eve of spring and must be celebrated by bright raiment, feasting, laughter, love and joyous recreation.

Eggs play an important part in the celebration of the Easter festival.

In most Eastern countries everybody presents every relative and friend with an Easter egg and to a large extent this custom is the vogue on this side of the world.

The Possibilities of Extra Sales

There are great possibilities for the retail grocer if advantage is taken at this season of the year by displaying, suggesting and talking articles that are especially adapted to the Easter season.

Easter business in the grocery store could be as great or even greater than that of the day preceding Christmas.

Many grocers take advantage of all special seasons, some more, some less.

Several years ago I had the privilege of working in a store whose policy was

to make special preparation for Easter business. The interior and window displays were a special feature which fairly teemed with the spirit of Easter. The newspaper advertisements always cooperated with the window displays. For example—if the window was trimmed with Easter eggs then the feature of the advertisement would also be about Easter eggs: or if a display of ham, bacon, eggs, olives, pickles, etc., then the topic in the ad. would be about these articles. The business—extra business I should say—very often exceeded that of the day before Christmas.

Appealing to the Appetite

There are many nice things in a grocery that especially appeal to the human appetite at the Easter season, for instance, ham, bacon and eggs, of course, are an important part of Easter Sunday breakfast. Grapefruit, oranges, are also an essential that should be featured.

Then there is the delectable marmalade, of which many brands are on the shelves. A particular brand may be especially good that deserves a little extra selling effort.

And, of course, there is our old friend the olive, of which there are many kinds, Queen, Manzanilla, Pimento, nut stuffed, also chopped and olive butter for making salads and sandwiches.

There are hundreds of varieties that belong to the biscuit family: plain, sandwich, iced, and also chocolate coated. A biscuit for every taste.

Tuna fish certainly should hold a prominent position in the Easter display. This fish, which, in former years was unknown, has become a real favorite amongst all classes of customers. Suggest it for salads.

Shrimps and lobsters also, although high in price, are worthy of being mentioned as especially adapted for salads.

Canned vegetables, of which there are no end. Pick out the variety that are not usually served every day: for instance, asparagus, French peas, mushrooms, okra, sweet potatoes, kidney beans, etc.

Cheese of whatever varieties are carried in stock.

Saltine wafers could be suggested when making a sale of cheese that would

SUGGESTIONS FOR WINDOW CARDS AND HEADINGS FOR ADVERTISEMENTS

Bacon with that sweet nutty flavor.

We receive our eggs direct from the farm—Guaranteed of course!

We slice your bacon to the thickness you like best.

A biscuit for every taste.

Treat yourself to a bottle of olives.

add materially to the profits at the end of the day.

Fruit in glass and in cans. Of this class of goods perhaps Hawaiian sliced pineapple is the favorite, which lends itself to many ways of serving. Royal Ann cherries, peaches and pears in heavy syrup.

Preserved figs served with whipped cream. Nuts and table raisins, also fresh fruits and green vegetables. Good things that are only a part of the endless variety from which the retailer may choose an attractive display.

EASTER EGGS

play an important part in the celebration of the Easter festival.

In most Eastern countries everyone presents every friend and relative with an Easter egg, and to judge by the provision we have made, the custom is almost as widely adopted here.

There are small chocolate eggs, cream eggs, chocolate eggs handsomely decorated; some are the size for the wee tot, while others are nearly as large as a pumpkin, which are filled with the finest bonbons.

Be sure and see them in our window.

Phone 4600 and your selection will be carefully packed and delivered the Saturday before Easter Sunday.

JONES & CO.

A specimen advertisement that will create a desire to send some friend a remembrance at Easter time.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

ALL market conditions this week continue to develop a firmer undertone. A number of commodities have registered advances while others show strong tendencies toward higher prices, particularly on tea, spices, coffee, shelled nuts and molasses.

MONTREAL—The market is dominated this week by a decidedly strong undertone and although no startling price changes have developed it is felt that the tendency on all lines is towards higher levels. Hines' Root Beer has advanced to \$3.00 per doz. and pressed hops are selling at 15 cents per pound. Clothes pins are higher and advanced quotations are noted for Quaker puffed wheat. Borax is higher and Epsom salts show considerable advances. Bonanza lamp chimneys have advanced. Higher quotations are given for several makes of cocoa and chocolates. Sugar is firm and no important change has been noted, although the undertone suggests advanced prices shortly. Canned goods are steady for the time being with higher tendencies. Cereals are very firm, but prices are unchanged. No material change has been effected in the market for package goods this week. Dried fruits are steady and strong and advances may shortly be expected. Almonds and walnuts are stiffening up very considerably, although no price changes have been effected locally. Rice is steady under a somewhat limited demand. Corn syrups are very firm under recently advanced prices. Molasses is in a very strong position. Advances have been effected and the general opinion is that higher levels will be reached within the very near future. Beans and peas are steady with prices ruling unchanged. The shortage of feeds is more pronounced than ever and the situation is growing serious. Hay and grain are steady and but little movement has been manifest in the market during the week. Teas are unimproved as far as supplies are concerned and higher prices may be looked for. Coffee is firm and advances have been recorded on cocoa. Spices are firm with higher tendencies. Advanced prices rule on potatoes, but the high quotations are only temporary and it is expected that easier prices will come as soon as the conditions of the roads improve. Fruits are steady under fairly active demand and no material changes have been effected during the past week.

TORONTO—The trend of practically all Toronto markets continues to show tendencies for higher prices. Many lines have advanced to new levels and information gathered from all sources in the trade does not show any indications of lower prices prevailing for some time. Redpath sugar has advanced 25 cents per hundred, which brings all sugars on an equal price basis. Supplies of granulated have greatly improved and wholesalers are now in a position to fill all orders. Corn syrups stand firm at the advanced prices. Molasses is also ruling at firm figures. The tea market continues in an unsettled condition. The British market is strong with advances registered on many grades. Spot stocks are not large and new purchases that are arriving are costing more. Corn flakes have declined 30 cents per case. Cereals stand firm at unchanged prices. There is no change indicated in the situation of the rice market; indications from primary markets all show a firmness with a possibility for higher prices. No new developments have appeared in the spice market, which rules firm. The Canadian Government have prohibited the import from the United States of canned chicken, chicken gumbo and mulligatawny soups in view of the fact that poultry is not an inspected product by the United States Bureau of Animal Industry. Jams, paper bags, Liquid Veneer, chocolate, cocoa, package tea and Chocolatta have all advanced. Shelled walnuts are firmer, while shelled filberts are easier. Apples are arriving in large quantities from Nova Scotia, but dealers report a great wastage. Oranges and lemons have declined about 50 cents per case. Potatoes are ruling firm.

Live hogs are quoted at \$20.25 on the fed and watered basis. Pork cuts have advanced about 3 cents per pound. Lard and shortening is easier. Butter is firm, although showing no change in price. Eggs continue to decline. Cheese is somewhat firmer.

WINNIPEG—Winnipeg general markets show considerable firmness, although not many actual changes in prices have been effected. Supplies of sugar are arriving more freely and prices are ruling firm. Coffee has strengthened and prices on some grades are quoted higher. Salt is scarce and prices are expected to advance. California vegetables are arriving freely.

Hogs have advanced. Butter is firm. Eggs are quoted lower. Cheese market is quiet and prices remain unchanged.

QUEBEC MARKETS

MONTREAL, March 26—Generally speaking, the Montreal markets are in a strong position, although no startling changes have been effected during the week. Prices, in nearly all cases, are firm, with upward tendencies. Molasses is in a specially strong position owing to the pronounced scarcity of available supplies and it is felt that further advances are inevitable in the very near future.

Sugar Firm With Unchanged Prices

Montreal.

SUGAR.—The only new development in the market this week is that all refineries are now quoting on the same basis, \$16.50 per 100 lbs. Prices appear to be steady for the time being, although advances are not unlikely in view of the fact that raws are considerably stronger, with advanced prices at the primary bases. Refiners state that supplies of raws are considerably improved and the refineries are working continuously. The market to-day is very firm and strong with tendencies towards the reaching of higher levels.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	16 50
Acadia Sugar Refinery, extra granulated.	16 50
Canada Sugar Refinery	16 50
Dominion Sugar Co., Ltd., crystal granu.	16 50
St. Lawrence Sugar Refineries	16 50
Iceing, barrels	16 70
Do., 25-lb. boxes	17 10
Do., 50-lb. boxes	16 90
Do., 50 1-lb boxes	18 20
Yellow, No. 1	16 10
Do., No. 2 (Golden)	16 00
Do., No. 3	15 90
Do., No. 4	15 70
Powdered, barrels	16 60
Do., 50s	16 80
Do., 25s	17 00
Cubes and Dice (asst. tea), 100-lb. boxes	17 10
Do., 50-lb. boxes	17 20
Do., 25-lb. boxes	17 40
Do., 2-lb. package	18 50
Paris lumps, barrels	17 10
Do., 100 lbs.	17 30
Do., 50-lb. boxes	17 60
Do., cartons, 2 lbs.	18 50
Do., cartons, 5 lbs.	19 00
Crystal diamonds, barrels	17 20
Do., 100-lb. boxes	17 20
Do., 50-lb. boxes	17 30
Do., 25-lb. boxes	17 50
Do., cases, 20 cartons	18 25

Decidedly Higher Tendencies to Molasses

Montreal.

SYRUPS.—No appreciable change is noted in the market this week as far as prices are concerned. A decidedly active demand is maintained for all lines of corn syrups, which are in a strong position. Considerable inconvenience is felt created through the lack of cars, which offers no immediate sign of improvement.

MOLASSES.—Molasses have again advanced in a very strong market, being quoted at \$1.40 per gallon, and indications point to the reaching of even higher figures within a very short time. Spot stocks are practically cleaned up, and as one importer remarked to CANADIAN GROCER, "It is not a matter of price, but where supplies can be found."

Corn Syrups—	
Barrels, about 700 lbs., per lb.	0 09
Half barrels	0 09½

Kegs	0 09%
2-lb. tins, 2 doz. in case, case	5 90
5-lb. tins, 1 doz. in case, case	6 85
10-lb. tins, ½ doz. in case, case	6 55
2-gal. 25-lb. pails, each	2 85
3-gal. 38½-lb. pails, each	4 25
6-gal. 65-lb. pails, each	6 85
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	6 50
5-lb. tins, 1 doz. in case, case	7 45
10-lb. tins, ½ doz. in case, case	7 15
Cane Syrup (Crystal) Diamond—	
case (2-lb. cans)	8 50
Barrels, per 100 lbs.	12 25
Half barrels, per 100 lbs.	12 50
Mucose, 5-lb. cans (case)	4 80

Prices for Island of Montreal	
Barbadoes Molasses—	
Punchoons	1 40
Barrels	1 33
Half barrels	1 35
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case	6 00
3-lb. tins, 2 doz. in case, case	8 25
5-lb. tins, 1 doz. in case, case	6 80
10-lb. tins, ½ doz. in case, case	6 65

Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above ½ barrel prices.

Limited Enquiries For Canned Goods

Montreal.

CANNED GOODS.—Canned goods have not shown the increase that was expected last week, and orders are for only very limited quantities for immediate use. There is as little speculative buying as was manifest several weeks ago, and the market is essentially a buyer's market. Local dealers state that a little more activity has been shown during the past week, but canned goods are very quiet for the time being. Prices are maintained and no important changes are noted. Canned corn has a firmer tendency, and canned fruit is inclined upwards.

CANNED VEGETABLES	
Asparagus (Amer.), mammoth green tips	4 50
Asparagus, imported (2½s)	5 50
Beans, Golden wax	2 00
Beans, Refugee	2 00
Beets, new, sliced, 2-lb.	1 85
Corn (2s)	1 70
Carrots (sliced), 2s	1 45
Carrots (on cob), gallons	7 00
Squash, 2½-lb. doz.	7 50
Spinach, 3s	2 85
Succotash, 2 lb. doz.	2 90
Do., Can. (2s)	1 50
Do., California, 2s	1 80
Do. (wine gals.)	3 15
Sauerkraut, 2½ lb. tins	8 00
Tomatoes, 1s	1 60
Do., 2s	1 45
Do., 2½s	1 50
Do., 3s	1 80
Do., gallons	1 90
Do., 2½s (doz.)	6 50
Pumpkins, 2½s (doz.)	1 50
Do., gallons (doz.)	1 55
Peas, standards	4 00
Do., Early June	1 85
Do., extra fine, 2s	1 92½
Do., Sweet Wrinkle	2 06
Do., fancy, 20 oz.	2 00
Do., 2-lb. tins	1 87½
Do., 2-lb. tins	2 75
Peas, imported—	
Fine, case of 100, case	27 50
Ex. Fine	30 00
No. 1	23 00

CANNED FRUITS	
Apricots, 2½-lb. tins	6 25
Apples, 2½s. doz.	1 40
Do., new pack, doz.	2 20

Do., 2s, doz.	1 80	1 95
Do., new pack	6 75	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.	16 00	
Cherries, red, pitted, heavy syrup, No. 2½	4 80	5 15
Ne. 2	20 00	
doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	2 75	
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gallon, "Pie," doz.	9 50	
Do., gallon, table	10 00	
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	1 90	
Do., 2½s	5 25	
Pineapples (grated and sliced), 1-lb. flat, doz.	1 90	
Do., 2-lb. talls, doz.	2 30	
Do., 2½s	4 00	4 50
Plums, Lombard	2 00	2 20
Do., in heavy syrup	2 40	2 45
Do., in light syrup	2 45	
Gages, green, 2s	2 40	2 45
Raspberries, 2s, black or red, heavy syrup	4 50	4 60
Strawberry, 2s, heavy syrup	4 50	4 65
Rhubarb, 2-lb. tins	2 25	

CANNED FISH, MEATS, ETC.

Salmon—	
Chums, 1-lb. talls	2 00
Do., ½s, flat	1 20
Sockeye, 4s, 1s, doz.	4 75
Do., 96, ½s, doz.	2 50
Red Springs, 1-lb. tall	4 10
Do., ½ lb.	2 00
Cohoos, 1-lb. tall	3 65
Do., ½-lb. flat	1 90
Pinks, 1 lb.	2 60
Do., ½ lb.	1 30
White Springs, 1s	2 00
Chums, 1 lb. talls	2 00
Do., ½s, flat	1 10
Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Alaska, red, 1-lb. tall	4 25
Herrings, imported, tomato sauce	3 25
Do., kippered	2 85
Do., tomato sauce, ½s	1 85
Do., kipp., Canadian, 4s, 1s	1 00
Do., plain, case of 4 doz.	6 75
Do., ½s	1 65
Haddies (lunch), ½-lb.	1 90
Haddies, chicken (4 doz. to case), doz.	2 25
Canadian sardines, case	6 25
Whale Steak, 1-lb. flat	2 00
Pilchards, 1-lb. talls	1 90
Norwegian sardines, per case of Oysters (canned), 5 oz., doz.	2 50
100 (¼s)	24 00
Do., 10 oz., doz.	25 00
Lobsters, ¼-lb. doz.	4 20
Do., ½-lb. tins, doz.	3 40
Do., 1-lb. talls	6 00
Do., ¼-lb. doz.	12 00
Do., 1-lb. flats	6 00
Lobster pas ½-lb. tins	12 00
Sardines (Amer. Norweg'n style) Do., Canadian brands (as to quality), case	2 40
Do., French	6 25
Do., (gen. Norwegian)	17 50
Do., Portuguese, case	32 00
Scallops, 1-lb., doz.	21 00
Do., Eastern trade	3 25
Do., Winnipeg and Western	2 65
Scotch Snack, No. 2, doz.	2 85
Shrimps, No. 1	4 60
Do., 1½s	2 40
Crabs, No. 1 (case 4 doz.)	4 50
Crab meat (Japanese), doz.	6 75
Clams (river), 1 lb., doz.	6 50
Scotch Snack, No. 1, doz., Montreal	1 90
Meats, English potted, doz.	2 85

Cereals Firm Under Steady Demands

Montreal.

CEREALS.—Cereals are very firm this week under continued active demands, and although no definite changes have been effected the tendency is inclined upward. Rolled oats are somewhat stronger, being quoted here at prices ranging from \$5.50 to \$5.85 for 90s in bulk.

CEREALS—	
Cornmeal, golden granulated	5 50
Barley, pearl (bag of 98 lbs.)	8 00
Barley, pot (98 lbs.)	8 25

Barley (roasted) .....	.....	.....
Buckwheat flour, 98 lbs. (new)	6 00	.....
Hominy grits, 98 lbs.	6 59	.....
Hominy, pearl (98 lbs.).....	6 25	.....
Graham flour	6 00	.....
Do., barrel	13 25	.....
Oatmeal (standard granulated) 6 00	6 75	.....
Rolled Oats (bulk), 90s.....	5 50	5 85

Package Goods
Are Good Sellers

Montreal.
PACKAGE GOODS.—No material change has been effected in the market for package goods as far as prices are concerned, but the undertone is suggestive of revisions in the very near future. The demands for all package goods are maintained and brisk business is reported from all sources. The market today is a firm one.

PACKAGE GOODS			
Breakfast food, case 18	2 85	.....	.....
Cocoanut, 2 oz. pkgs., doz.	0 78 1/2	.....	.....
Do., 20-lb. cartons, lb.	0 86	.....	.....
Corn Flakes, 3 doz. case 3 50 3 65 3 50	4 25	.....	.....
Oat Flakes, 20s	5 40	.....	.....
Rolled oats, 20s	6 50	.....	.....
Do., 18s	2 42 1/2	.....	.....
Do., large, doz.	3 00	.....	.....
Oatmeal, fine cut, pkgs., case...	6 75	.....	.....
Puffed rice	5 70	.....	.....
Puffed wheat	4 25	.....	.....
Farina, case	2 35	.....	.....
Hominy, pearl or granu., 2 doz.	3 65	.....	.....
Health bran (20 pkgs.), case...	2 60	.....	.....
Scotch Pearl Barley, case	2 60	.....	.....
Pancake Flour, case	3 60	.....	.....
Pancake Flour, self-raising, doz..	1 50	.....	.....
Wheat food, 18-1 1/4s	3 25	.....	.....
Buckwheat Flour, case	3 60	.....	.....
Wheat flakes, case of 2 doz.	2 95	.....	.....
Oatmeal, fine cut, 20 pkgs.	6 75	.....	.....
Porridge wheat, 36s, case.....	7 80	.....	.....
Do., 20s, case.....	7 50	.....	.....
Self-raising Flour (4-lb. pack.)	.....	.....	.....
doz.	3 05	.....	.....
Do. (6-lb. pack.), doz.	6 00	.....	.....
Corn starch (prepared)	0 12 1/2	.....	.....
Potato flour	0 16	.....	.....
Starch (laundry)	0 10 1/2	.....	.....
Flour, Tapioca	0 15	0 16	.....

