

# CANADIAN GROCER

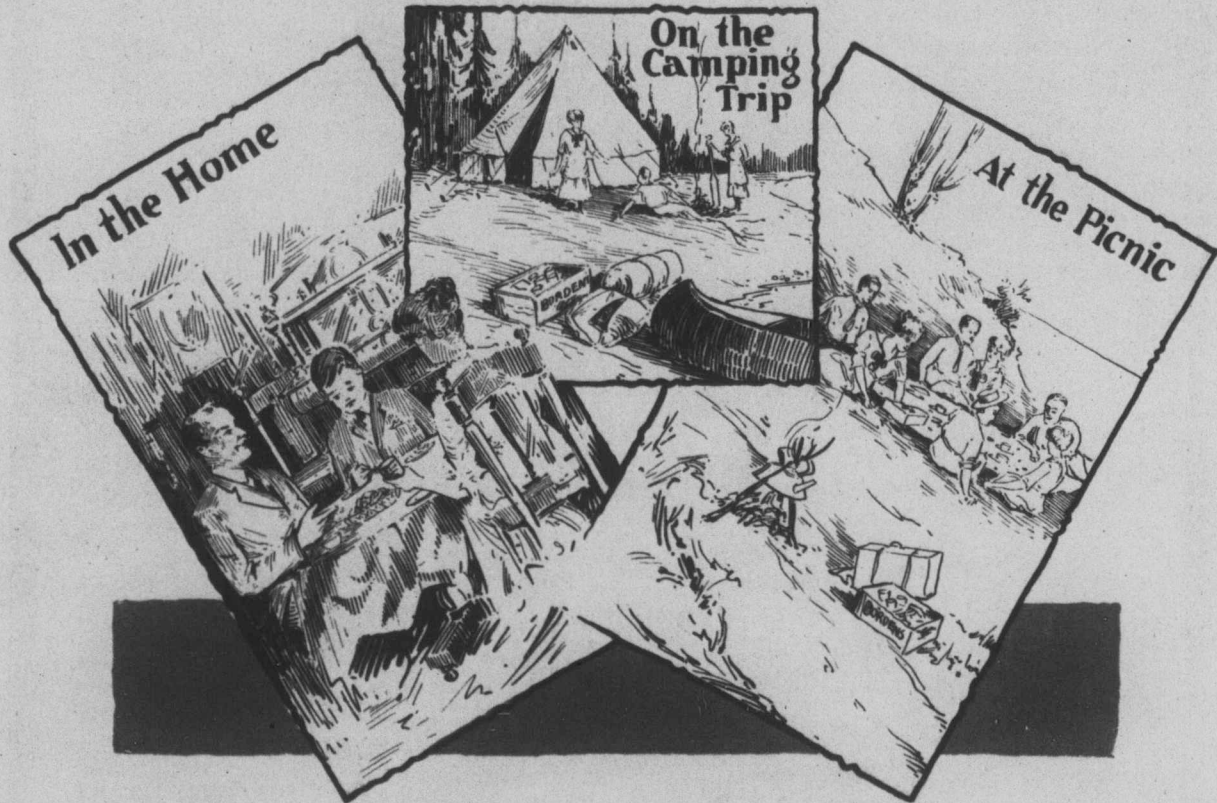
Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, MAY 2, 1919

No. 18



## *Borden's* MILK PRODUCTS

Wherever Convenience and Deliciousness are appreciated, there you will find Borden's Milk Products first in favor.

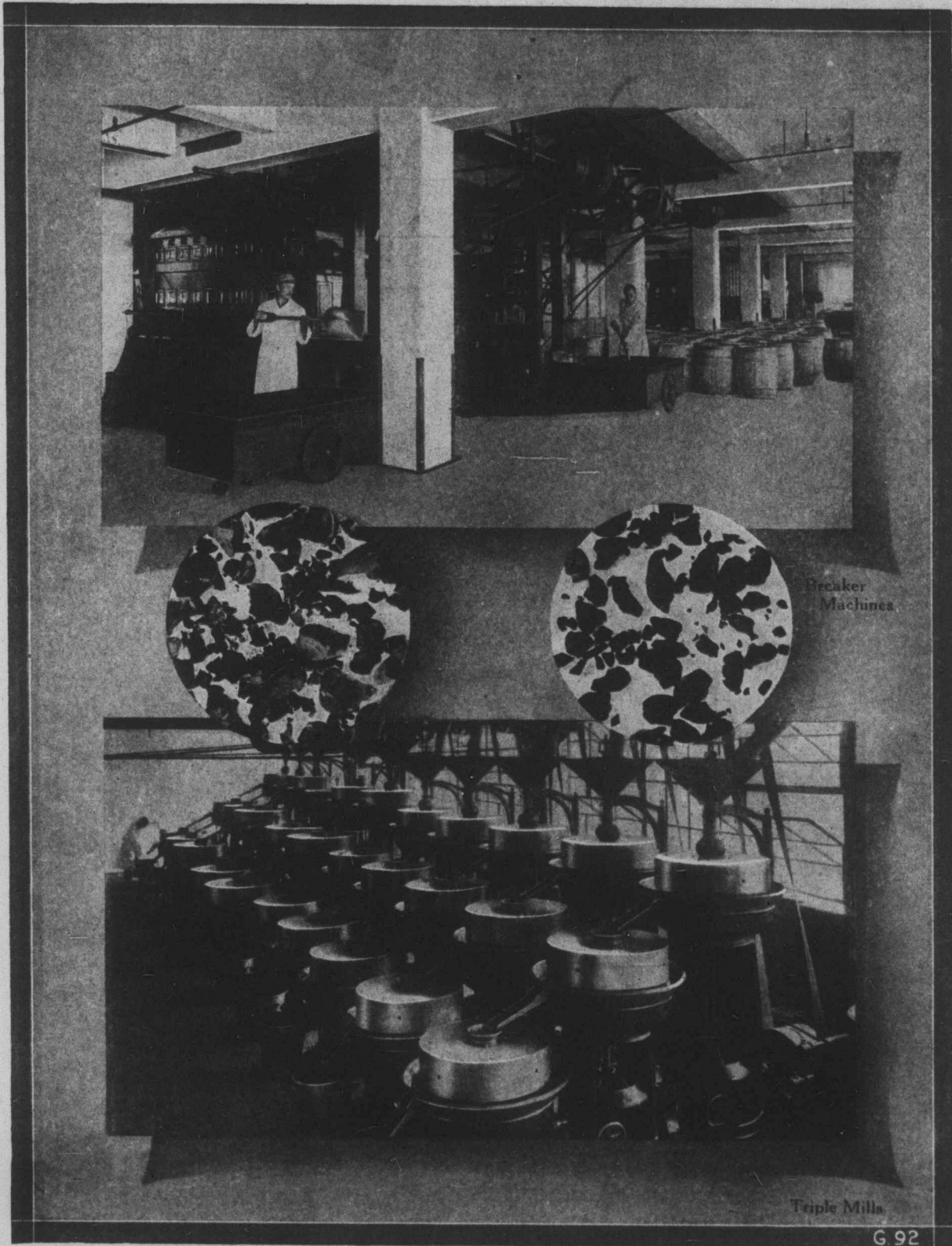
Be sure every customer knows you sell Borden's during the warm weather weeks.

Borden Milk Co., Limited

*Leaders of Quality*

MONTREAL

VANCOUVER



## COWAN'S COCOA

The above illustration shows the machines which break the beans into Cocoa Nibs, after which they are fed into the battery of triple mills, shown in lower picture, and ground into chocolate liquor.

**Made in Canada**



# It Has Doubled the Turn-over in Oranges

A One-Week Test of this simple plan has opened the eyes of scores of merchants to new possibilities in profits. Perhaps you may be missing these profits. You'll want to know it if you are.

**T**HERE'S a wonderful appeal in the color of oranges when they are shown in a mass display. It has been proven time and again, in hundreds of neighborhoods, that these displays bring trade to stores.

They can double your turn-over in oranges, and thus increase your profits without any additional investment.

They have done this for others. With your merchandising experience to help, they should do it for you too.

### Try It For a Week

Empty four or five boxes of oranges—more if you have them—into a window in a sort of "plentiful disarray."

Put attractive prices on them and continue to sell at those prices for a week. Sell from the window, but keep the window full by replenishing from your stock.

At the end of the week figure your turn-over and your profits, and compare those profits with what you used to make in ordinary weeks.

Make this One-Week Test. See if you are missing these additional profits on oranges. Let the test decide.

### Display the Advertised Oranges

Sunkist Oranges are noted for their beauty as well as eating quality.

They are known to millions of women because they are nationally advertised. Take full advantage of it.

Use them in your display. Let people know they are Sunkist. These well-known oranges at attractive prices will get an immediate response.

Their beautiful color-appeal will bring people from across the street, as well as from your side, to purchase at your store.

### Get This Help

We maintain a special department to assist retailers who want to increase their business.

Part of the service we render is in supplying tested display material to increase the sales of oranges.

Mail the coupon and we'll send you our "Merchant's Display Material Option List," from which you can select display cards, signs, banners and other things to help you advertise your store.

Use them in making this One-Week Test of colorful mass displays.

# Sunkist

## Uniformly Good Oranges

### The Best Fruit to Display

**California Fruit Growers Exchange**

A Non-Profit, Co-operative Organization of 8,500 Growers

Los Angeles, California

We will send you a booklet telling about "The Exchange" and how it operates to your benefit.

**California  
Fruit Growers  
Exchange**

Dept. 00,  
Los Angeles, California

Please send me your "Merchant's Display Material Option List" without any obligation on my part.

Name .....

Street .....

City..... State.....

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

## From War to Peace

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

# Huntley & Palmers Biscuits

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

## Unrivalled Quality

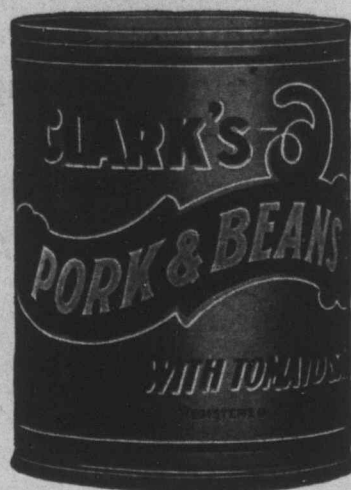
as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

**HUNTLEY & PALMERS LTD.**

Biscuit Manufacturers  
READING & LONDON  
ENGLAND



# CLARK'S PORK AND BEANS



It is easy, Mr. Grocer, to BUY apparently attractive goods at what look like remunerative prices, but

## WILL THEY SELL?

That is a vital question.

Clark's Pork and Beans are a long way the best sellers. They turn your money over quickly, they give you good returns and their quality is an advertisement to your store.



FILL YOUR SHELVES WITH CLARK'S. THEN WATCH THEM EMPTY.

W. Clark, Limited

*Clark's*

MONTREAL

Canada Food Board License No. 14-216



THE unexcelled sweetening properties of Royal Acadia Sugar have won for it the lasting confidence of the Canadian Housewife. So that when you recommend Royal Acadia you are assured of your customer's approval and her continued sugar patronage.

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

*Every Grain Pure Cane*

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

HALIFAX, CANADA

This is the Tea  
that we blend  
and recommend

## BLACKWOOD'S Heather Blend Tea



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

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

**BLACKWOODS LIMITED - Winnipeg, Canada**



# "Every week with the E.B.Eddy Company of Hull, Canada"



A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated May 2, 1919

Being No. 32 in the Series

## MAKING WOOD PULP INTO PAPER AT THE EDDY PLANT

**P**URE sulphite pulp when in the form of sheathing, dried and ready for shipment, or for lining the walls of buildings, is very like paper in appearance, but it is not paper by any means. Its surface is glossy and almost silky; it is light and firm and strong, but it would never do to write on, or print on, or wrap up parcels with, or make into paper bags, or use in any way as paper is used. It is, in fact, still a good deal more wood than paper, and under close examination the wood fibre can be easily detected in it. But this wood pulp is the basis of paper, and the processes of making papers of all kinds at the E. B. Eddy plant are very interesting indeed.

To begin with the pulp goes to the "beaters" in which by a prolonged and steadily thorough mixing process the strong, though tiny and flexible wood fibres are "combed" into smooth, orderly place, and mingled with the various other substances which compose paper. These other substances vary of course according to the kind and quality of the paper being manufactured, but they include such materials as talc or china clay to make the paper smooth and opaque for printing upon, aniline tints to keep its color right, and a little liquid rosin to "size" the paper and prevent inks from blurring when laid upon its surface by either pen or printing press.

The machinery of the beaters consists of a cylindrical roller fitted with steel or bronze blades which revolve over a bed-plate fitted with similar blades. Powerful paddles send the pulp steadily through beneath the roller, and between the blades which are brought gradually closer during the process until the fibres and ingredients are smoothly mixed. Then the mixture is ready to flow on to its next stage pausing for a time in the "stuff-chest" where it is kept constantly in motion lest the ingredients settle to the bottom.



### Wet Sulphite Pulp on its way to become Eddy Paper

**I**N the picture above you can see the great snow-white "blankets" of E. B. Eddy Company pure sulphite pulp on a wagon being delivered at one of the Eddy paper factories at Hull. This load of sulphite pulp has come from the Eddy Company Sulphite Plant pictures of which you have seen in previous articles in this series. You might easily imagine the load on the rig to be some kind of pure white wool or perhaps cotton fabric. Yet it is simply the pure wood pulp or fibre manufactured by wonderful Eddy Company processes from trees which were growing a few years ago, and again illustrating the famous Eddy Company slogan:—

**"From the Tree to the Trade"**

# Keep Your Merchandise Bright

**S**OILED commodities never appeal to your customers—they want their goods bright and clean. Dusty merchandise looks shop-worn. Keep down dust and your stock will remain as clean as the day you unpacked it.

## STANDARD Floor Dressing

prevents dust from rising off the floors and shelving. Dust cannot rise from floors treated with Imperial Standard Floor Dressing.

In addition, it is a wood-preserving, non-evaporating dressing for all wood, linoleum and oil-cloth surfaces, thoroughly cleansing in its action.

One gallon will treat 500 to 700 square feet of floor space—once dressed no further treatment is required for three or four months, save regular cleaning. Use it on your floors to clean them and save the spoiling of valuable merchandise.



Advise those responsible for the cleaning of apartment houses, churches, public buildings, etc., as well as neighboring merchants, of its qualities, and demonstrate its worth by your own store's cleanliness.

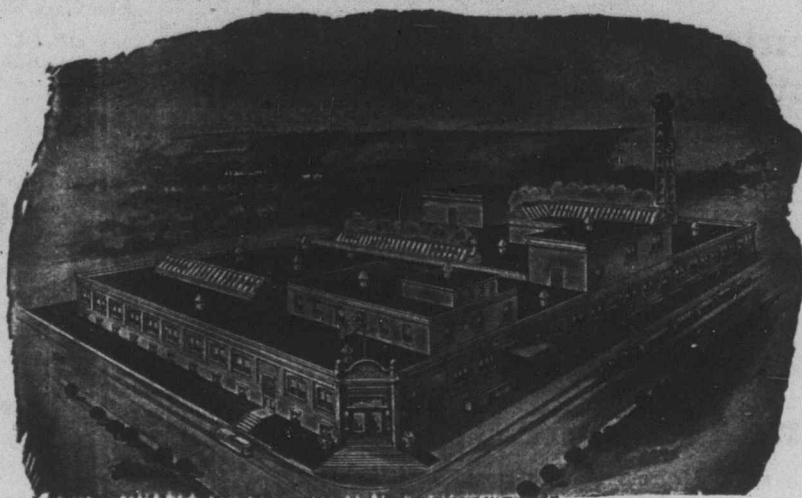
Sold in one and four-gallon cans, also half-barrels and barrels.

Ask the Imperial Oil man.

**IMPERIAL OIL LIMITED**  
BRANCHES IN ALL CITIES



Prepared  
in  
Copper  
Kettles  
Boiled  
in  
Silver  
Pans



Packed  
in  
Gold  
Lined  
Pails  
and  
Glass  
Jars

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

# WAGSTAFFE'S

NEW SEASON'S 1919

## CELEBRATED SEVILLE Orange Marmalade

Now Ready for Delivery

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

*Order from Your Wholesale Grocer*

# WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

## Thousands of Footsteps You Might Have Saved

Yesterday, today and tomorrow you and your clerks have countless customers for oil and gasoline. It means thousands of steps to and from the isolated oil room in the rear of your store. It means hundreds of petty operations and hours of wasted movements.

Contrast this method of oil handling with a

# BOWSER

ESTABLISHED 1888

## Oil and Gasoline System

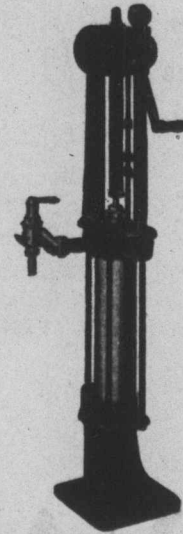
a system with an underground or basement tank holding ample storage—clean, safe and efficient. A system with a pump installed at the most convenient place.

A system that is self-measuring, self-computing, doing away with measures, tins and needless figuring. A system that insures safety, neatness, service and increased profits.

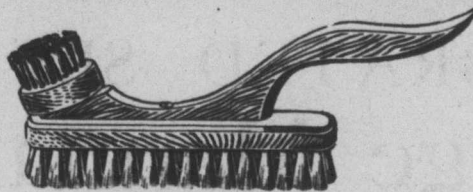
Learn more about it today.

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

For Gasoline, Kerosene  
and Other Oils



Always  
Better



Building  
Profits

For 52 years Simms' Brushes and Brooms have improved with the advance in scientific Broom and Brush Making. Simms' skilled experts are always bettering these Better Brushes and Brooms.

"Simms' Brushes and Brooms are business-boomers for you.

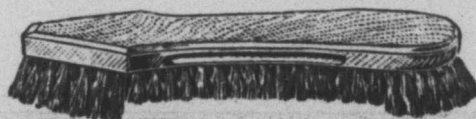
Scrubbing-Brushes, Shoe-Brushes, Stove-Brushes, Set-in-Rubber Paint Brushes (whose bristles never come out)—all mean satisfied customers.

Keep your Stock Complete.

Order To-day.

# T. S. Simms & Co., Limited

St. John,  
N. B.



Branches: Montreal,  
Toronto, London



# Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

Canada Food Board License No. 4-517.

## Raisins in Cartons KNOWN TO MILLIONS



Sun-Maid Raisins are the only nationally advertised brand of raisins. Your customers are on friendly terms with the Blue (seeded) and Red (seedless) packages. Display them now and get 100% benefit from Sun-Maid advertising.

### Sun-Maid Raisins

Sun-Maid Seeded (seeds removed) in blue packages; Sun-Maid Seedless (grown without seeds) in red packages; Sun-Maid Clusters (on the stem) in blue trays.

### California Associated Raisin Co.

Membership 9,000 Growers  
FRESNO, CALIFORNIA.

# Wantmore PEANUT BUTTER

The Finest Spread for Bread



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

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

Manufacturers

CALGARY

SASKATOON

REGINA

License No. 15-241

## A Palatable Tonic Wine



Made from extract of beef and carefully selected Port Wine.

### Dr. Chiron's Invalid Tonic

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

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

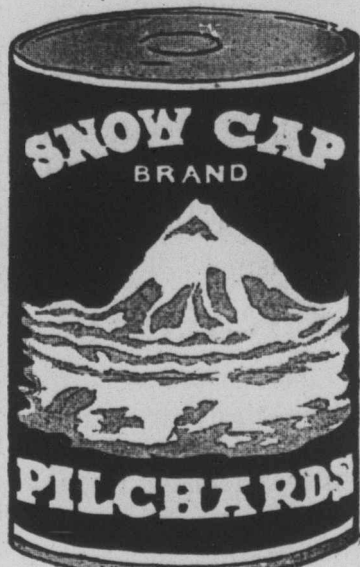
The Wholesale Grocery Trade handles it.

## BROTMAN BROS.

Manufacturers

WINNIPEG

# SNOWCAP PILCHARDS



Delectable  
and  
Dainty  
Hand  
Packed

BY

The Nootka  
Packing Co., Ltd.

NOOTKA, B. C.

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

EXCLUSIVE DISTRIBUTORS

**Dodwell & Co., Limited**

VANCOUVER, B. C.

# DESICCATED COCOANUT

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

Our agents are:

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

**Dodwell & Co., Ltd.**

*Importers & Exporters*

VANCOUVER

ALBATROSS BRAND

TRADE MARK

CLAYQUOT SOUND CANNING CO. LTD.  
JULY 1907 PATENT  
VICTORIA B.C.

FRESH  
BRITISH COLUMBIA

**PILCHARD**

INSTRUCTIONS.

WHEN REQUIRED  
PUT IN PLACE THE  
CANS BEING SERVED  
OPENED INTO  
BOILING WATER  
FOR TEN  
MINUTES.

Your Customers Will Like

## ALBATROSS BRAND PILCHARD

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

Clayoquot-Sound Canning Co., Ltd.

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

# RICE

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

**S. LOWRIE**

825 Powell St.

Vancouver, B.C.

## Oranges California Lemons and Early Vegetables

*We Invite Correspondence*

**LEMON BROS.**

Owen Sound, Ont.



# MANUFACTURERS' AGENTS' AND BROKERS' DIRECTORY

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

BRITISH COLUMBIA

## Squirrel Brand PEANUT BUTTER

### C. T. NELSON GROCERY BROKER

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

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

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

### The Robert Gillespie Co.

Importers and Exporters

323 Homer St., Vancouver

Live Salesmen covering Alberta and B.C.

### M. DESBRISAY & CO.

Salmon Cannery and Manufacturers' Agents

VANCOUVER, B.C.

Our organization is equipped to handle any manufacturers' line.  
Our salesmen get results.

### North West Trading Co., Ltd.

Importers of Australian

and Oriental Produce

SALMON BROKERS

DOMINION BLDG. VANCOUVER

### WE CAN HANDLE A FEW MORE GOOD LINES

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

J. L. TORRY & CO.

Importers and Exporters VANCOUVER

### W. H. HIND & Co.

WHOLESALE GROCERY BROKERS  
MANUFACTURERS' AGENTS

28 Imperial Blk., Vancouver, B. C.

Let us discuss this territory with you

### Interested in the B.C. Market?

We can place one or two good Specialty lines.

Our firm has back of it a 15 years' success reputation.

We have a staff of aggressive salesmen and first-class storage and warehousing facilities.

Write us if you want real representation.

### Little Bros. Ltd.

VANCOUVER

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

### EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING FREE and BONDED WAREHOUSE

CAMPBELL BROKERAGE CO.  
860 CAMBIE ST. - - VANCOUVER

### LET US QUOTE YOU ON ORIENTAL LINES

Isinglass, Electrical Goods, Brushes (all kinds), Camphor, Coconut, etc., Mirrors, Lead Pencils, etc.  
Write or Wire for Prices. It means money to you.

R. G. BEDLINGTON & CO., LIMITED, VANCOUVER

IMPORTERS

Established 1905

EXPORTERS

*Watson's*

FISH PASTE  
in 4 oz.  
GLASS JARS

BLOATER  
ANCHOVY  
SARDINE  
SALMON

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



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## WESTERN PROVINCES

### A. M. Maclure & Co.

MALTESE CROSS BUILDING  
WINNIPEG

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

WHEN WRITING TO ADVERTISERS  
KINDLY MENTION THIS PAPER

### Wholesale Grocery Brokers Commission Merchants

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

### ALEX. BAIRD LTD.

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

### C. H. GRANT CO.

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

*If you want anything  
or have anything to  
sell this paper will get  
you results.*

## Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE  
STORAGE  
DISTRIBU-  
TION

# Donald H. Bain Co.

## WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.

Ample capital—and the reliability that goes with it.

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

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

Are all at your disposal if WE represent you.

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

All varieties of Food Products.

If you want results get in touch with us.

### Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

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

Canada Food Board License No. 6-480



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA  
SASKATCHEWAN

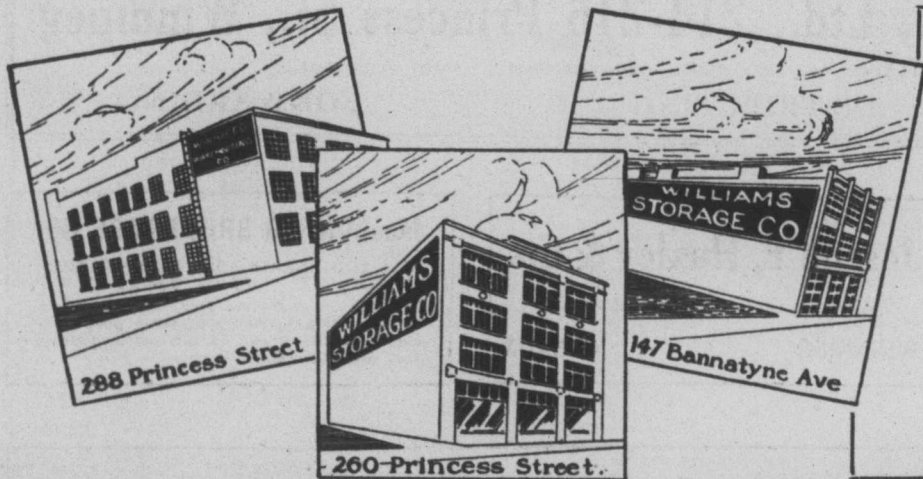
Wholesale Grocery Commission  
Brokers

ALBERTA  
WESTERN ONTARIO

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

Head Office: WINNIPEG Manitoba

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



### The Largest in Western Canada

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

**Williams Storage Co.**  
WINNIPEG  
and  
Winnipeg Warehousing Co.

### F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers, from Port Arthur to the Rockies. We represent among other lines, the products of:  
JIREH FOOD CO., JAMES EPPS & CO., KERR BROS.

### SIX HOUSES IN WESTERN CANADA

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

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited

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

Write Us

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

## SCOTT-BATHGATE CO., LTD.

Service	Reliability	Integrity
---------	-------------	-----------

We have founded our business on these three corner stones—Service, Reliability, Integrity. These are the secret of our success in marketing goods in the West.

If your line does not conflict we can give you the same service.

Scott-Bathgate Co., Ltd. Wholesale Grocery Brokers and Manufacturers' Agents 149 Notre Dame Ave. E., Winnipeg

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

### D. J. MacLeod & Co.

Manufacturers' Agents  
and Grocery Brokers  
EDMONTON, ALTA.

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

### Joseph E. Huxley & Co.

Wholesale Grocery Commission Agents

WINNIPEG

CANADA

### MacDONALD BROKERAGE CO.

ARE YOU SEEKING REPRESENTATION  
IN ANY PART OF CANADA?

Through our complete organization we are in a position to represent some good grocery specialty lines. If interested, address Box 494, Canadian Grocer.

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

Head Office: Winnipeg

Branches at

Regina, Saskatoon, Calgary, Edmonton

We represent

W. C. Macdonald, Reg'd.  
W. Clark, Limited.  
Maple Tree Producers' Assn.  
Lindners, Limited.  
Aunt Jemima Mills Co.  
Penick & Ford, Limited.

Marshall Milling Co.  
Rosenberg Bros. & Co.  
Pratt-Low Pres'g Co.  
H. Bell-Irving Co., Ltd.  
Hargreaves Canada, Ltd.  
etc., etc.

# EL ROI-TAN PERFECT CIGAR



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

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

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

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

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

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



*Furnivall's*

Fine Selected Fruits and Pure Cane Sugar are the two chief reasons why Furnivall's Jams lead the procession where quality and wholesomeness are concerned. Send along your order and start bigger jam sales coming.

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

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

## OCEAN BLUE

In Squares and Bags

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

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

Order from your Wholesaler.

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

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

# 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  
Canadian Food Control License Nos. 6-236/7/8

### THE S. G. BENDON UTILITY CO.

*Brokers and Commission Agents*  
30 St. Francis Xavier St., Montreal  
Our Motto: Always at Your Service

### JOHN E TURTON

*Wholesale Grocery Broker*  
BOARD OF TRADE BUILDING  
MONTREAL

### C. B. HART, Reg. Montreal, P.Q.

*Grocery and Chemical Brokers  
Commission Agents*

### Paul F. Gauvreau

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

### J. L. FREEMAN & CO.

*Wholesale Grocery Brokers*  
ROOM 122 BOARD OF  
TRADE BUILDING - Montreal

### We Want Agencies

For Food Products for Montreal and Eastern Provinces. If you want good, live representation write us.

Forrest, Jackson, Forrest  
222 Craig St., MONTREAL

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

### GAETZ & CO.

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

### ATLANTIC MILLING CO., Limited PICTOU, N.S.

*Wholesale Grocers, Millers Agents*  
Manufacturers Flour, Cornmeal and Feeds.  
Splendid connections with Western Elevators and P.E.I. Produce Dealers.

### Schofield & Beer, St. John, N.B. Manufacturers Agents

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

### The Colwell Brokerage Co., Ltd.

*Mdse. Brokers, Man'l's Agents*  
Liberal Advances Made on Consignments  
18 Germain St., St. John, N.B.

## MANUFACTURERS OF FOOD PRODUCTS

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

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

## DO YOU NEED ANYTHING ?

If so, turn to page 64 and look it over

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

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



**FOR SANDWICHES**

You will have a big demand for this new product.

It's delicious for picnics, parties, campers, etc.

Be sure you have a good supply on hand. No waste. Keeps a long time. Packed in glass jars.

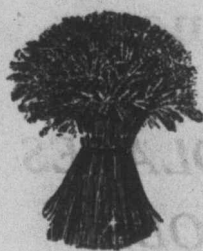
*Order a case of each size  
We Guarantee the Sale.*



**FOR SALADS  
CROQUETTES, ETC.**

**THE ARGYLL BUTE, LIMITED  
MONTREAL**

Ontario Agents: WALTER S. BAYLEY, 29 Front St. E., Toronto. Western Agents: WATSON AND TRUESDALE, Winnipeg. Eastern Agents: ANGEVINE & McLAUGHLIN, St. John, N.B., Truro, N.S.



Buy  
**Golden Sheaf  
Brand**

**MACARONI  
VERMICELLI  
SPAGHETTI**

*It's Good*

Made from the best of Semolina  
Wheat and Pure Spring Water.

**Nutritious, Appetizing, Nourishing**

Order from your Wholesaler.

*Sole Sales Agents:*

**McLaren Imperial Cheese Co.**

TORONTO . . . MONTREAL

**GOLDEN SHEAF CO., Limited, Montreal**

**VOL-PEEK**



**FIRST AID IN THE KITCHEN -**

**IN EVERY HOUSEHOLD**

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

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

At your jobber or

**H. NAGLE & CO., Box 2024, MONTREAL**  
(Owning and Operating Vol-Peek Mfg. Co.)

**"PRIDE OF CANADA"  
PURE MAPLE SUGAR AND SYRUP**

New supply will be on the market soon—order your supply now. Our goods are backed by a written guarantee to be absolutely pure maple only. Order direct or from our Agents.

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKensie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S., and The Canadian Maple Products Company, Limited, 5 Justice Walk, Church Street, Chelsea, London, S.W.

**MAPLE TREE PRODUCERS ASSOCIATION, LIMITED**

Offices: 58 Wellington St. W., Montreal, Canada

**Gold tagged elephant  
Valencias, just arrived**

Highest Quality Oranges

Pineapples

California, Mediterranean  
Sweets

California Grapefruit

California Lemons

Strawberries, etc., arriving  
daily.

**McBRIDE BROS.**

*House of Quality*

**35 Church St. - Toronto**

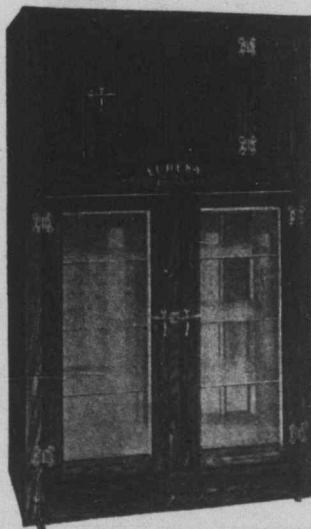
**Chas. Lauder Co.**

*95 and 97 Ontario Street*

*Toronto*

**Wholesale  
Confectioners**

**FINE CHOCOLATES  
CENT GOODS**



**EUREKA  
REFRIGERATORS**

are

Made in Canada  
by  
Canadian Workmen

Guaranteed to give  
Satisfaction

Eureka Principle  
Cold Dry Air Circulation

*PATENTED 1886, 1900, 1910, 1914, 1917.*

Absolutely Reliable  
Built to last a Lifetime  
Write for our New Catalog

**Eureka Refrigerator Co., Limited**

Head Office : Owen Sound

Branches : Toronto, Hamilton, Montreal

**STOCK NOW!**

With the coming of warmer  
weather there will be an increased  
demand for real thirst-quenchers.  
You can make quick turnovers  
and ready profits—if you sell

**O'Keefe's**

**IMPERIAL  
Ale, Lager & Stout**

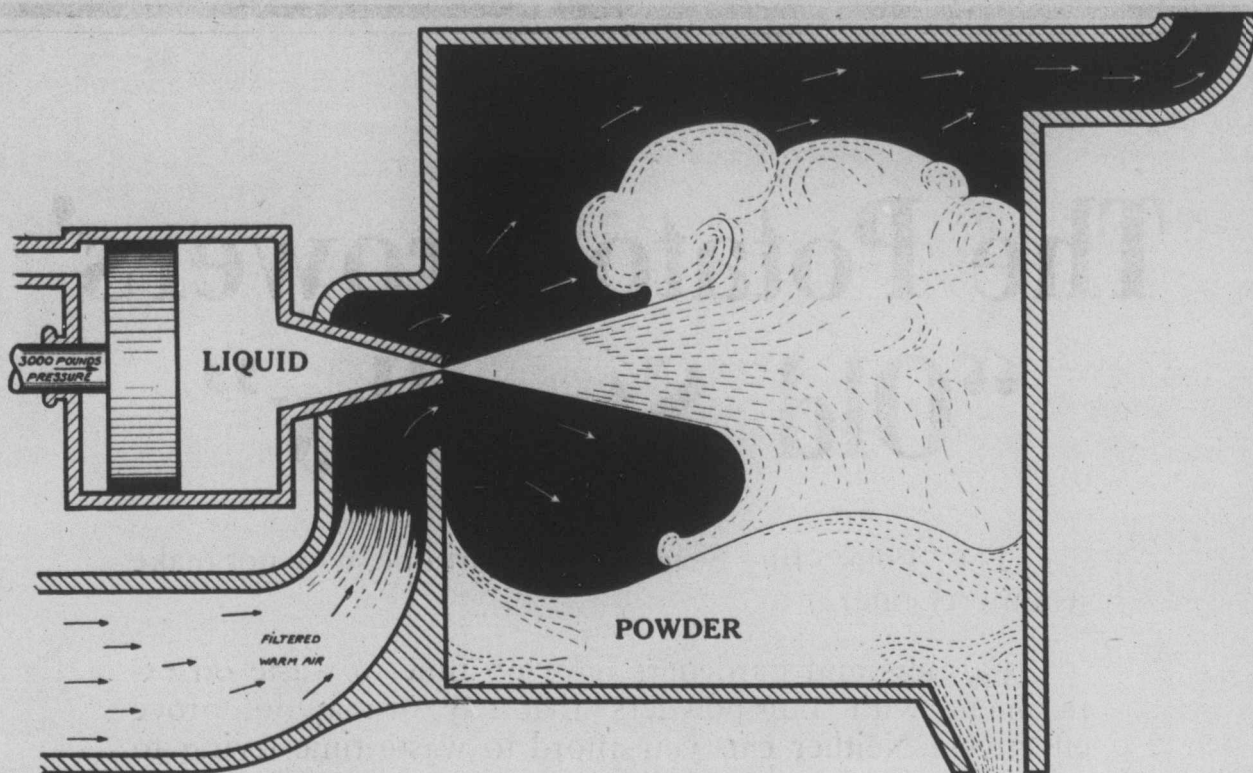
You don't have to  
push O'Keefe's. Just  
let the public know  
you sell them—that's  
enough—the name  
O'Keefe sells them  
for you.

**The O'Keefe Brewery  
Co., Limited**

Toronto Ontario  
Phone Main 4202







## THE BLIZZARD OF KLIM

Whirling, drifting, fine white particles of snow piling up into drifts is the best illustration we can suggest of how Klim is made.

The diagram shows how the liquid milk is forced at high pressure in the form of a fine spray into a chamber through which a swiftly-moving current of filtered, heated air passes. The fine spray of milk and the swiftly-moving dry heated air meet and cause a swirling action in which the water in the milk becomes absorbed into the air and the milk solids fall to the floor of the box in a drift of pure powdered separated milk, which is KLIM.

The quick evaporation of water from fresh separated milk is just as simple as the diagram indicates. The white dry powder is the body-building protein and food value free of water. The process is so simple and easy to understand that one can appreciate the purity of Klim. It is in the safe powder form a few hours after the cows are milked, and at no time in the process of production is it subjected to any high temperature that can cook or spoil it.

Of course, the milk is separated to remove the fat and pasteurized immediately it is received from the farmers and in that way all disease-producing bacteria are destroyed should there be any in the fresh liquid milk "before the blizzard."

Your customers will find Klim economical because it is 100% milk food. There is no useless water in it as in other brands of milk sold in tins. The water adds only to the weight and nothing to the value. Klim is easily changed to liquid form by simply dissolving in water—a pound makes four quarts, or it can be used dry with flour, sugar, etc., adding water as required.



Tell your customers the story of the Klim blizzard. It is an interesting and convincing argument for the purity and safety of Klim. Try Klim in your own kitchen and on your table.

# CANADIAN MILK PRODUCTS LIMITED

Head Office: TORONTO

MONTREAL

WINNIPEG

ST. JOHN

Plants at: Belmont, Brownsville, Burford, Glanworth and Hickson, Ontario

# The Potato Growers' "Old Standby"

The "Potato Bug Season" is a short one, why not make it a merry one?

Farmers and gardeners have no time to waste on experiments with "bug powders" that may, or may not, prove effective. Neither can you afford to waste time trying to sell them.

The jingle of your cash register is the music you want to hear, and you will hear it regularly as you ring up sales of the "Old Standby."

## Munro's Pure Paris Green

Munro's certainly plays havoc with potato bugs, and all potato growers are well aware of this fact. That makes for quick sales and many of them.

Stock up on the "Old Standby" and get the most of the sales and the most of the profits.

Order from your wholesaler or direct from the manufacturers.

**McARTHUR, IRWIN, LIMITED**

**MONTREAL**

ESTABLISHED 1842



# AN ECONOMICAL SUGGESTION

With the cost of living so high, grocers who can suggest economical products to their customers will find it a means of gaining good will and increasing trade.

One good suggestion is to advise customers to use Red Rose Tea, which consists chiefly of ASSAM teas, the richest and strongest, and therefore the most economical teas in the world.



Red Rose Tea is a favorite with the true economist as well as with the particular tea drinker.

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

St. John   Montreal   Toronto   Winnipeg  
                   Calgary           Edmonton



WE SOLICIT YOUR ENQUIRIES FOR

**English Castor Oil**

In Barrels or Cases

**Cream of Tartar**

**Cream of Tartar Substitute**

**Bicarbonate of Soda**

**Borax, Glycerine, Blue Vitriol**

**Citric Acid, Tartaric Acid**

FULL PARTICULARS OF THE ABOVE GLADLY SUPPLIED ON REQUEST

**B. & S. H. THOMPSON**

**& COMPANY LIMITED**

**MONTREAL**

Branches: TORONTO WINNIPEG VANCOUVER NEW GLASGOW, N.S.



## Tell Mothers how good Robinson's Patent Barley is for Baby

You can recommend Robinson's Patent Barley as the best food for infants, invalids, nursing mothers and the aged. Let your customers know you stock Robinson's. It will bring them back for other purchases.

### MAGOR, SON & CO., LIMITED

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

## Directing Your Attention To These Important Facts

If you are a manufacturer or a shipper and you seek a reliable grocery organization to handle your line in the West, we can give you excellent service.

**Our Annual  
Purchasing Power  
is Twelve and  
a Half Millions**

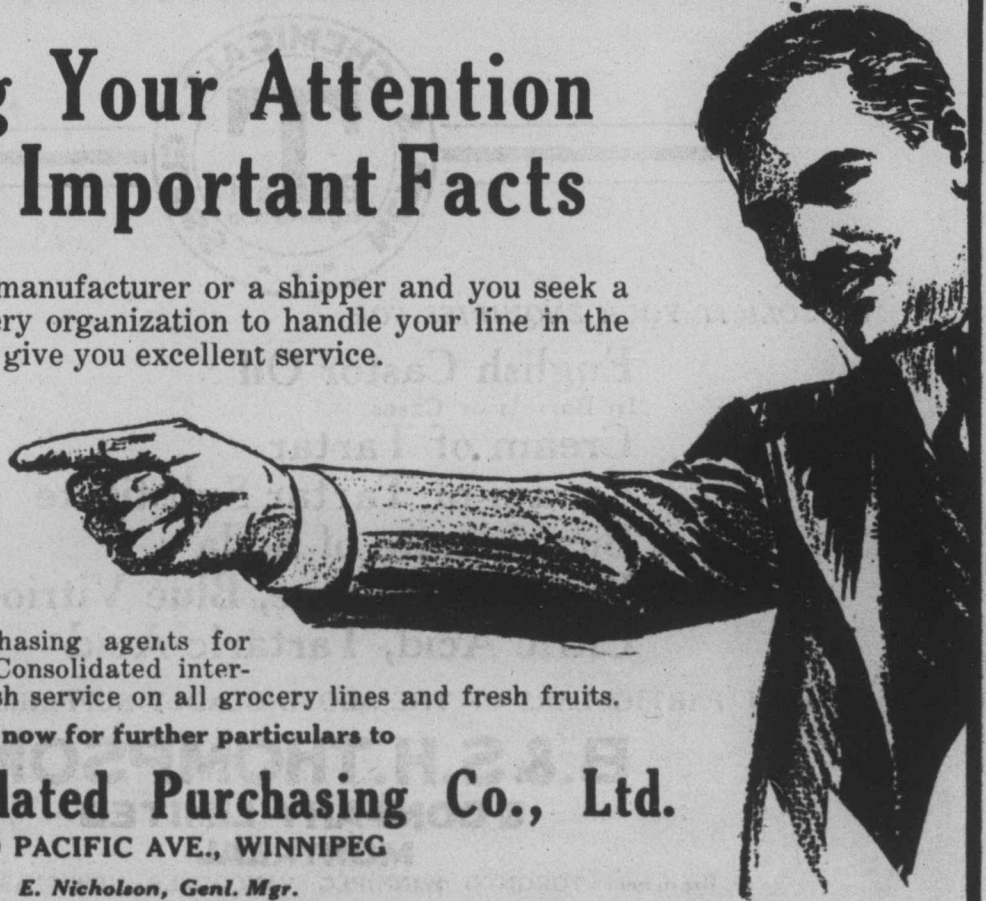
We are purchasing agents for MacDonald's Consolidated interests and furnish service on all grocery lines and fresh fruits.

Write now for further particulars to

## The Consolidated Purchasing Co., Ltd.

313-319 PACIFIC AVE., WINNIPEG

E. Nicholson, Genl. Mgr.





# CANADIAN GROCER

Vol. XXXIII.

TORONTO, MAY 2, 1919

No. 18

## Making Fruit a Week-End Special

Toronto Grocer, Situated at a Strategic Corner, Makes a Good Business of Special Week-End Sales of Fruit—Encourages Other Business, and Introduces People to the Store

**F**RUIT is one of the most profitable of the lines handled by the grocer and there is no time so suitable for its sale as the week end. There are always some special purchases for the week end, and this special trade is a factor that many merchants have found to be well worth cultivating.

E. Davey, Dundas Street West, Toronto, has found this week-end trade to be a very substantial factor in his business, and he goes to some trouble to encourage this business. The store is fortunately situated to catch a passing trade, which gives an added inducement to feature this business. It is situated at a transfer point where three car lines meet that feed three populous sections of the city. There are hundreds of people changing cars at this corner at all times of the day, people with a few minutes on their hands as a rule, and consequently ready to be interested in any display near at hand. This is the fact on which

Mr. Davey bases his campaign, and he has found that laying stress on fruit is one of the most effective ways of interesting this trade.

### Fruit Displays Always Attractive

A display of other lines would certainly interest many people, but many might think that the same goods could be ordered at their own grocer's and might probably pass by without purchasing, but fruit has a natural attraction for people, and there is also a curious tendency among most people to be readier to carry home a parcel of fruit than any other commodity.

To cater to this tendency Mr. Davey has made it a practice to have week-end specials of fruit. Very often it is of oranges, and these are then shown in bulk display, five or six boxes being prominently displayed in the window, with cards calling attention to the special price at which these are offered. This

special price and the quantity display has proved a great factor in interesting the passer-by, and has made these week-end specials something that the passing trade looks for each week. By this method the sale of oranges, instead of being a box or so at the week end has been built up, till now it is not unusual to dispose of ten or a dozen boxes. Buying in five and ten-case lots it is possible also to get a better price on these goods that pretty well takes care of the slight cut in price, so that this business is made profitable in itself.

### Encourages Sale of Fancy Groceries

Then, too, it gets people into the store, and in many instances they buy other things as well, perhaps not staple groceries but some odds and ends of relishes, a bottle of olives or pickles or some canned fruit and articles of this nature, on which there is a good profit.

Continued on page 31



Interior of the E. Davey Store, 2219 Dundas St. West, Toronto. Mr. Davey is seen at the rear of the store.

# Good Retailers Experts on Foodstuffs

Customers Look to Them for Advice on Their Buying and the "Family" Grocer's Advice is Generally Taken.

**E.** E. MARTIN, College Street, Toronto, has adopted the policy of stocking a very limited range of flavoring extracts. For a long time he handled only one brand, and found no difficulty in introducing it and keeping it sold to his customers. "There are very few people," he stated, "in our experience who ask for extracts by name except where we have first introduced the line to them. They simply ask for a bottle of vanilla, or a bottle of lemon, but do not specify the brand. Now and then someone would specify a certain extract by a brand name. In that case she would simply be told that it was not possible to handle all the brands and that we were sure the one the store carried was as good as any on the market. Practically never is a sale lost because of the fact that the particular brand asked for was not available.

"People, however," stated Mr. Martin, "show more interest than you would imagine. For instance, some time ago I was buying goods from a certain traveller and he offered me a good price on a lot of flavoring extracts. I knew the firm, and knew that the goods would be right, so I bought them. Naturally I sold them to the people ordering extracts. In many cases the customer would say, 'you usually send me another kind of flavoring,' to which we would reply that the quality of the one line was as good as the other, a reply that always settled the matter. The customer believed that we were telling them the truth. She knew we were interested in giving them value for their money, and the actual name on the bottle was a comparatively small matter as far as their acceptance was concerned. I have had no difficulty in selling these goods that I had confidence in myself, nor in developing the same confidence in my customer."

"Nine times out of ten you can sell the customer the goods that you wish to sell her," said H. T. Knott, College Street, Toronto. "Of course your ability to do this is dependent on certain factors, notably how well you know the customer, how well you know the goods, and then the selling ability of the salesman himself. But if you have served the customer for some time, and if you know your goods well enough to speak with conviction of their merits, and have a reasonable amount of selling sense you can sell practically anything you wish to sell.

"As far as flavoring extracts go we stock two lines, one a pure extract and the other a compound. We make no pretence of carrying a full list of even the better known brands. To do so would entail the use of too much display space, space which we could not spare for this,

This investigation work clearly shows that the grocer has frequent opportunities to indirectly suggest various lines of foodstuffs and the cumulative effect of these suggestions may cause an entire reversal of the buying habit of the customer. It is a fact, too, that the family grocer is looked up to as an authority—an expert on matters pertaining to kinds of goods. He is expected to know, and his advice is sought on a multitude of occasions during the year, and that advice is salesmanship.

so we practically stock only one line in each class of flavoring. Of course there are people who ask for other brands, but if we carried a dozen lines this would still be the case, so when such requests come we merely tell the customer that we do not handle that particular line, but handle instead ———, which we are confident is equally good and would give equal satisfaction."

Lewis and Stevenson, College Street, Toronto, stock two brands of pure flavoring extracts as well as one compound line. "We are not in the habit of recommending any one line of flavoring extracts," stated Mr. Lewis, "though we do favor special brands in other goods and put some effort behind their sale. In the case of flavoring extracts, however, we do not believe that it is worth while."

For some time the firm had handled only one line of pure extract and had been able to satisfy their trade. Of comparatively recent date, however, a traveller who was well and favorably known to them induced them to stock another line, and they have been showing it to their trade. While not emphasizing the sale of any of these lines, Mr. Lewis explained that the fact that they stocked only these three of the almost numberless lines on the market was in itself equivalent to laying emphasis upon them as they rarely failed to sell one or the other of these brands to any customer requiring flavoring extracts.

"In purchasing flavoring extracts a number of customers ask for certain brands. They may ask for this special brand, or that, or again they may simply say, 'A bottle of pure vanilla.' In the latter case of course it is our sale," said J. Milton Cork, College Street, Toronto. "We stock two brands of high grade extracts, and, in addition, a compound extract for the trade that wants a slightly cheaper article.

"We have made it a practice in this line," he continued, "not to attempt to change customers from one brand to another. Naturally our customers ask in most cases for one of the lines we stock because they have bought them before from us. We give it to them without question, even though another might for

This Investigation Shows Retailers Select One or Two Brands of Flavoring Extracts and Concentrate on These

one reason or another show us better profit. Of course, where the customer asks for a brand that is not stocked by the store as may sometimes be the case in view of the large number of brands manufactured, it is another matter. In that case they are told that the line is not stocked, but that the store carries these other brands which have been chosen as among the best available, and they are confident that they will give satisfaction."

## MONTREAL BROKERS FORM ASSOCIATION

The wholesale merchandise brokers of Montreal have at last completed their arrangements for the organization of an association for the furthering of the interests of the brokerage business.