No Striking Change
in Dried Fruit Market

Montreal.
DRIED FRUITS.—The dried fruit market is practically unchanged, although an easier feeling is manifest on many lines. Prunes, however, are decidedly stronger and advanced prices may be expected. Raisins are a little weaker in the New York markets, but no change has been effected locally. Taking the situation generally, appearances indicate somewhat easier prices in the future, although prevailing quotations are firm for the time being.

Apricots, fancy	0 40	.....	.....
Do., choice	0 34	.....	.....
Do., slabs	0 30	.....	.....
Apples (evaporated)	0 23 1/2	.....	.....
Peaches, (fancy)	0 26	.....	.....
Do., choice, lb.	0 29	.....	.....
Pears, choice	0 30	.....	.....
Drained Peels—	.....	.....	.....
Choice	0 24	.....	.....
Ex. fancy	0 30	.....	.....
Lemon	0 45	.....	.....
Orange	0 46	.....	.....
Citron	0 60	.....	.....
Choice, bulk, 25-lb. boxes, lb.	0 22	.....	.....
Peels (cut mixed), doz.	3 25	.....	.....
Raisins (seeded)—	.....	.....	.....
Muscatais, 2 Crown	0 23	.....	.....
Do., 1 Crown	0 25	.....	.....
Do., 3 Crown	0 24	.....	.....
Do., 4 Crown	0 19 1/2	.....	.....
Fancy seeded (bulk)	0 23	.....	.....
Do., 16 oz.	0 24	.....	.....
Cal. seedless, cartons, 12 ounces	0 21	.....	.....
Do., 16 ounces	0 26	.....	.....
Currants, loose	0 19	.....	.....
Do., Greek (16 oz.)	0 24	.....	.....
Dates, Excelsior (36-10s), pkg..	0 15 1/2	.....	.....
Fard, 12-lb. boxes	3 25	.....	.....

Packages only	0 19	0 20	.....
Do., Dromedary (36-10 oz.).....	0 19	0 19	.....
Packages only, Excelsior	0 20	.....	.....
Loose	0 16	0 17	.....
Figs (layer), 10-lb. boxes, 2s, lb.	0 40	.....	.....
Do., 2 1/2s, lb.	0 45	.....	.....
Do., 2 1/2s, lb.	0 45	.....	.....
Do., 2 1/2s, lb.	0 50	.....	.....
Figs, white (70 4-oz. boxes).....	5 40	.....	.....
Figs, Spanish (cooking), 22 lbs. boxes, each	0 12	.....	.....
Figs, Turkish, 3 crown, lb.	0 44	.....	.....
Do., 5 Crown, lb.	0 46	.....	.....
Do., 7 Crown, lb.	0 52	.....	.....
Figs, mats	4 71	.....	.....
Do. (25-lb. boxes)	2 75	.....	.....
Do. (12 1/2-oz. boxes)	2 20	.....	.....
Prunes (25-lb. boxes)—	.....	.....	.....
20-30s	0 33	.....	.....
30-40s	0 30	.....	.....
40-50s	0 27	.....	.....
50-60s	0 23	.....	.....
60-70s	0 22	.....	.....
70-80s (25-lb. box)	0 20	.....	.....
80-90s	0 19	.....	.....
90-100s	0 17 1/2	.....	.....
100-120s	0 16	0 17	.....

Almonds and Walnuts
Are Stiffening Up

Montreal.
NUTS.—No apparent change has been effected locally in the prices of all nuts, but higher quotations are to be expected on future shipments. In view of the recent report that the new crop of shelled almonds has been severely damaged by frost, much higher prices are expected. Walnuts are also strong and are stiffening up very considerably. Trade in nuts is very active, and the market remains very firm.

Almonds, Tarragona, per lb.	0 32	0 33	.....
Do., shelled	0 60	.....	.....
Do., Jordan	0 75	.....	.....
Brazil nuts (new)	0 28	.....	.....
Chestnuts (Canadian)	0 27	.....	.....
Filberts (Sicily), per lb.	0 28	0 29	.....
Do., Barcelona	0 25	0 26	.....
Hickory nuts (large and small), lb.	0 10	0 11	.....
Pecans, No. 4 Jumbo	0 35	.....	.....
Peanuts, Jumbo	0 24	.....	.....
Do., "G"	0 19	0 20	.....
Do., Coons	0 16	.....	.....
Do., Shelled, No. 1 Spanish	0 24	0 25	.....
Do., Salted, Spanish, per lb.	0 29	0 30	.....
Do., Shelled, No. 1, Virginia..	0 16 1/2	0 18	.....
Do., No. 1 Virginia	0 14	.....	.....
Peanuts (Salted)—	.....	.....	.....
Fancy wholes, per lb.	0 38	.....	.....
Fancy splits, per lb.	0 33	.....	.....
Pecans, new Jumbo, per lb.	0 32	0 35	.....
Do., large, No. 2, polished	0 32	0 35	.....
Do., Orleans, No. 2	0 21	0 24	.....
Do., Jumbo	0 60	.....	.....
Pecans, shelled	1 60	1 70	.....
Walnuts	0 29	0 35	.....
Do., new Naples	0 34	.....	.....
Do., shelled	0 70	0 75	.....
Do., Chilean, bags, per lb.	0 33	.....	.....

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

Advances Reported
on Many Lines

Montreal.
MISCELLANEOUS.—Higher prices rule on many miscellaneous lines, chief of which are quoted herewith. "Hines" root beer has advanced \$1.00 per dozen and is selling at \$3.00. Pressed hops are also materially advanced, being quoted at 15 cents per pound. Common clothes pins have advanced to \$2.00 per box of 5 gross, showing an increase of 35 cents per box. "Quaker" puffed wheat is selling at \$4.60 per case, registering thereby an advance of 35 cents over former prices. "Babbitt's Cleanser" has advanced to \$3.35 per half case. Borax, in bulk, is higher and is selling at 18 cents per pound. Epsom salts have advanced to 7 cents per pound in bulk packages.

"G" resin is quoted at 11 cents per pound gross weight, and a special brand of canned peas, known as "Hygeian Petit Pois Moyens" have advanced 10 cents per dozen, being quoted at \$1.90. Advances have been effected on "Blue Seal Vaseline." No. 1 (large) are quoted at \$10.75 per gross, less 5 per cent., and No. 2s at \$19.20 per gross, with same discount. New quotations for "Bonanza" lamp chimneys show considerable advances over former quotations. Large size are selling at \$1.75 per dozen in cases of six dozen, and the mediums are offered at \$1.65 per dozen.

Deliveries of Rice
Show Improvement

Montreal.
RICE.—Deliveries of rice are stated to be greatly improved and no difficulty is experienced in filling the somewhat limited demands of the present time. No material changes have been effected since last week and the market stands steady and firm.

RICE—			
Carolina, ex. fancy	19 00	21 00	.....
Do. (fancy) .....	.....	18 00	.....
Rangoon "B" .....	.....	14 50	.....
Rangoon "CC" .....	.....	14 25	.....
Broken rice, fine .....	.....	14 00	.....
Tapioca, per lb. (seed).....	0 12 1/2	0 13 1/2	.....
Do. (pearl)	0 12 1/2	0 13 1/2	.....
Do. (flake)	0 11	0 12 1/2	.....

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

Beans and Peas
Remain Steady

Montreal.
BEANS AND PEAS.—No material changes have developed in this market since last week and the position is pretty much as it was. Prices are maintained for the time being, but the tendency of the market is towards higher rather than lower levels.

BEANS—			
Canadian, hand-picked, bush..	5 75	6 00	.....
Japanese	5 50	5 75	.....
Japanese Lima, per lb. (as to quality)	0 10	0 12	.....
Lima, California .....	.....	0 20	.....
PEAS—			
White soup, per bush.	4 80	5 00	.....
Split, new crop (98 lbs.).....	8 25	9 00	.....
Boiling, bushel	4 80	5 00	.....
Japanese, green, lb.	0 10 1/2	0 11	.....

Advanced Prices For
Cocoa and Chocolate

Montreal.
COCOA, ETC.—General advances have been effected this week on practically all lines of cocoa and chocolate. Baker's Premium chocolate has advanced 3 cents to 49 cents per pound, and all other lines carried by this company are advanced in the same proportion. Diamond, for example, is selling at 38 cents per pound. Fry's cocoa in half-pound tins has advanced 4 cents per pound to 56 cents. Lowney's Breakfast cocoa has advanced 2 cents to 49 cents per pound.

Demand for Tea
is Maintained

Montreal.
TEAS.—No important change has developed in the tea market since last

week. Prices are maintained in a very strong market, and it cannot be too strongly emphasized that advanced prices on future stocks are certain. In the meantime the demand and consumption of tea is not diminished in the least. On the contrary the popularity of this beverage increases. Japans are offering for the time being at from 65 to 75 cents per pound.

JAPAN TEAS—

Choice (to medium)	0 65	0 75
Early picking	0 75	0 85
Finest grades	0 80	1 00

Javas—

Pekoes	0 42	0 45
Orange Pekoes	0 46	0 45
Broken Orange Pekoes	0 43	0 46

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

Coffee Stands Firm; Cocoa Advances

Montreal.
COFFEE.—Coffee is very firm, but no price changes have been effected during the week. There is practically no change to the position of coffee. Demands are as heavy as ever and a brisk business is being transacted on all lines.

COCOA.—Cocoa has been in a very strong position for some time past, and further advances were expected. Owing to the exchange rates the increased cost of labor and of raw materials, it has been necessary to increase the price of the manufactured article. Cocoa in 11 pound tins is now selling at \$6.25 per dozen and smaller sizes are advanced in proportion. The heavy demands for cocoa are maintained.

COFFEE—

Rio, lb.	0 33½	0 35½
Mexican, lb.	0 47	0 48
Jamaica, lb.	0 44	0 46
Bogotas, lb.	0 47	0 49½
Mocha (types)	0 47	0 49
Santos, Bourbon, lb.	0 46	0 48
Santos, lb.	0 45	0 47

COCOA—

In 1-lbs., per doz.	6 25
In ½-lbs., per doz.	3 25
In ¼-lbs., per doz.	1 70
In small size, per doz.	1 25

Spice Market is Very Firm

Montreal.
SPICES.—The position of spices is a very strong one, and although no immediate advances are reported the tendency is indicative of higher prices in the very near future. The shortage of containers and labels is still very pronounced with no prospect of improvements, and this is certain to have a telling effect on the prices of all spices put up in containers. Trade is stated to be much better and supplies are moving more freely.

Allspice	0 33	0 33
Cassia (pure)	0 33	0 33
Cocoanut, pills, 20 lbs., unsweetened, lb.	0 44	0 44
Do., sweetened, lb.	0 34	0 34
Chicory (Canadian), lb.	0 20	0 20
Cinnamon—		
Rolls	0 36	0 36
Pure, ground	0 35	0 40
Cloves	0 85	0 90
Cream of tartar (French pure) ..	0 75	0 80
American high test	0 85	0 85
Ginger	0 40	0 40
Ginger (Cochin or Jamaica)	0 31	0 31
Mace, pure, 1-lb. tins	1 00	1 00
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	1 15	1 15
Nutmegs, whole	0 60	0 60
64, lb.	0 46	0 46
80, lb.	0 46	0 46
100, lb.	0 40	0 40
Ground, 1-lb. tins	0 64	0 64

Pepper, black	0 38	0 40
Do., special	0 33	0 33
Do., white	0 34	0 34
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 20	0 20
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk.	2 00	2 00
Caraway (nominal)	0 30	0 35
Cinnamon, China, lb.	0 30	0 30
Do., per lb.	0 30	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 18	0 20

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

Potatoes Are Again Advanced

Montreal.
VEGETABLES.—Owing to the condition of the roads as a result of the mild weather, deliveries of potatoes are held up very considerably, resulting in higher prices in the local markets. Quotations for 90 pound bags are given as \$4, and the market is very firm for the time being. Curly lettuce is on the market, being offered at \$3.50 per box of three dozen. Beets are higher. Selling price is given as \$3 per bag. Trade in this market is improving, and, generally speaking, prices are steady.

Beans, new string (imported)

hamper	7 00
Beets, new bag (Montreal)	3 00
Cucumbers (hothouse), doz.	3 00
Chicory, doz.	0 50
Cauliflower, Am., doz. dble crate ..	7 00
Do., single crate	3 75
Cabbage (Montreal), barrels	4 50
Carrots, bag	1 75
Garlic, lb.	0 50
Horseradish, lb.	0 20
Lettuce (Boston), head crate	3 00
Leeks, doz.	4 00
Mint	0 60
Mushrooms, lb.	1 00
Onions, Yellow, 75-lb. sack	8 50
Do., red, 75 lbs.	9 00
Do., crate	3 00
Do., Spanish, case	8 50
Oyster plant, doz.	0 50
Parsley (Canadian)	1 00
Peppers, green, doz.	0 50
Parsnips, bag	1 75
Potatoes, Montreal (90-lb. bag) ..	4 00
Do., New Brunswick	4 00
Do., sweet hamper	3 50
Radishes, American, doz.	0 75
Spinach, barrel	6 00
Turnips, Quebec, bag	2 00
Do., Montreal	1 50
Tomatoes, hothouse, lb.	0 40
Florida lettuce (hamper)	6 00
American parsley, doz.	2 00
Florida celery (4-doz. crate)	6 50
Watercress (per doz.)	0 75
Lettuce (curly), 3 doz. in box	3 50

New Cocoanuts Selling at 75c Doz.

Montreal.
FRUITS.—Shipments of cocoanuts are arriving upon the market and are offered at 75 cents per dozen. No material changes have developed in the market since last week. Prices are maintained and the volume of business grows larger every day. Oranges are somewhat firmer although no price change has been recorded. There is manifest a steady demand for grapefruit and lemons. Prices are steady and no remarkable changes are probable for some little time, it is stated.

Apples—

Baldwins	7 50	8 00
Ben Davis, No. 1	6 00	7 00
Greenings	7 50	8 00
Gravenstein .....	.....	.....
Spies	10 00	10 00
Winter Reds	6 50	7 00
Apples in boxes	5 00	5 50

Bananas (as to grade), bunch ...	6 00	7 00
Cranberries, bbl. ....	.....	11 00
Do., gal. ....	.....	0 60
Grape, Emperor, kegs .....	.....	13 00
Grapefruit, Jamaican, 64, 80, 96 ..	.....	5 00
Do., Florida, 54, 64, 80, 96 .....	.....	6 00
Lemons, Messina .....	.....	8 00
Pears, Cal. ....	.....	5 00
Pomegranates (boxes of about 80), box .....	.....	.....
Oranges, Cal., Valencias	9 00	9 50
Cal. Navels .....	.....	9 00
Florida, case .....	.....	6 00
Cocoanuts .....	.....	1 75

Flour Shows But Little Change

Montreal.
FLOUR.—Local demands for flour are still very limited and the market is decidedly inactive. Prices rule unchanged and but slight interest is manifest in this quarter.

Standard Wheat Flours—

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

Oats and Hay Steady in Quiet Market

Montreal.
HAY AND GRAIN.—There is practically no movement in this market. Oats are steady under very limited demands. Owing to the bad condition of the roads trade is considerably curtailed. Local dealers state that buyers are not willing to buy more than is necessary for immediate requirements and the result is that the market is a very dull one. Prices are maintained without change, and it should be remembered that given quotations are for oats in bulk. The hay market is very quiet and nothing startling has developed during the week. Good No. 1 is quoted at \$28, and it looks as though prices will be steady for some little while.

Hay—

Good, No. 1, per 2,000 lb. ton.	28 00
Do., No. 2	27 00
Do., No. 3	24 00
Straw	15 00
Oats (bulk)—	
No. 2 C.W. (34 lbs.)	1 18½
No. 3 C.W.	1 14½
Extra feed	1 14½
No. 1 feed	1 18½
No. 2 feed	1 11½
Tough 3 C.W.	1 12½
Barley—	
No. 3 C.W. ....	.....
No. 3 .....	.....
No. 4 C.W. ....	.....
Feed barley	1 60

Prices are at elevator.

Feed Shortage More Pronounced

Montreal.
FEEDS.—Matters in this market are going from bad to worse, and dealers are of the opinion that improvements are not even within sight. Many of the mills are closing down and the situation is acute. Crushed oats are quoted at from \$68 to \$73, and barley chop is selling at from \$80 to \$82.

FEEDS—

Hran, mixed cars	45 00
Shorts, mixed cars	52 00
Crushed oats	68 00
Barley chop	80 00
Special Middlings .....	.....
Feed Flour, 98 lbs.	3 80
Gluten Feed—	
F.o.b. Cardinal	66 00
F.o.b. Fort William	64 00

ONTARIO MARKETS

TORONTO, March 26—Redpath sugar advanced 25 cents per hundred, which now brings all sugars on an equal basis. Corn syrup and molasses are ruling firm. Teas are in a strong market. Coffees are also firm. Kellogg's corn flakes have declined 30 cents per case. St. Williams jams have advanced. Shelled walnuts are firm, but shelled filberts are inclined to weaken. Chocolate and cocoa have advanced, also paper bags, Liquid Veneer, package tea, Chocolatta and cream cheese.