The purposes of such association are set forth in article 2 of the constitution as approved of at that meeting, as follows:

"The purposes of the association shall be to inculcate just and equitable principles in trade; to acquire and disseminate such information as may be of interest and value to its members; to promote a more friendly business intercourse; to make provision for the adjustment of possible misunderstandings and differences arising between those engaged in business; and to establish and maintain uniformity in commercial usages."

The election of officers for the balance of the calendar year was as follows:

President, R. Anderson; vice-president, R. E. Calder; treasurer, C. B. Hart; executive committee: H. R. Barnard, C. Gordon, H. D. Marshall, J. E. Turton.

It is confidently expected that every important wholesale broker in this city will become a member of the association and further, that the movement will spread to all the other principal cities of Canada, so that eventually the Montreal association will be but a part of the Dominion-wide organization, whose business it will be to protect the interests of brokers throughout Canada and to bring about such uniformity in customs and usages in the trade as will result to the great benefit of all those in the brokerage business.

## BLENHEIM, ONT., STORES HAVE WEDNESDAY HALF-HOLIDAY

The grocers of Blenheim, Ont., have given notice that the Wednesday half-holiday comes into effect for the summer, beginning at 12 o'clock noon, Wed., April 23. They propose to remain open two nights in the week, Tuesday and Saturday.



# Keeps Famous Brands Out of His Town

Most Famous Talking Machine Not Available to Customers Because One Dealer "Doesn't Like to be Dictated To"

By G. A. NICHOLS

Reprinted from *Printers' Ink*

IS it possible to shut out from a good-sized town a widely known, meritorious and nationally advertised article?

A *Printers' Ink* representative happened to be in Indiana a couple of weeks ago and between trains was browsing around a bit among some retail merchants just to see what he could see. An up-to-date retail store is an extremely interesting place to get fundamental facts about advertising and merchandising matters. It has been said many a time that the manufacturer and jobber did not keep close enough to the retailer and did not intensively follow up the advantages gained through advertising. This Indiana town furnished an interesting and instructive example.

One of the two furniture men in the place said he had the whole town's business in talking machines. A little enquiry showed this to be the case. As a matter of fact he had practically all the talking-machine business of the county, having specialized along that line.

"I suppose you handle So-and-So's machine," the *Printers' Ink* man suggested.

"No sir; absolutely not," the retailer declared. "I handle three other machines (naming prominently advertised lines) but will not sell the kind you name because I do not like their proposition. I know I could get some business because of the national advertising these people do, but I am doing very well indeed with the lines I have. I don't particularly fancy this thing of a manufacturer dictating to me down to the smallest detail how I shall conduct my own business."

The talking machine he would not handle is perhaps the best-known in the country. Its trade name is synonymous with that of talking machines the country over. Surely somebody else in that town was taking advantage of the opportunity this dealer through obstinacy or some other reason was passing up. The other retailer in his town who logically would handle the machine question was the competing furniture dealer.

"Do you handle So-and-So's talking machine?" this man was asked.

"No, I have never got into that line," he said. "Jones (naming the dealer first mentioned) has been specializing on talking machines for a good many years, and people naturally go there for that line of goods. I could have taken on the machine you name but I just don't care to. There are only about 5,000

people in this town and it does not pay to split up business in those specialized lines too much. Jones is a fine chap and a good friend of mine. He leaves certain lines to me and I leave others to him. The idea of retailers fighting each other does not go in this town. As it is, both of these furniture stores do a

sent left to certain people to handle. In one good-sized Iowa town, for example, a druggist was found to be the only man who sells toys and holiday goods in general. There is no reason in the wide world why this should be. But the druggist several years back was enterprising enough to go at the holiday trade in the right way. He accepted the advertising and selling co-operation of his jobber and quickly got placed on the map as the town's leading retailer in Christmas goods. The others finally dropped out. You see this thing worked out with variations almost any place you go. Lack of enterprise on the part of the retailer has a great deal to do with it. But would it not be entirely fair to say

"No matter what his product may be, a manufacturer can create a market for it by advertising. He can sell the people to the point where they will ask for that article in the stores. It seems to be the idea in some quarters that when this much is done the dealer will be forced, as a matter of good business judgment, to handle the thing or run the risk of being regarded by his customers as behind the times in his merchandise offerings. There is a good deal of fallacy about such an idea. The more progressive type of retailers do not HAVE to handle goods because a demand is created for them through advertising. Some dealers of the slot machine type imagine that they are at the advertiser's mercy. But those like Retailer Jones of Indiana have to be sold as well as the consumer. This explains why more and more attention is being given every day to get the retailer properly and thoroughly sold on products he handles."

good business. We are well pleased with things as they are now."

"Why don't you sell talking machines?" the leading druggist was asked. His store is of the well-kept, progressive type which is getting to be quite the thing in drug retailing these days. He goes quite largely into the specialties that fit in well with drug retailing.

"Well, I have thought of it," he admitted. "I have even gone so far as to have the matter up with the So-and-So people (naming the machine the two furniture men would not handle) but I decided the matter was rather too elaborate for me to go into. To get very far with talking machines in a town like this a person has to have enough capital to be able to sell the machines on an instalment basis. Jones sells nearly all his that way. This does not fit in at all with the general scheme of running a drug store. I don't believe in doing anything in a half-hearted way. So I keep out of it entirely."

The three retailers mentioned are practically the only people in that town who could sell the talking machine referred to. Jones would not because he did not like the company's proposition. His competitor would not because of the gentleman's agreement he had with Jones and perhaps lack of inclination as well. The druggist would not because of financial considerations.

So there you are.

Now, then, there are two outstanding facts in this situation that are of interest to every national advertiser.

In the first place, competition in the average country town is not nearly so keen as it might be—or even as it ought to be. Go where you will and you see certain lines of goods by common con-

that the sales departments of some of the manufacturers are at fault also?

Retailer Jones declares that in the whole of that Indiana county there are not more than twenty-five talking machines of the kind he refused to sell. He covers the whole county with his advertising matter and sells machines on instalments in every town. Thus he shuts out from that county the nationally advertised machine that may be called the leader in the field. The manufacturer making that machine is simply not cashing in on the prestige gained by his advertising. The advertising is right. It extends to this Indiana county as well as to the others. The demand is created. But the missing link in the chain is failure to solve the retailer part of the problem.

It seems an impossible thing, but retailer Jones is absolutely shutting out from his county that nationally advertised machine. How many other counties are there in the United States where similar conditions exist on talking machines and other advertised products?

## The Manufacturer's Sales Machinery Slipped A Cog

A few months ago in an article on squeezing the business out of sales correspondence, *Printers' Ink* quoted a prominent advertising manager as declaring that the sales department of his concern actually threw away enough business to keep a big company busy all the year—threw away the business on leads turned up by the advertising department. A number of people took exception to this statement, saying it was more than ridiculous to think that any sane sales manager was going to throw away business. Inquiries were too hard

Continued on page 31





# Human Elements in Town Building

By A. H. Melville, Madison, Wisconsin. Chief Bureau of Civics and Commerce and Associate Professor of Business Administration, University of Wisconsin.

**I**N the discussion of problems of town building, problems that are being considered by many municipalities at the present time, there are material considerations to be taken into account without doubt, but above these factors is the far greater factor of the men behind the cities. The accompanying address that strongly urges these points was delivered at the Second Annual Short Course on Merchandising held at the University of Manitoba, Winnipeg, in February of this year.

**A**TOWN is just as large as the territory it draws business from. No longer can a city hide behind the cloak of its city limits and say—I am not interested in anything except what is within my gates. City limits are only boundaries for municipal government. In building a city, therefore, we must recognize in a constructive way the interests of all the people we serve in commerce, in trade, in agriculture, in recreation, in matters of health. I believe it was the veteran Cyrus McCormick who recently remarked to a group of bankers and business men that the prosperity of farmers in their community is the measure of their sales in business, and the late Theodore Roosevelt, who recently writing in connection with the League of Nations, said: "If this old world of ours is going to be a good place for some of us to live in, it has got to be a pretty good place for all of us to live in."

Our civic, commercial and educational interests are so interwoven and interlocked that we can scarcely consider the welfare of one line of business without reckoning with all the others. If we have factories with efficient working men, they must have sanitary, cleanly homes to live in. They must have recreation for themselves and their families. If we have progressive, contented, satisfied farmers, good farming implements, markets to care for their grain, and modern stores to take care of their household needs are implied.

## The Human Touch

In this busy hurly-burly world of ours, this age of wireless telegraph, 100 miles an hour automobiles, 70 miles an hour trains, fast aeroplanes, 90 miles an hour business and three editions a day newspapers, men are losing the personal contact of man to man and the human interest that goes with it. We rush hurriedly to business in the morning and back again at night, to committee meetings, speaking for a moment first with this man and then with that man, but never knowing really the man with whom we meet and deal. We are busy in our stores, we cannot cultivate friendship of our customers. The other day, to my surprise, I learned that a prominent man with whom I have been sitting on committees lived only a stone's throw from my own door. The magic touch of personal interest so common a few years ago seems gradually to be slipping away. And yet, if we are to build our cities constructively, not for to-day or to-morrow, but for years to come, we must know the men who live in

them and their capabilities, for it is men who make cities.

The other day some misguided man in Minnesota caused the failure of a chain of fourteen banks. The newspapers heralded it half way across the continent. Not a few people immediately said to themselves, "I wonder if my bank where I do my business is safe? How about my savings and earnings, are they all right?" and again we see how interdependent business is and how much the success or failure of one unit affects all the others. And not only that, but it affects the town or city in which the failure takes place and its reputation, for cities have a reputation and character just as individuals and firms have.

Now towns are competing with one another for business just as business men in the same line of business compete with one another. A town is known by the reputation of its business men, by the reputation of its schools, by its libraries, by its health, by its recreation facilities and judged accordingly. If we are to build a town, we must know its resources and liabilities. We must take stock of what it has to offer to the people who live there and who come there to trade, just as the merchant takes stock every so often to see what he has and what he is out of that he must supply. We must analyze our own community critically, face the facts and act according to what the analysis shows. One town is short a good retail store, another a blacksmith shop, another a good hotel.

## A Need for Executive Action

A meeting of this kind here to-night fifteen years ago would have been absolutely impossible. Business men did not get together then as now. They feared each other and were not willing to trust their competitors. Perhaps they did not realize the necessity for collective action. No town, or city, or community can be really and truly prosperous and contented unless the people get together frequently in social intercourse and exchange ideas and opinions on matters of public interest and business. Rome and Greece had their public forums at Rome and Athens where the wise and unwise gathered together and debated matters of public policy. For centuries 2,500 to 3,000 years ago this custom prevailed, and who shall say they were not the most progressive cities of their age? The creed of the Athenian youth, the free born British youth can be proud of to-day:

"I am a citizen of no mean city.

"I will never bring dishonor or disgrace upon my city, nor desert my suffering comrades in the ranks.

"I will fight for the sacred ideals and standards of my city both alone and with many. I will respect and obey her laws and seek to impose a like obedience and respect upon the part of those above us who are prone to annul them or set aside. Thus in all ways will I seek to transmit to my city, not only not less, but greater, more beautiful and better than it was transmitted to us."

The winning of the world war is the finest example of collective co-operative effort that is recorded in history. One nation could not win the war. Nor could two nations. It took the combined effort of all the liberty loving nations directed under central leadership to strike the blow at militarism which has made the world safe for Democracy. The fruits of the victory we shall enjoy and shall we not carry this lesson of constructive co-operation into our constructive city building?

Two years ago, John Barrett got the Central American Republic together for monthly meetings in the beautiful Pan-American Building at Washington, where the representatives of these countries could meet and know each other, rub elbows, sit at a common table and discuss common interests and common problems in a frank and honest fashion. The result is that instead of a new revolution or war breaking out somewhere in Central America every morning before breakfast, they haven't had a war for two years and a half.

But we must organize if we are to get results. I have noticed that there are three types of institutions in towns that are supposed to represent the business man's, and incidentally the town's, interests:

1. The small business organization designed to give credit information and undertake collections.

2. The business men's organization for developing trade and commerce only and which usually includes the one already named.

3. The big, broad, institution which includes all the interests of the other two and which is big enough and broad enough to include every interest of the country; its commerce, trade, education, recreation, health and agriculture. This is the kind of a body that is building towns for not only to-day, but for the future.

## The Men Behind the Cities

Call the roll of cities in the United



States and Canada that are doing things and you will invariably learn that back of them are bodies of educated men that are giving their time unselfishly and generously to building up their cities. Such men have in mind that boys and girls have value in a community as well as wheat and oats, lumber and other commodities. A town which is a better place to rear a family in, a town which is a better place to raise boys and girls in, to develop manhood and womanhood, to build character in, without which business would be as unstable as a rope of sand, is a better place to do business in. And these same men are willing to give some of their time, some of their energy and some of their money to get these results.

Most towns have an idea that a factory is the only thing that can build a town. They forget that towns develop from within out. They want trade and so they buy a factory to come to town to furnish employment for labor and more business. In nine cases out of ten, the factory that wants a location will come to your town if you have the physical requirements for it to run without buying it. And if you buy it, later on the chances are you will find it "a fly by night" and you must pay the fiddler.

A live business men's organization furnishes the facilities for looking into these matters carefully. Let us pass rapidly among our large cities and see what problems they have had to meet and how they met them:

Chicago got her boulevard and park system through the efforts of one of her citizens who appeared before the City Council persistently for ten years. It has been built up commercially largely through an active business men's organization.

Cleveland has become a great city of play grounds through organization. More homes are owned in this city for its population than any other in the United States. A great Union Depot was the result of seven years' effort.

Memphis, through its agricultural committee, is changing the State from cotton to diversified farming. They found that milk was being shipped from Wisconsin to Memphis because they did not have dairy cattle in the State to meet their requirements.

Little Rock—The agricultural committee found that two years ago in Arkansas they were receiving sixty million a year for cotton but were spending seventy-two millions a year for feed that she should have been raising. Since then, 2,900 meetings were held in one year to bring about a change.

In Waukesha, a city of 10,000 people, the business men and bankers loaned farmers money six years ago to buy pedigreed dairy stock and erected a stock pavilion. In 1918 the farmers of this district sold 180 carloads of pure bred and grade dairy cattle amounting to \$320,000.

In Ashland the business men and bankers financed farmers after the district had gone to pieces because the lumber was gone. The result was that cheese factories and creameries sprang up all over that district.

At Fondulac, a body of bustling business men invited 1,242 farmers attending a country institution to sit down to dinner with them.

In Wisconsin, seventeen towns from 500 to 2,000 put in rest rooms last year.

"Yes," you are saying, "that is alright, they can do it in towns where they have plenty of money and a paid secretary, but how about small places where little or no money can be raised? How about little towns without any vision?" Mr. Melville then told his audience about a little town of thirty-five people—they did things regardless of population.

Lakefield, Minnesota, accomplished all that it has done through the co-operation of the business men and the farmers. It has a real, live commercial club. It is co-operation and energy that does these things. Never run down your own town,

especially to strangers. Boost it, make it the best town in your county—your county the best in your province—your province the best in the country. All we need is more vision, pep and initiative.

**VISION**

- Then vision forth what here you most desire.
- Dream of industries and busy marts of trade.
- Dream of traffic, dream of wealth, dream of parks and playgrounds—of happiness, content.
- Dream of contented labor at its task;
- Dream of smiling women and better men;
- Dream of homes where laughing children play;
- Dream of a city beautiful and fair.
- Think and plan as others have for their accomplishments,
- Then work, work for contented labor at its task;
- Work for smiling women and better men;
- Work for homes where laughing children play;
- Work for a city beautiful and great, and Make your city a place where dreams come true.

**THE SUGAR SITUATION**

Advices are to the effect that there will be a great stimulus to the export of refined sugar. This will depend upon shipping, and as this becomes available, there will be a larger movement to Europe. Much will depend upon the peace settlement, and if the same is effected within the next few weeks, refiners expect to be very busy on this larger business from overseas. There is a certain amount of business coming from Europe now, and much increased activity has been effected on the part of the various refineries from this.

One Montreal refiner said to CANADIAN GROCER this week: "In the United States the food board is urging that consumers buy their sugar supplies. They point out that, with a large demand possible from Europe, this export will tend to decrease supplies at home. This will

have the effect of steadying prices at home. There is therefore no likelihood of prices becoming lower."

**COMMUNITY CLUBS AND RURAL MERCHANTS**

That community clubs are bringing together farmers and small-town merchants, and keeping business in local channels instead of allowing it to flow to Winnipeg, was a statement made by Fred C. Middleton, field secretary of the Manitoba Social Service Council, in submitting his first annual report to the community committee this afternoon.

Mr. Middleton said 20 clubs already have been formed in Manitoba. Many more are in process of formation. He will visit other communities.

Among the towns which have formed clubs are Minnedosa, Miniota, Isabella, Hamiota, Oak River, Justice, LaValle, Killarney, Cartwright, Franklin, Altamont, Minto, Foxwarren, Binsearth and Boissevain.

Mr. Middleton has held office for 12 months.

**THREE BRITISH COMPANIES AMALGAMATE**

The three export and import businesses hitherto conducted under the names of Becker, Shillan & Co., James Methven, Son & Co., Ltd., and J. H. Ironmonger, Ltd. have been amalgamated.

A private limited company under the title of British Merchants Incorporated, Ltd., has been formed and has taken over the three businesses, which will in future be carried on at the above address.

The governing directors of the company are: H. W. G. Becker, chairman; A. W. Shillan, James Methven, H. F. Methven, H. A. Greenway, J. H. Ironmonger.

**No Price Declines in Sight**

**The Canadian Trade Commission Issues Advice on Present Trade Conditions. Present Prices, It Urges, Are Reasonable, and There is no Wisdom in Delaying Purchases**

WITH the idea of stimulating trade within the Dominion by encouraging immediate buying, the Canadian Trade Commission has just secured returns of foodstuffs now offering at prices favorable to buyers. It is the belief of the commission's advisers that no immediate drop in general prices can take place in Canada yet. The commission is doing everything possible to urge a stabilization of prices to restore confidence in the domestic market, and it suggests that wherever possible it would be wise to undertake buying now. It is known that retail stocks are low, and that large numbers of merchants are "holding off" in the hope that there will be a general slump. As the peace treaty is not yet signed, and it may be many months before anything approaching normal conditions can be expected in Europe, there is no sign that expectation of this drop is justified.

From the returns already made to the commission it appears that Atlantic producers are able to fill large orders for choice grade split herrings and cod at really very favorable prices; New Brunswick packers have quantities of the small herrings prepared as sardines, and there is a considerable quantity of chum and salmon available on the British Columbia market.

Wheat flour can just now be supplied in unlimited quantities at prices favorable to purchasers, and there are large stocks of oatmeal and rolled oats, as well as desiccated vegetables in cans, stored within the Dominion. Before the war Canada regularly imported large quantities of beans of all sorts, but owing to the very large production last year there are now some two and a half million bushels available for export.



# CANADIAN GROCER

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H. T. HUNTER - - - - - Vice-President  
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### MAKE OCCASIONAL SURVEY

**M**ANY merchants find that it pays to take a careful look around the store frequently to see that seasonable lines are displayed most effectively, if the fixtures are placed in the best manner for displaying the stock, and if the stock arrangement itself is calculated to make the best impression on customers. Sometimes too much is shown giving prospective buyers an impression of confusion and disorder. Sometimes not enough is on display or on looking it over it is easy to see how it might be more attractively arranged. Little things like this frequently make or mar sales and are worth the time and attention it takes to adjust them.

### THE REST ROOM IDEA

**H**UNTSVILLE has just opened a rest room for visitors to the town, adding another to the list of towns who have seen the wisdom of such arrangements.

Every town depends to a large extent for its existence on the country surrounding it. The farmer's trade is necessary to keep the business going. But in far too few instances is any attempt made to cater to this trade.

The farmer or the farmer's wife who comes to town may have idle moments to spend, and shopping at the best is a tiring business, and it is something to be able to spend those idle moments in cheerful and comfortable surroundings. In many instances customers merely hang around the store waiting for the time to go home, or conversing with their friends. There are some merchants who believe that this is good business for the store. It is very questionable, however, if anything is gained thereby. The store should be a business, not a meet-

ing place, and there is little to be gained from a tired customer compelled to lounge about a store. It will not increase her appreciation for the store.

In many instances individual stores have realized this fact and have made the provision of rest rooms for their customers. It is a fairly costly experiment however, and one that many merchants, by reason of already cramped quarters, are prohibited from undertaking. It is easy for all communities, however, to follow the example of Huntsville, in building business, by showing the customers that they are welcome, and that their comfort is as much considered as their business.

### CONDITIONS THAT FAVOR BUSINESS

**T**HERE was a tendency following the signing of the armistice to hold back—to wait for prices to drop; merchants all over were conservative. Some to-day are sitting away back in their offices telling people things are quiet and prices must come down and missing the chance of their lives to move their stocks.

There is business within reach of the aggressive merchant—the farmer was never so prosperous—there are some retailers creating sales records this spring. Read what W. J. Carter, of Carter Bros., Picton, Ont., writes in the course of a letter recently received:

"Business is fine, and has every appearance of keeping up. The farmers are getting enormous prices for their calves and hogs. When the latter went to 18c last year, it was thought the utmost price had been reached, but they were paid 21½ cents here last Saturday. In the old days they would realize \$4 or \$5 for a month old calf, now they get \$23.00. One farmer got \$476.00 for four head of cattle last week. Verily, the farmers' lines are falling in pleasant places these days."

Isn't there some reason here to believe conditions should be good with the merchant? Are you out in the sunshine or glooming away back in the office where every day is dull? "Business is fine"—are you getting your share?

THE livest, biggest retail merchants are constantly on the watch for new ideas. Salesmanship is one of the greatest things in the world.

THINK of business in broader terms than your own store, your own street and your own house. All merchants have common problems and by getting together and deciding on a common basis of action they can usually solve them. Co-operation not only counts in business but it makes broader-gauged men.

SHORTER working hours and higher wages seems to be a popular demand all over the world just now.

THE more psychology you put into business the less apology you will need to take out of it.



# Regina to Have R.M.A. Convention

Matters of Unusual Importance to be Discussed at This Session — The Reorganized Machinery of the Association Will be Fully Explained — Frank Stockdale, Merchandising Expert, Will Give Five Important Addresses

THE convention of the Retail Merchants' Association of Saskatchewan will be held this year on May 13, 14 and 15 at Regina, Sask. This is always one of the big events of the year among Western merchants, and this year promises to be an event of very unusual interest. The reorganization of the association, and the appointment of an eastern and western executive council, that took place at the recent session of the Dominion board, the details of which have not yet been made public, will be fully discussed by J. J. Polson, first vice-president of the Saskatchewan Association, and delegate to the Dominion board.

The address of the Dominion president, J. A. Banfield, will also be looked forward to with unusual interest.

## The Frank Stockdale Lecture

One of the greatest attractions of the conventions will undoubtedly be the series of five addresses which are to be given by Frank Stockdale, the noted commercialist of Chicago, in connection with the short courses in retail merchandising which are this year being provided under the direction of the universities of Saskatchewan and Alberta, at the request of the Retail Merchants' Association that such a course should be established. All merchants who desire to know all that is worth knowing in connection with the successful operation of their business from every standpoint, will put aside every other engagement in order to attend the convention.

## Will Also Speak at Alberta Convention

Following the convention at Regina Mr. Stockdale will go to Saskatoon, where he will deliver three lectures at the University of Saskatchewan on May 19th, 20th and 21st, and subsequently one at Prince Albert on May 22nd and North Battleford on May 23rd. He will subsequently proceed to Edmonton for a full course at that point in connection with the University of Alberta, and will afterwards proceed to Medicine Hat for the Alberta Provincial Convention on June 3, 4 and 5.

## Proposed Trade Section Convention

Another important subject for discussion will be the proposed trade section conventions. In place of the annual convention at present held the proposal is made that each trade section of the association shall hold an annual convention on various dates throughout the year and probably at different points throughout the two provinces.

## Proposed District Branches

One question of paramount interest to retailers will be the proposed forma-

tion of district branches of the association. The proposal is to divide the Province into districts, each district to embrace from 250 to 300 merchants, and to have a paid secretary who shall devote his whole time to looking after the interests of the members in his particular branch, including credit reports, collections, community building campaign and other matters.

On the Wednesday afternoon the annual meeting of the Retail Merchants' Mutual Fire Insurance Co., which has made rapid progress during the past year, will be held and very satisfactory reports of the year's business will be presented, and the company's future policy will be discussed.

Neither has the lighter side of convention work and attractions been forgotten. On Wednesday morning the delegates will have an opportunity of visiting the Imperial Oil plant, and in the evening a banquet will be tendered the delegates by the Regina branch of the R.M.A., when an address will be given by Premier Martin, followed by one of Mr. Stockdale's lectures on the important subject of "Protecting the home town front."

## Transportation Arrangements

Arrangements have been made with the various railway companies as regards fares under the following conditions: Delegates can take single fare tickets going to the conventions, obtaining at the same time standard convention certificates, which must be presented to the secretary on arrival in Regina. Should there be one hundred or more delegates at the convention they will be able to obtain return tickets at three-fifths of the return fare, or if there are less than one hundred delegates present at four-fifths of the return fare, plus 25c validation fee. A simple calculation will show that except in the case of those residing at the greatest distance from Regina, it will amount to about the same as the ordinary return fare.

The full program is as follows:

### PROGRAMME.

#### Tuesday Morning, May 13th.

- 9.00 o'clock—Delegates and visitors will call at the Convention Hall for the purpose of registering and receiving their badges.
- 10.00 o'clock—Convention Hall—Opening Session. Address of welcome by His Worship Mayor Black.
- President's Address.
- Treasurer's Address.
- Secretary's Report.
- Report of Dominion Convention by J. J. Polson of Regina.
- Appointment of Resolutions Committee.

#### Tuesday Afternoon, May 13th.

- 2.00 o'clock—Convention Hall. Receiving Resolutions and consideration of same.
- 4.00 o'clock—Address by the Dominion President, J. A. Banfield, of Winnipeg.
- Tuesday Evening, May 13th.
- 8.00 o'clock—Convention Hall. Address by Frank Stockdale, Retail Commercialist of Chicago.

Subject: "Some After-the-War Problems." Discussion.

#### Wednesday Morning, May 14th.

- 10.00 o'clock—(a) Discussion of Proposed Trade Section Conventions. (The different Sections of Trade would hold separate conventions, instead of one General Convention, as at present.)
- (b) Formation of District Branches. (It is proposed that the province be divided into districts, each containing 250 to 300 merchants—each district to have a paid Secretary, to devote his entire time to looking after the interests of the members in his particular branch, including credit reports, collections, community building campaign, and other matters.)

#### Resolutions.

- 11.00 o'clock—Visit to the Imperial Oil Plant.
- Wednesday Afternoon, May 14th.
- 2.00 o'clock—Convention Hall. Annual Meeting of Retail Merchants' Mutual Fire Insurance Company.
- Reading of Minutes.
- President's Report, including financial statement.
- Election of two Directors.
- Address by A. E. Fisher, Superintendent of Insurance for the Province of Saskatchewan.
- Discussion on future policy of Company.
- 4.00 o'clock—Address by Frank Stockdale, of Chicago. Subject, "Meeting To-day's Competition."
- 5.30 o'clock—Nomination of Officers for the ensuing year.
- Wednesday Evening, May 14th.
- 8.00 o'clock—Banquet, tendered by the Regina Branch of the Retail Merchants' Association.
- Address by Premier Martin.
- Lecture by Frank Stockdale, of Chicago. Subject, "Protecting the Home Town Front."

#### Thursday Morning, May 15th.

- 10.00 o'clock—A moving picture entitled, "The Troubles of a Merchant," will be shown at the Allen Theatre.
- Thursday Afternoon, May 15th.
- 2.00 o'clock—Election of Officers for the ensuing year.
- 2.30 o'clock—Address by Frank Stockdale, of Chicago. Subject, "Sales People of To-day and To-morrow."
- 4.00 o'clock—Questions and New Business.
- Thursday Evening, May 15th.
- 8.00 o'clock—Address by Frank Stockdale, of Chicago. Subject, "Opportunities in Retail Advertising."
- Convention closes.

## PILCHARDS KEEP CANNERIES BUSY

Mr. Millerd, of the Gosse-Millerd Packing Co., Vancouver, B.C., reports that they have sent their preliminary crews to the company's canneries on the Skeena River and at East Bella Coola. The herring and pilchard canneries at San Mateo Bay, Barclay Sound, have been operating all winter. The fact of the company having canneries located on the pilchard grounds makes it possible to keep the canneries going all the year round, whereas the straight salmon canning always had consisted of a short, top-speed, full capacity canning season, followed by a few months in which the canneries were closed down. Although the Fraser River canneries will operate as usual, Mr. Millerd does not look for a large pack of salmon from these grounds. At the Vancouver cannery, near the mouth of the Fraser River, the company manufacture their cans.



# CURRENT NEWS OF THE WEEK

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

## Maritime

The general store operated by Fred W. McMann at Minto, N.B., has been destroyed by fire.

Thomas W. Fulton is opening a grocery store on the corner of York and Saunders Street, Fredericton.

The Yates Grocery, Spring Garden Road, Halifax, have purchased the building in which their business is located.

The Eastern Hay & Feed Co., of Sackville, have sold out their branch in Amherst, N.S., to E. W. and Fred Cochrane.

M. E. Murray, head of Murray & Co., Boston, manufacturers of extracts, fruit syrups, etc., is visiting various places in New Brunswick.

The maple sugar season has been an exceptionally good one in New Brunswick, the run of sap being unusually heavy in most districts.

A deputation of merchants waited on the Mayor of Halifax this week to ask that he proclaim Monday, May 26, a public holiday instead of Saturday, May 24 in order to lessen the inconvenience to business.

The largest retail stores of Sussex, N.B., have agreed to close each evening except Saturday at 6 o'clock instead of keeping open on Tuesdays and Thursdays until 8 o'clock. The grocery stores have decided not to solicit orders in the morning but to devote this time to delivering goods.

Tenders have been called for for a brick addition to and extensive alterations in the building, corner Spring Garden Road and Birmingham Street, Halifax, purchased by Hopgood & Sons, for their increasing retail grocery business.

The first annual dinner of the Halifax branch of the Retail Merchants' Association was attended by about one hundred members and proved well worth while. W. J. Hopgood presided and the speakers included Lieut.-Gov. Grant; W. A. Major, president of the Commercial Club; J. C. Doyle, secretary of the N.S. and P.E.I. provincial board, and others. There was also an excellent musical program.

## Quebec

Rene Laberge, Chateauguay Basin, has sold to Laberge Bros.

John Burns, general manager of P. Burns and Co., Ltd., Calgary, passed through Montreal last week.

Chas. Chaput, president of Chaput, Fils, and Co., Ltd., wholesale grocers, Montreal, returned from Atlantic City.

It is stated that a large terminal coal storage plant will be erected in Montreal this year at the Place Viger Terminal. This is expected to be of ten stories and three sub-basements of 180 feet by 83 feet, and of an estimated cost of \$700,000.

Montreal window cleaners are out for more money. They also want better working conditions. The wages asked for run from \$20 to \$30 per week and they want most of the regularly-recognized legal holidays. In addition, they are asking that they be insured against accident by their employers.

T. H. Johnson, controller of the Canadian Fish and Cold Storage Co., of Prince Rupert, B.C., passed through Montreal on his way to New York and Philadelphia. Mr. Johnson spoke encouragingly of the West coast fisheries development. A large increase in the output is anticipated, with facilities better for securing large catches. Developments are looked for relative to the greater sale of flat fish.

## Ontario

E. M. Checkley, Toronto, has sold to Thos. Golding.

Robt. Benson, St. Catharines, has sold to L. E. Longden.

E. W. Sage, grocer, Woodstock, has sold to W. G. Cockburn.

Geo. R. French, St. Catharines, has sold to Benson & Rodden.

Albert Phipps, grocer, St. Catharines, has sold to E. Doan.

G. S. Vernon, grocer and confectioner, Uxbridge, has sold out.

M. J. Selloum, grocer, Westboro, has sold to Ellard & Hastey.

J. W. Blain & Son, St. Catharines, has sold to W. Healey.

McQuarrie & Cole have opened a new general store at Hockley.

W. Richards, 1151 St. Clair Ave., Toronto, has sold to G. C. Hardy.

Mrs. A. E. Graham, grocer, London, has been succeeded by Ed. Wilson.

Chas. Simpkins, general merchant, Thamesville, has sold to Wm. Corbett.

N. O. Ramsden, the veteran grocer and hardware man of Mount Dennis, is dead.

D. Demars, groceries and meats, St. Catharines, has sold to French & Kadwell.

J. S. Griffin, general merchant, Windham Centre, has sold to W. R. McConnell.

Jas. McCauley, Gananoque, has opened a new department for groceries and provisions.

E. M. Peebles has opened a new store on the cash and carry system, at Smiths Falls, Ont.

The Empire Paper Products Co. manufactures paper pails. Mark E. Stover will be the general manager.

Hugh M. Stephens has purchased the business formerly carried on as the Stephens Store, Ltd., Collingwood, Ont.

Mrs. T. B. Coughlin, Belleville, Ont., has sold her grocery business to Mr. LaRue, and has moved to Toronto.

J. H. Drumm, Dundas St., West Toronto, has sold to G. V. Blankenborn. The latter takes possession May 1.

R. J. Cairns, who for more than four years managed the A. E. Barry Grocery, Orillia, has bought out Mr. Barry, and will conduct the store under his own name in the future.

The old Sarnia oatmeal mill, situated on North Front St., Sarnia, Ont., has been leased, and the lessees are the Empire Paper Products Co., recently located at Sombra, Ont.

E. A. Wood, who for some years past represented the Thomas J. Lipton Co. in Western Ontario, has recently joined the Willard Chocolate Company, Toronto, and will cover the same field.

Charles H. Crysedale, formerly a retail grocer in Oshawa, Ont., for many years, passed away at the hospital Friday last in his 68th year. He had held the position of police magistrate since 1914. He was born in Prince Edward county, and went to Oshawa about 39 years ago, engaging in the grocery business, which he conducted successfully until 1913, when he sold out. Mr. Crysedale was for several years a close reader of CANADIAN GROCER. His son, Frank, was connected with him in the business and latterly has been a travelling salesman.

## BROCKVILLE, ONT., MERCHANTS' BANQUET

The first banquet held in Brockville, Ont., in several years, under the auspices of the Retail Merchants' Association, took place in a local hotel on Thursday night. The speakers were Henry Waters, Ottawa, president of the Eastern Ontario Retail Merchants' Association; E. M. Trowern, Dominion secretary, and Mayor Lewis.

## POLICE MAGISTRATE AND FORMER VETERAN GROCER OF OSHAWA PASSES

The Police Magistrate of Oshawa, Chas. H. Crysedale, passed away at the hospital at Oshawa April 25, in his 68th year. He had held the position since 1914 with satisfaction to the community. He was born in Prince Edward County and came to Oshawa about 39 years ago, engaging in the grocery business, which he conducted successfully until 1913, when he sold out.

## OSHAWA MERCHANTS CLOSE WEDNESDAY AFTERNOON

The retail merchants of Oshawa, as usual, will begin their mid-week summer half-holidays Wednesday, May 7, and continue until the end of October.



### ST. THOMAS, ONT., GROCERS FAVOR PERMANENT WEDNESDAY AFTERNOON CLOSING

The grocers of St. Thomas, Ont., are making a united effort at the present time to have the city council pass a by-law making Wednesday afternoon a holiday in all seasons of the year. The half holiday has been observed here for many years during June, July and August. Last year it was started in May and continued until August. The local grocers of that city feel that their own interests would be better served if they were given one half day each week, and they are practically unanimous in the opinion that it will not interfere with the service given to their customers in any way.

The next week or so will decide the matter definitely. Every grocer is interested vitally, and even those who are opposed to the move, and have fought half-holidays for years, are gradually beginning to realize that a business man requires at least a few hours during the week in which to enjoy a respite from the worry of business.

### FIRST CARGO OF OLIVE OIL TO ARRIVE SINCE 1914

The first cargo of olive oil, consigned to a Toronto dealer, since the war, is en route, and is expected to be on the market in the course of next week, when quotations on the same will be ready.

### RIDGEWAY STORES ALSO CLOSE

Ridgeway, Ont., merchants have decided to close their stores on Wednesday afternoons during May, June, July and August.

### HARRISTON, ONT., PRODUCE BUSINESS CHANGES NAME

A new company has been formed to take over the wholesale produce business in Harriston, Ont., conducted for many years by Gunns Ltd.

The business will in future be known as Wellington Produce Co., Ltd.

B. Whitmore, at present manager for Gunns, Ltd., will be managing director of the new company.

### OTTAWA MERCHANTS USE EX- CHANGE METHODS

At the regular meeting of the local Retail Grocers' Association, on April 24, it was decided to make use of a black-board as a clearing house for members to advertise certain articles for sale for which they had very slow sales or were over stocked. Conversation among the members brought to light the fact that several could make use of this service both as buyers and sellers. This plan has much to recommend it, the ability to move dead stock and get the cash is one good point, the chance to secure small quantities of needed lines is another, but the very best point is the amount of good-will this intercourse between the members creates. Trade difficulties are chatted over, a real spirit of co-operation springs up which means much to the community at large, as well as to the association in particular.

### ONTARIO TRAVELLERS' HOLIDAYS

Summer vacation for country travellers covering the districts all west of Toronto to Windsor, and north to North Bay, will take place from July 23 to August 9th, inclusive.

### HOLD-UP IN MONTREAL GROCERY STORE

Three armed men entered the store of Valsanis Alengelistic, 201 Seigneurs Street, Montreal, recently and ordered the storekeeper to throw up his hands. They robbed the till of \$11, took the man's watch and all the cigars and cigarettes they could find in the place. They then left the store and ran up Seigneurs Street. The storekeeper ran after them with a revolver and fired several shots. Constable Paradis, of the Seigneurs Street Station, who was on beat duty nearby, heard the shots, and, seeing the men running, gave chase and captured one of the fugitives. The prisoner at the station gave the name of John Joseph Tobin, but the police say it was discovered from military papers in his possession that he was a returned soldier by the name of Leon Andrew, and that he came from Halifax.

### DOMINION SUGAR CO. HOLDS ANNUAL MEETING

Chatham, April 24.—The annual meeting of the Dominion Sugar Co., was held to-day in the Garner Hotel, Chatham, Ont., when gratifying reports, showing the company to be in a flourishing condition, were presented.

Officers were re-elected as follows:—President, H. B. Smith, Bay City; vice-president, C. A. Eddy, Bay City; directors, Guy S. Moulthrop, Bay City; J. A. Avery, Detroit; R. Gilchrist, Alpena; A. E. Dymont, Toronto; R. Laidlaw, Toronto; general superintendent, H. Weise, Chatham; secretary-treasurer, C. H. Coulson, Chatham.

Prospects for the year are bright, as the company has already secured the desired acreage.

### WHITE SWAN PRODUCTS

In the "Who Makes" directory published in the Annual Spring Number of last week some of the products of the White Swan Spices and Cereals, Ltd., Toronto, were inadvertently omitted. So that the trade may have this completed list for filing, it is given herewith.

Baking powder, Loyal Canadian and Queen's Favorite Brand.

Jelly powders, Barley Crisps; Diet Flour; Self-rising Flour; Self-Rising Buckwheat Flour; Self-Rising Pancake Flour; Flake Wheat (bulk); Wheat Flakes; Wheat Kernels.

Breakfast Foods, Wheat Kernels and Wheat Flakes.

### THIS MERCHANT KEEPS FAMOUS BRAND OUT OF HIS TOWN

Continued from page 26  
to get and too valuable to be treated that way.

But the statement was 100 per cent.

correct just the same. The investigation made in this Indiana county proves it. The good intentions of a sales department are not to be questioned. Its methods, though, are many times sadly at fault.

There is altogether too much inclination to throw an unfair proportion of the burden on advertising. No matter what his product may be, a manufacturer can create a market for it by advertising. He can sell the people to the point where they will ask for that article in the stores. It seems to be the idea in some quarters that when this much is done the dealer will be forced as a matter of good business judgment to handle the thing or run the risk of being regarded by his customers as behind the times in his merchandise offerings. There is a great deal of fallacy about such an idea. The more progressive type of retailers do not have to handle goods just because a demand is created for them through advertising. Some dealers of the slot-machine type imagine that they are at the advertiser's mercy. But those like retailer Jones of Indiana have to be sold as well as the consumer. This explains why more and more attention is being given every day to get the retailer properly and thoroughly sold on products he handles.

In the Indiana county mentioned here all the logic of the situation would seem to indicate that the missing talking machine should be at the disposal of the people to whom it is advertised.

That it is not an interesting tribute to the power of the retailer and an example of a notable failure to follow up national advertising to the point of squeezing the business out of the good will the advertising creates.

### MAKING FRUIT A WEEK END SPECIAL

Continued from page 23  
so that the addition to the normal trade of the store mounts up into quite an item.

While fruit is always made a leader in these week-end sales there are often other lines offered as specials as well. As a matter of fact one window is usually devoted to a display of fruit and the other to featuring some other lines that have been bought at a figure that permits a slight shading in price. This special figure is prominently featured in display cards and keeps the windows always of interest to the passing trade.

Mr. Davey has found this special week-end sale idea to be a very important factor with him. It enables him to keep his stock moving evenly, for his customers have come to look for these specials as they would look for any item of news. They interest them, and this interest very frequently results in sales that might under other conditions have never been made. And this applies not only to the passing trade but to his regular customers. It is a fact, too, that many people have become regular patrons of the store as a result of a chance visit induced by one of these special offerings.



# NEWS FROM WESTERN CANADA

R. A. Tassell, grocer, Winnipeg, has sold to Robt. J. Gray.

Harding Asp has purchased a grocery business in Camrose, Alta.

J. F. Price, grocer, Brandon, Man., is retiring from the retail business.

C. Duncan, grocery broker, Winnipeg, has just returned from a business trip.

Stewart & Miller, general merchants, McAuley, Man., have sold to L. A. Leavens.

C. J. Wyers, groceries and hardware, Brandon, Man., has suffered a small fire loss, which is covered by insurance.

The McLay Brokerage Co., Winnipeg, have been appointed representatives for Robertson, Morris & Co., Vancouver.

One of the grocery specialty men of the Harold Ritchie Co., was in Winnipeg last week working the retail trade.

Fire at the Guest Fish Co.'s plant last week at Winnipeg damaged stock in the basement to the extent of \$3,000.

L. T. Mason, of Mason & Hickey, Winnipeg, according to latest reports, was doing well and on the road to recovery.

Geo. C. Walker, formerly of the Escott staff in Winnipeg, has returned from active service, and is back at work again.

The plant of the Brett Manufacturing Co., manufacturers of wash boards, Winnipeg, was completely destroyed by fire last week.

A. E. Scott, president of Scott-Bathgate Co., Ltd., Winnipeg, has just returned from an extensive trip throughout California.

Wm. Meikle, who joined the Royal Flying Corps, has just returned to his work with the G. McLean Co., Ltd., wholesale grocers, Winnipeg.

Swift-Canadian Co., Ltd., Winnipeg, is opening its factory for two days to allow housewives to inspect the manufacture of oleomargarine.

E. A. Farley has joined the staff of Tees & Persse, Ltd., Winnipeg. Mr. Farley was for many years city traveller for W. L. Mackenzie Co., Ltd., Winnipeg.

Gibson Patterson, Ltd., Winnipeg, have taken over larger office space in the premises at 280 William Ave., and now occupy a corner position in the building, on the ground floor.

A \$1,000 cheque from Mr. and Mrs. A. McDonald was sent to the Winnipeg Children's Hospital fund last week. Mr. McDonald is a former Mayor of Winnipeg, and is president of McDonald Chapman Ltd., wholesale grocers.

James Wood, late of Western Grocers, Ltd., Winnipeg, is now calling on the jobbing trade in Winnipeg for W. L. Mackenzie Co., Ltd., Winnipeg. Years ago he handled Tetley's tea.

E. Evers, manager of the Montreal branch of W. K. Jahn Co., New York, was in Winnipeg the last week, calling

on the trade in conjunction with W. H. Escott Co., Ltd., who have been appointed their agents. W. H. Jahn Co., manufacture albumen, egg powder, coconut, and other lines that sell the manufacturers of biscuits and candy.

## W. M. HOPKINS, OF SCOTT-BATHGATE, LTD., COMES TO WINNIPEG

W. M. Hopkins, who for three years has been connected with the Regina branch of Scott-Bathgate Co., Ltd., Winnipeg, has been appointed to work in the brokerage department of the company's business in Winnipeg. Mr. Hopkins has had fifteen years' selling experience in Western Canada. The many friends

which he has made in the trade during this time will be pleased to learn of his promotion.

## McMANUS & HOWARD, LTD., UNDER NEW MANAGEMENT

W. E. Hoyle has taken over the business formerly known as McManus & Howard, Ltd., Winnipeg, and with certain extensions, will operate under the same firm name. Mr. Hoyle is adding a line of lubricating oils, etc., to the line of sanitary supplies manufactured by this firm. It is planned to enlarge the scope of the business, which has heretofore been confined to the city of Winnipeg.

## Denies Bean Market Dead

### Winnipeg Broker Tells of Way Wholesale Trade are Buying British Columbia White Beans

DAVID McLay, head of the McLay Brokerage Co., Winnipeg, takes issue with a statement which appeared in CANADIAN GROCER recently to the effect that beans are extremely plentiful in Canada. His experience would prove otherwise, he said. Mr. McLay recently solicited orders from wholesale grocers in Western Canada for British Columbia beans, subject to sample. He sold four hundred sacks, he said, on the first round, and when he received his sample, it was such a nice white bean he went back and each jobber doubled up his order, so that he sold a total of 825 bags, this at the new price.

Speaking of the price these beans would bring selling to the retail trade, Mr. McLay estimated that they would bring \$4.25 per bushel. Asked what prices had been prior to this, he gave as an example the price quoted by a Winnipeg wholesale house on April 1, namely 8½ cents per pound, which works out about \$4.95 per bushel. Even at that price, he said, they were losing money, and this was a yellow bean. While the bean market has dropped considerably, Mr. McLay was of the opinion that a reaction was taking place.

He stated that, speaking generally, the jobbers in Winnipeg were not overstocked. There was one wholesale house and one department store who had big stocks of Japanese beans, or Burmas. The fact that he sold six jobbers beans last week in Winnipeg, and two outside houses, indicated that there was a demand.

Speaking of conditions generally, Mr. McLay stated that he noticed a reaction taking place in the case of canned goods.

The market was picking up in Eastern Canada. Gallon apples, for example, were practically cleaned up, and those that were offering were offered at high price. He thought that jobbers would not have sufficient gallon apples to carry them through the season. Speaking of corn, he stated that American houses did not seem to be able to offer until new crop, and what was being offered there was hardly suitable for the trade here. There was an odd car here and there in Eastern Canada which they were able to pick up. As regards tomatoes, there was an improvement in price. It was difficult to buy tomatoes, he said, except in jobbers' hands. Mr. McLay stated that peas was the only line showing quietness. New crop would begin to arrive in June, and all Winnipeg jobbers would have plenty of canned peas on their hands.

## MAY RETURN TO WAR BREAD

Reports from Paris indicate that an increase in the milling percentage, which will virtually put the world back to a war bread basis for the next three months, is part of the program adopted by the Supreme Food Council, under the chairmanship of Herbert C. Hoover.

The program also includes a complete plan for securing and distributing food to allied, liberated, neutral and enemy countries until the next harvest.

One object of the program is to determine the available food supply and so to distribute shipping as not to put undue pressure on any one market.



## Winnipeg Clerks Demand Minimum Wage of \$30 Per Week

They Also Ask Merchants to Give Them 44-Hour Week, and Other Considerations—R.M.A. Will Support Them if Given Support Themselves

**W**INNIPEG, April 30.—(Special).—The Retail and Wholesale Clerks, Shippers and Warehousemen's Association, of Winnipeg, have addressed a suggestion to the merchants of Winnipeg, which they want considered as a basis to work on for the future. Roughly speaking, it is as follows:

1. Forty-four hours shall constitute a week's work.
  2. One hour for lunch at noon each day.
  3. Employees shall receive full pay for holidays.
  4. No overtime except at stocktaking, and then the pay shall be at the rate of time and half.
  5. When reduction of staff becomes necessary, juniors shall be let out first.
  6. When the staff is reduced, employees shall be given a week's notice.
  7. Seniority shall govern cases of promotion.
  8. Women and girls shall not be required to do heavy work.
  9. No boys under sixteen shall be employed in any store governed by this agreement.
  10. Employees shall be paid at the end of each week.
  11. Apprentices must be over sixteen years of age when entering, and shall serve four years.
  12. Only one apprentice shall be allowed to every five employees.
- Rates of pay: Male, \$30; female, \$20 per week.
- Rates for apprentices: First year, \$15; second year, \$17; third year, \$20; fourth year, \$25.
- The above rate shall be known as the minimum rate of pay.

### What the R. M. A. Say

In conversation with J. H. Curle, secretary of the Retail Merchants' Association of Manitoba, a representative of CANADIAN GROCER was told that it was too early to make a definite statement re the above suggestion. Mr. Curle stated that there would undoubtedly have to be many changes in the proposal as submitted, and that even before any agreement could be entered into, the retail grocery trade would have to be quite sure that the grocery business was going to be protected by the proper enforcement of the Early Closing By-law in Winnipeg. At present there is open house, due to the fact that an appeal is to be heard against the decision of Sir Hugh J. Macdonald's judgment in imposing a fine based on the Early Closing By-law. Retail clerks, Mr. Curle believed, would strongly support the by-law, and would join hands with the mer-

chants in removing groceries from night stores.

### What R. M. A. Wants

Asked for a definition of "night" store, Mr. Curle stated that prior to the passing of the Early Closing By-law, fruit and confectionery stores had been

in the habit of stocking various quantities of groceries, and sales of groceries after hours were prevented by the spotter system. Now the spotter system is to be abandoned, and inspectors employed, who will be able to determine whether a store should be allowed to remain open at night.