Sugar Firm; Supplies Improve

Toronto.
SUGAR—Redpath sugar has advanced 25 cents per hundred pounds. This advance now places all sugars on an equal basis. Supplies of granulated sugar have greatly improved and wholesalers are now in a position to fill all orders. Icing sugar is still short, but dealers state this shortage will soon be adjusted. The raw sugar market is very firm with indications pointing upward.

St. Lawrence, extra granulated, cwt.... 16 71
Atlantic, extra granulated 16 71
Acadia Sugar Refinery, extra granulated 16 71
Can. Sugar Refinery, extra granulated.. 16 71
Canada Sugar Refinery, granulated..... 16 71
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 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, cartons, 50/2s, 70c. Yellows same as above.

Corn Syrups Firm; Molasses Steady

Toronto.
CORN SYRUPS—The consumption of corn syrups is very large at the present time and while no change in price has taken place the market is quite firm.

MOLASSES—The market for molasses is ruling firm at the advanced prices noted last week.

Corn Syrups—		
Barrels, about 700 lbs., yellow	0 09	
Half barrels, 1/2 c over bbls.; 1/4 bbls., 1/2 c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	6 50	
Cases, 5-lb. tins, white, 1 doz. in case	7 45	
Cases, 10-lb. tins, white, 1/2 doz. in case	7 15	
Cases, 2-lb. tins, yellow, 2 doz. in case	5 90	
Cases, 5-lb. tins, yellow, 1 doz. in case	6 85	
Cases, 10-lb. tins, yellow, 1/2 doz. in case	6 55	
Cane Syrups—		
Barrels and half barrels, lb.	0 08	
Half barrels, 1/2 c over bbls.; 1/4 bbls., 1/2 c over		
Cases, 2-lb. tins, 2 doz. in case	7 00	
Molasses—		
Fancy, Barbadoes, barrels, gal.	1 45	1 50
Choice Barbadoes, barrels		
West India, bbls., gal.	0 56	
West India, No. 10, kegs	6 50	
West India, No. 5, kegs	3 00	
Tins, 2-lb., table grade, case 2 doz., Barbadoes	5 75	
Tins, 3-lb. table grade, case 2 doz. Barbadoes	8 00	
Tins, 5-lb., 1 doz. to case, Barbadoes	6 50	
Tins, 10-lb., 1/2 doz. to case, Barbadoes	6 25	
Tins, No. 2, baking grade, case 2 doz.	4 00	

Tins, No. 3, baking grade, case of 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of 1/2 doz.	3 60	6 00
West Indies, 1 1/2s, 48s	4 60	6 95

Tea Market Firm; Advance Expected

Toronto.
TEA—The market for tea continues to rule very firm. From every source CANADIAN GROCER is informed that prices are sure to advance in the very near future. The British market is strong with advance registered on some grades. Spot stocks in Canada are not very large and new purchases that are arriving are costing the importers more.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes		0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		

Cereals Stand At Unchanged Prices

Toronto.
CEREALS—A steady demand is maintained on cereals and while no change in prices is indicated it cannot be expected that lower prices will prevail as long as the high prices remain on grains.

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

Coffee Rules At Firm Prices

Toronto.
COFFEE—No new developments are

noted in the coffee market this week, which remains firm at prices quoted below. Some importers are of the opinion that the market is due for an advance in view of the greater consumption owing to the temperance laws, while others state that as the warmer weather is approaching, the consumption will fall off, which will have a steadying effect on the market. Information from primary markets indicate a firm market.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.		
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica		0 53
Mocha, lb.		0 55
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47 1/2
Ceylon, Plantation, lb.		0 54
Chicory, lb.		0 25
Cocoa—		
Pure, lb.		0 31
Sweet, lb.		0 31

Corn Flakes Decline 30 Cents Case

Toronto.
PACKAGE GOODS—All package goods are steady with the exception of corn flakes. Kellogg's corn flakes have declined 30 cents per case, now quoted at \$3.90. Prices are as quoted.

	PACKAGE GOODS	
Rolled Oats, 20s, round, case	6 50	
Do., 20s, square, case	6 50	
Do., 36s, case	4 85	
Do., 18s, case	2 42 1/2	
Corn Flakes, 36s, case	3 90	4 25
Porridge Wheat, 36s, regular, case		6 00
Do., 20s, family, case		6 80
Cooker Package Peas, 36s, case		4 20
Cornstarch, No. 1, lb. cartons	0 12 1/2	
Do., No. 2, lb. cartons		0 11
Laundry starch		0 10 1/2
Laundry starch, in 1-lb. cartons		0 12 1/2
Do., in 6-lb. tin canisters		0 14 1/2
Do., in 6-lb. wood boxes		0 14 1/2
Potato Flour, in 1-lb. pkgs.		0 16
Fine oatmeal, 20s		6 75
Cornmeal, 24s		3 65
Farina, 24s		2 90
Barley, 24s		2 60
Wheat flakes, 24s	5 60	6 00
Wheat kernels, 24s		4 50
Self-rising pancake flour, 24s		3 70
Buckwheat flour, 24s		3 70
Two-minute Oat Food, 24s		3 75
Puffed wheat, case		4 60
Puffed Rice, case		5 70
Health Bran, case		2 60
F.S. Hominy, gran., case		3 65
Do., pearl, case		3 65
Scotch Pearl Barley, case		2 60

Very Strong Market Noted For Spices

Toronto.
SPICES—The situation in the spice market remains in the same unsettled conditions as reported last week. Many lines are becoming scarcer and stocks are difficult to obtain. The sterling exchange is also a factor of importance that tends towards higher prices.

Allspice	0 23	0 25
Cassia	0 35	0 40
Cinnamon		0 55
Cloves	0 35	0 40
Cayenne	0 35	0 37
Ginger	0 32	0 40
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	0 22	0 30
Mace	0 50	0 50
Peppers, black	0 39	0 41
Peppers, white	0 50	0 52
Paprika, lb.	0 30	0 35
Nutmegs, select, whole 100s.		0 55
Do., 50s		0 68
Do., 64s		0 75

Do., ground	0 40	0 50
Nutmegs, ground	0 48	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	.....	0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 35	0 45
Tumeric	.....	0 28
Curry	0 40	0 45
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 80	0 85
American high-test, bulk	0 80	0 85
2-oz. packages, doz.	.....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	.....	5 75

Rices Ruling in Firm Market

Toronto.

RICE—There is practically no change in the situation of the rice market. Some shipments of Siam rice have arrived. Indications from primary markets all point to a firmness with a possibility for higher prices.

Honduras, fancy, per 100 lbs.	.....	.....
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.	.....	15 00
Siam, second, per 100 lbs.	.....	17 00
Japans, fancy, per 100 lbs.	.....	15 00
Do., seconds, per 100 lbs.	.....	17 00
Fancy Patna	.....	17 00
White Sago	0 13½	0 14
Do., Pakling	.....	14 00
Chinese, XX., per 100 lbs.	.....	.....
Do., Simiu	.....	.....
Do., Mujin, No. 1	.....	.....
Tapioca, pearl, per lb.	0 12	0 12½

Cannot Import Chicken Soup

Toronto.

CANNED GOODS—Canned goods of every description are moving freely at practically unchanged prices. Libby's long green asparagus has advanced to \$5.25 per dozen. The Canadian Government has ruled that as poultry is not an inspected product by the U.S. Bureau of Animal Industry, they, therefore, have prohibited the importation of chicken, chicken gumbo and mulligatawny soups.

Salmon—		
Sockeye, 1s, doz.	4 75	4 75
Sockeye, ½s, doz.	2 75	2 75
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	.....	2 50
Lobsters, ½ lb. doz.	6 50	6 50
Do., ¼-lb. tins	3 90	3 90
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilechards, 1-lb. tall, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.	.....	2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, dosen.	.....	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	.....	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz.	.....	2 50
Canadian corn	1 75	2 10
Pumpkins, 2½s, doz.	.....	1 35
Spinach, 2s, doz.	.....	2 15
Do., 2½s, doz.	2 62½	2 80
Do., 10s, doz.	.....	10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 62½
Do., standard 10s doz.	.....	5 00
Apples, gal., doz.	.....	6 25
Peaches, 2s, doz.	3 55	3 90
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 35	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	4 90	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	1 08	1 08
Black Currants, 16 oz., doz.	5 00	5 00
Do., 4s, each	1 30	1 30
Gooseberry, 4s, each	1 03	1 03
Do., 16 oz., doz.	4 25	4 25
Peach, 4s, each	1 02	1 02
Do., 16 oz., doz.	4 15	4 15
Red Currants, 16 oz., doz.	4 90	4 90
Raspberries, 16 oz., doz.	5 05	5 05

Do., 4s, each	1 35
Strawberries, 16 oz., doz.	5 25
Do., 4s, each	1 35

Jams Are Again Quoted Higher

Toronto.

JAMS—St. Williams jams and jelly has advanced to higher levels. Quotations are as follows: 5 pound tins strawberry, \$1.40; 4 pound tins raspberry, \$1.35; 4 pound tins red currant and black currant jelly, \$1.32 each. Marmalade in 4 pound tins, \$1.00 each.

Shelled Nuts Are Standing Firm

Toronto.

NUTS—No indication for an improvement in the market for nuts has been manifested this week. The market is still in an unsettled condition. Shelled walnuts are quoted at high figures, but shelled filberts are inclined to weaken, probably due to the small demand for this line.

Almonds, Tarragonas, lb.	0 31	0 33
Sutternuts, Canadian, lb.	.....	0 06
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 28	0 30
Walnuts, Grenobles, lb.	.....	0 33
Do., Marbot	.....	0 30
Filberts, lb.	.....	0 25
Pecans, lb.	0 30	0 32
Cocanuts, Jamaica, sack	10 50	10 50
Cocanut, unsweetened, lb.	0 40	0 43
Do., sweetened, lb.	.....	0 45
Peanuts, Spanish, lb.	.....	0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed Nuts, bags 50 lbs.	.....	0 32
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 45	0 50
Walnuts, Bordeaux, lb.	0 78	0 80
Do., Manchurian	.....	0 65
Peanuts, Spanish, lb.	.....	0 25
Do., Chinese, 30-32 to oz.	.....	0 20
Brazil nuts, lb.	.....	1 10
Pecans, lb.	.....	1 10
Do., Java	.....	0 19½

Chocolate Higher; Also Cocoa

Toronto.

CHOCOLATE AND COCOA—Baker's chocolate and cocoa have advanced, now quoted as follows: Diamond Sweet, 38 cents per pound; Sweet Cracas, 43 cents per pound; Dot, 46 cents; Premium in ¼ and ½ pound cakes at 49 cents; breakfast cocoa in 1-5, ¼, ½ and one pound tins at 54 cents per pound. Webb's cocoa powder in 5 pound tins quoted at 44 cents per pound. Lipton's cocoa is higher, quoted at 50 cents per pound. Fry's cocoa is up to 55 cents per pound.

Raisins Steady; Prunes Decline

Toronto.

DRIED FRUITS—A shipment of prunes have arrived and quotations are somewhat lower, 60-70 selling at 19c, and 70-80 at 18 cents per pound. Raisins are moving slowly at the prices quoted. Figs are selling quite freely.

Evaporated apples	.....	0 24
Apricots, cartons, 11 oz., 48s	.....	4 55
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 44
Currants—		
Grecian, per lb.	0 22	0 24
Australian, 3 Crown, lb.	0 18	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	.....	6 00
Dromedary, 9 doz. in case	.....	7 75

Fard, per box, 12 to 13 lbs.	3 50	
New Hallowee dates, per lb.	0 21 0 23	
Figs—		
Taps-Comarde, lb.	.....	0 17
Layer, lb.	0 35	0 40
Comarde figs, mats, lb.	.....	.....
Smyrna figs, in bags	0 16	0 18
Cal., 6 oz., 50s, case	.....	4 50
Cal., 8 oz., 20s, case	.....	2 50
Col., 10 oz., 12s, case	.....	2 00
Prunes—		
.....	Per lb.	.....
30-40s, 25s	.....	0 31
40-50s, 25s	.....	0 28
50-60s, 25s	.....	0 24
60-70s, 25s	.....	0 19 0 22
70-80s, 25s	.....	0 18 0 21½
80-90s, 25s	.....	0 20
90-100s, 25s	.....	.....
Sunset prunes in 5-lb. cartons, each	.....	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins —		
California bleached, lb.	.....	.....
Extra fancy, sulphur bich., 25s	.....	0 28½
Seedless, 15-oz. packets	.....	0 26½
Seedless, 15-oz. packets	0 24	0 25½
Seedless, Thompson's, bulk	0 25	0 26
Crown Muscatels, No. 1s, 25s.	.....	0 25
Turkish Sultanas	0 25½	0 28½

Paper Bags Higher; Other Lines, Also

Toronto.

MISCELLANEOUS—Paper bags have advanced 33 1-3 per cent. and the discount has been reduced 5 per cent. Lipton's grey label tea has advanced to 60 cents per pound. Liquid Veneer is higher. McLaren's cream cheese is also quoted higher. Chocolatta now quoted at—small size \$3.75 per dozen, medium at \$7.50 per dozen.

Hand-picked Beans Are \$6.00 Per Bushel

Toronto.

BEANS—The bean market is ruling steady. Ontario hand picked are quoted at \$6.00 per bushel. Supplies are improving and larger quantities are expected as roads become in better condition. Dealers state that there are still large stocks throughout the country.

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

Oranges and Lemons Are Quoted Lower

Toronto.

FRUIT—Apples are arriving in large quantities from Nova Scotia, but dealers state there is a great deal of wastage. Oranges have declined about 50 cents per case. California lemons also have weakened, being quoted at \$5.00 to \$5.50 per case. Grapefruit is selling at \$4.00 to \$5.75 per case according to size.

Cal. Navel Oranges—		
80s, per case	.....	4 50
100s, per case	.....	5 35
125s, per case	.....	6 50
150s, per case	.....	7 50
175s, 200s, 216s, 250s, per case	8 50	9 00
Florida Oranges—		
125s, 150s, 175s, 200s, 216s, 250s	8 00	9 00
Bananas, Port Limons	.....	0 09½
Lemons, Cal., 300s, 360s	5 00	5 50
Do., Messinas, 300s	.....	.....
Grapefruit, Florida—		
36s, 46s, 54s	4 50	4 75
64s, 70s, 80s, 96s, 126s	5 25	5 75
Grapefruit, Cuban—		
54s, 64s, 70s, 80s, 96s	4 00	4 50
Apples, Nova Scotia—		
Baldwins	6 00	8 00

Starks	6 00	7 50		
Fallowatus	6 00	7 50		
Russetts	7 50	8 50		
Apples, Ontario—				
Spys, No. 1, bbl. ....	.....	11 00	
Do., Nos. 2 and 3	6 50	9 00		
Baldwins	6 00	8 00		
Winesaps, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s.....	3 75	4 00		
Florida Tangarines, 144s, 168s, 196s, 216s, 224s
Grapes, Spanish Malagas, keg ..	15 00	17 00		
Cranberry, Cape Cod, bbl. ....	.....	13 50	
Do., half bbl. ....	.....	7 50	
Do., boxes .....	.....	4 50	

**Potatoes Are Now
\$4.75 Per Bag**

Toronto.
VEGETABLES—The potato market has developed quite a firm tone. How long this will last, dealers are of the opinion that it will be entirely a matter of supply and demand. At the present time the supply is limited, barely sufficient to meet demands. Price quoted this week is \$4.75 per bag. California and Florida vegetables are in good supply and business is reported active. Canadian onions are becoming scarce. Spanish onions are selling at \$4.00 to \$8.00 per case according to size of case.

Carrots, per bag	1 75	2 00		
Parsnips, per bag .....	.....	2 75	
Radishes, Cal., doz. ....	.....	0 75	
Onions, Yellow Danvers, per lb. .	0 08	0 08½		
Spanish Onions, large cases, 120 lbs.	8 00
Do., small cases, 70 lbs. ....	.....	4 75	
Onions, white, large sacks .....	.....	8 50	
Celery, Florida, 3 to 4 doz. crates	.....	6 50	
Cauliflower, Cal., standard case..	5 50	6 00		
Potatoes—		
Ont., 90-lb. bags .....	.....	4 75	
Quebec, 90-lb. bags .....	.....	4 75	
Jersey Sweet, hamper	3 50	3 75		
Turnips, bag .....	.....	1 25	
Mushrooms, 4-lb. basket .....	.....	4 00	
Lettuce, Cal., head, 4 to 5 doz. cr.	4 50	5 00		
Do., leaf, doz.	0 35	0 50		
Cabbage, Florida, large hamper..	.....	4 00	
Do., Florida, bbl. ....	.....	6 50	
Green Onions, doz. bunches.....	0 40	0 50		
Hothouse Tomatoes, lb. ....	.....	0 45	
Green Peppers, doz. ....	.....	1 00	
Rhubarb, doz. bunches	1 35	1 50		
Parsley, per dozen	1 00	1 25		
Mexican Tomatoes, case .....	.....	6 00	
Florida Tomatoes, case	6 00	7 00		

**Flour Remains
At Unchanged Prices**

Toronto.
FLOUR—There is a steady demand for flour and price rule as listed below:

Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags.....	.....	11 70
Ontario spring wheat flour, in jute bags, per barrel.....	.....	13 45

**Serious Shortage
On Millfeeds**

Toronto.
MILLFEEDS—The continued shortage of bran and shorts is becoming serious. The mills are grinding very little flour and consequently stock farmers are experiencing great difficulty in procuring sufficient of this line of feed to meet their requirements. The prices are unchanged but local mills have none to offer.

MILLFEEDS—		
Bran, per ton .....	.....	45 25
Shorts, per ton .....	.....	52 25

WINNIPEG MARKETS

WINNIPEG, March 26—The market for general grocery lines shows considerable firmness, although not many actual changes in prices have taken place. Supplies of sugar are arriving more freely and prices are ruling firm. Coffee has strengthened and prices on some grades are quoted higher. Prunes are quoted lower. Salt is scarce and prices expected to advance. California vegetables are arriving freely.

**Sugar Firm;
Prices Unchanged**

Winnipeg.
SUGAR—Granulated sugar remains firm. Heavy shipments have been made lately, and it is being offered very freely.

Redpath, granulated	17 30
Atlantic, granulated	17 55
St. Lawrence, granulated	17 55
Acadia, granulated	17 70

**Cereals Are
Ruling Firm**

Winnipeg.
CEREALS—Breakfast foods are firm, and in active demand. Prices are unchanged.

**Salt is Likely
to Advance**

Winnipeg.
SALT—The salt situation is most uncertain, and indications point to the necessity of again advancing the price.

**Tea Remains
At Unchanged Prices**

Winnipeg.
TEA—No change in the tea market this week, but every possible indication points to an advance.

**Prunes Have
Declined Somewhat**

Winnipeg.
DRIED FRUITS—Prunes are being offered more freely and the prices are lower. Speculators are offering them at lower prices than those offered by the packers.

**Canned Goods
Are Very Firm**

Winnipeg.
CANNED GOODS—There has been no further change in canned goods. An active demand is noted for this line.

**Coffees Showing
More Strength**

Winnipeg.
COFFEE—Mexican coffee is showing more strength in sympathy with the Santos in regard to price, and more is being used.

**Beans Are
in Active Demand**

Winnipeg.
BEANS—There is a heavy demand for beans, and the market is quite firm. Prices are unchanged.

White Beans (in 100-lb. bags)—Extra fancy hand-picked, \$8.50; fancy, hand-picked, \$7.75.
Lima Beans—Per lb., 13c.
Lentils—Per lb., 16c.

**Vegetables Are
Arriving Freely**

Winnipeg.
VEGETABLES—New vegetables from California are arriving freely and an active demand is noted. Prices are as follows:

Beets, per lb.	0 04
Turnips, per lb.	0 03
Carrots, per lb.	0 04
Cabbage, per lb.	0 08
Potatoes, per bushel	2 75 3 00
B.C. Onions, per sack	8 00
Head Lettuce, per case	5 50
Leaf Lettuce, per doz.	0 75
California Cabbage, per lb.	0 10
Do., Cauliflower, case	3 75
Do., Celery, case	15 00
Spanish Onions, case	9 00

VANCOUVER MARKETS

VANCOUVER, March 26—Halifax sugar is arriving and is being distributed to the retail candy manufacturers at 19 to 20 cents per pound. Stocks of local sugar are depleted and it will probably be 10 days before meltings are resumed. A shipment of blood oranges has arrived and is selling to the trade at \$9.00 a case. Grapefruit and oranges are quoted at a lower figure. Onions are scarce and prices are higher. Potatoes are ruling at fair figures.

**Eastern Sugar
is Now Arriving**

Vancouver.
SUGAR—Halifax sugar is arriving freely and is being distributed among many of the retail candy manufacturers at 19 to 20 cents per pound. Local refiners have advised the wholesalers that stocks of refined sugar is depleted and

that no further delivery could be made until shipments of raws arrive, which will be in about ten days.

**Citrus Fruit
Quoted Lower**

Vancouver.
FRUIT—A shipment of blood oranges has arrived and are quoted to the trade
Continued on page 52

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., March 26.—Baker's chocolate and cocoa has advanced 3 cents per pound. Creamettes are 25 cents per case higher. Sal soda in packages, pickles, sauces, cream cheese and vinegar are also quoted at higher figures. Siam rice is quoted at \$12.75 to \$13.50. No. 1 Japan rice is quoted at \$15.50 to \$16.00. Singapore pineapple cubes are now on the market and quoted at \$15.75 per case of 40 cans. Creamery butter has advanced 5 cents per pound. New-laid eggs have declined to \$13.00 per case. Potatoes have shown a considerable firmness, now quoted at \$80.00 per ton. Lemons, oranges and grapefruit are easier.

Flour, 96s, per bbl.	12 95
Beans, B.C.	8 00 3 50
Rolled oats, 80s	4 90
Rice, Siam	12 75 13 50
Japan, No. 1	15 50 16 00
Tapioca, lb.	0 12
Sago, lb.	0 12 0 14
Sugar, pure cane, granulated, cwt	15 35
Cheese, No. 1, Ont., large	0 29 0 30
Butter, creamery, lb.	0 70
Do., dairy, lb.	0 50 0 55
Lard, pure, 3s	18 60 19 20
Eggs, new laid, local, case	13 00 13 50
Tomatoes, 2 1/2s, standard, case	4 50 4 75
Corn, 2s, case	4 00 4 45
Peas, 2s, standard, case	4 20 4 75
Strawberries, 2s, Ontario, case	10 30
Raspberries, 2s, Ontario, case	10 30
Cherries, 2s, red, pitted	9 00 9 50
Apples, evaporated	0 22 1/2 0 25 1/2
Do., 25s, lb.	0 26 3/4
Peaches, evaporated, lb.	0 25 3/4
Do., canned, 2s	7 50
Prunes, 90-100s	0 18
Do., 70-80s	0 19
Do., 50-60s	0 20
Do., 30-40s	0 30
Do., 20-30s	0 33
Raisins, bleached Sultanas	0 27
Do., bulk, seedless	0 21
Do., package, 11 oz.	0 16 1/4
Filiatras Currants, lb.	0 26
Salmon, pink tall, case	10 25
Do., Sockeye, tall, case	17 50
Do., halves	18 00 19 00
Potatoes, Alta., per ton	80 00
Lemons	8 00
Oranges	8 50
Grapefruit	7 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 26.—The markets are reported rather quiet this week and characterized by several decided decreases in prices. Supplies of new-laid eggs are arriving more freely and prices have declined 5 cents per dozen. Potatoes also declined 25 cents per barrel.

Lemons are down 50 cents to \$1.00 per case. American clear pork is easier. Lard has declined 1 1/2 cents per pound; cheese also easier. Siam rice quoted higher. Molasses also up.

Flour, No. 1 patents, bbls., Man.	14 90
Cornmeal, gran., bags	6 25
Cornmeal, ordinary	4 35
Rolled oats	12 50
Rice, Siam, per 100 lbs.	15 00
Tapioca, 100 lbs.	13 50 15 00
Molasses	1 30
Standard, granulated	16 60
Sugar—	
No. 1, yellow	16 10
Cheese, New Brunswick	0 30 1/2 0 31
Cheese, Ont., twins	0 65
Eggs, fresh, doz.	0 30 1/2 0 32
Lard, pure, lb.	0 30 0 30 1/2
Lard, compound	0 30 0 30 1/2
American, clear pork	54 00 57 00
Tomatoes, 2 1/2s, standard case	4 25
Beef, corned, 1s	4 00 4 20
Eggs, storage	0 58
Breakfast bacon	0 43 0 45
Butter, creamery, per lb.	0 68
Butter, dairy, per lb.	0 63
Butter, tub	0 58 0 60
Raspberries, 2s, Ont., case	4 40 4 45
Peaches, 2s, standard, case	7 30 7 40
Corn, 2s, standard, case	3 80
Peas, standard, case	4 15
Apples, gal., N.B., doz.	4 75 5 00
Strawberries, 2s, Ont., case	10 50
Salmon, Red Spring, flats, cases	11 00 11 50
Pinks	11 00 11 50
Cohoos	15 00 15 50
Chums	9 00
Evaporated Apples, per lb.	0 22 1/2 0 23
Peaches, per lb.	0 27 1/2 0 28
Potatoes, Natives, per bbl.	7 25
Onions, Can., 100-lb. bag	8 00
Lemons, Cal., case	6 00 6 50
Grapefruit, Cal., case	7 00 7 50
Apples, Western, box	5 00 5 50
Bananas, per lb.	0 12 0 18

SIAM'S RICE CROP

According to the paddy-crop report issued by the Siamese Department of Agriculture, 6,399,910 rai (2,559,964 acres) were under rice cultivation in the six inner Provinces up to September 21, 1919, as compared with 6,163,960 rai (2,465,584 acres) for the corresponding period of 1918. With a few exceptions, the rice plantings were reported as "doing well" and in several places as "doing better than last year," although considerable damage to the growing plants had been caused by drought.

At the present time it is not possible to form any estimate as to the amount of paddy that will be harvested for the season under review, but reports from some districts seem to indicate that the prospects for the rice crop are not so favorable as those for last year.

The embargo on the export of rice is

still in force so that only rice shipped under contracts entered into before the control came into force is permitted to leave the country. September shipments amounted to only 238,489 piculs of 133 1-3 pounds each, with a total value of 4,584,077 ticals (\$1,700,234 U. S. gold), the average price for all sorts of rice products reaching about 19.22 ticals (\$7.13) per picul, as compared with an average of 18.60 ticals \$6.90) in August, 21.20 (\$7.86) in July, and 20.20 (\$7.49) in June, 1919, and 8.80 ticals (\$3.26) in December and 8.10 (\$3) in September, 1918.

The total exports of all sorts of rice products from Siam to foreign countries, for the 10 months beginning with December, 1918, approximately 14,458,000 piculs, as compared with 14,200,000 piculs for the corresponding period of 1917-18, and an average of 19,000,000 piculs for the same months of the five years preceding.

—From *Simmons' Spice Mill*.

VANCOUVER MARKETS.

Continued from page 51.

at \$9.00 per case. Grapefruit has declined, now selling at \$4.25 per case. Oranges also are easier, quoted at \$6.00 to \$9.00 per case, according to size.

Apples—	
Cooking, box	1 75
Baldwin, box	2 75
Delicious, box	4 50
Spitzenberg, box	3 50 3 75
Winesaps, box	3 25 3 75
Winter Bananas, box	3 00
Newtons, box	3 50
King David, box	2 75
Jonathans, box	2 75 3 00
Grapefruit, Florida	4 25
Oranges, Navels	6 00 9 00
Lemons	8 00

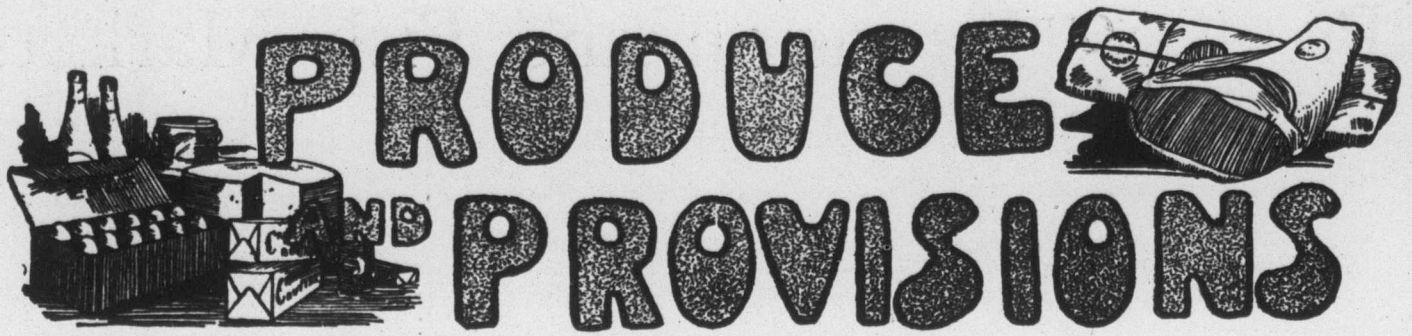
Onions Are

\$9.50 Per Sack

Vancouver.

VEGETABLES—There is a scarcity of onions noted this week and are quoted at \$9.50 per sack, and higher prices are expected. Potatoes are ruling firm at prices listed.

Potatoes, Ashcroft	115 00
Do., Mainland, ton	95 00 100 00
Do., local	95 00 100 00
Carrots, per lb.	0 08 1/2
Beets, per lb.	0 06
Turnips, per lb.	0 02 1/2
Cabbage, per lb.	0 05
Onions, B.C., sacks	9 50
Do., Man., sack	9 00
Valencia Onions, sack	9 00
Head lettuce, Cal., case	7 25
Do., leaf, per doz.	0 70
Tomatoes, Mexican	8 50
Celery, per dozen	3 00
Cauliflower	4 25



PRODUCE AND PROVISIONS

The Importation and Sale of Oleomargarine Will Be Allowed Until August 31st, 1920

The Oleomargarine Act Allows an Extension of the Sale and Manufacture—License is Necessary

BY the conditions set forth in the Oleomargarine Act, importations of this commodity are permitted only until August 31st, 1920. The importer must first obtain from the Minister of Agriculture a license to import: Oleomargarine imported under this Act will be allowed to enter free of Customs Duty. The permission to sell is extended to March 1st, 1921.

The Act as passed is as follows:

1. This Act may be cited as the Oleomargarine Act, 1919.

2. Oleomargarine shall mean and include oleomargarine, margarine, butterine, or any other substitute for butter, (a) which is manufactured wholly or in part from any fat or oil other than that from milk and cream, (b) which contains no foreign coloring matter and (c) which does not contain more than sixteen per cent. of water.

3. Notwithstanding anything contained in the Dairy Industry Act, 1914, chapter seven of the statutes of 1914, or in any other statute or law the manufacture in and importation of oleomargarine into Canada shall be permitted until the thirty-first day of August, one thousand nine hundred and twenty: and the offering for sale, and the having in possession for sale of margarine shall be permitted until the first day of March, one thousand nine hundred and twenty-one.

4. (1) No person shall import oleomargarine into Canada without first having obtained from the Minister of Agriculture a license to import oleomargarine.

(2) Oleomargarine imported into Canada under the provisions of this Act shall be imported free of Customs Duty.

5. No person shall manufacture oleomargarine in Canada without first obtaining from the Minister of Agriculture a license to manufacture oleomargarine.

6. Any license for the importation, or for the manufacture of oleomargarine may be cancelled by the Minister at any time

for the violation of any of the provisions of this Act, or any regulation made under this Act, or any other regulation made by the Governor-in-Council relating to the manufacture or sale of oleomargarine.

7. No person shall sell, offer for sale, or have in his possession for sale, any oleomargarine, unless the packages containing such oleomargarine are marked or labelled oleomargarine in accordance with the provisions of this Act or of any regulations made hereunder.

8. The Governor-in-Council may make such regulations as he deems proper with respect:—

OLIVE OIL CROP IS NOT LARGE.

OLIVE OIL.—Letters received by a local importer from his buyer in Europe have very little good news regarding olive oil shipments.

In Italy, with the exception of Tuscany, the crop is not a large one, and the Italian Government has seized vast stores of oil that were intended for export. It would appear that, while the Government there has set an outside price to be charged the domestic buyer for olive oil, the sky was the limit when selling for export, and, naturally, the bulk of the oil was being disposed of outside of Italy. By recent action, the Government has assured a supply for domestic use at the expense of foreign buyers.

In France, Government restrictions permit the export, on permit only, of lots bought before the embargo became operative.

In Spain, starting with strikes on the part of dock workers and finishing with lock-outs on the part of the majority of the employers, it has been impossible during recent months to get deliveries from Spanish ports. As the permit for goods ordered have an expiry date—and still it is unable to effect shipments—many exporters fear that their export permits covering their various parcels will expire before shipment can be made.

(a) the importation, manufacture, inspection and sale of oleomargarine;

(b) the issuing of licenses for the importation and manufacture of oleomargarine;

(c) the seizure and confiscation of apparatus and materials used in the manufacture of oleomargarine in contravention of any of the provisions of this Act, or of any regulation made thereunder, and,

(d) the efficient enforcement and operation of this Act.

9. Any person who manufactures oleomargarine contrary to the provisions of section five hereof, or who violates any of the provisions of section seven of this Act, shall be liable to a penalty of not less than twenty-five cents for each pound of oleomargarine manufactured contrary to the provisions of section five, or sold, offered for sale, or had in possession for sale, contrary to the provisions of section seven hereof, provided that in no case shall the minimum penalty be less than ten dollars.

WANTED

An "Ideal" Tea
packing machine
in good
condition

State price to
Box 106

Canadian Grocer

153 University Avenue
Toronto

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, March 26—No important changes have developed in the Montreal markets during the week and a somewhat easier feeling is manifest on many lines, although no conspicuous price changes have been effected. Good business is reported in all fresh meats and the market stands steady with prospects of better deliveries in the future. No change is reported in the position of barrelled meats and prices rule unchanged under fairly active demands. Cooked meats are firm. Cured meats are strong under exceptionally heavy demand. Eggs are somewhat stronger this week and slight advances are noted in some quarters. Dealers state that higher prices are to be expected for the Easter season, but a considerable easing off will follow the passing of the festival. Margarine, lard and shortening stand as they did and the tendency is toward easier levels. Butter is stronger and has advanced in the local markets about two cents per pound. Little change is shown in the cheese market, although enquiries are stated to be considerably better. Stocks of poultry are practically cleaned up. Quotations on the little that is available show no changes. The fish trade is somewhat quieter, owing to the fact that the milder weather has returned. Prices on fresh and frozen fish are easier. Oysters in the shell are very scarce and very high. Lobsters are said to be more plentiful with easier prices.

are not out of the question in view of the increased cost of labor, difficulties of transportation, etc. In the meantime prices are maintained and business is stated to be very good.

Hams—

Medium, smoked, per lb.—	
(Weights) 8-10 lbs.	0 35
12-14 lbs.	0 36
14-20 lbs.	0 35
20-25 lbs.	0 30
25-35 lbs.	0 28½
Over 35 lbs.	0 28½
Boneless (for slicing), 4c advance over above prices.	
Bacon—	
Breakfast	0 48
Cottage Rolls	0 34
Picnic Hams	0 28

Firmer Feeling in Egg Market

Montreal.
EGGS—A somewhat firmer feeling is manifest in the egg market this week, and in one quarter slightly higher quotations are given, although the advance is not a general one. Dealers state that the approach of Easter always acts as a stimulus to the market, strengthening it very considerably, and materially affecting the prices. The market to-day is firm and slightly higher quotations may be expected for a brief period, after which easier prices will rule. New laid eggs are offering at about 60 cents per dozen.

Shortening Steady; Prices Unchanged

Montreal.
SHORTENING.—There is practically no change to the position of shortening as far as prices are concerned and the tendency indicates a steady market for some time to come. Demands for shortening are not very brisk and supplies are quite adequate for present needs.