According to Mr. Curle, if the Clerks' Association will support them in having groceries removed from stores which open at night, then they will co-operate with them in getting down to a basis of a shorter working day, and a higher rate of pay, of which the above is put forward as a suggestion by the clerks.

## Pick-Up Trade and Family Business

J. J. Jackson, of Winnipeg, Has Developed Transient Trade to Take the Place of Family Business

**O**N the west side of Main Street, between the present Hudson Bay Store and Portage Avenue, a sign bearing the name of J. J. Jackson points the way into a grocery store, which, though it bears the signs of age, is doing a thriving business on a foundation laid years ago. On this solid foundation there has been developed, however, a new phase of trade, under the careful direction of Mr. Jackson, who is still actively engaged behind the store counters.

Twenty years ago Mr. Jackson established his own grocery store on the corner of St. Mary's and Main Streets. Some two years later the store was removed a few doors north to the present location. Prior to establishing this business Mr. Jackson was for eighteen years in the grocery department of the Hudson Bay Company's store in Winnipeg. It was here that he learned the trade and it is thought that a number of customers followed and assisted Mr. Jackson in his new enterprise.

In 1899 when the Jackson store was established on Main Street, similar businesses in the city were very few and far between. A grocery business under the name of H. P. Weldon was one competitive store which is in operation to-day under the control of a brother of the original owner. The A. R. Christie grocery, which only recently ceased business, was also located nearby at that time.

### Changing Conditions Change Business Methods

It is significant that the Jackson grocery is to-day the only exclusive grocery store on Main Street, Winnipeg, for a distance of approximately half a mile. This district extends through the heart of the city's downtown and business section.

During the past twenty years, there have been many changes in the form of merchandising. Family trade was the specialty at first, and a percentage of this trade is retained to this day by the Jackson store, though it is growing more difficult to hold this trade as families separate and move to various sections of a growing city, and find more conveni-

ence by dealing at a store nearer at hand. Mr. Jackson does everything possible to hold this trade by giving service and satisfaction, but as the natural tendency is against the plan it is becoming difficult to keep in touch with these customers. The bulk of this trade is done over the telephone.

### A Pick-Up Business Worth While

This does not imply that trade on the whole is decreasing in volume, however, for transient trade is becoming a bigger factor with the Jackson store. There is a certain amount of "pick-up" business in a down-town grocery store and owing to the fact that this particular store is the only one of its kind in an extensive business district it draws considerable trade of this type. This business is very desirable for it is practically all done on a strictly cash basis and needs little further attention as regard delivery, etc.

### IMPORTANT ESCOTT CALLERS

A number of manufacturers represented by W. H. Escott & Co., Ltd., have been in Winnipeg during the past week. Among them was James Wagstaffe, head of Wagstaffe's Ltd., jam manufacturers. After spending some time in Winnipeg, Mr. Wagstaffe went West as far as Vancouver, calling on the trade. He returned to Winnipeg last week, and later returned to Hamilton.

Another caller at Escott's was Sydney Pascall, representing the English confectionery manufacturers of that name. After spending two days in Winnipeg, Mr. Pascall returned to Ottawa, where he is staying.

T. B. Cooke, of the Dominion Molasses Co., Halifax, another Escott account, spent some time in Winnipeg last week, calling on the wholesale trade. He proceeded West from Winnipeg and will cover the trade from here to the Rockies.

### PACIFIC COAST REPORTS GOOD SPINACH CROP

News from the Pacific coast indicates a good crop of spinach, not so plentiful as had been hoped, but of good quality.

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**T**HERE has been a general firming tendency in all markets during the past week that in some instances only represents a better disposition on the part of the trade toward the product, and in others indicates a situation that presages, if it has not already resulted in, materially higher figures.

**TORONTO**—One of the notable features of the market this week was the substantial advances recorded in corn syrup and corn products generally following the sharp advance of corn on the market. This advance totalled 30 cents a case on syrups. There has been a sharp advance in prunes also, and prices on evaporated apples and apricots are also higher.

Coffee has scored another sharp advance, increasing the price about two cents a pound all round. Tea is very firmly held, and there is the possibility of advance here also. The heavy export demand for canned goods has resulted in a practical cleaning up on all fruits, and a material curtailment of stocks of vegetables. This has put the canned goods situation business in a much better position than it occupied some little time ago.

While poor grades of rice are fairly plentiful, the better grades are by no means so, and deliveries are very uncertain. Beans, too, are in a better market position. The phenomenal advance of live hogs to \$21.50 during the week has resulted in advances in all pork products. Eggs also are somewhat higher, but butter is reacting under the diminished buying engendered by high prices and is showing some declines.

**MONTREAL**—Among the advances made this week is one of a quarter of a cent per pound for various starches. These are in good demand and the high corn markets have effected this advance. Corn syrups are moved up half a cent per pound for bulk kinds and 30c per case for case goods. Peanuts, Brazil nuts, are higher, and some varieties of nuts are getting scarce. Dried apples are likely to advance, supplies having been exported freely. Other advances include canned peaches and pears, and various green vegetables, pine-apples, etc. Coffee prices have advanced one cent on two grades, and the chances are that higher prices still will prevail. Rolled oats and cornmeal are higher, the price for grain being continually higher. Winter wheat flour is up 50c per barrel, and hay and grain prices are again increased.

Declines are made on cucumbers, ginger, cloves, cassia, white and black pepper, castor oil, pickles of various kinds, and Epsom salts. There is a fair outturn of business in various lines, and prices are, for the most part, inclined upward.

**WINNIPEG**—Coffee is in a steadily advancing market with higher prices this week. Further advances may be expected as this market is being influenced by the approach of Peace. Dried fruits are very firm with higher prices on prunes, apricots and evaporated apples. In sympathy with the recent advance in corn, starch and corn syrup have advanced this week. Washington rhubarb is cheaper. Apples are very scarce and prices are higher. Some vegetables are scarce; lettuce declines while cabbage jumps four cents per pound. Bean market firming up again.

## QUEBEC MARKETS

**MONTREAL**, April 30—Grocery markets are reasonably satisfactory this week, there being considerable business among the jobbers. A larger sale is anticipated for some lines, and while orders are small, in many cases, there is a large tonnage in the total.

There have been some important price changes, these appearing in the summary above.

### Pickles and Castor

### Oil Are Lower

Montreal

**PICKLES, CASTOR OIL.** — Lower quotations are being made on various

grades of pickles. The declines run from 5c to 15c per dozen. Castor oil is very much lower, and the following prices are quoted by one jobber. The old prices are given first, and the revised levels follow: One oz., per doz.,

old price, 95c; new price, 65c; 2 oz., \$1.75, \$1.10; 3 oz., \$2.45, \$1.45; 4 oz., \$3.50, \$1.90; 6 oz., \$4.75, \$2.65; 10 oz., \$7.80, \$4.25; 16 oz., \$12.00, \$6.40.

### Salt Quotations

### Under Revision

Montreal

**SALT.**—Several jobbers have made revisions in salt of both coarse and fine grades, the same being made effective for Montreal and outside territories served from here. Some of the prices prevailing are as follows: Coarse, 140 lb. bags, \$1.75; 100 lb., \$1.35; rock, 200 lb. bags, \$2; cheese salt, in barrels,



\$4.25; dairy salt, in barrels, \$4, and in 50 lb. bags, 80c; factory filled, barrels, \$3.75, 50 lb. bags, 70c; fine, in barrels, \$3.15 to \$3.75, 200 lb. bags, \$2.10-\$2.50; 100 lb. bags, \$1.25, 50 lb. bags, 62½c-75c. Cost of delivery to adjacent points within truck delivery distance, extra.

These are conditions peculiar to the Montreal districts, being prices set to meet competition from British manufacturers, who can lay down salt in the Maritimes and parts of Quebec at a less cost for transportation than from the Western Ontario salt field.

**Starches Are Up;  
Epsom Salts Down**

**Montreal**  
**STARCH, SALTS.**—Advances of one-quarter of a cent per pound are made for most grades of starches. The exceptions are celluloid and enamel grades. This advance is made necessary following the high prices for corn. Epsom salts have declined in this market, the present price being 2c down, to 6c per lb.

**Sugar is Firm;  
Moves Freely**

**Montreal**  
**SUGAR.**—Refiners are working steadily to overtake an increased business. They anticipate a continuance of good business, particularly when ships are available for a larger export, for the Europeans will want increasingly large lots of refined sugar. There is a large as well as a free movement from the South of raw sugars, and domestic demand is better, if anything, than it has been. The price basis is steady, firm, and unchanged.

Atlantic Sugar Company, extra granulated sugars, 100 lbs. ....	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 95
Icing, barrels	10 15-10 30
Icing (25-lb. boxes)	10 05-10 30
Icing (50-lb. boxes)	10 35-10 50
Do., 1-lb.	11 05
Yellow, No. 1	9 75-9 55
Yellow, No. 2 (Golden)	9 45-9 55
Yellow, No. 3	9 35-9 45
Powdered, barrels	10 05-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 50
Cubes and Dice (ass't tea), 100-lb. bxs	10 55-10 65
Do., 50-lb. boxes	10 65-10 75
Do., 25-lb. boxes	10 85-10 95
Do., 2-lb. pack	11 95-12 05
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 85
Paris lumps (cartons, 5-lb.)	11 70
Do., (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	10 55
Crystal diamonds (boxes 100 lbs.)	10 65
Crystal diamonds (50-lb. boxes)	10 75
Crystal diamonds (25-lb. boxes)	10 95

**Canned Fruit Up;  
Vegetables Move**

**Montreal**  
**CANNED GOODS.**—Free movement of canned vegetables and fruits continues. As a matter of fact, jobbers have been selling a great deal of surplus stock for overseas account, and one jobber stated that he had just disposed of 11,000 cases of tomatoes to be

shipped out of the port of Montreal in the immediate future.

Canned fruits are scarcer, and there is a firming tendency all around on these lines. One jobber has moved his prices up 10c per dozen on pears, and 5c per dozen, each, on greengages and peaches.

<b>Canned Fruits—</b>		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 50	1 75
Do., gallons, doz.	4 75	5 25
Blueberries, 2s	1 90	
Currants, black, 2s, doz.	4 00	
Do., gallons, doz.	13 00	
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s, doz.	3 00	
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	2 50	2 50
Do., No. 2	2 80	3 00
Do., 2½	3 25	3 75
Pears, 2s	2 50	2 90
Do., 2½s	3 25	
Do., 2s (light syrup)	1 90	
Pineapples (grated and sliced), 2s	3 60	
Do., 2½s	4 50	
Plums—Lombard	2 00	2 20
Gages, Green, 2s	2 45	
Do. (light syrup, 2s)	2 00	
Raspberries, 2s	4 00	4 20
Do., 2½s	2 60	
Strawberry, 2s	3 97½	4 20
<b>Canned Vegetables—</b>		
Asparagus (Amer.) mammoth green, doz.	4 00	
Asparagus, imported (2½s)	4 05	5 25
Beans, Golden Wax	1 95	1 97½
Beans, Refugee		
Beets, new sliced, 2-lb.	1 40	1 42½
Corn (2s)	2 05	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (2½s)		2 45
Corn (on cob), gallons	7 25	7 50
Spinach, 3s		3 00
Spinach, California 2½s		3 15
Do. (wine gals.)		10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	1 20	1 35
Tomatoes, 2½s	1 75	1 80
Tomatoes, 3s	1 75	1 90
Tomatoes, gallons	6 00	7 02½
Peas, standards	1 40	1 50
Peas, early June	1 57½	1 60
Peas, extra fine, 2s	2 30	2 35
Do., fancy, 20 oz.		1 87½
Potatoes, Can. sweet, 2½-lb. tins		2 75
Do., 2-lb. tins		1 35
Olives (in bls, 49 wine gals.), gal.		1 35
<b>Specialties</b>		Per gal.
Olive oil (pure), 1 gal. tins		7 50
Do., ¼ gal. tins		8 00
Do., 5 gal. tins		7 00
Tomato Paste, 100 tins (case)		32 00
Do., 200 tins (case)		33 00
Do., 12-10 lbs.		39 00
Salad oil (bbls, 50 gals.), gal.		2 50
Olives, Queen, gal.		1 45
<b>Canned Fish—</b>		
<b>Salmon—</b>		
"Clover Leaf," ¼-lb. flats	2 45	2 80
Sovereign, 1-lb. flats	4 62½	
Do., ¼-lb. flats	2 30	
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	2 05	2 17½
Do., ½s, flat	1 17½	1 25
Pinks, 1-lb. flat		2 35
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb., doz.		1 87½
Pale, 1 lb., doz.		2 37½
Pinks, ¼-lb., doz.		1 62½
Cohoos, 1-lb. talls		3 75
Cohoos, 1-lb. flats		2 25
Cohoos, ¼ lbs., flat		1 75
Herrings, kippers, dx. (4 dx. case)	2 25	2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (¼-lb.)		1 00
Haddies, chicken (canned), doz.	9 00	9 25
Red Springs, 1-lb. talls	4 00	4 00
Red Springs, ½ lb.		2 45
White Springs (1s)		2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.		2 25
Labrador salmon, 1-lb. flat		3 60
Pilehards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat		1 90
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (¼s)	22 00	20 00
Lobsters, ¼-lb., doz.		2 25
Do., ½-lb. tins, doz.	3 60	3 75
Do., 1-lb. talls	6 90	7 00
Do., ¾-lb., doz.		6 00
Do., 1-lb. flats		7 00
Lobster paste, ½ lb. tins	3 25	3 40
Sardines (Amer. Norwegian style)	14 50	
Sardines (gen. Norwegian)	22 00	
Sardines—Canadian brands (as to quality), case	7 00	16 50

Sardines, French	32 00
Scallops, 1-lb., doz.	3 25
Scotch Snack, No. 1, doz., Montreal	2 50
Do., Eastern trade	2 65
Do., Winnipeg and Western	2 85
Scotch Snack, No. 2, doz.	4 50
Shrimps, No. 1	2 25
Crabs, No. 1 (cs 4 doz.)	6 75
Clams (river) (1 lb.), doz.	1 90

**Quiet Bean Market;  
But Very Firm**

**Montreal.**  
**BEANS.**—Local market conditions at present are on the quiet side. This does not mean that sales will not be made, nor that they will be curtailed materially, when the demand increases for export. This increased activity is likely to manifest itself a little later. In the meantime, car lots are selling at higher figures, and there is a firmer feeling for best varieties in particular.

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

**Much Rice Sells;  
One Readjustment**

**Montreal**  
**RICE.**—Prices have, for the most part, held firmly on rice, and the general undertone is steady. One jobber made a change on Siam No. 2, having procured a large supply at a new price basis. There is every indication of a steady, strong market, say the jobbers.

Ice Drips—Japan (per 100 lbs.)		11 25
Carolina	18 00	13 50
Siam, No. 2		7 65
Siam (fancy)	10 50	10 00
Rangoon "B"		5 50
Rangoon CC		3 10
Mandarin		10 00
Peking		9 00
Tapioca, per lb. (seed)		0 11½
Tapioca (pearl)		0 11½
Tapioca (flake)		0 11

**Brazil Nuts Up 2c;  
Many Nuts Scarce**

**Montreal**  
**NUTS.**—Brazil nuts are up in one quarter 2c per lb., and there is a firm undertone still on peanuts, prices being likely to advance again. Pecans and filberts are reported as very scarce, and there is a scarcity of good grade walnuts, it is pointed out. Prices are generally firm and well maintained.

Almonds, per lb.	0 25	0 28
Almonds (shelled)	0 53	0 55
Almonds (Jordan)		0 70
Brazil nuts (new)	0 23	0 25
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 25	0 27
Filberts, Barcelona	0 21	0 25
Hickory nuts (large and small), lb.	0 10	0 15
<b>Peanuts (roasted)—</b>		
Jumbo	0 19	0 20
Fancy	0 16	0 17
Extras	0 12½	0 14
Shelled, No. 1, Spanish	0 19	0 20
Salted Spanish, per lb.	0 25	0 25
Shelled, No. 1 Virginia	0 15	0 15½
Do., No. 2		0 14
<b>Peanuts (salted)—</b>		
Fancy wholes, per lb.	0 35	
Fancy splits, per lb.	0 35	
Pecans (new Jumbo), per lb.	0 29	0 32
Pecans, large, No. 2, polished	0 29	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo		0 40



Walnuts (Grenoble) .....	0 29	0 35
Walnuts (new Naples) .....	0 18	0 18
Walnuts (shelled) .....	0 72½	0 80
Walnuts (Spanish) .....	0 30	0 33

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

### Dried Apples To Be Advanced Here

**Montreal.**  
**DRIED FRUITS.**—Movement of evaporated apples has continued right along, until reports indicate that the Canadian market has been pretty well relieved of large tonnage. One importer stated to CANADIAN GROCER that he believed 100 carloads had been exported. This same informant stated that he had bought, in the Manitoba market, a bulk quantity of evaporated apples at 17c per pound. This makes the quotations in the list following, look low, and advances may be looked for at any time.

There is a steady demand for raisins and prunes, and for other lines, but this is only seasonal.

**Apricots—**

Choice .....	0 24	0 25
Slabs .....	0 22	0 23
Fancy .....	0 30	0 30
Apples (evaporated) .....	0 17	0 18½
Peaches (fancy) .....	0 22	0 25
Faced .....	0 19	0 20
Choice .....	0 20	0 24
Extra choice .....	0 21	0 24
12 oz., per pkg. ....	0 16	0 18
Pears .....	0 20	0 22½

**Drained Peels (old)—**

Lemon .....	0 46	0 46
Lemon .....	0 40	0 40
Orange .....	0 41	0 43

**Drained Peels (new)—**

Lemon .....	0 40	0 41
Orange .....	0 42	0 43
Lemon .....	0 47	0 48
Cut mixed (1-lb. cartons), doz. 4 10	4 20	4 20
In 36 lb. case .....	12 75	12 75
Cut, 10-lb. boxes (lb.) .....	0 48	0 48

**Raisins—**

Bulk, 25-lb. boxes, lb. ....	0 17½	0 17½
Malaga, table box of 22 lbs., 3-crown cluster, \$8.75.		
crown, \$7.50; 6 crown cluster, \$7.00-		
Cal. seedless, cartons, 16 oz. ....	0 14½	0 15½
Malaga Raisins .....		
Do., 5 cr. ....	2 25	2 25
Muscatsels, loose, 3-crown, lb. ....		
Do., 4 cr. ....		
Muscatsels, loose, 2-crown .....		
Do., 6 cr. ....		
Choice seeded, 12 oz. ....	0 10½	0 10½
Fancy seeded, 16 oz. pkgs. ....	0 13½	0 16
Choice seeded, 16 oz. pkgs. ....	0 15	0 17
Seedless, 11 oz. package .....	0 11	0 11½
Do., 15 oz. pkg. ....	0 11	0 15
Do., bleached, 15 oz. (choice) ..	0 15	0 15
Do., (fancy) .....	0 16	0 16
\$5.50; 4-crown cluster, \$6.50-\$6.75; 5		
Valencia, selected .....	0 11½	0 11½
Valencia, 4-crown layers .....	0 11½	0 11½
Sultanas (bleached) 50-lb. boxes 0 16	0 20	0 20
Currents, old pack, 15 oz. ....	0 29	0 31
Currents, Greek (bulk) .....	0 18	0 18
12 oz. ....	0 16½	0 16½
50-lb. boxes, loose .....	0 20	0 23
15 oz. pkgs. ....	0 20½	0 23
Pkgs. 8 oz. (30 pkgs.) .....	2 00	2 00
Pkgs. 6 oz. (50 pkgs.) .....	3 00	4 75
Pkgs. 4 oz. (70 pkgs.) .....	3 70	5 00
Muscatsels, 4-crown, lb. ....	0 13	0 13
50 lb. Ainslia .....	0 25	0 25
12 oz. ....	0 26	0 26
Do., new .....	0 22	0 22
Cal. currants (loose) .....	0 18	0 22
Cal. "Kurrants," 15 oz. pkg. ....	0 20	0 22

**Dates, Excelsior, per case (36-10s) 7 00**

Do., Dromedary (36-10 oz.) .....	8 00-8 00-3 60	8 00
Packages only, Excelsior .....	0 20	0 20
Packages only .....	0 19	0 20
Do., Dromedary .....	0 22	0 22
Figs (layer), 10-lb. boxes .....	2 60	3 00
Figs, white (70 4-oz. boxes) .....	5 40	5 40
Do., (25 8-oz. boxes) .....	3 50	3 50
Do., (12 10-oz. boxes) .....	2 20	2 20
Figs (cooking), 50-lb. boxes, lb. ....	0 16	0 16

**Prunes—**

California (25-lb. boxes)—		
30-40s .....	0 22	0 22
40-50s .....	0 19	0 20

50-60s .....	0 19	0 22
60-70s .....	0 18	0 20
70-80s (25-lb. box) .....	0 18	0 18
80-90s .....	0 16½	0 16½
90-100s .....	0 14	0 14
50-lb. boxes, 80-90s .....	0 14½	0 14½
90-100s .....	0 18	0 14
70-80s .....	0 16½	0 17
80-90s .....	0 15½	0 16½
90-100s .....	0 13½	0 14
100-120s .....	0 10½	0 11

**Oregon—**

30-40s (25 lb.) .....	0 24	0 24
40-50s (50 lb.) .....	0 22	0 22
50-60s (50 lb.) .....	0 20	0 20
50-60s (25 lb.) .....	0 21	0 21
70-80s (25 lb.) .....	0 17½	0 17½

### Pepper, Cassia, Cloves On Lower Levels

**Montreal.**  
**SPICES.**—In accord with the lowering tendencies pointed out in CANADIAN GROCER for the past two or three weeks, spices have been reduced in price, and there are lower quotations this week for cloves, cassias, ginger, and black and white peppers. The basis on some lines is rather a nominal one, since some importers have larger stocks of one line, and others again, small ones. The tendencies are still of an easy nature.

Allspice .....	0 20	0 22
Cassia (pure) .....	0 32	0 35
Cinnamon—		
Rolls .....	0 35	0 35
Pure ground .....	0 35	0 40
Cloves .....	0 50	0 60
Cream of tartar (French pure) ..	0 75	0 80
American high test .....	0 80	0 85
Ginger .....	0 28	0 38
Ginger (Cochin or Jamaica) .....	0 30	0 30
Mace .....	0 80	1 00
Mixed spice .....	0 30	0 32
Nutmegs, whole .....	0 50	0 65
Do., ground .....	0 60	0 65
Pepper, black .....	0 38	0 40
Pepper, white .....	0 45	0 45
Pepper (Cayenne) .....	0 35	0 37
Pickling spice .....	0 25	0 27
Paprika .....	0 65	0 70
Turmeric .....	0 28	0 30
Tartaric acid, per lb. (crystals or powdered) ..	1 80	2 00
Cardamon seed, per lb., bulk .....	0 80	0 90
Caraway, Dutch, nominal .....	0 30	0 30
Cinnamon, China, lb. ....	0 30	0 30
Cinnamon, per lb. ....	0 25	0 25
Mustard seed, bulk .....	0 35	0 40
Celery seed, bulk (nominal) .....	0 85	0 90
Shredded cocoonut, in shells .....	0 21	0 23
Pimento, whole .....	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

### Half a Cent to 30c Advance on Syrup

**Montreal.**  
**SYRUPS.**—In view of the upward trend of corn prices, syrups made of this grain are higher, and this is in definite accord with the mentioned tendencies in CANADIAN GROCER last week, and the week previous. Half a cent per lb. has been added to bulk prices, while case goods are up 30c per case. The market is decidedly of a firm character. Molasses is still on the basis of \$1.03, Montreal, and there is but a reasonable amount of business passing.

**Jorn Syrup—**

Barrels, about 700 lbs. ....	0 07½	0 08
Half bbls. ....	0 08	0 08
Kegs .....	0 02½	0 02½
2-lb. tins, 2 doz. in case, case ..	5 15	5 15
5-lb. tins, 1 doz. in case, case ..	5 75	5 75
10-lb. tins, ½ doz. in case, case ..	5 45	5 45
20-lb. tins, ¼ doz. in case, case ..	5 40	5 40
2-gal. 25-lb. pails, each .....	2 45	2 45
3-gal. 35-lb. pails, each .....	3 65	3 65
5-gal. 65-lb. pails, each .....	5 90	5 90

White Corn Syrup—		
2-lb. tins, 2 doz. in case, case .....	5 65	5 65
5-lb. tins, 1 doz. in case, case .....	6 25	6 25
10-lb. tins, ½ doz. in case, case ..	5 95	5 95
20-lb. tins, ¼ doz. in case, case ..	5 90	5 90

**Cane Syrup (Crystal) Diamond—**

2-lb. tins, 2 doz. in case, per case ..	7 00	7 00
Barrels, per 100 lbs. ....	9 75	9 75
Half barrels, per 100 lbs. ....	10 00	10 00
Glucose, 5-lb. cans (case) .....	4 80	4 80

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

### Reports Incomplete; Maple Sugar High

**Montreal.**  
**MAPLE PRODUCTS, HONEY.**—It would scarcely be safe to commit oneself to accurate estimate of the sap run. Some districts have been favored with a good yield, it is said, while others are not reporting a good season at all. The farmers, realizing this uncertain condition, are holding their supplies, in some cases, and the market is not flooded with surplus supplies. The price basis is naturally firmer, and syrup is selling at \$2.10 to \$2.40 per imperial gallon. Sugar still hovers around 25c. The honey market is seasonal; there are good supplies of pail grade, and the price basis is unchanged.

**Maple Syrup—**

13½-lb. tins (each) .....	\$2 10	\$2 25
10-lb. cans, 6 in case, per case ..	15 10	15 10
5-lb. cans, 12 in case, per case ..	17 10	17 10
2½-lb. cans, 24 in case, per case ..	16 50	16 50
Maple Sugar (nominal), small lots ..	0 25	0 25

**Honey, Clover—**

Comb (fancy) .....	0 80	0 80
Comb (No. 1) .....	0 23	0 23
In tins, 50 lbs. ....	0 25	0 25
30-lb. pails .....	0 37	0 37
10-lb. pails .....	0 23	0 23
5-lb. pails .....	0 25	0 25
Honey—Buckwheat, tins or bbls. ....	0 22	0 22

### Coffee Advances; Will Move Higher

**Montreal.**  
**COFFEE, COCOA.**—The expected advance for coffees has been made on two grades, Bogotas and Jamaicas, each of which has firmed one cent per pound. There is every likelihood of higher prices still being effected, in fact, when present supplies are used up, it is stated that the basis will be a materially higher one. The movement continues satisfactory to all points. There is a steady, reasonable demand for cocoa, and this is without price change for the week.

**Coffee, Roasted—**

Bogotas, lb. ....	0 40	0 43
Jamaica, lb. ....	0 34	0 37
Maracaibo, lb. ....	0 35	0 37½
Mocha (types) .....	0 38	0 42
Mexican, lb. ....	0 38	0 40
Rio, lb. ....	0 31	0 33
Santos, Bourbon, lb. ....	0 36	0 38
Santos, lb. ....	0 35	0 37

**Cocoa—**

Bulk cocoa, 200-lb. bbls., lb. ....	0 22	0 22
Do., 100-lb. bbls., lb. ....	0 23	0 23
Do., 50-lb. cans, lb. ....	0 24	0 24

### Tea Cables Are Now Awaited

**Montreal.**  
**TEA.**—Cables are anxiously being awaited relative to the opening prices on Japan grades, and these may be com-



ing to hand within a couple of weeks, or even sooner. There is some belief that opening prices will be high. A rumor is current that damage has been done the Japan crop, but this is not definite enough to give particulars as to what damage may have been done. There is a fair movement of orders, but these are generally small.

Pekoe, Souchongs, per lb. ....	0 45	0 47
Pekoes, per lb. ....	0 49	0 52
Orange Pekoes ....	0 53	0 55
Japan Teas—		
Choice ....	0 65	0 70
Early Picking ....	0 53	0 58
Javas—		
Pekoes ....	0 39	0 41
Orange Pekoes ....	0 44	0 47
Broken Orange ekoes ....	0 41	0 43
Small lots ....		11 20

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

### Oats and Cornmeal On Higher Basis

**Montreal.**  
**CEREALS.**—There is an advance this week on both cornmeal and rolled oats. This is in very definite accord with the tendencies referred to last week by CANADIAN GROCER, when it was pointed out that "there may be advance for cereals." The strong grain markets continue, and the undertone to these products is therefore very firm. Some report a good movement of package goods.

Self-raising Flour—		
3-lb. pkgs., doz. ....	2 85	
5-lb. pkgs., doz. ....	5 60	
Cornmeal, Gold Dust ....	4 75	5 00
Barley, pearl ....	5 25	6 00
Barley, po., 98 lbs. ....	4 00	
Barley (roasted) ....	7 50	
Buckwheat flour, 98 lbs. ....	5 50	6 00
(As to grade)		
Cornflour, white ....	4 50	4 60
Rice flour ....	8 75	9 00
Hominy grits, 98 lbs. ....	5 75	6 50
Hominy, pearl, 98 lbs. ....	4 75	5 00
Graham flour ....	5 50	5 75
Oatmeal (standard-granulated and fine) ....	4 75	4 90
Oatmeal (packages) fine cut. ....	5 70	
Peas, Canadian, boiling, bush. ....	4 00	5 50
Split peas (per 98 lbs.) ....	6 00	6 50
Rollod oats, 90-lb. bags ....	4 25	4 40
Rollod oats (family pack), case ....		5 60
Rollod oats (small size), case ....		2 00
Oat Flakes (case 20 pkgs.) ....		5 10
Rollod wheat (100-lb. bbls.) ....	7 10	8 00
Porridge Wheat—		
Packages, 36 in case ....		6 00
Packages, 20 in case (family pack.) ....		5 80
Rye flour (Can.), 98 lbs. ....	5 75	6 25
Tapioca flour, lb. ....	0 15	0 18

### Pastry Flour Up; Regular Grade Held

**Toronto.**  
**WHEAT FLOURS.**—An advance was made during the week for winter wheat flour, this being 50c per barrel. Scarcity of milling wheat is assigned as the reason.

The standard grades of flour are steady and unchanged. Millers report more activity, and both export and domestic orders are more frequent, the former business being a source of much satisfaction to the millers.

Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs. ....		21 00
Per bl., in (2) cotton bags, 98 lbs. ....		11 35
Small lots, per bbl. (2) jute bags, 98 lbs. ....		11 30

### Shorts and Bran Still on Move

**Montreal.**  
**FEEDS.**—Movement of bran and shorts still continues, although some expected that it would have closed off before this. The basis is held without change, and orders received are being filled quite promptly, the mills having larger supplies than formerly.

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

### Hay \$2.00 Higher; All Grains, Too

**Montreal**  
**GRAIN, HAY.**—Advances are made for hay, two dollars per ton being added to the price of each grade. This makes a very high level, the number one stock bringing \$32 per ton. Straw is unchanged at \$11. The poor condition of wagon roads, and a good demand for hay from users, is responsible for the high price basis.

An advance of two cents has been made for both oats and barley, this applying to all grades.

Hay, Straw, Grain (wholesale prices in car lots)—		
Good No. 1, per 2,000-lb. ton. ....	\$32 00	
Do., No. 2 ....	30 00	
Do., No. 3 ....	28 00	
Straw ....	11 00	
Oats—		
No. 2 C.W. (34 lbs.) ....	0 88½	
No. 3 C.W. ....	0 85½	
Extra feed ....	0 85½	
No. 1 feed ....	0 83½	
No. 2 feed ....	0 80½	
Barley—		
No. 3 Extra ....	1 23	
No. 3 ....	1 21	
No. 2 ....	1 25	

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

### Pineapples at \$9.00; Apples Scarcer

**Montreal**  
**FRUITS.**—Advances have been made for pineapples, these selling up \$1 per crate, in some cases to \$9.00. Apples are also very high and firm, but there are no changes. The better grades are getting scarce, and some grades are gradually disappearing. Trade is fairly active.

Apples—		Per Barrel
Ben Davis ....	9 00	
Baldwins ....	9 50	
Baldwins, No. 1 ....	9 00	10 00
Greenings ....	9 00	10 00

Spies ....	12 00	14 00
Russets ....	9 00	10 00
Kings, No. 1 ....	9 00	10 00
Apples (in boxes) ....		5 50
Winesaps (box) ....		5 50
Rome Beauty ....		5 75
Newton Pippins ....		4 75
Bananas (fancy large), bunch. ....	5 50	6 00
Cocoanuts, sack ....	10 00	11 00
Grapefruit (fancy Porto Rico) ..	4 25	4 50
Lemons (Messina) ....		6 00
Lemons (California) ....		4 25
Pears, Cal., eating, small box. ....		4 00
Pears, California (110 size) ....		5 50
Oranges, Porto Rico ....	4 50	5 00
Oranges, Florida ....		5 00
Oranges, Cal. navel, 126 ....		6 00
Do., 150 ....		6 25
Do., 176 ....		6 50
Do., 200-216 ....		6 50
Tangerines, half boxes ....		4 75
Blood oranges ....		4 50
Pineapples (24s to 36s) ....	8 00	9 00
Rhubarb, doz. ....	2 00	2 50
Strawberries (box) ....		0 20

### Potatoes, Cabbage Up; Cucumbers Down

**Montreal**  
**VEGETABLES.**—Prices are up for potatoes, Green Mountains selling as high as \$2.50 per bag. Cabbage is also very much higher, new stock selling up to \$13 per barrel. Celery is steady and unchanged. There is a tendency to higher prices for coarse vegetables, while some of the imported varieties will be lower.

Beans, new string (American) basket ....	9 00	10 00
Beets, bag ....		1 00
Brussels Sprouts (Amer.) ....		0 40
Cucumbers, Boston (doz.) ....		2 00
Cucumbers, Florida (basket) ....		3 00
Chickory, doz. ....		3 00
Cauliflower (imported), doz. ....		5 50
Cabbage, bbl. ....		6 00
Cabbage, new, crate ....		13 00
Carrots, bag ....		2 00
Celery (Wash.), doz. ....		2 50
Celery, crates (3-4 doz.) ....		10 00
Egg plant ....	3 00	4 00
Horseradish, lb. ....		0 20
Lettuce (curly), hox (3 doz.) ....		3 50
Do., (4 doz.) ....		4 25
Lettuce, Boston, box ....		4 25
Leeks ....		3 50
Mint ....		0 60
Mushrooms, lb. ....		1 75
Basket (about 3 lbs.) ....		3 50
Onions, Can., bag (75 lbs.) ....		3 50
No. 1 Yellow (75 lbs.) ....		3 50
No. 1 Red (75 lbs.), crate ....		3 50
Red, 100 lbs., bag ....		5 00
Onion (Shallots), doz. ....		0 25
Oyster Plant ....		1 00
Parsnips, bag ....		2 50
Parsley (C. nadian) ....		0 75
Parsley (American) ....		2 00
Potatoes, Montreal (90-lb. bag) ..		2 00
Potatoes (New Brunswick), bag. ....		2 50
Potatoes (sweet), hamper ....		5 00
Romain, doz. ....		3 00
Radishes, doz. ....		0 75
Spinach, box ....		2 00
Spinach, bbls. ....		6 00
Turnips, per bag, Montreal ....		1 50
Turnips, Quebec ....		1 75
Tomatoes (hothouse), lb. ....		0 40
Tomatoes, crates (fancy) ....	7 00	8 00
Tomatoes (choice), crate ....		6 00

## ONTARIO MARKETS

**T**ORONTO, April 29—Market conditions have been fairly brisk during the past week with the buying demand somewhat improved. There is, generally speaking, a very firm undertone to the market which has resulted in strong advances in various lines.

**SUGAR.**—Quotations on sugar show no change this week. A strike in the plant of the Redpath refineries at Montreal had no effect on prices, as far as this company was concerned. Supplies said to be ample for all purposes, but

there is no indication of any price change at present.

St. Lawrence, extra granulated ....	10 16
Acadia Sugar Refinery, extra granulated. ....	10 16
Can. Sugar Refinery, extra granulated. ....	10 16
Dom. Sugar Refinery, extra granulated. ....	10 16
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over	



basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

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

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

### Advances Are Noted In Corn Cereals

**Toronto.**  
**CEREALS.**—The continued strength of the corn market has stimulated quotations on cornmeal. Otherwise prices on cereals are firm, but unchanged.

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

Above prices give range of quotations to the retail trade.

### Corn Syrups Are Again Up 30 Cents

**Toronto.**  
**MOLASSES, SYRUPS.**—Another sharp advance is reported in the prices of corn syrup this week, quotations on all cases being up 30 cents, and bulk syrup is up half a cent per pound. The stronger position of the corn market is attributed as the reason for the advance, as all corn starches likewise show a fractional gain. The market for molasses is firm, although a wider range is quoted by most dealers on baking brands of Barbadoes.

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

of ½ doz. .... 3 60 6 00  
West Indies, 1½s, 48s ..... 4 60 6 95

### Corn Starch Higher; Packaged Cereals Firm

**Toronto.**  
**PACKAGE GOODS.**—The advances in both culinary and laundry corn starches form the only change in the market for package goods this week. These are marked up a quarter of a cent per pound.

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

### COFFEE MARKET SHOWS SHARP ADVANCES

The degree of uncertainty that is characterizing the coffee situation is assuming larger proportions. Advances of from two to three cents are reported at all primary points, and these have been followed by similar gains here. All coffees are quoted higher by Toronto dealers, and all are agreed that the market is extremely bullish. The fact of an early renewal of European business constitutes the principal factor in the advance. Practically all the warring countries in Europe are heavy consumers of coffee, and they have had little during the war years. Thus, when trade with them reopens it is bound to create an excessive demand, that supplies may not be sufficient to meet owing to a partial crop failure in Brazil. Some dealers have no hesitation in predicting still further gains immediately peace is signed.

### Rice Deliveries Are of Poor Quality

**Toronto.**  
**RICES.**—Supplies of rice offered appear to be fairly ample, but the difficulty, dealers state, is to get them of quality. Deliveries of Japan rices have practically stopped, because of restrictions by the Japanese Government.

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

### Jumbo Peanuts Are At Higher Levels

**Toronto.**  
**NUTS.**—New York advices report another advance in Brazil nuts, quotations

showing a gain of a cent. Walnuts are holding at high figures, and the entire nut market evidences a strong undertone. Supplies of walnuts and almonds are inclined to be limited. Quotations on Jumbo walnuts show advances at from 20 to 21 cents for the roasted kind.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.		0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 28	0 30
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 44	0 46
Pecans, lb.		0 30
Cocoanuts, Jamaica, sack		10 00
Peanuts, Jumbo, roasted	0 20	0 21
Brazil nuts, lb.		
Shelled—		
Almonds, lb.	0 50	0 52
Filberts, lb.	0 44	0 46
Walnuts	0 75	0 80
Peanuts, Spanish, lb.	0 16	0 17
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	0 75	0 80

### Quotations in Beans Well Maintained

**Toronto.**  
**BEANS.**—No change is noted in quotations on beans. Prices are holding fairly firm, although supplies are rather plentiful.

Ontario, 1-lb. to 2-lb. pickers, bu.	\$4 00	\$4 00
Do., hand-picked	4 25	4 25
Japanese Kotonashi, per bush.	4 50	4 50
Rangoons, per bushel	3 00	3 00
Limas, per lb.	0 11½	0 12

### Heavy Export Demand For Canned Vegetables

**Toronto.**  
**CANNED GOODS.**—Few changes are noted in the prices of canned goods. The market for both peas and tomatoes shows firmer tendencies. There has been a heavy export trade in the latter, and wholesalers state that they could have disposed of them at even higher prices, had they been procurable. American corn is practically supplying the demand, there being no good Canadian corn just now. Canned fruits are pretty well cleaned up.

Salmon—		
Soekeye, 1s, doz.	4 00	4 50
Soekeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 50
Do., ½s, doz.	1 35	1 50
Cohoos, ½-lb. tins	1 35	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.		3 75
Whale Steak, 1s flat, doz.	1 75	1 90
Filchards, 1-lb. talls, doz.	1 00	2 15
Canned Vegetables—		
Beets, 2s.	1 90	2 30
Tomatoes, 2s		1 92½
Peas, standard	1 50	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.		2 25
Pumpkins, 2½s	0 95	1 00
Spinach, 2s, doz.		1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.		10 00
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 30
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 05	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Peaches, 2s		2 87½
Pears, 2s		2 87½
Plums, Lombard, 2s	1 97½	2 23½
Plums, Green Gage	2 17½	2 27½
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45



Jams—		
Apricot, 4s, each	0 84	
Black currants, 16 oz., doz.	4 00	
Do., 4s, each	1 10	0 98
Gooseberry, 4s, each	0 84	
Peach, 4s, each	0 82	
Red currants, 16 oz., doz.	3 45	
Raspberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 02	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

**Dried Fruits Sell At Stronger Prices**

**Toronto.**  
**DRIED FRUITS.**—There is a very heavy demand for dried fruits and supplies are becoming very scarce. Ontario evaporated apples show quite a strong advance from last week, being quoted all the way from 17 to 20 cents. Substantial advances are also noted in prunes and apricots, and the general opinion among dealers is that quantities of these available will be very limited until the new crop comes on the market in the fall. Peaches, too, are quoted a little higher.

Apples, evaporated, Ontario	0 17½	0 20
Apricots, unpitted		0 16½
Do., fancy, 25s		0 30
Do., choice, 25s	0 23	0 30
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	0 38	0 43½
Orange		0 45½
Citron	0 47	
Currants—		
Grecian, per lb.	0 26	0 28
Australians, 3 Crown, lb.	0 20	0 21
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case	7 00	
Dromedary dates, 3 doz. in case	5 00	
Figs—		
Taps, lb.		
Malagas, lb.		
Comadre figs, mats, lb.	0 14	0 15
Cal., 4 oz. pkgs., 70s, case	5 00	
Cal., 8 oz., 20s, case	3 25	
Cal., 10 oz., 12s, case	3 25	
Prunes—		
30-40s, per lb.	0 25	
40-50s, per lb.	0 23½	
50-60s, per lb.	0 20	
60-70s, per lb.	0 16	0 17
70-80s, per lb.	0 14½	0 16
80-90s, per lb.	0 13½	0 14½
90-100s, per lb.	0 11½	0 12½
100-120s, per lb.	0 11½	
Peaches—		
Standard, 25-lb. box, peeled	0 20	
Choice, 25-lb. box, peeled	0 23	
Fancy, 25-lb. boxes	0 24	
Practically peeled, 25-lb. boxes	0 22½	
Extra choice, 25-lb. box, peeled	0 26	
Raisins—		
California bleached, lb.	0 17	0 18
Extra fancy sulphur bleached, 25s	0 17	0 16
Seedless, 15-oz. packets	0 15½	0 16
Seeded, fancy, 1-lb. packets	0 14	0 15
Seeded, 16 oz. packets	0 15	0 16
Seedless, Thompson's, bulk	0 16	0 16
Seedless, 16-oz. packets	0 15½	0 16
Do., Bakers, Thompson's, 50s	0 16	0 16
1 Crown Muscatels, 25s	0 14	

**Firm Undertone to Market For Teas**

**Toronto.**  
**TEAS.**—There is a very firm undertone to the market for teas, although quotations show no change. One jobber quoted prices slightly under those of the majority of dealers. In fact, the statement was made that some jobbers were buying supplies for a pack already sold and paying an advance for the same. The general trend appears to be towards higher levels, rather than to easier quotations.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 50
Broken Pekoes	0 50	0 50
Orange Pekoes	0 52	0 50
Broken Orange Pekoes	0 50	0 52
Javas—		
Broken Pekoes	0 45	0 48

Japans and Chinas—		
Early pickings, Japans	0 50	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

**Strong Advances On All Lines of Coffee**

**Toronto.**  
**COFFEE.**—Advances on all lines of coffees are reported. The market is very strong and the situation is such that further gains are not unlikely. Advances amount to from two to three cents per pound.

Coffee—		
Java, Private Estate	\$	30 50
Java, Old Government, lb.		0 50
Bogotas, lb.	0 47	0 49
Guatemala, lb.	0 47	0 49
Mexican	0 44	0 46
Maracaibo, lb.	0 41	0 48
Jamaica, lb.	0 39	0 42
Blue Mountain Jamaica		0 50
Mocha, lb.	0 46	0 48
Mocha, Arabian, lb.		0 50
Rio, lb.	0 32	0 33
Santos, lb.	0 41	0 42
Santos, Bourbon, lb.	0 41	0 42
Ceylon, Plantation, lb.		0 48
Chicory, lb.		0 30
Cocoa—		
Pure, lb.	0 24	0 28
Sweet, lb.	0 24	0 28

**Spices Are Unchanged; Waiting Developments**

**Toronto.**  
**SPICES.**—There is no change in the market for spices, but dealers are awaiting developments, which, they state, are bound to come with the signing of peace.

**More Activity in the Flour Trade**

**Toronto.**  
**FLOUR.**—No change is reported in the flour situation, prices remaining unchanged. There is more activity in the milling industry, due to recent allocations of export orders.

FLOUR		
Government Standard, 74% Extraction.		
Manitoba Wheat Flour, in carload shipments, on track, bbl.	\$11 25	
Ontario Winter Wheat Flour in carload shipments, track, bbl.	\$10 00	

**Little Trade in Honey; Maple Syrup Scarce**

**Toronto.**  
**HONEY.**—There is little moving in the honey market and dealers report quite a shortage in receipts of maple syrup. Indications point to fairly firm prices on both these lines.

**Ontario Potatoes Are Slightly Higher**

**Toronto.**  
**VEGETABLES.**—Stocks of tomatoes arriving are inclined to be poor. Dealers are quoting Florida fancy tomatoes as high as \$8. Choice Florida tomatoes are offered at \$7.50. New cabbage from California is selling at from \$8.50 to \$10 per case. Florida cucumbers are lower this week, selling at from \$5 to \$5.50. A feature of the vegetable market this week is slightly higher quotations on Ontario potatoes. They are selling up to \$2. All imported vegetables show expanding receipts, and the demand for the same is better.

Asparagus, Cal., 12 large bunches to case	\$7 00	\$7 50
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Beets, bag		0 75
Cabbage, Cal., large crate	8 50	10 00
Do., California		4 00
Do., Florida, large crate		7 00
Cauliflower, Cal., per hamper		3 50
Do., Oregon, large flat crate, 10 to 18 heads		5 50
Celery, Florida, 3s to 6s, 8s	7 50	8 00
Carrots, bag		1 50
Do., Imported, hamper (3 doz. bunches)		3 50
Cucumbers, 2 doz. (imported)	5 00	5 50
Do., Do., domestic		5 00
Lettuce, head, Cal. Iceberg, 4 to 5 doz. case		5 50
Do., Do., Florida, 30 head to hamper		4 50
Do., leaf, doz.	0 30	0 35
Onions, Can., Yellow, 75-lb. bag	2 75	2 85
Do., Do., 100-lb. bag		4 25
Do., green Shallots, doz.		1 00
Do., Texas, crate		6 00
Parsnips, bag		0 75
Parsley, large bunches, doz.		1 00
Peppers, green, doz.		1 00
Potatoes, Sweet, Louisiana, hamper		2 50
Potatoes, Ontario, bag	1 75	2 00
Spinach, hamper		2 50
Tomatoes, Florida, Fancy, case		8 00
Do., Do., choice, case		7 50

**Millfeeds More Plentiful; Prices Are Easier**

**Toronto.**  
**MILLFEEDS.**—Now that the mills are operating at normal capacity, supplies of millfeeds are increasing and price tendencies are towards lower levels. The fact, too, that grass will soon be available has also had a bearish effect on the market. Both bran and shorts are quoted at from \$42.25 to \$45.

In carlots, track		
Bran, per ton	\$42 25	\$45 00
Shorts, per ton	42 25	45 00

**Porto Rico Pineapples Show Further Declines**

**Toronto.**  
**FRUITS.**—Much easier prices prevail on Porto Rico pineapples this week. Shipments are heavier and the opinion is that from now lower quotations will rule. Prices show declines of from \$1 to \$1.50, as compared with last week at from \$6.50 to \$7. Strawberries continue to arrive from Louisiana, but this week some dealers are expecting supplies from Alabama. Prices on strawberries are very firm at from 22 to 25 cents for pints, and at 45 cents for quarts. Bananas are in better supply, but prices are unchanged. Grapefruit is a little firm for Cuban arrivals. Receipts are diminishing.

Apples—			
Do., Winesaps, box	\$5 75	\$6 00	
Do., in barrels	No. 1	No. 2	No. 3
Spys	12 00	11 00	
Bananas, per lb.	0 07	0 07	0 07½
Grapefruit—			
Florida, 36s			5 00
Do., 46s			5 25
Do., 54s		5 75	6 00
Do., 64s			6 50
Cuban, 46s			4 75
Do., 54s			5 00
Do., 64s			5 50
California, seedless, 64s			6 50
Do., Do., 80s, 100s			8 00
Oranges—			
California navels, 100s			5 00
Do., 126s			5 75
Do., 150s			6 25
Do., 176s		6 75	7 00
Do., 200s, 216s, 250s			7 25
Valencias—			
150s, 176s, 200s, 216s, 250s			6 75
288s			6 25
324s			5 50
Lemons, Cal., 300s, case			5 00
Pineapples—			
Porto Rico, 24s, 30s, case	6 50		7 00
Do., 36s, case			6 75
Strawberries, pints	0 23		0 25
Do., quarts			0 45



## WINNIPEG MARKETS

**W**INNIPEG, April 29—There has been a strong undertone noted in most grocery products on this market during the week, with a few sharp advances noted. Business has been good during the week.

### Corn Syrup Up 30 Cents Per Case

**Winnipeg.**  
**SYRUP.**—Corn syrup has advanced 30c per case and ½c per lb. in bulk. There has been a very heavy demand for corn syrup and corn is getting stronger, following reports from Europe that the food rationing system may have to be returned to, owing to the conditions of the world's food supplies.

### Starch Advances; Corn is Higher

**Winnipeg.**  
**STARCH.**—In sympathy with the recent advance in corn, starch has advanced ¼c per lb. This advance follows out predictions of an advance in line with recent price changes in corn syrup.