SHORTENING—

Tierces, 400 lbs., per lb.	0 29
Tubs, 50 lbs., per lb.	0 28½
Pails, 200 lbs., per lb.	0 29
Bricks, 1 lb., per lb.	0 31

Lard Stands Unchanged Under Steady Demands

Montreal.
LARD—Prices are maintained for lard under steady demands and no new feature has developed during the past week. Tierces are offered at from 29½ to 30½ cents per pound.

LARD—

Tierces	0 29½	0 30½
Tubs	0 29½	0 30½
Pails	0 30	0 31
Bricks	0 32	0 33

Butter Stronger; Advanced Prices

Montreal.
BUTTER—Advanced prices are quoted this week on butter which is strong in a firm market. Creamery prints are offered at 66 cents and the solids are selling at from 66 to 67 cents. There has been a good demand for good grades of creamery butter and a fairly active bus-

Steady Demands For All Fresh Meats

Montreal.
FRESH MEATS—HOGS—Hogs are steady at the prevailing price of from \$20.50 to \$21.00 and no material changes appear probable for some time to come. Deliveries are considerably better and one importer states that arrivals show an increase of 600 over last week's figures. Trade is brightening up and big business is anticipated for the Easter season.

BEEF—There is practically no change to the position of beef, which stands steady under active demands. Prices are unchanged and the tendency is towards somewhat easier levels.

FRESH MEATS

Hogs, live (selects)	20 50	21 00
Hogs, dressed—		
Abattoir killed, 65-90 lbs.....	23 50	24 50
Fresh Pork—		
Leg of Pork (foot on)	0 31½	
Loins (trimmed)	0 35	
Loins (untrimmed)	0 32	
Bone trimmings	0 18	0 21
Trimmed shoulders	0 25	0 23
Untrimmed	0 23	0 23
Pork Sausage (pure)	0 23	0 18
Farmer Sausages	0 18	
Fresh Beef—		
(Cows)		(Steers)
\$0 19 \$0 22 ..Hind quarters..	\$0 24	\$0 27
0 12 0 14 ..Front quarters..	0 15	0 18
0 27 ..Loins	0 40	0 42
0 22 ..Ribs	0 30	
0 12 ..Chucks	0 16	
0 18 ..Hips	0 23	
Calves (as to grade)	0 22	0 28
Lambs, 50-80 lbs. (whole carcass),		
lb.	0 28	
No. 1 Mutton (whole carcass), 45-		
50 lbs., lb.	0 18	

Barrelled Meats Are Good Sellers

Montreal.
BARRELLED MEATS—A steady de-

mand is manifest in the market for barrelled meats which rule steady with unchanged prices. Mess beef is offering at \$25.00 and is a good seller at that figure. The market stands pretty firm and no decided change is likely for a little while.

BARRELLED MEATS

Barrel Pork—	
Canadian short cut (bbl.), 25-35	
pieces	54 00
Clear fat backs (bbl.), 40-50	
pieces	55 00
Heavy mess pork (bbl.)	52 00
Plate Beef	23 00
Mess Beef	25 00
Beef Pork	50 00

Cooked Meats Standing Firm

Montreal.
COOKED MEATS—No important change has been effected in the market, and prevailing quotations show no alterations over those of last week. Business is stated to be quite brisk and the market is firm with steady tendencies.

Jellied pork tongues	0 46
Jellied Pressed Beef, lb.	0 32
Ham and tongue, lb.	0 30
Veal and tongue	0 23
Hams, cooked	0 47
Shoulders, roast	0 50
Shoulders, boiled	0 43
Pork pies (doz.)	0 75
Blood pudding, lb.	0 12
Mince meat, lb.	0 15
Sausage, pure pork	0 26
Bologna, lb.	0 14

Breakfast Bacon Sells Well at 48c

Montreal.
CURED MEATS—The demands for hams and bacon are exceptionally heavy and although no material changes have been effected during the week the tendency is considerably stronger and slightly advanced prices in the future

ness has been accomplished during the past week. The receipts of the week are stated to be considerably larger than those of the previous one, but indications show that it will all be needed before the opening of the season for new makes, and the market stands firm.

BUTTER—

Creamery, prints, qual. storage	0 66	
Creamery, solids, quality storage	0 66	0 67
Dairy, in tubs, choice	0 48	0 55
Dairy, prints		0 50
Bakers'		0 45

**Margarine Shows
No Price Changes**

Montreal.

MARGARINE—No changes have been effected in margarine during the week and prices are maintained under demands that are but very limited. Prints are offering at 37 cents according to quality.

MARGARINE—

Prints, according to quality, lb.	0 37
Tubs, according to quality, lb.	0 31 0 35

**Better Enquiries
Shown For Cheese**

Montreal.

CHEESE—The feature of the market this week has been the increased enquiries from foreign buyers, and as the prices bid were more satisfactory than those of late, a fair amount of business has been transacted. Prices are maintained in the local markets. Spot stocks are not large and the opinion is that they will be cleaned up before new cheeses come upon the market.

CHEESE—

New, large, per lb.	0 29½
Twins, per lb.	0 30
Triplets, per lb.	0 32
Stilton, per lb.	0 36
Fancy, old cheese, per lb.	0 32

**Poultry Season
a Good One**

Montreal.

POULTRY—Stocks of poultry are now practically cleaned up, it is stated, although a little live poultry is coming upon the market from time to time. Dealers state that the business accomplished within the past two months is away ahead of that of former years and the result is that, as stated before, stocks of frozen poultry are about exhausted. Prices for available supplies show no material change although an advance of a cent or two per pound has been effected in some quarters.

(Buying Prices)		
	Live	Dressed
Chickens, light weights	0 19	0 24
Do., heavy weights	0 22	0 27
Ducks, young	0 30	0 34
Geese—		
Young	0 23	0 26-0 23
Old	0 17	0 20-0 21
Fowls	0 18	0 21
Turkeys	0 43	0 48-0 50

**Fresh Fish Easier;
Frozen Fish Also**

Montreal.

FISH—The fish trade is stated to be considerably quieter owing to the return of milder weather. Fresh haddock and market cod are slightly easier and each are quoted at figures from ½ to 1 cent per pound cheaper. Frozen fish is also considerably easier, and reductions are

noted on many lines. Lake herrings are offering at \$4.00 per bag and frozen haddock at from 6½ to 7 cents per pound. Oysters are very scarce and very high, and advanced prices are shown on all lines. Lobsters are more plentiful and prices are somewhat easier. Scallops are very scarce. Shrimps and pawns are in fair supply with moderate prices.

OYSTERS

Cape Cod, per barrel	20 00
Batouche, per barrel	15 00
Malpeques shell oysters, choice, bbl.	16 00
Do., XXX, bbl.	15 00
Scallops, gallon	4 50
Can. No. 1 (solids)	2 50 2 75
Can. No. 3 (solids)	7 00 7 50
Can. No. 4 (solids)	11 00 12 00
Can. No. 1 (selects)	3 50
Can. No. 3 (selects)	6 75 10 50

FRESH FISH

Haddock	0 07½	0 08
Steak cod	0 11	0 12
Market cod	0 07	0 07½
Mackerel		0 18
Flounders	0 10	0 12
Prawns		0 40
Live Lobsters		0 65
Salmon (B.C.), per lb., Red.		0 30
Skate		0 12
Shrimps		0 35

Whitefish	0 16
FROZEN FISH	
Gaspereaux, per lb.	0 06 0 07
Halibut, large and chicken	0 17 0 18
Halibut, Western, medium	0 20 0 21
Haddock	0 06½ 0 07
Mackerel	0 15 0 16
Dore	0 15 0 16
Smelts, No. 1, per lb.	0 17 0 18
Smelts, extra large	0 25
Smelts (small)	0 09 0 10
Pike, headless and dressed	0 11 0 12
Market Cod	0 06 0 06½
Whitefish, small	0 12 0 13
Sea Herrings	0 06 0 07
Steak Cod	0 09 0 09½
Gaspe Salmon, per lb.	0 24 0 25
Salmon, Cohoes, round	0 19 0 20
Salmon, Qualla, hd. and dd.	0 12½ 0 13
Whitefish	0 16 0 16
Lake Trout	0 19 0 20
Lake Herrings, bag, 100 lbs.	4 00
Alewives	0 07½ 0 08

SALTED FISH

Codfish—	
Large bbls., 200 lbs.	18 00
No. 1, medium, bbl., 200 lbs.	15 00
No. 2, 200-lb. bbl.	14 00
Strip boneless (30-lb. boxes), lb.	0 20
Boneless (24 1-lb. cartons), lb.	0 18
Ivory (2-lb. blocks, 20-lb. boxes)	0 16
Shredded (12-lb. boxes)	2 40 2 50
Dried, 100-lb. bbl.	15 00
Skinless, 100-lb. boxes	16 50
Pollock, No. 1, 200-lb. barrel	13 00
Boneless cod (2-lb.)	0 23

ONTARIO MARKETS

TORONTO, March 26—The produce and provision markets have registered a few changes this week. Live hogs are higher, quoted at \$20.25 on the fed and water basis. Pork cuts are up about three cents per pound. Butter has developed a firm tone. Eggs are easier as also lard and shortening. Cheese is steadier. Fish is in active demand. Poultry supplies continue to be light.

**Pork Cuts Are
Up 3 Cents Per Pound**

Toronto.

FRESH MEAT.—Hogs continue to advance to new higher levels. Live hogs are quoted at \$20.25 on the fed and watered basis. Pork cuts are quoted about 3 cents per pound higher. Tenderloins are selling at 57 cents per pound, fresh hams at 36 cents and loins at 40 cents per pound. Beef and lamb is steady at prices quoted below.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	24 00	26 00
Live off cars per cwt.		20 50
Live, fed and watered, per cwt.		20 25
Live, f.o.b., per cwt.		19 25
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 34
oins of pork, lb.		0 40
Tenderloins, lb.		0 57
Spare ribs, lb.		0 25
Picnics, lb.		0 24½
New York shoulders lb.		0 29½
Boston butts, lb.		0 33
Montreal shoulders, lb.		0 29½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 24	0 27
Front quarters, lb.	0 14	0 16
Ribs, lb.	0 24	0 23
Chucks, lb.	0 14	0 16
Loins, whole, lb.	0 32	0 36
Hips, lb.	0 20	0 22
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 24	0 27
Spring lamb, lb.		0 30
Yearling lamb	0 30	0 34
Sheep, whole, lb.	0 14	0 20
Above prices subject to daily fluctuations of the market.		

**Hams and Bacon
Are Firm in Price**

Toronto.

PROVISIONS.—No change in price

has occurred in the provision market. Bacon is firm and prices are expected to advance in view of the higher prices on hogs. The best breakfast bacon is quoted at 52 cents per pound. Skinned and boneless backs are quoted at 56 cents per pound for the best trimmed.

Hams—	
Medium	0 35 0 37
Large, per lb.	0 30 0 31
Heavy	0 28 0 29
Backs—	
Skinned, rib, lb.	0 49 0 50
Boneless, per lb.	0 53 0 56
Bacon—	
Breakfast, ordinary, per lb.	0 40 0 43
Breakfast, fancy, per lb.	0 43 0 53
Roll, per lb.	0 23 0 20
Wiltshire (smoked sides), lb.	0 33 0 35
Dry Salt Meats—	
Long clear bacon, av. 50-70 lbs.	0 27
Do., av., 80-90 lbs.	0 25
Clear bellies, 15-30 lb.	0 23
Sausages in brine, keg, 35 lbs.	7 35
Fat backs, 16-20 lbs.	0 30
Out of pickle prices range about 2c per pound below corresponding cuts above.	
Barrel Pork—	
Mess pork, 200 lbs.	42 00
Short cut backs, bbl. 200 lbs.	50 00
Picked rolls, bbl., 200 lbs.—	
Heavy	50 00
Lightweight	60 00
Above prices subject to daily fluctuations of the market.	

**Cooked Hams
Are 54 Cents Per Pound**

Toronto.

COOKED MEATS.—Cooked hams continue to be the big seller in this line. The price has advanced one cent per pound. Cooked ox tongue is quoted as high as 60 cents per pound.

Boiled hams, lb.	0 52 0 54
Hams, roast, without dressing, lb.	0 51 0 54
Shoulders, roast, without dressing, lb.	

Head Cheese, 6s, lb.	0 13½
Choice jellied ox tongue, lb. ...	0 55 0 60
Jellied pork tongue	0 49 0 50

Above prices subject to daily fluctuations of the market.

**Butter Market Firm;
Likely to be Higher**

Toronto.
BUTTER.—The butter market has developed a decidedly firm tone and higher prices are expected. Fresh made creamery is quoted at 65 cents per pound.

BUTTER—

Creamery prints (fresh made) ..	0 62	0 65
Dairy prints, fresh, lb.	0 55	0 55
Dairy prints, No. 1, lb.	0 54	0 54

**Cheese Market
Has Firmer Tone**

Toronto.
CHEESE.—A steadier condition has manifested in the cheese market. Stocks are moving off with better satisfaction to dealers. Prices remain unchanged.

CHEESE—

Large	0 28	0 29
Stilton	0 34	0 35
Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.		

**Lard Prices
Have Again Declined**

Toronto.
LARD.—In face of the higher prices on hogs, lard has developed an easier tone. Quotations this week are 29½ cents per pound on the tierce basis.

Tierces, 400 lbs., lb.	0 29½
In 60-lb. tubs, ½ cent higher than tierces, pairs ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.	

**Margarine Prices
Holding Steady**

Toronto.
MARGARINE. — No change in the market for margarine is noted this week. Business keeps uniform and prices remain as listed below:

MARGARINE—

1-lb. prints, No. 1	0 37	0 38½
Do., No. 2	0 34	0 37
Do., No. 3	0 30	0 34
Nut margarine, lb.	0 34	0 35

**Brisk Demand
Noted For Fish**

Toronto.
FISH.—All varieties of fish are well represented on the fish market. The demand is brisk and will probably continue for a few weeks longer. Oysters are not moving as freely as formally. Prices for the most part are unchanged.

**Shortening Has
Declined One Cent**

Toronto.
SHORTENING. — Quotations on shortening show a decline of about one cent per pound. The market is fairly steady with good business reported.

SHORTENING—

1-lb. prints	0 30
Tierces, 400 lbs.	0 25

**Poultry Supplies
Continue Scarce**

Toronto.
POULTRY.—Supplies of fresh poultry are very light, barely sufficient to

meet requirements. Storage stocks are moving out satisfactorily.

**Egg Market
Continues to Weaken**

Toronto.
EGGS.—The change in prices of eggs is almost a daily occurrence, depending

on the receipts received. The early part of the week showed a slight inclination to firmness but later on an easier tone developed.

EGGS—

Fresh	0 58
Fresh selects in cartons	0 62

Prices shown are subject to daily fluctuations of the market.

WINNIPEG MARKETS

WINNIPEG, March 26—Not many changes are noted in the produce and provision market this week. Live hogs are quoted \$1.00 per cwt. higher. Eggs have declined now, quoted at 60 cents per dozen. The butter market is ruling at firm prices. The market for cheese is very flat, while fish is in active demand.

**Hogs Are Being
Quoted Higher**

Winnipeg.
HOGS.—The hog market has developed a firm tone and prices are \$1.00 per hundred higher.

HOGS—

Selected, cwt.	21 00
Heavy, cwt.	19 00 20 00
Light, cwt.	16 00 17 00

**Eggs Continue
to Decline**

Winnipeg.
EGGS.—The egg market continues to decline as supplies are arriving more freely. Storage eggs are selling at 50 cents per dozen and new laids are quoted at 60 cents.

EGGS—

New laid, doz.	0 60
New laid from farmers	0 60

**Butter Market
Ruling Firm**

Toronto.
BUTTER. — The butter market con-

tinues firm. Fresh creamery butter is quoted at 66 cents per pound.

**Cheese Market
Shows No Charge**

Winnipeg.
CHEESE.—The market for cheese is reported very flat. Stocks are large and sales are light. Prices are unchanged.

**Fish is Now in
Active Demand**

Winnipeg.
FISH.—There is an active demand for fish of all descriptions. Supplies are arriving freely. Smoked fish also is in good demand.

FRESH FISH

Black Cod, lb.	0 14
Halibut, lb.	0 17 0 18
Salmon, lb.	0 20½ 0 24½
Soles, lb.	0 09½
Whitefish, lb.	0 12½ 0 13½

SMOKED FISH

Bloaters, per case	2 60
Do., per case	2 40
Haddies in 30-lb. cases, lb.	0 15
Do. in 15-lb. case, lb.	0 16
Kippers in 20-lb. boxes	2 30
Fillets in 15-lb. boxes, lb.	0 20

VANCOUVER MARKETS

VANCOUVER, March 26—The produce and provision markets show few changes this week. Fresh meats stand firm under an active demand. The egg market is weak and declines have been effected. Butter is ruling at unchanged prices. The cheese market has developed a weak tone and quotations on local cheese are one cent per pound lower.

**Fresh Meats
Standing Firm**

Vancouver.
FRESH MEAT.—The market for fresh meat stands at firm prices. Beef steers are quoted at 23 cents per pound, lamb at 40 cents and pork at 38 cents per pound.

Beef steers	0 23
Do., cow	0 21½
Lamb	0 40
Mutton	0 38
Pork	0 38

**Butter Market
Remains Unchanged**

Vancouver.
BUTTER.—No change is noted in the butter market this week. The price now stands at 69 cents per pound.

**Fresh Eggs Are
50 Cents Per Dozen**

Vancouver.
EGGS.—The egg market continues to decline. Supplies are arriving in larger quantities. The price quoted for new laid locals is 50 cents per dozen.

**Cheese Market
Has Weakened**

Vancouver.
CHEESE.—The cheese market has developed a weak tone. Local cheese is quoted one cent per pound lower.

CHEESE—

British Columbia	0 31½
Ontario, solids	0 33½
Do., twins	0 33½
Stilton	0 35



Win more trade with these Seasonable Lines!