No. 1 white, 3-lb. pkts., 48 lbs. to case ..	Per lb.	0.11
No. 1 white, 4-lb. pkts., 48 lbs. to case ..		0.11
No. 1, kegs, 100 lbs., per lb. ....		0.10½

### Strawberry Jam Well Cleaned Up

**Winnipeg.**  
**JAMS.**—A heavy consumption of jams continues. Strawberry jam seems pretty well cleaned out. The demand is expected to remain keen, even though prices are maintained as predicted by manufacturers for the next pack. Primary markets are well cleaned up on all lines, but there are still reported to be considerable stocks held by jobbers.

### Coffee Market Steadily Advancing

**Winnipeg.**  
**COFFEE.**—Bearing out predictions that the approach of peace would result in higher prices on coffee, this market is now steadily advancing. Rio coffee has advanced from 3c to 4c per lb., and further advances may be looked for.

Green Coffee—		
Rio, No. 7 .....	0 25	0 27
Santos, fine old crop .....	0 29	0 31
Bourbon .....		0 29
Mexican .....		0 34
Bogota A .....		0 34
Costa Rica .....		0 38

### Prunes, Apricots, Apples Advance

**Winnipeg.**  
**DRIED FRUITS.**—All lines of dried fruits are very firm. Prunes are scarce and have advanced 1c per lb. this week. A considerable advance is recorded on evaporated apples. Apricots and raisins have also undergone big changes in an upward direction. Prunes are so scarce that even rain damaged goods are being purchased to fill orders. Reports that the apricot crop will not be as large as last year may have influenced prices on that fruit.

Prunes—		
40-50s, 25-lb. boxes, per lb. ....	0 22	
50-60s, 25-lb. boxes, per lb. ....	0 19¾	
60-70s, 25-lb. boxes, per lb. ....	0 18¾	
70-80s, 10-lb. boxes, per lb. ....	0 18½	
80-90s, 25-lb. boxes, per lb. ....	0 16¾	
70-80s, 25-lb. boxes, per lb. ....	0 17½	
Pears, choice, 10-lb. boxes, faced, lb. ....	0 20	
Evaporated Apples, Ontario, 50s. ....	0 18	
Peaches, choice, 25-lb. boxes .....	0 20½	
Apricots, choice, 25-lb. boxes. ....	0 25	
Do., standard, 25-lb. boxes .....	0 24	
Raisins—		
Muscateles—		
1 Crown, 25-lb. boxes .....	0 13½	
Seeded—Bulk, 25-lb. boxes .....	0 12½	

### Tea Very Firm; Quiet Market

**Winnipeg.**  
**TEA.**—The tea market continues very firm and little change is expected as regards prices. Stocks should be well maintained.

Black, Bulk—		
Broken Pekoe, chests, lb. ....	0 43	
Do., Orange Pekoe, chests, lb. ....	0 46	
Less than chests, one cent per pound more.		
Choice broken Pekoe, black, 30 x 3-lb. wooden boxes, lb. ....	0 50	

### Canned Goods Firm; Demand For Fruits

**Winnipeg.**  
**CANNED GOODS.**—Following reports of stiffening of prices from Eastern points, the local market in canned goods is very firm. The demand for canned fruits is particularly good at present. Prices are unchanged.

Corn—		
2s .....	\$4 45	
Peas—		
Standard, 24 x 2's .....	3 25	
Tomatoes—		
2½s, Can. ....	3 80	3 95
Peaches—		
Heavy Syrup, 24 x 2s .....	5 80	
Pears—		
Light syrup, 24 x 2s .....	3 90	
Plums—		
Lombard, light syrup, 24 x 2s 3 70 .....		
Lombard, heavy syrup, 24 x 2's .....	3 80	
Strawberries—		
2s .....	8 15	

### Rice is Firm; Japan is Short

**Winnipeg.**  
**RICE.**—The local rice market has reacted during the week and is now firm at following prices. There is a shortage in Japan now after heavy export buying.

Rice—		
Extra fancy, Japan, 100-lb. bags .....	0 13½	
Fancy Japan, 100-lb. bags .....	0 12½	
Siam, 100-lb. bags .....	0 08½	
Tapoca lb. ....	0 12½	
Sago, lb., in sacks .....	0 10½	
Less quantities .....	0 10%	

### Bean Market Firms Up Again

**Winnipeg.**  
**BEANS.**—Following the recent slump, the bean market has firmed up again this week, though prevailing prices are down to \$4.25 per bushel for fancy white beans. Heavy purchases from abroad are said to be influencing this market.

### Flour, Feeds and Cereals Very Firm

**Winnipeg.**  
**FLOUR, FEEDS, CEREALS.**—With Western Canada mills working steadily on Government orders, there is no shortage of feeds. Flour and cereal prices remain very firm.

Government Standard Flour—		
Cash carload prices .....	\$10 40	
To flour and feed men .....	10 40	
To bakers .....	10 20	
To storekeepers paying cash or 30 days, ton lots .....	10 60	
Do., less than ton lots .....	10 70	
Credit Prices—		
Manitoba points .....	10 50	
Saskatchewan points .....	10 40	
Cereals—		
Rolled oats, 80s .....	3 50	
Rolled oats, pkgs., family size .....	5 65	
Cornmeal, 98s .....	4 60	
Oatmeal, 98s .....	4 75	
Feeds—		
Bran, per ton .....	39 00	
Shorts, per ton .....	43 00	
Bran, B.C. and Vancouver Isd. ....	45 00	
Shorts, B.C. and Vancouver Isd. ....	49 00	
Barley—		
Pearl, Ontario, 98-lb. bags, per bag .....	6 30	
Pot, 98-lb. bag, per bag .....	4 35	

### Rhubarb Declines; Apples Very Scarce

**Winnipeg.**  
**FRUITS.**—Fresh strawberries are in a firm market and the recent advance is being well maintained. There have been fairly heavy receipts of Florida fruit on this market and shipments are being received in fair condition. Washington rhubarb is also coming in fairly plentifully and has taken a big drop in price to \$3.50 per 40 lb. box. Apples are becoming very scarce and prices are up to \$5 to \$6 per box. Some shipments of Valencia oranges are being received and are quoted at \$7 to \$8. Grapefruit is in a firm market at last week's quotations.

Oranges, .....	7 00	8 00
Lemons, Cal. ....	5 00	7 00
Bananas, lb. ....	0 08½	0 09
Grapefruit, case .....	6 50	8 00
Strawberries, Florida, case .....	6 50	7 00
Rhubarb (Man. hothouse) .....	0 18	
Rhubarb (Washington) .....	3 50	
Rhubarb (Washington) fresh, 40-lb. box. ....	4 25	
Apples—		
Boxes .....	5 00	6 00

### Lettuce Declines; Cabbage is Higher

**Winnipeg.**  
**VEGETABLES.**—Head lettuce has declined this week and is now being quoted at \$4.50 to \$5.50 per case. Cauliflower is in a firm market and higher prices may be expected. New cabbage is none too plentiful and has advanced to 10c per lb. Tomatoes are arriving in fairly good shape and are now quoted at \$7.50 to \$8.50 per case. A shortage of supplies still affects a number of vegetable lines.

Cucumbers, doz. ....	3 75	4 00
Cabbage, Cal., new .....	0 10	
Cabbage, lb., local .....	0 08	
Beets, with heads on, hampers. ....	4 00	
Carrots, with heads, hampers. ....	4 00	
Head Lettuce (case) .....	4 50	5 50
Turnips, cwt. ....	2 00	
Onions, silvers and yellows, lb. ....	0 04	0 05
Radishes, doz. ....	0 30	
Parsley, imported, doz. ....	0 00	
Celery, Cal., case .....	13 00	15 00
Cauliflower, doz. ....	3 00	
Potatoes, 10-20 bush. lots, bush. ....	0 90	
Tomatoes, Florida .....	7 50	8 50
Onions, green, 10 doz. box .....	4 50	
Asparagus, 10 doz. box .....	6 50	



# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., April 29.—Corn starch has advanced ½c and corn syrups 30c per case. Celluloid starch 10c per case. Lard 3's are now \$21.10 with a further advance of 60c not unlikely. All cuts of bacon and cooked ham are up 1c per pound. Sockeye salmon ½'s are \$18 to \$19. Eggs are now \$13. Ontario cheese large is quoted to arrive at 32½c. Potato flour declined 4c pound. Heinz beans, small and medium sizes, 40c case. Caraway seeds considerably lower at 55c to 75c. A car Louisiana strawberries arrived this morning and is selling at \$7 per crate.

Beans, B.C. ....	7 00	7 50
Flour, 98s, per bbl. ....	10 50	
Rolled oats, 80s ....	3 50	3 60
Rice, Siam, cwt. ....	8 30	9 50
Rice, China mat., No. 1 ....	4 80	
Do., No. 2 ....	3 95	
Tapioca, lb. ....	0 11	0 12½
Sago, lb. ....	0 11	0 12½
Sugar, pure cane, granulated, cwt. ....	11 02	
Cheese, No. 1, Ontario, large ...	0 32½	
Butter, creamery, lb. ....	0 59	0 60
Do., dairy, lb. ....	0 35	0 40
Lard, pure, 3s, per case ....	21 10	
Eggs, new-laid, local ....	13 00	
Tomatoes, 2½s, stand. case ....	3 60	4 25
Corn, 2s, case ....	4 80	5 00
Peas, 2s, standard case ....	3 40	3 50
Apples, gala., Ontario, case ...	2 75	3 00
Strawberries, 2s, Ontario, case..	8 10	8 75
Raspberries, 2s, Ontario, case ..	8 40	8 75
Cherries, 2s, red, pitted ....	6 40	
Apples, evaporated, 50s, lb. ....	0 19	
Do., 25s, lb. ....	0 19½	
Apricots, evaporated, lb. ....	0 25	0 29
Peaches, evaporated, lb. ....	0 23	
Prunes, 90-100s ....	0 14½	
Do., 60-70s ....	0 21	
Do., 40-50s ....	0 24	
Salmon, pin, tall, case ....	9 00	10 25
Salmon, sockeye, tall, case ....		
Do., halves ....	18 00	19 00
Potatoes, per ton ....	30 00	32 00
Oranges, navels ....	6 00	7 75
Lemons, case ....	6 00	6 50
Grapefruit ....	7 50	8 50

## Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., April 29.—Some little falling off has been noticeable in rural trade owing to the fact that seeding is general throughout the province and all farmers are on the land. The egg market remains firm, quotations for fresh laid are still 46c. Very little creamery butter offering. Lard 3's are quoted at \$19.45. Practically all lines of canned fruits have advanced 10c per case.

Beans, small white Japans, bu. ....	4 50	
Beans, Lima, per lb. ....	0 12½	
Rolled oats, boils ....	3 65	
Rice, Siam, cwt. ....	7 40	
Sago, lb. ....	0 12	
Tapioca, lb. ....	0 13	
Sugar, pure cane, gran., cwt. ....	10 99	
Cheese, No. 1 Ontario, large ...	0 30	
Butter, creamery ....	0 60	
Lard, pure, 3s, per case ....	19 45	
Bacon, lb. ....	0 47	
Eggs, new-laid ....	0 46	
Tomatoes, 3s, standard case ....	4 25	
Corn, 2s, standard case ....	4 85	
Peas, 2s, standard case ....	3 45	
Apples, gala., Ontario ....	2 85	
Apples, evaporated, per lb. ....	0 18½	
Strawberries, 2s, Ont., case....	8 50	
Raspberries, 2s, Ont., case....	8 70	
Peaches, 2s, Ontario, case ....	5 50	
Plums, 2s, case ....	4 00	
Salmon, finest Sockeye, tall, case		
Salmon, pink, tall, case ....	10 25	
Pork, American clear, per bbl. ....	41 00	
Onions, ton ....	59 00	
Potatoes, bushel ....	1 15	
Apples, Washington, box ....	2 90	3 00
Grapefruit ....	7 50	
California oranges ....	6 50	8 50
Pineapples ....	5 75	
Lemons ....	8 00	

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., April 29.—General groceries are steady this week with practically no changes. Butter and eggs have declined slightly here, fresh eggs being quoted at 48c to 50c; case 43c to 44c. Butter, creamery 63c to 65c; dairy 55c to 60c; tub 52c to 58c, with prospects of further reductions. Apricots are quoted at 24c to 25c. Canadian onions are about finished, new Bermudas per crate \$5. All fresh fruits have advanced. Lemons \$6.50 to \$7. Oranges \$6.50 to \$7.50; grapefruit \$8 to \$10; bananas 8½c to 9½c; apples \$6 to \$6.50.

Flour, No. 1 patents, bbls., Man. ....	\$12 5t	
Cornmeal, gran., bags ....	5 75	6 00
Cornmeal, ordinary, bags ....	3 60	3 65
Rice, Siam, per 100 ....	8 75	9 00
Molasses ....	0 88	0 90
Sugar—		
Standard, granulated ....	10 05	
No. 1, yellow ....	9 55	
Cheese, Ont., twins ....	0 31	0 31½
Eggs, fresh, doz. ....	0 48	0 50
Eggs, case ....	0 43	0 44
Breakfast bacon ....	0 38	0 40
Butter, creamery, per lb. ....	0 63	0 65
Butter, dairy, per lb. ....	0 58	0 60
Butter, tub ....	0 52	0 58
Margarine ....	0 33	0 35
Lard, pure, lb. ....	0 34	
Lard, compound ....	0 28½	
American clear pork ....	58 00	67 00
Beef, corned, ls ....	4 90	
Tomatoes, 3s, standard, case ....	4 00	
Raspberries, 2s, Ont., case ....	8 80	
Peaches, 2s, standard case ....	6 00	
Corn, 2s, standard case ....	4 30	
Peas, standard case ....	2 90	
Apples, gala., N.B., doz. ....	4 00	
Strawberries, 2s, Ont., case ....	8 20	
Salmon, Red, spring, cases ....		
Pinks ....	11 00	11 50
Cohoos ....	14 50	15 00
Chums ....	8 50	
Evaporated apples, per lb. ....	0 19½	0 20
Peaches, per lb. ....		
Apricots, per lb. ....	0 24	0 25

Potatoes—		
Natives, per bbl. ....	3 00	3 25
Onions, Can., bag ....	4 00	4 25
Do., Bermuda, per crate ....		5 00
Lemons, Cal. ....	6 50	7 00
Oranges, Cal., case ....	6 50	7 50
Grapefruit, case ....	8 00	10 00
Bananas, per lb. ....	0 08½	0 09½
Apples, box ....	6 00	6 50

## COFFEE HAS NOT REACHED ITS LIMIT

John Anderson, Montreal, a member of Chase and Sanborn, coffee importers, stated to CANADIAN GROCER that there are not likely to be any lower coffee prices for some time.

"There is less than a sixty-day supply of coffee in Canada," said Mr. Anderson, "and not more than a sixty-day supply in New York, the biggest coffee market. What stock there was in countries other than Brazil has been cleaned up, practically speaking, so that there is no big surplus except that in the hands of the Brazilian owners. They are waiting for shipping and other conditions to improve and will expect the world to buy their needs from them at their own dictated prices."

Mr. Anderson stated that, in his opinion, when the present supplies were used up prices would have to be advanced materially. "When present stocks are depleted the market will have to be based on the prices ruling in the South," said Mr. Anderson. "This will mean much higher prices than those prevailing now."

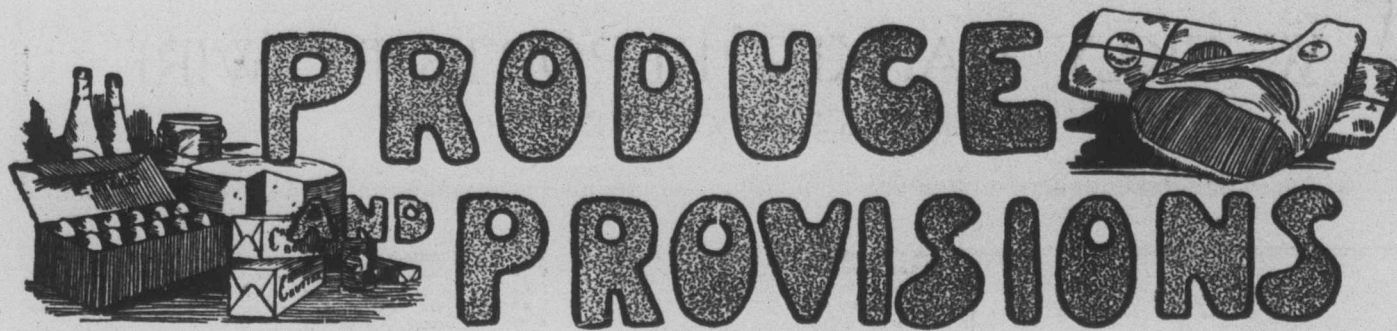
One of the big factors which points to higher prices ruling is that some of the big users in Europe are short of supplies. If Germany will pay the price the Brazilians ask there will be a big market there, and Italy, Austria, etc., will be large buyers. France and England have large supplies for their own needs, it is stated.

Mr. Anderson stated that coffee consumption was gradually on the increase and that there was, in a general way, 75 per cent. of best grade coffees sold, the balance of 25 per cent. being of the poorer kind.

## CANNED GOODS ADVANCING

Indications are strongly pointing to increases of price for various canned goods. The primary cause of this is an increasing demand for supplies from the continent, and this is expected to be even more manifest as the season progresses. Already, several of the largest jobbers have pointed out to CANADIAN GROCER, sales have been made by jobbing interests to the canners themselves to fill contracts taken for quantities. The demand at present seems to centre on tomatoes, and corn is also very high and firm.





# PRODUCE AND PROVISIONS

## Meat Slicers Build Provision Sales

Merchants in Different Localities Tell of Assistance Modern Equipment Has Been in Building Sales—Triple Business by Using Slicer

**T**HE grocers in Oshawa, Ont., are great believers in the value of the meat slicer for increasing their business in ham, bacon and cooked meats. They are believers because they have tried out the slicer and have found their business develop with great rapidity.

H. A. Ross, one of the Oshawa retailers, stated to CANADIAN GROCER recently, that since installation of his meat slicer a year or more ago he has more than doubled his sales of the meats he sells. The machine is placed on the end of the counter, just inside the door, where it can be seen from the street. People passing see it in operation, how nicely it cuts the meat, and immediately the desire is created to possess some of it.

J. S. Kyle has his meat slicer also located on the end of the counter near the front door. "Before we installed this machine," he said, "we used to cut about six hams each Saturday with the knife and thought we were doing an excellent day's business. After the machine was installed our sales ran up to as much as eighteen hams on a Saturday.

"We found that once a customer purchased ham in this way, she always wanted it sliced with the slicer afterwards. It certainly makes the meat look nicer, more tasty and the operation of the machine in view of everybody actually creates demand."

T. B. Crothers states that he has more than doubled his sales since he put in the meat slicer. He also has it right on the end of the counter inside the door, where everybody must see the meat when they are coming in and again when they are going out. He believes on account of this demand is created that otherwise would be lost.

It is not always possible to trace the actual benefits that follow from the installation of such modern equipment as meat slicers, but now and then an instance presents itself of customers actually gained from these selling facilities. Mr. Benson, of Benson Brothers, Guelph, Ont., is a strong advocate of the advantage of such equipment to the mer-

chant. "I know of one customer who was actually brought to the store because we had such a machine," he stated. "Hearing that we used a meat slicer, this lady came to the store to buy a pound of bacon. It was the only thing she bought, and for several months she came regularly at certain intervals to buy bacon and cooked meats. It was the only thing that brought her to the store for she bought nothing else. Then, by degrees, other small purchases were added till finally the whole trade of the customer drifted to the store, and she has been one of the best customers of the store for some time past.

While this is the only customer that Mr. Benson can definitely point to as having been brought to the store entirely as a result of this added selling service, it has been a noticeable fact that his sales in this department have materially increased since the slicer was added.

### Help to Make Specialty of Provisions

The Bradley and Son store, Niagara Falls, Ont., has had the same experience, the manager states, that they make a special feature of bacon sales, and have built up a substantial trade in this line. One of the principal features in building this trade and in making it profitable has been the meat slicer. Customers have their preferences as to how bacon shall be sliced, and ask for it as such and such a thickness, showing an evident appreciation of the evenness of cutting that is one of the features of this machine. With the present high price of bacon and cooked meats, he stated, he did not think that this business would be worth while in the old hand-slicing methods. The wastage of a pound or two in the old low price days was not such an important matter, but at present prices it would entirely do away with any possible profit. With the machine, the element of waste was practically a thing of the past as the last inch could be sliced as readily as the first, and with these slices distributed evenly among different customers there was no tendency to complain.

### AUSTRALIA OVERSTOCKED WITH CANADIAN CANNED SALMON

Investigations made in Melbourne and Sydney, on behalf of some British Columbia exporters offering large quantities of Chum salmon, demonstrated that practically all the wholesale importers of canned fish have full stocks and the market is somewhat depressed.

The grade of Chum salmon is chiefly imported by Sydney merchants for the South Pacific Islands trade and its consumption in Australia is practically negligible.

In 1918 orders for salmon were placed at the high prices then ruling, and in larger quantities than usual, in anticipation of a longer duration of the war conditions. Under normal conditions the importations would have been disposed of profitably, but a mild summer (at which season there is the largest demand for canned fish), and a more plentiful supply of meat at cheap prices, restricted the sale of salmon in a marked degree. Under the circumstances the consumer preferred cheap meat to dear fish. The market has been somewhat disorganized during the last two months through speculators—outside of the regular wholesale importers—desiring to unload at a sacrifice immediately after the armistice was declared.

Under present conditions it would appear unlikely that the Australian market will offer encouraging prospects to Canadian packers for the disposal of any of the 1918 pack which may be held for realization.

### HUGE ORDER FOR COCOANUT OIL

The Davies-Irwin, Ltd., Wellington St., Montreal, has secured an order for coconut oil amounting to \$2,000,000. The vice-president of the company, J. Erwin, brought the order with him to Montreal from New York, where the deal was consummated through the efforts of J. P. Davies and J. Erwin, the president and vice-president of the company.

The order calls for 6,000 tons of oil. It is used for the manufacture of soap and margarine.



# Produce, Provision and Fish Markets

## QUEBEC MARKETS

**M**ONTREAL, April 29—Developments of interest in the provision markets here this week are several, and include a decline of three cents per pound for creamery butter, and of one cent for dairy. Eggs are up one cent per dozen. Hog prices are away up again and the tendencies are to higher levels still. There has been a consequent firming of the market on the various cuts, and barrelled pork, cooked ham, bacon, are all marked higher. Lard advanced one and one-half cents per pound and shortening half a cent. All lines of poultry are up three cents per pound and there is a firm market. Fish are inclined to lower in price, and the fresh varieties are in much better supply. There is a good volume of business.

### Hogs Soar Again; May Raise More

**MONTREAL**  
**FRESH MEATS.**—Continued domestic demand and an accentuated request on the part of English buyers for supplies, has been the feature of the week, resulting, as it has, in an upward trend to prices. Live hogs are quoted this week at \$21.50 to \$22.50, and the offerings were quickly picked up on receipt at full prices.

Considerable revision has been made on the various cuts of pork and the revisions are in the way of increases on legs and loins of one to two cents per lb. Beef prices hold steadily and there are some changes, though few of an actual advance have been made, range of quotations being effected in some cases.

Hogs, live	\$21 50	\$22 50
<b>Hogs, Dressed—</b>		
Abattoir killed, small, 65-90 lbs.	30 50	31 00
Sows (heavy)	26 00	26 00
Hogs (country dressed)	28 00	29 00

<b>Fresh Pork—</b>		
Leg of pork	0 36	
Leg of pork (trimmed)	0 37 1/2	
Loins (trimmed)	0 41	
Tenderloins, lb.	0 46	0 48 1/2
Spare ribs	0 24	
Trimmed shoulders	0 27	0 28

<b>Fresh Beef—</b>		<b>(Cows)</b>	
(Steers and Heifers)		\$0 27	\$0 30
\$0 27	\$0 32	Hind quarters	0 15
0 15	0 20	Front quarters	0 15
0 40	0 42	Loins	0 35
	0 32	Ribs	0 29
	0 16	Chucks	0 15
	0 27	Hips	0 26
Calves (as to grade)	0 18	0 22	
Lambs—30-40 lbs. (whole carcass lb.)	0 34	0 34	
Sheep	0 20	0 26	

### Bacon and Hams, Barrel Pork Up

**MONTREAL**  
**CURED MEATS.**—"It will not be a surprise if barrel pork and hams advance" was the definite statement made in last week's issue of CANADIAN GROCER. This condition has been brought about, and a considerable advance in quotations has been made all around. The market is very firm and there will be advances still, if the heavy export demand continues for hogs. A fair domestic demand is in evidence for smoked meats, and the undertone continues very firm. Barrel pork is higher to the extent of one dollar per barrel.