FOR these cool mornings what's better than a hot, savory breakfast of tender Pork Sausage? Introduce your customers to


Davies' Pork Sausage

and build up a substantial sausage trade in your district. You've no idea how delicious Davies' Pork Sausages are—unless you have tried them yourself. Place a standing order for so many pounds weekly—and watch your sales and profits grow!

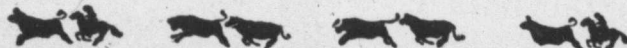
NOTHING makes the Provision Window look so bright and seasonable as a choice array of Davies Quality Hams—a line that sells all the time.

Davies' Quality Hams

We can supply you with quick shipments of any kind of hams you want—S.P. or Smoked—and whether your order be large or small you can depend on us to give you real service. We have an unusually fine line of **Heavy** Hams just now that will interest you.

Ask our Traveller—or Send us a Postcard To-day 

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



M
A
R
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G
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D



M
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R
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G
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L
D

“The Greatest Seller of Its Kind in the World”

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

CANADIAN DISTRIBUTORS:

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

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

57

57



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

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

H. J. HEINZ COMPANY
Pittsburgh Toronto Montreal

57

57

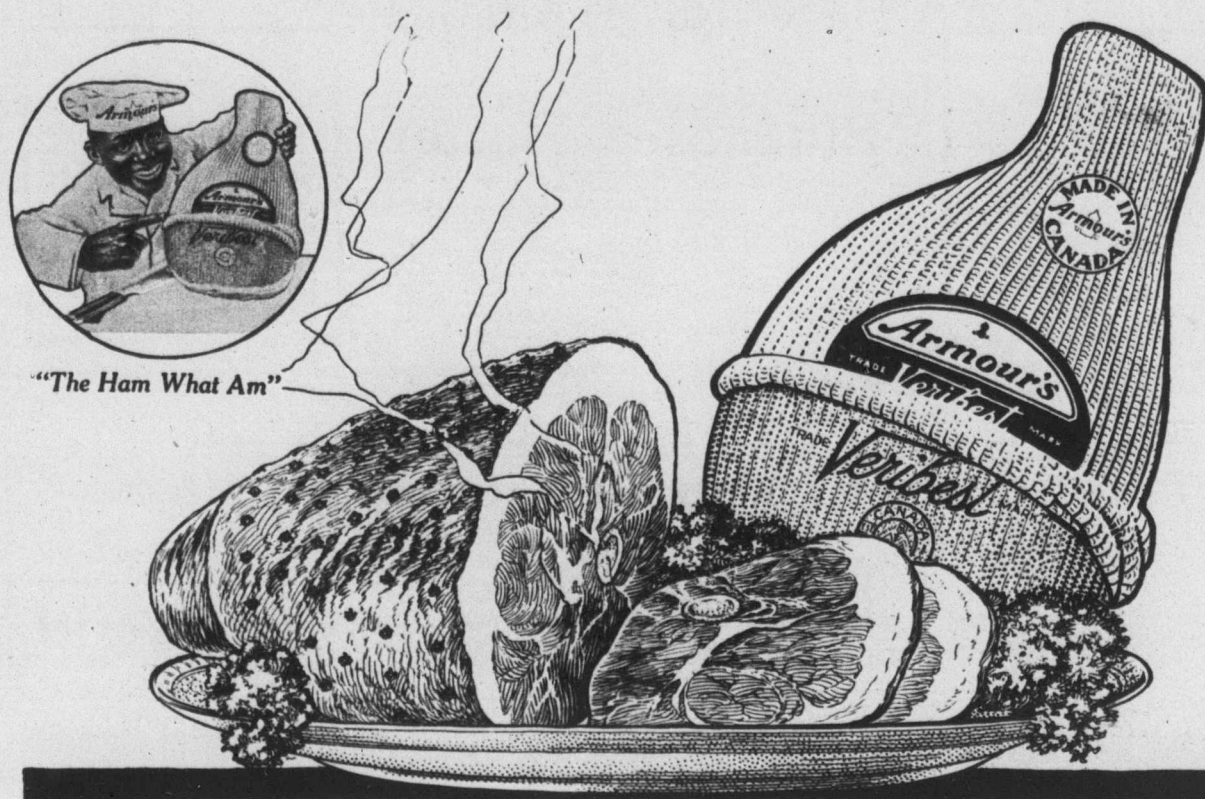
Purity
TABLE
SALT

In sanitary cotton bags and handy free-running packages.

You cannot recommend a better salt to any housewife than Purity. For table or dairy use there is no better salt—a fact good housewives are quick to appreciate. You'll get a good margin of profit on every sale of Purity.

THE WESTERN SALT CO., LIMITED
COURTRIGHT
ONT.

PURITY
BRAND
FREE RUNNING
TABLE
SALT
The Western Salt Co.
Chesaire, Ontario



For Your Easter Trade

ARMOUR'S Veribest Ham *The Ham What Am*

Easter is the beginning of the big ham-consuming season. *Veribest* Ham —The Ham What Am—introduced a few years ago—has already established such a favorable reputation that to-day it is a big seller wherever handled.

Ham has a firm grain, an appetizing appearance — and the stockinet covering definitely retains the original fine flavor and prevents shrinkage.

Take advantage of this sales opportunity — stock *Veribest* Ham as a special Easter offering. Write us for prices—or ask the Armour salesman to give you additional details.

ARMOUR AND COMPANY

General Offices and Plant:
Hamilton, Ontario

Branch Offices: Toronto Sydney, N.S. Montreal St. John, N.B.



Have No Hesitation
in choosing
'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.

The Secret of Our Success Laid Bare



By any good
Can-opener

WALLACE FISHERIES LIMITED
VANCOUVER

RICE

RICE FLOUR

RICE MIDDINGS

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

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

D. W. ROSS COMPANY
Agents
MONTREAL

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 University Avenue
TORONTO



FREEMAN DISPLAY CASES

Sell Merchandise Quickest

You can't buy a better display case than Freeman — for appearance, durability and ability to draw attention to and sell the goods. Get the utmost out of your equipment by installing Freeman. Investigate our proposition to-day.

Write for information regarding our complete line of Grocers', Butchers' and Confectioners' Supplies.

W. A. FREEMAN COMPANY, LIMITED
HAMILTON, ONT.



BRODIE & HARVIE'S XXX SELF-RAISING FLOUR

Canadian housewives have learned to depend on this peerless selling line because it has never failed to live up to its high reputation.

Grocers have found Brodie's Self-Raising Flour a steady, profitable seller and worthy of their highest recommendation. Its superior quality never changes year in and year out and the profit margin it offers is exceptionally good.

For making delicious Pan Cakes, Muffins, Biscuits, etc., Brodie's Flour is unsurpassed.

Write or wire your requirements to-day.

BRODIE & HARVIE, LIMITED, MONTREAL



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

"It Pays To Sell The Best"

Royal Acadia Sugar, through rigid adherence to the highest standards of purity and quality has held the lead as Canada's best sweetener.

'Every grain pure cane'

tells the story of Royal Acadia's popularity. For every sweetening purpose your customers will find it unequalled. Stock up now with Royal Acadia. It pays to sell the best.

The
Acadia Sugar Refining Co., Limited
HALIFAX, CANADA



Furnivall's FINE FRUIT PURE JAM

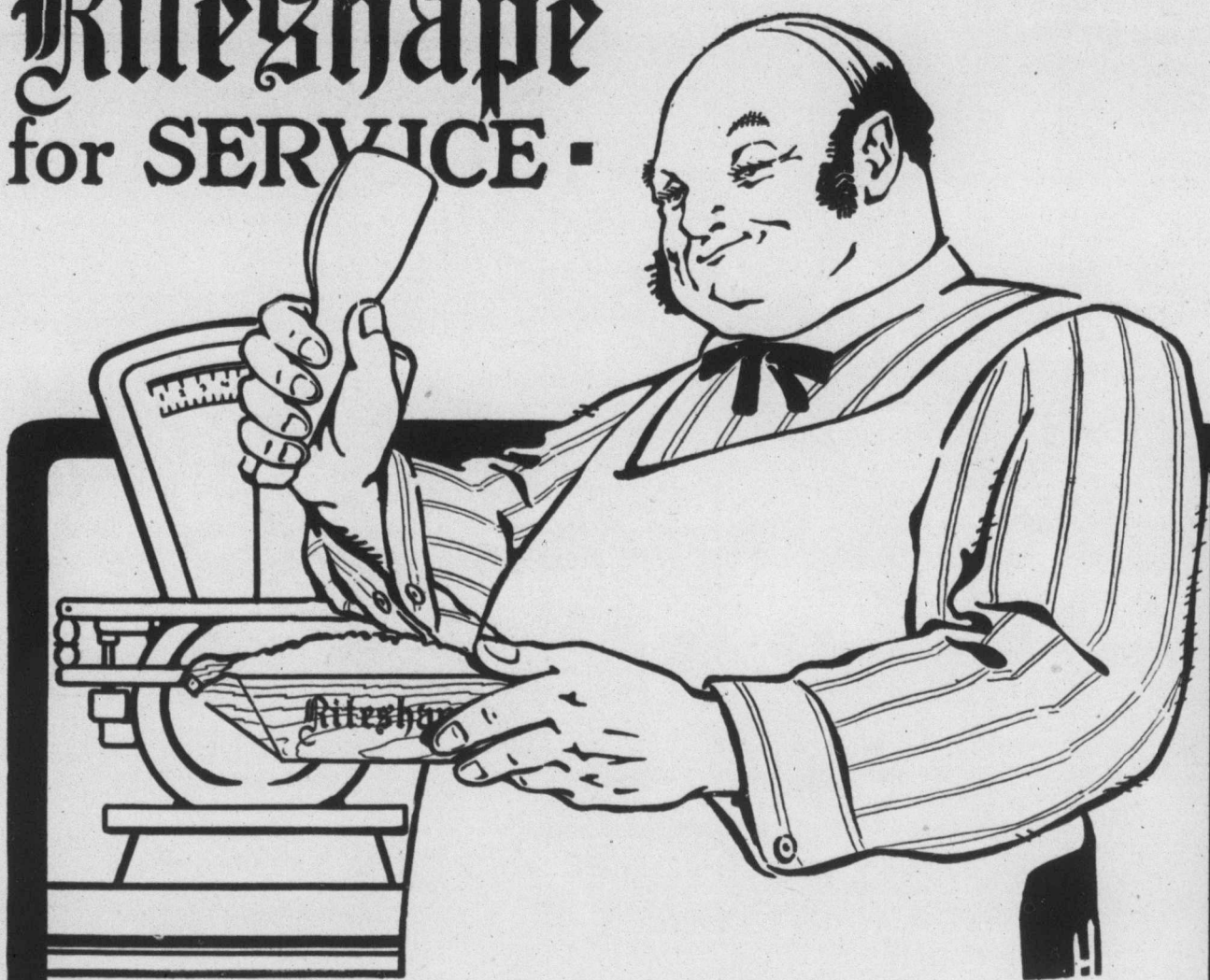
You can recommend Furnivall's pure fruit jams to your customers with every assurance that they will win constant repeat orders. Furnivall's Jams offer steady sales and profits worth investigating.

FURNIVALL-NEW
Limited

Hamilton - Canada

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

Riteshape for SERVICE -



The Retailer who puts a value on his service as conscientiously as he puts a price on his goods, packages everything not factory wrapped in the famous

Riteshape Dish

Ask your jobber or

THE VICTORIA PAPER & TWINE COMPANY

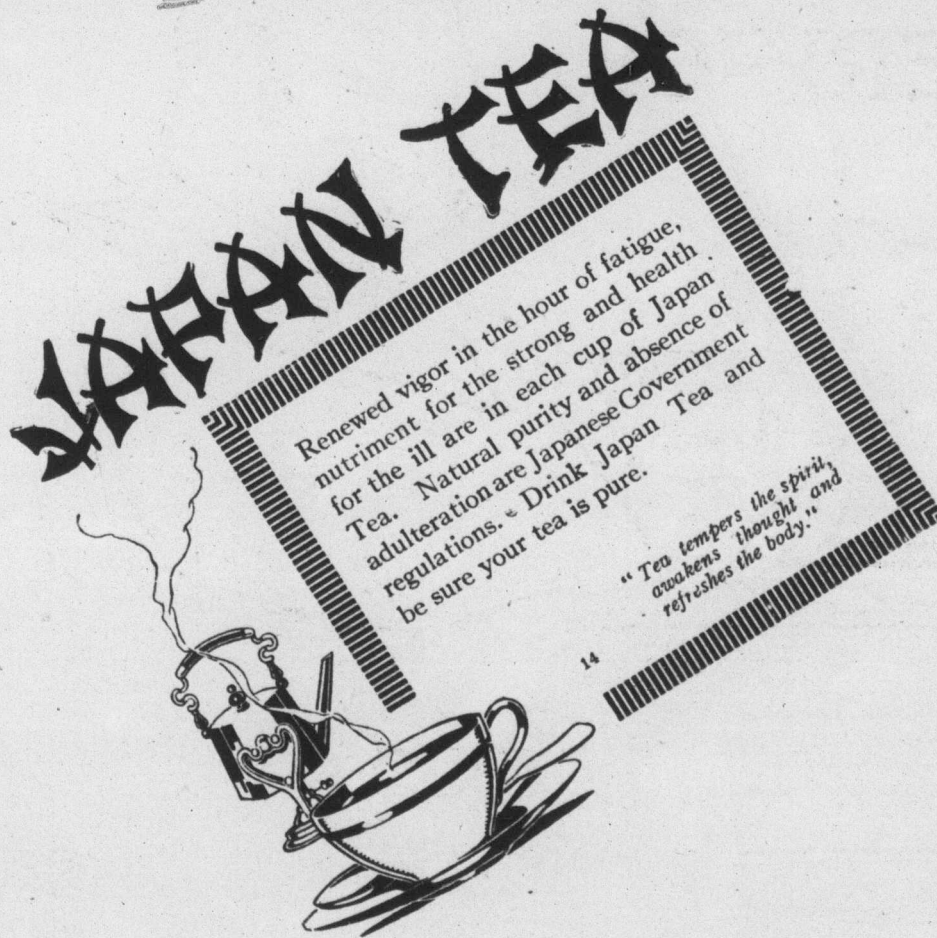
Wholesale Distributors

430 Wellington Street West, TORONTO

MONTREAL

HALIFAX

The Oval Wood Dish Company. Factory at Tupper Lake, N.Y.



As a Grocer's selling certainty it would be hard to surpass such a big favorite as Japan Tea.

Consumer advertising, such as shown above, has introduced Japan Tea to thousands of homes where its own inimitable goodness has won the lasting approval of critical people.

Are you selling it?

Fresh Fruits and Vegetables For Easter

Oranges
Bananas

Grapefruit
Strawberries

Cabbage **Cauliflower** **Celery** **Lettuce** **Tomatoes**
Cucumbers **Beans** **Parsley, etc.**

Get Them Fresh
from

PETERS, DUNCAN LIMITED

88 Front St. E., Toronto, Ont. Branches: North Bay, Sudbury, Cobalt, Timmins

JAMS
MARMALADES
PEELS

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

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

CONFECTIONERY
MARZIPAN
CHOCOLATE



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



Profitable Repeat Sales

make Brunswick Brand Sea Food Products a most satisfying line of business-builders to handle. Their reputation for purity and their well-known high standard of quality wins not only exceptional profits for dealers, but also a prestige that creates confidence in other lines stocked.

Brunswick Brand Sea Foods

are packed and processed from carefully selected, freshly caught fish from the clear, cool ocean depths.

They possess an exquisite flavor which, coupled with their reasonable price, makes them remarkable sellers.

¼ Oil Sardines
Finnan Haddies
Kipperd Herring
Clams
¼ Mustard Sardines
(Oval and round tins)
Herring in Tomato Sauce

Check up your
stock to-day and
order from your
jobber.

Connors Bros., Ltd.
Black's Harbor, N. B.

CANNED SALMON

We offer the following spot goods for prompt shipment :

SUNDIAL BRAND COHOES	-	pound talls
RAINBOW BRAND PINKS	-	" "
SMUGGLER BRAND CHUMS	-	" "

BEAVER BRAND

LOBSTER--LOBSTER PASTE--CHICKEN

We stand behind our goods. Quality absolutely guaranteed. Write or phone us for particulars, prices, etc. Samples sent on request.

J. W. WINDSOR LIMITED
MONTREAL

The Norcanner Brand



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

Bravo Brand Sild Sardines

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



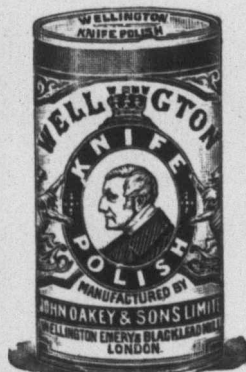
Your jobber can supply you.

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:
A. S. May & Co. Toronto
Donald H. Bain Co. Winnipeg

C. B. Hart Reg.
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, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:
F. Manley, 42 Sylvester-Willson Bldg.,
Winnipeg.

Sankey & Manson, 839 Beatty Street,
Vancouver.

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES.

Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED

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



Junket

MADE with MILK

Better profits—greater economy

This "irresistibly" delicious dessert offers grocers a highly profitable selling proposition and its low cost and high food value offer a most economical solution to your customers' dessert problems.

Junket is sold in 10-tablet packages, retailing at 15c, with a "real" profit.

NESNAH — A Junket in powdered form, the quick dessert, made in a jiffy. Comes in four flavors in attractive packages and sells for 15c. Your customers will like this easy way of providing delicious desserts at small cost.

Ask your jobber, or write direct to us

Chr. Hansen's Canadian Laboratory
 Toronto, Canada
LOGGIE, SONS and COMPANY
 SELLING AGENTS FOR CANADA
 32 FRONT STREET WEST - TORONTO

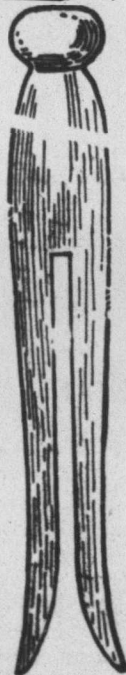


The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.



Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

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

MARSH'S



The name of a high-class grape juice, that means greater profits and repeat sales for you, Mr. Grocer.

Marsh's Grape Juice possesses all the wonderfully rich flavor of the full-ripened, juicy Concord grapes from which it is made.

It is an all-year seller that deserves a prominent place in your displays. Keep your stock of Marsh's in good shape.

The Marsh Grape Juice Company
 NIAGARA FALLS, - ONT.

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

WHITTALL CANS

for

**Meats
Syrup**

**Vegetables
Fish Paint**

**Milk
Etc.**

PACKERS' CANS

**Open Top Sanitary Cans
and**

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

A. R. Whittall Can Company Ltd.

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

MONTREAL

Established 1888

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



Master Mason

*The Plug Smoking Tobacco which
MAKES AND HOLDS
CUSTOMERS*

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

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

Rock City Tobacco Co.
Limited

QUEBEC and WINNIPEG

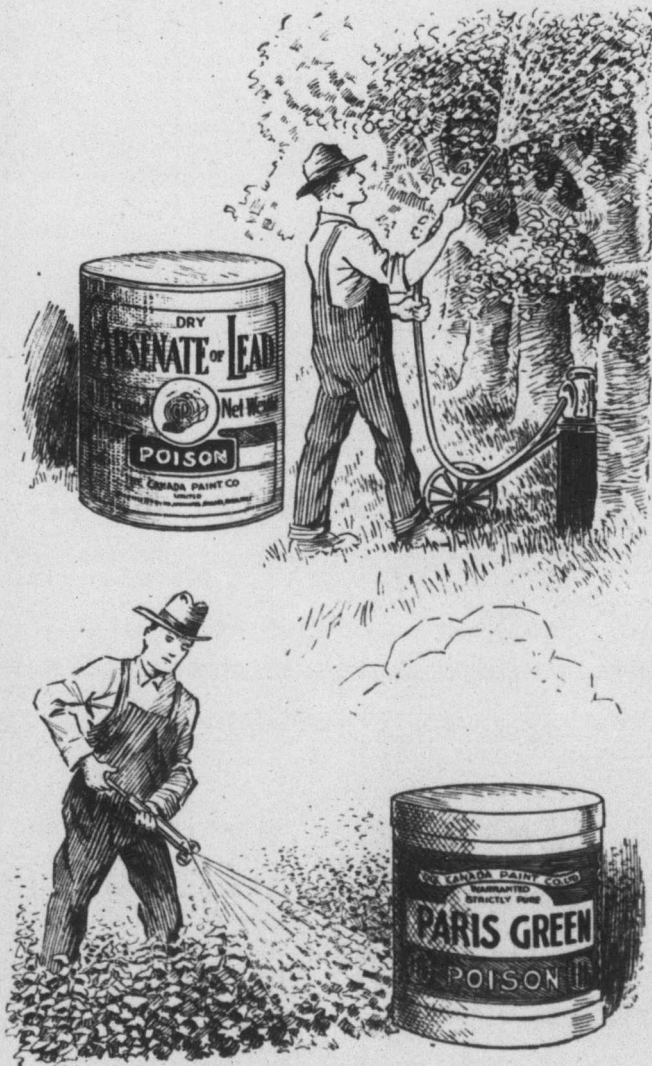
INSECTICIDES

To Kill the Gopher,
Potato Bug, San Jose
Scale, Apple Worm
and all other profit
destroyers.

WITH the coming of spring many people in your community will be considering the advisability of spraying as a means of greater production.

For such purposes you cannot recommend better or more economical insecticides than

Paris Green,
Sprayide,
Arsenate of Lime
Arsenate of Lead
(DRY AND PASTE)
Dry Lime Sulphur



These C.P. Products are more economical than most insecticides, retaining their strength and purity indefinitely and staying in suspension longer. They are easily applied and destroy the insect pests effectively. Paris Green is the best exterminator of the gopher pest.

Stock C.P. Insecticides for better customer-satisfaction and good profit. Your selling efforts will be backed by a vigorous consumer-advertising campaign.

May we send you particulars?



THE CANADA PAINT CO.
LIMITED

PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS
MONTREAL-TORONTO-WINNIPEG-CALGARY-VANCOUVER-HALIFAX



POPULARIZING CANADA'S FAVORITE TOBACCO



Aggressive Advertising Campaigns are being carried on all through Canada to help the dealer increase his profits on what is already his best selling line.

W. C. MACDONALD REG'D.
Incorporated
MONTREAL

MACDONALD'S

SMOKING

CHEWING

**HANSON'S
GROCER OR INSTITUTION REFRIGERATORS**



Perfect Refrigeration

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

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

It's Profitable Because—



**100%
PURE**

**COSGRAVE'S
PURE MALT
Vinegar**

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

**RETAILS
15c and 25c**

WELL ADVERTISED

Write us or ask your jobber for trade prices.

**This Line
is Complete
Fills Every
Requirement**

We mean just that—you need no other line of dyes when you carry

**Sunset
Soap Dyes**

Twenty-two beautiful, full-toned colors are in the Sunset assortment—more than any other line offers. They cover the full gamut of tone and shade from lightest blue to deepest black.

Your customer can match almost any color from the Sunset Color Card.

The selling arguments for Sunset are complete and convincing. They are fast—will not crock, fade or wash out. They dye all fabrics—silk, cotton, linen or wool or any combination at the same time in the same dye bath, with perfect results.

They do not soil the hands or stain utensils. Every woman will value such a feature.

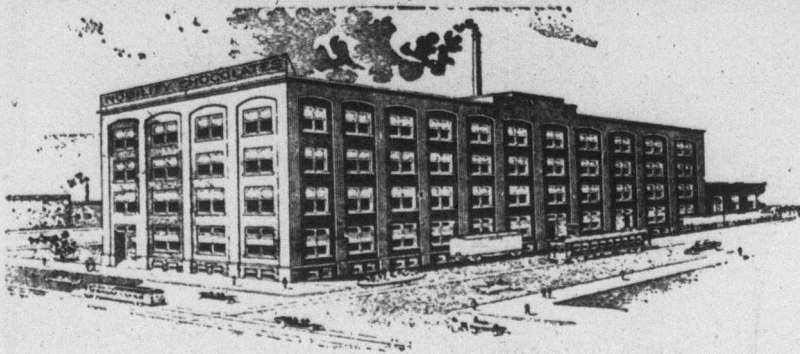
**The Sunset Counter Container
Holds, Attracts and Sells
The Best Dye in the World**

Harold F. Ritchie & Co., Inc.

NEW YORK - TORONTO

North American Dye Corporation, Ltd.
Toronto, Canada Mount Vernon, N.Y.





“PEERLESS”
 “ELGIN”
 “NOBILITY”
 Chocolates

Delicious Easy-selling Candies

The above cut shows the “home” of Nobility Chocolates—the fast-selling customer-pleasing line of reasonably priced candies.

offer grocers a highly profitable selling proposition for their candy department. They are pure, well-made chocolates that will win and hold customers. Our line of bulk chocolates and pan candies are superb. Write us for price quotations.

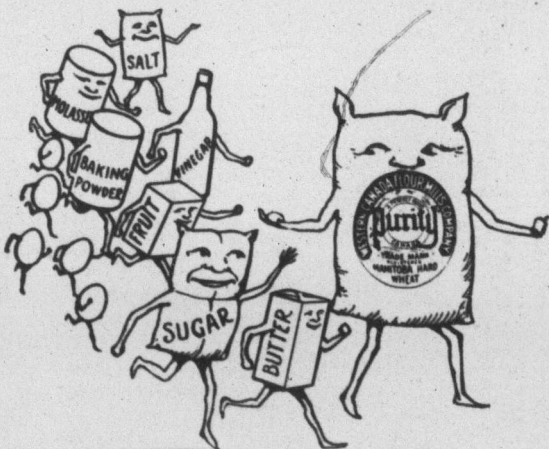
Nobility Chocolates, Limited

St. Thomas, Ont.

Selling Agents:

Scott & Thomas, Foy Bldg., Front St. W., Toronto
 Maclure & Langley, Limited, Montreal, Winnipeg

FLOUR LEADS THE WAY



Ever think that when a woman wants to bake a batch of biscuits she needs a dozen other things beside the flour—things you can supply—things you **would** supply if you sold

PURITY FLOUR

The woman who wants Purity Flour for her biscuits wants baking powder, sugar, salt, lard, butter. And when she serves her biscuits, likely she'll serve tea, jam or marmalade, and other things, from the store where she got her Purity Flour.

Western Canada Flour Mills Co., Limited

HEAD OFFICE: TORONTO, ONTARIO

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

A "Repeater"

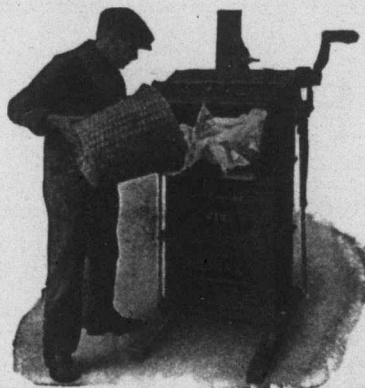
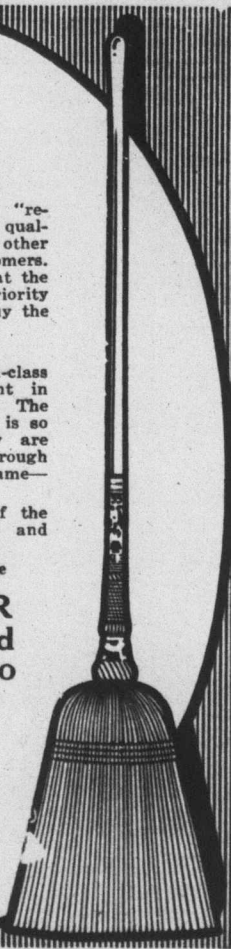
Are the brooms you carry good "repeaters?" Apply to brooms the same quality test that guides you in selecting other lines worthy to be offered your customers. Take care to have a line so good that the purchaser will recognize the superiority she has bought and be anxious to buy the same brand again.

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

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

For particulars and prices, write

STEVENS - HEPNER COMPANY, Limited
PORT ELGIN, ONTARIO



10 Days Free Trial

Made in Canada
12 sizes

The "Climax" Paper Baler earns handsome profits

Thousands of Canadian grocers are turning their waste paper into good substantial profits with Climax "all-steel" Baling Presses. With waste paper to-day selling at from \$25 to \$35 per ton the "Climax" Baler will soon pay for itself and net you a nice yearly profit. Get a Climax to-day—sell all your waste paper, don't burn it or throw it away.

Let the "Climax" Baler reduce your fire risk and increase your earnings. Our Service Department will find you a market.

CLIMAX BALER CO.
HAMILTON, ONT.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.
"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and Pure Sugar Only.
Screw Vac. Top Glass Jars, 16 oz.
Strawberry \$5 15
Currant, Black 5 05
Pear 4 40
Peach 4 40
Plum 4 20
Apricot 4 50
Cherry 4 85
Gooseberry 4 50

"AYLMER" PURE ORANGE MARMALADE

Per doz.
12 oz. Glass, Screw Top, 2 doz. in case 3 15
16 oz. Glass, Screw Top, 2 doz. in case 3 85
16 oz. Glass, Tall, Vacuum, 2 doz. in case 3 85
2's Tin, 2 doz. per case 5 95
4's Tins, 12 pails in crate, per pail 0 95
5's Tin, 8 pails in crate, per pail 1 18
7's Tin or Wood, 6 pails in crate 1 64
8's Tin or Wood, one pail in crate, per lb. 0 23

PORK AND BEANS "DOMINION BRAND"

Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case \$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case 0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case 0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case 0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case 0 97½
1½'s (20 oz.), Plain, per doz. 1 25
Tomato or Chili Sauce 1 27½
2's Pork and Beans, Plain, 2 doz. to the case 1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case 1 52½
2½'s Tall, Plain, per doz. 2 00
Tomato or Chili Sauce 2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

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

BORDEN MILK CO., LTD.,

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

CONDENSED MILK

Terms—Net 30 days

Eagle Brand, each 48 cans... \$11 00
Reindeer Brand, each 48 cans... 10 50
Silver Cow, each 48 cans... 10 00
Gold Seal, Purity, ea. 48 cans 9 85
Mayflower Brand, each 48 cans 9 85
Challenge Clover Brand, each 48 cans 9 35

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans \$7 15
Jersey Brand, Hotel, each 48 cans 7 15
St. Charles Brand, tall, each 48 cans 7 25
Jersey Brand, tall, each 43 cans 7 25
Peerless Brand, tall, each 48 cans 7 25
St. Charles Brand, Family, 48 cans 6 25
Jersey Brand, Family, each 48 cans 6 25
Peerless Brand, Family, each 48 cans 6 25
St. Charles Brand, small, each 48 cans 3 30
Jersey Brand, small, each 48 cans 3 30
Peerless Brand, small, each 48 cans 3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans 6 75
Reindeer Brand, small, each 48 cans 6 50
Cocos, Reindeer Brand, large, each 24 cans 6 25
Reindeer Brand, small, 48 cans 6 50

HARRY HORNE & CO., Toronto, Ont.

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

COLMAN'S OR KERNS MUSTARD

Per doz. tins
D.S.F., ¼-lb. \$2 80
D.S.F., ½-lb. 5 20
D.S.F., 1 lb. 10 40
F.D., ¼-lb.

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

CANADIAN MILK PRODUCTS, LIMITED,

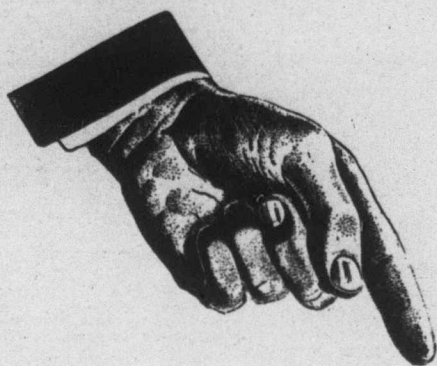
Toronto and Montreal
KLIM

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

THE CANADA STARCH CO., LTD.

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

Manufacturers of the Edwardsburg Brands Starches
Laundry Starches—
Boxes Cents
40-lbs., Canada Laundry... \$0 10¼
100-lb. kegs, No. 1 white... 0 11¼
200-lb. bbls., No. 1 white... 0 11¼
40 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs... 0 12¼
40 lbs. Benson's Enamel, (cold water), per case... 3 50
Celluloid, 45 cartons, case... 4 95
Culinary Starch.
40 lbs., W. T. Benson & Co.'s Celebrated Prepared 0 12¼
40 lbs. Canada Pure or Challenge Corn 0 11
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs... 0 16
(20-lb. boxes, ¼c higher, except potato flour.)



AN OPPORTUNITY

To Successful Merchants and Their Assistants--Everywhere

From time to time in our organization there are openings which require men of a peculiarly able type, men who have made good in a retail business of their own or who have had an active part in building up a successful retail store for someone else.

We need men of unusual ability. We want men of vision and determination. Not every man will do, but we are willing to train you for bigger success if you possess the following qualifications:

1. General knowledge of your business.
2. Good education.
3. Have made good as retail salesman.
4. Ambitious and reliable—recommended by previous employers and other business men of standing.
5. Resourceful—must possess initiative and good appearance.

Ours is a growing business—it was founded in 1887 by Col. Maclean on one basic idea—service—make the editorial service of a high order—and you will have plenty of readers and advertising clients.

From one paper in 1887 to sixteen in 1920—with a plant worth \$1,000,000. From 1,000 subscribers to over 150,000 subscribers. From a dozen or two advertisers to over three thousand. From an office in Toronto to an organization with offices and staff in Montreal, Toronto, Winnipeg, New York, Chicago, Boston and London, England.

Yet we are not satisfied. We wish to go on giving service of high order and assist the retailer of Canada to better business.

If you would like to join an institution which presents you a chance of a future of your own making, with a salary of your own setting, write us. We have a man here who will tell you more about it.

Address:

**Vice-President
MacLean Publishing Company, Limited
at Toronto**

Order from your Jobber

STAR BRAND

COTTON
CLOTHES LINES,
ROPE AND
WRAPPING TWINES

Manufactured in Canada

"FISH"

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

LEMON BROS.

Owen Sound, Ont.

We would like to communicate with firms desiring to have a reliable company act for them as agents for the Islands of Cape Breton and Newfoundland.

The Farquhar Trading Company, Ltd.
NORTH SYDNEY, N. S.

P. O. Box 249

TURKISH DELIGHT HAREM BRAND

The only genuine Turkish Delight.
Packed in 10 lb. Wooden Boxes, 100 lbs. to the Case.
Plain or with nuts.

Mail us your order.

DOMINION SALES COMPANY

General Sales Agents

ROOM 412, BIRKS BLDG. MONTREAL, QUE.

CROWN BRAND CORN SYRUP
2-lb. tins, 2 doz. in case.... \$5 90
5-lb. tins, 1 doz. in case.... 6 85
10-lb. tins, 1/2 doz. in case.. 6 55
20-lb. tins, 1/4 doz. in case.. 7 10
(Prices in Maritime Provinces 10c per case higher)
Barrels, about 700 lbs. 0 09
Half bbls., about 350 lbs. ... 0 09 1/4

LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case.... 6 50
5-lb. tins, 1 doz. in case.... 7 45
10-lb. tins, 1/2 doz. in case.. 7 15
20-lb. tins, 1/4 doz. in case.. 7 20
(5, 10, and 20-lb. tins have wire handles.)

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

INFANTS' FOOD
MAGOR, SO N & CO., LTD.
Robinson's Patent Barley— Doz.
1-lb. \$4 00
1/2-lb. 2 00
Robinson's Patent Groats—
1-lb. 4 00
1/2-lb. 2 00

BLUE
Keen's Oxford, per lb. 0 24
In cases, 12 12-lb. bxs to case. 0 25

NUGGET POLISHES
Polish, Black, Tan, Toney Red,
Dark Brown, White Dressing, each \$1.25
Doz. \$2.00

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

IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH

Black Watch, 10s, lb. \$1 20
Bobs, 12s 1 15
Currency, 12s 1 15
Stag Bar, 9s, boxes, 6 lbs. ... 1 05
Pay Roll, thick bars 1 30
eddies 1 25
Shamrock, 9s, 1/2 cnds., 12 lbs., 1/4 cnds., 6 lbs. 1.95
Great West Pouches, 9s, 2-lb. boxes, 1/2 and 1-lb. lunch boxes 1 30
Forest and Stream, tins, 9s, 2-lb. cartons 1 44
Forest and Stream 1/4s, 1/2s, and 1-lb. tins 1 50
Master Workman, 2 lbs. ... 1 25
Master Workman, 4 lbs. ... 1 25
Derby, 9s, 4-lb. boxes 1 20
Old Virginia, 12s 1 70
Old Kentucky (bars), 9s, boxes, 6 lbs. 1 25

THE COWAN CO., LTD.
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA
Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. \$5 80
Perfection, 1/2-lb. tins, doz. 1 60
Perfection, 1/2-lb. tins, doz. 3 00
Perfection, 10s size, doz. 1 15
Perfection, 5-lb. tins, per lb. ... 0 42
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box, doz. 3 25
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. 0 30
UNSWEETENED CHOCOLATE
Supreme Chocolate, 12-lb. bxs, per lb. 0 45
Supreme Chocolate, 10c size, 2 doz. in box, per box 2 25
Perfection Chocolate, 10c size, 2 doz. in box, per box 1 90

SWEET CHOCOLATE

Per lb.
Eagle Chocolate, 1/4s, 6-lb. boxes 0 36
Eagle Chocolate, 1/2s, 6-lb. boxes, 25 boxes in case.... 0 36
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case 0 36
Diamond Chocolate, 5s, 6 and 12-lb. boxes, 144 lbs. in case 0 36
Diamond Crown Chocolate, 25 cakes in box 1 25

CHOCOLATE CONFECTIONS

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

Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. 0 47
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. 0 47
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. 0 47
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. 0 47
Milk Croquettes, 5-lb. boxes, No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 47
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. 0 43
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. 0 43
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 43
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, lb. ... 0 43
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. ... 0 40
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 43
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60

NUT MILK CHOCOLATE, WTC

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

MISCELLANEOUS

Maple Buds, fancy, 1 lb., 1/2 doz. in box, per doz. \$6 00
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz. 3 20
Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz. 6 00
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz. 3 20
Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz. 4 35
Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 20
Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per box 2 00
Triumph Chocolate, 1/4s, 4-lb. boxes, 36 boxes in case, per box 2 00
Triumph Chocolate, 1/2-lb. cakes, 4 lbs., 36 boxes in case, per box 2 00
Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross 1 10
120-1c Milk Chocolate Sticks, 60 boxes in case. 0 80

W. K. KELLOGG CEREAL CO.

Battle Creek, Mich.
Toronto, Canada.
Kellogg's Toasted Corn Flakes, Waxyite 4 10
Kellogg's Toasted Corn Flakes, Ind. 2 00
Kellogg's Dominion Corn Flakes 4 10
Kellogg's Dominion Corn Flakes, Indiv. 2 00
Kellogg's Shredded Krumbles, Kellogg's Shredded Krumbles, Ind. 2 00
Kellogg's Krumbled Bran 1 20

BRODIE & HARVIES, LTD.,

14 Bleury St., Montreal
XXX Self-Raising Flour, 6 lbs. packages, doz. \$6.00
Do., 3 lbs. 3.05
Superb Self-Raising Flour, 6 lb. 5.80
Do., 3 lb. 2.95
Crescent Self-Raising Flour, 6 lb. 5.90
Do., 3 lb. 3.00
Perfection Rolled Oats (55 oz) 3.00
Brodie's Self-Raising Pancake Flour, 1 1/2 lb. pack., doz. ... 1 50
Brodie's Self-Raising Buck-Flour, 1 1/2 lb. pkg., doz. ... 1.50

**Pet Brand Sunkist Navel
Oranges**

**Pet Brand and Greyhound
Lemons**

**Stripes Brand
Florida Grape Fruit**

The best in their respective Lines

**Also Florida Cabbage
Florida Celery
Cauliflower, Lettuce, etc.**

Fancy Boxed Apples

WHITE & CO., Limited
Fruits de Luxe
TORONTO

FRESH ARRIVALS DAILY OF

New Vegetables

FROM THE SOUTH

**Cabbage Celery Tomatoes
Cauliflower Head Lettuce**

ORANGES

California Sunkist Navels
Florida Sealdsweet Oranges

GRAPE FRUIT

Florida and Cuban—All sizes

NEW MAPLE SYRUP AND SUGAR

(Guaranteed Pure)

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

The House of Quality

Hugh Walker & Son
Limited
Guelph Established 1861 Ontario

Brooms

Brushes

Baskets

Walter Woods & Co.
Hamilton and Winnipeg

Owing to the high
freights prevailing

CONTINUE TO IMPORT
supplies of

SPRATT'S

**DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,**

through **SPRATT'S**
PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.



WANT MORE PEANUT BUTTER

Superior quality and excellent profits, combined with an advertising campaign that is daily reaching over two million probable purchasers, are three reasons why wise grocers everywhere throughout Canada are selling Wantmore Peanut Butter.

In the world of peanut butter there is none better. Made only from carefully roasted peanuts by a process that preserves all the delicious flavor, Wantmore Peanut Butter is truly

It's easy to prepare a nourishing, strengthening, wholesome lunch for boy or girl or man or woman with

Wantmore PEANUT BUTTER

Here you have the old time Peanut Butter vastly improved. Every can contains quantity, quality and economy. You'll like "Wantmore" better every time you use it.

Your Dealer has it and also "Wantmore" Salted Peanuts.

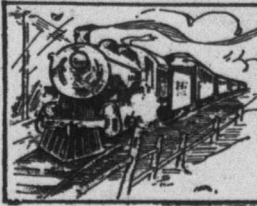
R. L. FOWLER COMPANY LIMITED
CALGARY SASKATOON REGINA

"The Finest Spread for Bread"

You can ring up handsome profits if you line up with this big campaign. Keep your stock well displayed, get up an occasional Wantmore Peanut Butter window display and use one of our free electros (similar to the above) in your local advertising. We'll gladly send you them at once.

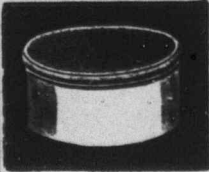
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BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE JARS

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

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

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

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

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

Agents:

W. Y. COLCLOUGH, 592 Kingswood Road
Beach 2170 Toronto

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

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

BAIRD & CO., Merchants, St. Johns

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

Olivier's Cream Toffee

5 cent bars

O.K.—Almond—Cocoanut

The finest made

Brokers

Man. & Sask. - Watson & Truesdale

Calgary - Clarke Brokerage

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

G. F. OLIVIER (the toffee man)

MEDICINE HAT

JAMS TO BE HIGHER LIKELY

In view of the higher cost of sugar, also tin and glass containers, it is not unlikely that in the very near future higher prices will be quoted on jams. It has been intimated to CANADIAN GROCER that the price of four-pound tins of the new pack of strawberry jam will be around \$1.60 each. This advance is in accordance with the higher cost of raw material, but it would be a good policy for the merchant to not sacrifice any stocks of jam on hand as jams at the present time look like good stock.

FOR SALE

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

C. A. MANN & CO.

LONDON, ONT.

Phone 1577

THE STANDARD BY WHICH MANTLES ARE JUDGED

GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS.
ASK FOR SAMPLES and QUOTATIONS.

R. M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

Manufacturers of:

Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy
Paraffine boxes for bulk pickles,
Mincedmeat, etc.

BEANS

Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS

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

Fidelity Collection Agency Ltd.

Canadian Bank of Commerce Bldg., Winnipeg

Collections and Adjustment -

"We collect anything anywhere"

References: Can. Bank of Commerce and Moisons Bank

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 \$2.20 per insertion
if used each issue in the
year.

Wanted

Classified Advertising

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

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

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

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

FOR SALE

FOR QUOTATIONS ON PURE MAPLE SYRUP, new crop, communicate with Chs. Ed. Léonard, Ste. Monique des Deux-Montagnes.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 118 Sumach St., Toronto.

GROCERY BUSINESS, \$3,500, GROWING town, finest district in Province; good fixtures; overhead expenses light. Sales show good increase over previous year. Very profitable. Exceptional offer. Satisfactory reasons. Apply Box No. 104, Canadian Grocer, 153 University Ave., Toronto, Ont.

A PORK CURING BUSINESS AND PLANT for sale. H. Coleman, Kincardine, Ont.

ICE CREAM AND CONFECTIONERY BUSINESS, low rent; good reasons for selling; splendid opportunity for the right person. Apply Box 665, Preston, Ont.

FOR SALE—BOWSER STEEL OIL TANK, 100 gallons; in use one year only. Going out of business. Price \$100. G. W. Flewelling, P.O. Box 56, Fairville, N.B.

CRETORS PEANUT ROASTER AND CORN popper; steam for power and gasoline for fuel. Price, \$100. Jas. H. Hewson, Oakville, Ont.

FOR SALE—ONE CHRISTIE-BROWN BISCUIT Cabinet, containing 36 fronts, 12 long and 3 high. Crated for shipment. R. Snowden, 92 Simcoe St. North, Oshawa, Ont.

SWEET CLOVER SEED.—BUY YOUR SEED direct from heart of the sweet clover district. We offer selected re-cleaned stock per bushel, fancy, \$24.50; choice, \$23.50; fair, \$20; timothy No. 2 (No. 1 purity), \$17 cwt. A. S. Hunter & Son, Durham, Ont.

WANTED—REAL LIVE AGENT FOR MONTREAL for sale to wholesalers only of Cocoa Beans, Coffee, Spices and Cereals. Apply Box 86, Canadian Grocer, 88 Fleet Street, London, E.C.



Some Recent Installations of Arnett Soda Fountain

The most highly developed fountain in the world.
The T. Eaton Co., Ltd., Winnipeg.
Liggett's, Portage Ave., Winnipeg.
The two largest and finest fountains in Canada.
Liggett's, Fort Rouge.
Owl Drug Co., Winnipeg.
Connel & Co., Winnipeg.
Rose Tea Room, Regina.
Green Lantern, Medicine Hat.
Monarch Drug Co., Medicine Hat

Ask us for literature.

Thomas Lewis Arnett
Souris — Manitoba



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

SITUATIONS WANTED

COMPETENT-GROCER AND PROVISION MAN with wide experience in all branches of the trade, English and Canadian experience, seeks position as manager or head clerk, hustler, excellent references. Apply Box 90, Canadian Grocer, 153 University Ave., Toronto.

YOUNG MARRIED MAN, 24 YEARS OF AGE, having four years' experience in general store, desires a position in wholesale or retail store in the Province of Ontario. Can commence at once. Best of references. Apply to Box 84, Canadian Grocer, 153 University Ave., Toronto.

HELP WANTED

EXPERIENCED CLERK FOR GENERAL store, must be smart, congenial, reliable, able to take charge if necessary. Furnish reference with first letter. Wages \$25 per week. To commence at once. Address Box 31, Martintown, Ont.

To Dye Your Last Year's Straw Hat
So it looks like new



PARKE'S
Straw Hat Dye

A waterproof, durable dye, made in all fashionable colors.

Retails 35c per bottle with brush.
Wholesale price, \$2.75 per dozen, \$29.70 per gross.

Manufactured by
PARKE & PARKE
Limited

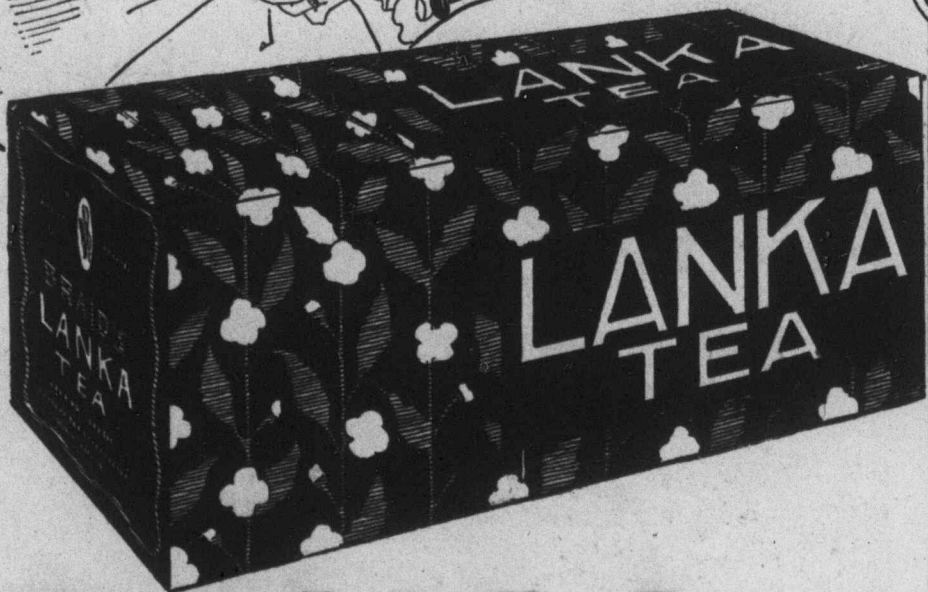
Maenab St. and
Market Sq.
Hamilton Ontario

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO
COLLECTION
NO
CHARGE
EFFICIENT
RELIABLE



**Reading
About**

LANKA

Every magazine, every newspaper, popular in city homes, carries the story of Lanka.

The leading farm papers are creating a demand for Lanka. Every medium of profitable publicity is employed to popularize Lanka.

This great selling campaign reaches almost a million prosperous homes, with probably five million readers.

We are backing Lanka to the fullest extent because we know Lanka's quality will hold every customer that was created by sale publicity.

For Lanka is the finest tea that can be produced, sold at a popular price of 75 cents a pound. The blend is perfect, the flavor is exquisite, the price suits the pocketbooks as well.

Remember millions are learning about Lanka, and that these millions include your most profitable trade.

Having a stock of Lanka you are always ready to meet the demand. Do your part in pushing Lanka and share the profits. Order from your jobber today.

Lanka Tea is imported and packed by

WM. BRAID & COMPANY, Vancouver, Canada

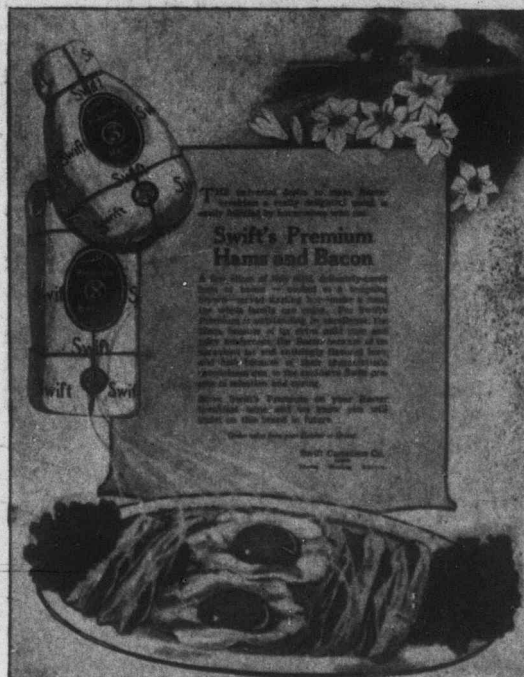
ONTARIO AGENTS: S. H. MOORE & COMPANY, 70th Excelsior Life Bldg., Toronto

Easter

Publicity
for

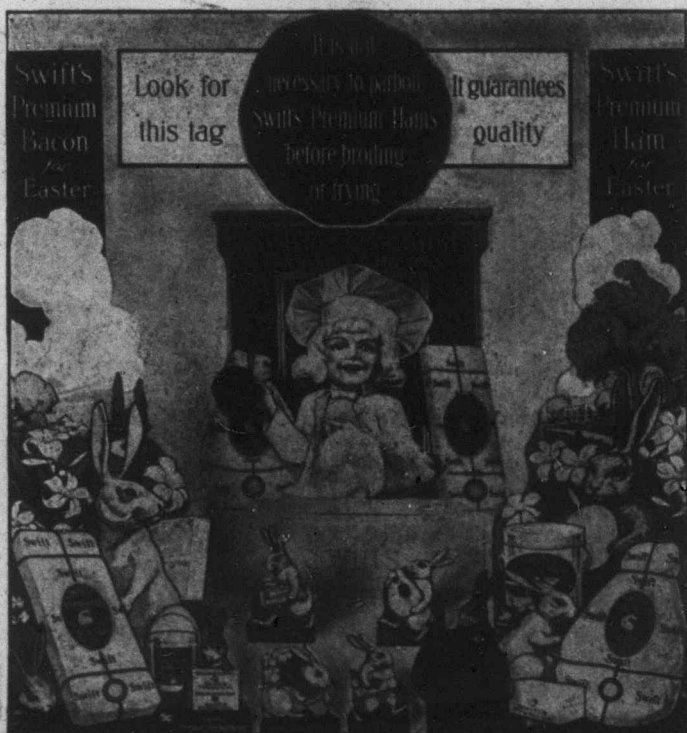
Premium Hams and Bacon

THIS advertisement will occupy page space in all leading Canadian magazines in the issues between March 15th and April 1st. The advertisement will also appear in the principal daily and weekly newspapers from coast to coast during the weeks of March 22nd and March 29th. This special Easter campaign is just one of the features to further increase the demand for



Watch your magazines for this advertisement and paste it up in your store window.

Swift's Premium Hams and Bacon



IN order that you may get the full benefit of this special Easter campaign and to associate your store with our national advertising, you should have one of our beautiful, lithographed Easter Window Displays here illustrated. You should not overlook this feature. If you haven't got your Easter Display already, send in your order for Premium Hams and Bacon to-day to make sure of receiving it in time.

Swift Canadian Co.
Limited

Toronto Winnipeg Edmonton