<b>Cured Meats—</b>		
<b>Hams—</b>		
Medium, smoked, per lb.—		
(Weights) 8-12	0 40	\$0 40
12-16	0 39	0 40
16-20	0 32 1/2	0 34
20-35		
<b>Backs—</b>		
Plain	0 43	0 48
Boneless, per lb.	0 52	
<b>Bacon—</b>		
Breakfast, per lb. (as to qual.)	0 44	0 48
Roll, per lb.	0 34	
<b>Dry Salt Meats—</b>		
Long clear bacon, ton lots	0 27	0 28
Long clear bacon, small lots	0 28	0 29
Fat backs, lb.	0 32	0 32
<b>Barrel Pork—</b>		
Canadian short cut (bbl.)	55 00	
Clear fat backs (bbl.) (40-50 pieces)	63 00	67 50
Do. (30-40 pieces)	60 50	62 00
Short cut clear pork (bbl.)	54 00	57 00
Heavy mess pork (bbl.)	44 00	45 00
Bean pork (bbl.)	44 00	45 00

### Cooked Meats Firm; May Advance More

**MONTREAL**  
**COOKED MEATS.**—Prices have firmed somewhat during the week and it is very likely that there will be further advances. The market is not very strong, from the viewpoint of demand, and at the same time the sale of ham and tongue is quite heavy all the time.

Head Cheese	0 13	0 15
Meat loaf with macaroni and cheese, lb.	0 29	
Choice jellied ox tongue	0 44	
Ham and tongue, lb.	0 32	
Veal and tongue	0 25	
Hams, roast	0 53	
Hams, cooked	0 52	0 53
Shoulders, roast	0 44	0 48
Shoulders, boiled	0 44	
Pork pies (doz.)	0 85	

### Highest Lard Price Is Reached Here

**MONTREAL**  
**LARD.**—The market is up one and a half cents per pound, and there is every reason to expect that brick price will be 35 cents within a few days. Supplies are selling freely on this high price basis and there is no telling where the advance will be stayed.

<b>Lard, pure—</b>		
Tierces, 400 lbs., per lb.	0 33	0 33 1/2
Tubs, 50 lbs., per lb.	0 33	0 32 1/2
Pails, 20 lbs., per lb.	0 33	0 33 1/2
Bricks, 1 lb., per lb.	0 34	0 34 1/2

### Pail Shortening Reaches 27 1/2c

**MONTREAL**  
**SHORTENING.**—Following the advances made for lard, shortening has increased in price half a cent all around. The price of this in pails is 27 to 27 1/2c. and the usual differentials obtain. Seasonable business is coming to hand, and this is even a little better than usual, owing to high lard price.

Tierces, 400 lbs., per lb.	0 26 1/2	0 27
Tubs, 50 lbs.	0 26 1/2	0 27 1/2
Pails, 20 lbs., per lb.	0 27	0 27 1/2
Bricks, 1 lb., per lb.	0 29	0 29 1/2

### Much Margarine Now Selling

**MONTREAL**  
**MARGARINE.**—Owing to butter prices being so high the margarine market has been accorded a stimulus. Jobbers report much activity, and it is more than likely that this will continue to be the case for some time. No change of price has been made.

<b>Margarine—</b>		
Prints, according to quality, lb.	0 34	0 37 1/2
Tubs, according to quality, lb.	0 34	0 34 1/2

### Butter Lost 3c; Larger Shipments

**MONTREAL**  
**BUTTER.**—Under the influence of much larger supplies from the various districts, of grass-made butter, prices took a tumble of three cents per pound. It is probable that, with good weather, and a greater supply of grass for the dairy herds, the desired increase of stock will come about in time. In any case, the relief of three cents will be appreciated by the consumer, and further declines would be welcomed.

<b>Butter—</b>		
Creamery prints, fresh made	0 64	
Creamery solids, fresh made	0 63	
Dairy prints	0 53	
Dairy, in tubs, choice	0 52	

### No Cheese Change; Business is Good

**MONTREAL**  
**CHEESE.**—Much interest obtains among cheese men as to what the Cheese Commission will settle upon as prices for 1919. It is a year since they were fixed, and whether they will be continued is the question not settled yet. Supplies are adequate and there is a fair amount of business here. Export from this port will likely be resumed at any time now.

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

### Fifty-Cent Eggs; Exports Heavy

**MONTREAL**  
**EGGS.**—While production has really been maintained, and better in some localities, the domestic and export de-

mands, combined, are so heavy as to have actually firmed the market through the week. There are now on the way, from Manitoba, several carloads of eggs, and this is a change from the recent condition, local production being quite equal to the demands.

Eggs—		
New-laid	0 49	0 50

*All Poultry Is  
Three Cents Up*

**Montreal.**  
**POULTRY.**—Not only has a firmness developed in the poultry market, but the price basis has moved upward three cents per pound all around. This is attributable to the heavy export selling and to a good local demand for supplies. Receipts are none too heavy, the farmers keeping all producing hens, while egg prices continue favorably high.

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

*More Fresh Fish  
At Fair Prices*

**Montreal**  
**FISH.**—Supplies of fish from both Pacific coast and also from the Atlantic, are coming to hand more freely. Among the arrivals are salmon, halibut, carp, pike, gaspereaux and bullheads. Naturally the demand is for fresh fish for the most part, frozen varieties not being so popular at this time. With an abundance of supplies there is a tendency to lower prices. Demand should continually increase for the fresh varieties.

FRESH FISH		
Carp—per lb.	0 08	0 09
Bullheads (dressed)	0 12	0 15
Gaspereaux—each		0 05
Haddock	0 07 1/2	0 08
Halibut, Eastern	0 24	0 25
Halibut (Western)	0 21	0 22
Steak Cod	0 10	0 11
Market Cod	0 08	0 09
Flounders	0 07	0 08
Prawns		0 35
Pike—lb.	0 12	0 13
Live lobsters		0 35
Salmon (B.C.) per lb., Red	0 29	0 30

FROZEN FISH		
Gaspereaux, each		0 06
Halibut, large and chicken	0 20	0 21
Halibut, Western	0 22	0 23
Halibut, medium	0 22	0 23
Haddock	0 07	0 07 1/2
Mackerel	0 14	0 16
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 06	0 07 1/2
Whitefish, small	0 11	0 12
Sea Herrings	0 07 1/2	0 08
Steak Cod	0 08	0 09
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17 1/2	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large		0 22
Lake Trout	0 19	0 20
Tom Cods, per bbl.	3 50	4 00
Lake Herrings, bag, 100 lbs.		6 00
Alewires	0 05 1/2	0 06

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

PICKLED FISH		
Herrings (Scotch cured), barrel	12 00	
Scotia, barrel	12 00	
Do., half barrel	6 25	
Mackerel, barrel	34 00	
Salmon, Labrador (200 lbs.)	26 00	
Salmon, B.C. (200 lbs.)	25 00	
Sea Trout (200-lb. bbls.)	25 00	
Turbot (200 lbs.)	17 00	

Codfish, tongues and sound, lb.	0 15	
Eels, lb.	0 16	0 17
OYSTERS		
Cape Cod, per barrel	\$14 00	
Batouche, per barrel	15 00	
Scallops, gallon	4 00	
Can No. 1 (Solids)	2 25	
Can No. 3 (Solids)	6 50	7 25
Can No. 5 (Solids)		11 00
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)		8 40
SUNDRIES		
Paper Oyster Pails, 1/4 per 100	1 75	
Crushed Oysters Shell, 100-lbs.	\$1 60	
Paper Oyster Pails, 1/4-lb. per 100	2 25	

**ONTARIO MARKETS**

**TORONTO, April 29**—Live hogs reached unprecedented figures during the past week, and all pork products reflect this advance. There is a feeling, however, that these prices may be revised in the near future. Eggs are arriving more plentifully, but are still inadequate to meet the demand, owing to heavy export shipments, and prices are consequently firmer. The butter market is weaker, owing to increased production and to the fact that high prices have curtailed the demand.

*Fresh Pork Higher;  
Live Hogs Stronger*

**Toronto.**  
**FRESH MEATS.**—Quotations this week on all cuts of fresh pork show advances in keeping with the sharp upward trend in the prices of live hogs. The price quoted on hogs fed and watered this week is \$22.25, but packers are talking lower levels in the course of the next few days, but whether these materialize remains to be seen.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	\$27 50	\$29 00
Live, off cars, per cwt.		22 50
Live, fed and watered, per cwt.		22 25
Live, f.o.b., per cwt.	20 75	21 00
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 34	0 37
Loins of pork, lb.	0 26	0 39
Tenderloins, lb.		0 47
Spare ribs, lb.	0 20	0 21
Picnics, lb.		0 27
New York shoulders, lb.		0 28
Montreal shoulders, lb.		0 29
Boston butts, lb.		0 33
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 26	0 30
Front quarters, lb.	0 16	0 19
Ribs, lb.	0 24	0 30
Chucks, lb.	0 13	0 18
Loins, whole, lb.	0 34	0 38
Do., short, lb.	0 38	0 42
Hips, lb.	0 25	0 27
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 18	0 25
Lambs, whole, lb.	0 29	0 35
Sheep, whole, lb.	0 20	0 24
Above prices subject to daily fluctuations of the market.		

*Hams and Bacon  
Are Again Higher*

**Toronto.**  
**PROVISIONS.**—There are general advances in this market, with gains in hams and bacons, amounting to from two to three cents per pound. The quotations on barrel pork continue strong.

Hams—		
Medium	0 39	0 41
Large, per lb.	0 36 1/2	0 37 1/2
Backs—		
Sinned, rib in	0 47	0 52 1/2
Boneless, per lb.	0 56	0 57
Bacon—		
Breakfast, ordinary, per lb.	0 44	0 45
Breakfast, fancy, per lb.		0 50
Roll, per lb.	0 32	0 36
Wiltshire (smoked sides), lb.		41 00

Dry Salt Meats—		
Long, clear bacon, av. 50-70 lb.	0 28 1/2	0 30
Do., aver. 70-100 lbs.		0 27
Fat backs, 16-20, lb.		0 31 1/2
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	48 00	50 00
Short cut backs, bbl., 100 lbs.	56 00	57 00
Pickled rolls, bbl., 200 lbs., heavy		50 00
Do., Do., Do., lightweight		60 00
Above prices subject to daily fluctuations of the market.		

*Cooked Meats Show  
Advances of a Cent*

**Toronto.**  
**COOKED MEATS.**—An almost general advance is shown in the price list of cooked meats. Boiled and roast hams have gained a cent per pound, at from 52 to 54 cents. This is in keeping with the general upward trend of both live hogs and all pork products.

COOKED MEATS		
Boiled hams, lb.	\$0 53	\$0 55
Hams, roast, without dressing, lb.	0 52	0 55
Shoulders, roast, without dressing, per lb.	0 44	0 45
Head Cheese, 6s, lb.		0 15
Meat Loaf with Macaroni and Cheese, lb.	0 22	0 26
Choice Jellied Ox Tongue, lb.	0 50	0 53
Veal and Tongue, lb.		0 25
Above prices subject to daily fluctuations of the market.		

*Shortening is Quoted  
At Higher Figure*

**Toronto.**  
**SHORTENING.**—Prices moved forward on shortening this week, selling up to 27 cents per pound. Price of stearine is reported to have advanced. Shortening, tierces, 400 lbs., lb. \$ 26 \$0 27 1/2. In 60-lb. tubs, 1/4-1/2c per lb. higher than tierces; pails, 1/2-3/4c higher than tierces, and 1-lb. prints, 1 1/4-1 1/2c higher than tierces.

*Margarine Prices  
Are Unchanged*

**Toronto.**  
**MARGARINE.**—There is active trading in margarine, the high price of butter contributing to this activity. Prices are unchanged.



Margarine—		
1-lb. prints, No. 1	0 34	0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28
Solids, 1c per lb. less than prints.		

**Better Supplies of Butter;  
Prices Are Weaker**

**Toronto.**  
**BUTTER.**—The butter market is very much weaker, supplies now being offered, and dealers generally report easier conditions. Prices have been too high for export, and on this account too, domestic consumption was declining. Dealers anticipate that values will show still further recessions in the near future.

Butter—		
Creamery prints (fresh made)	0 60	0 62
Creamery solids (fresh made)	0 58	0 60
Dairy prts., fresh separator, lb.	0 55	0 60
Dairy prints, No. 1, lb.	0 50	0 52

**Lard Advances From  
2 to 3 Cents Per Lb.**

**Toronto.**  
**LARD.**—A sharp advance is recorded in quotations on lard this week, dealers quoting tierces, 400 lbs. at from 33 to 34 cents. The strength of the Canadian hog market is reflected in these prices:  
Lard, tierces, 400 lbs., lb. .... \$0 33 \$0 34  
In 60-lb. tubs, ½c higher than tierces, pails ¼c higher than tierces, and 1-lb. prints, 2c higher than tierces.

**Prices of Eggs Are  
Again Upward**

**Toronto.**  
**EGGS.**—Receipts of eggs are more plentiful, but the supply is barely ample, owing to the heavy export demand. Dealers' quotations are from one to two cents higher this week.

Eggs—		
New laids in cartons, doz.	0 50	0 52
New laids, doz.	0 48	0 49
Prices shown are subject to daily fluctuations of the market.		

**Poultry May be Scarce  
Owing to Export**

**Toronto.**  
**POULTRY.**—Prices of poultry this week show little change. The trade is quiet just now. There has been such a heavy export demand for poultry that dealers predict a scarcity in June and July. It is largely frozen stuff that is now supplying the demand.

Prices paid by commission men at Toronto:			
	Live	Dressed	
Ducks, lb.	\$0 35	\$0 40	
Turkeys, old, lb.	0 40	0 42	
Do., young, lb.	0 32-0 35	0 45-0 48	
Roosters, lb.	0 25	0 28	
Fowl, 4 to 6 lbs., lb.	0 33	0 35	
Fowl, over 6 lbs., lb.	0 35-0 40		
Fowl, under 4 lbs., lb.	0 28	0 30	
Chickens, under 5 lbs., lb.	0 30	0 32	
Chickens, over 5 lbs., lb.	0 26-0 32	0 35	
Chickens, over 5 lbs., milk fed, lb.		0 38	
Prices quoted to retail trade:			
		Dressed	
Hens, heavy	\$0 35	\$0 37	
Do., light	0 34	0 36	
Chickens, spring	0 38	0 40	
Ducks	0 40	0 42	
Turkeys	0 47	0 50	

**Higher Quotations on  
Old Large Cheese**

**Toronto.**  
**CHEESE.**—Old large cheese are quoted higher dealers' prices being from 34 to 35 cents per pound. New large

cheese are fairly easy at from 29½ to 30 cents. The factories are now beginning to operate in the country, and this should have a tendency to ease values

Cheese—		
Old, large	\$0 34	\$0 35
New, large	0 29½	0 30
Stilton (new)	0 31	0 32
Twins ½c lb. higher than large cheese. Triplets 1½c higher than large cheese.		

**Fresh Peel Shrimps  
Are Selling at \$3.50**

**Toronto.**  
**FISH.**—Quotations on fish show little change. Oysters are now off the market. Halibut is selling at 25 cents per pound. Consignment of sunfish from around Trenton sold quickly at 7 cents per pound, case lots, at the week-end. Fresh peel shrimps are quoted at \$3.50. Smelts are pretty well cleaned up, but any available are quoted up to 17 cents per pound. Enquiry for fish is not now quite so active.

FRESH SEA FISH		
Cod Steak, lb.	\$0 11	\$0 12
Do., market, lb.	0 09	0 10

Haddock, heads on, lb.	0 09	0 10
Halibut, lb.		0 25

FRESH FROZEN SEA FISH		
Cod Steak, lbs.		0 09
Do., market, lb.	0 05	0 07½
Flat Fish, B.C., lb.		0 10
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 05½	0 07
Haddock, lb.		0 07
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 20	0 21
Do., large, lb.	0 21½	0 22
Herring, lb.	0 06	0 07
Mackerel, lb.		0 11
Salmon, Cohoe, lb.		0 19
Do., Qualla, lb.	0 12½	0 15
Do., Red Spring, lb.	0 23	0 24
Do., Gaspe, lb.	0 24	0 23
Smelts, No. 2, lb.		0 09
Do., No. 1, lb.		0 17
Do., Extra, lb.		0 25
Tomcods, lb.		0 07

FRESH LAKE FISH		
Lake herring, lb.		0 12
Trout, lb.	0 23	0 25
Whitefish, lb.	0 23	0 25

FROZEN LAKE FISH		
Herrings, Lake Superior		0 03
Do., Lake Erie, lb.	0 06	0 06½
Mullets, lb.	0 07	0 08
Pickrel, lb.	0 14	0 15
Pike, round, lb.	0 07	0 08
Trout, lb.	0 17	0 18
Tulbees, lb.	0 09	0 10
Whitefish, lb.		0 11

**WINNIPEG MARKET**

**W**INNIPEG, April 29—There has been a growing feeling of strength in all produce lines during the week. The hog market shows a strong advance and butter, eggs and poultry are also showing advancing tendencies.

**Hogs, Hams, Barrelled  
Pork Advance**

**Winnipeg.**  
**PROVISIONS.**—The hog market is very firm with prices advanced to \$21. Prospects are for a very firm market. This tendency is in sympathy with the U. S. market, which is very firm. This firmness is reflected in an advance on hams, barrelled pork, etc., as follows:

Hams—		
Light, lb.	0 39	0 40
Medium, per lb.		0 38
Heavy, per lb.	0 32	0 36
Bacon—		
Breakfast, select, lb.	0 40	
Backs	0 40	0 44
Dry Salt Meats—		
Long clear bacon, light	0 26	
Backs	0 33	
Barrelled Pork—		
Mess pork, bbl.	45	00

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

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

**Butter Prices  
Will Fluctuate**

**Winnipeg.**  
**BUTTER.**—Though receipts are heavier, prices remain very firm. Present quotations are not expected to be held long. Some advance has taken place during the week. Present margarine prices are high and these quotations will likely fluctuate with the price of creamery butter:

Butter—		
Fresh made creamery, No. 1, cartons	0 58	0 60

Fresh made creamery, No. 2	0 56
Margarine	0 31 0 34

**Egg Market Has  
Upward Tendency**

**Winnipeg.**  
**EGGS.**—There is a tendency toward a higher market on eggs. Receipts are heavier, though this is counterbalanced by a keener demand from outside points. Prices are steady at 43 to 44 cents per dozen.

**Firmness in  
Poultry Market**

**Winnipeg.**  
**POULTRY.**—By reason of the fact that several cars of poultry have recently been sold for export, the market has firmed up as regards storage stocks.

**Decline in  
Fresh Salmon**

**Winnipeg.**  
**FISH.**—Fresh salmon has declined 2 cents per pound this week. Supplies of all fish are plentiful and the demand is good. Some further declines may be registered within the next few weeks.

LAKE FISH		
Whitefish (cleaned), lb.		0 12
Whitefish (frozen), lb.		0 12
Pickrel, lb.		0 13
Pickrel Fillet, lb.		0 36
Frozen Trout, lb.		0 18
Round Jackfish, lb.		0 09
Dressed Jackfish, lb.		0 09½
Frozen Goldeye, lb.		0 07½
Speckled Trout, lb.		0 35
Fresh Salmon		0 30

SEAFISH		
Frozen Halibut, lb.		0 20
Frozen Salmon, lb.		0 20

# LARD

We think lard is a good purchase at present prices. Ask our salesmen for prices or come to us direct. We put it up in tierces, tubs, pails. 20-lb., 10-lb., 5-lb. and 3-lb. tins, also in one-pound cartons.

**F. W. Fearman Co.**  
LIMITED  
Hamilton, Canada



**VEGETABLES  
PROPERLY DISPLAYED  
WILL BRING  
MORE TRADE**

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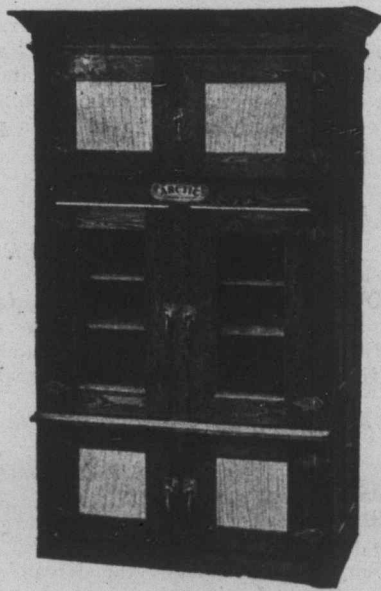
**DISPLAY STAND and MIST MACHINE**  
Keeps Vegetables Always Fresh and Inviting

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

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

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HAMILTON - ONTARIO

Branches at TORONTO MONTREAL WINNIPEG



**MODEL 375**

Is specially suitable for the  
Grocer or Provisioner.

Generous display and storage space equipped with adjustable shelves; door of overlapping type, panels in clean, white vitrolite; very easy on ice. Size 46 inches wide, 28 inches deep, 84 inches high, shipping weight 565 lbs. Capacity sufficient for the average store. Two larger stock sizes if desired.

## More Necessary Than Your Till or Cash Register—

Get the right viewpoint on the refrigerator question. You wouldn't care to do without your till or cash register, yet you can do without proper refrigeration and display much less. An Arctic can often save you in the few months of summer more than the convenience and safety of a modern cash register the year through.

Why let the waste and sales-loss of former years be repeated again this summer. Get an Arctic, with its active, cold, DRY air circulation that not only keeps perishables fresh and saleable, but often improves the condition of goods. Write for catalogue to-day.

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# MATTHEWS-BLACKWELL PRODUCTS

**M**ATTHEWS-BLACKWELL products have created their own demand; and experience has convinced the public that in these products they obtain exceptional, consistent quality, full value and purity in both manufacture and ingredients.

As a dealer you realize what this means—a steady income to all handling Matthews-Blackwell products.

To-day is your opportunity. Write us for information or send in your orders direct to our nearest plant.

## Matthews-Blackwell, Limited

*Established 1852*

<b>Plants at</b>	<b>Direct Offices</b>
Toronto	Winnipeg
Hull	Fort William
Montreal	Ottawa
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Prepare now for a more profitable turnover during the year. Proper equipment will be a mighty strong means of consolidating the trade of the past, while creating and retaining a bigger and better 1919 business.



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**The Computing Cheese Cutter Co.**  
WINDSOR, ONT.

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



Handle the brands that have proved their quality and firmly established their reputation as "pure foods".

Of course, you handle

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Table  
Salt**  
Made in  
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THE CANADIAN SALT CO., LIMITED

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## Brunswick Brand Sardines in Oil

As fine a line of quality domestic sardines as you could wish to handle.

The high quality of our goods has given us a large trade, which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connors Bros.' Brands you sell goods that are trade-winners.

You can depend upon the selling value of any of the following:

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

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LIMITED**  
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and

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

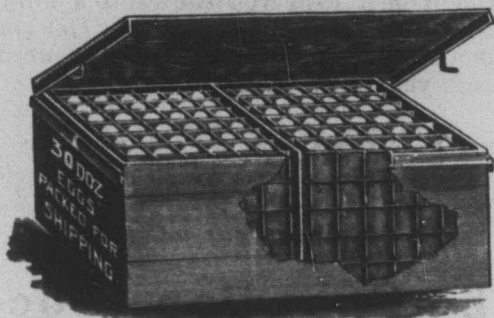
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ORDER YOUR CANNING BOX SHOOKS REQUIREMENTS FOR 1919 NOW AND ENSURE GOOD DELIVERIES.

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Manufacturers of White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

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Toronto, Ont.

Ontario Agents:  
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*You can now buy*

## Champagne de Pomme

Put up in pint bottles like Champagne.

Can supply in splits also.

Suitable for Parties, Banquets, etc.

Packed 4 dozen to the case.

This is a delicious beverage if placed on ice  
15 minutes before using.

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WE WANT AGENCIES FOR

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FOR THE PROVINCE OF QUEBEC

18 YEARS EXPERIENCE

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## Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

*Send along your ad. to-day.*

### The Canadian Grocer

143-153 University Ave., Toronto



# Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

**Canadian Grocer**  
143-153 University Ave.  
Toronto

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



Made and Bottled in England

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

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

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Toronto and Vancouver

# Your Questions Answered

Any information you desire on matters pertaining to the trade will be gladly furnished FREE upon application and will be answered through the columns of this paper. If you enclose a stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

**CANADIAN GROCER**  
143-153 UNIVERSITY AVE.  
TORONTO



**Parke's Smoke Essence** painted on meat will smoke and cure it better than the old smoke house method. It is cleaner to use, requires no long delays and keeps the meat tender because the moisture is retained. 35c size, enough for about 100 lbs., is packed in compartment corrugated cases, 36 bottles in each. Price, \$8.40 per case. 75c size, enough for about 300 lbs., is \$6.00 per dozen.

**Parke & Parke Ltd.**  
Macnab St. and Market Sq.,  
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Strikingly advertised H.P. is known throughout the world as the most appetizing sauce.

Wherever sold it attracts a ready custom, and gives impetus to trade.

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.  
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# H.P.

# SAUCE

# SUMORE

## The Perfect Peanut

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ASK YOUR JOBBER

OR

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30 and 32 Jurors Street, Montreal, P.Q.

## MADE IN CANADA

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Manufacturers of

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

The Fixtures you see above are only a very few of the designs that can be set up with the full set, besides hundreds of standard fixtures can be set up. Made of Oak, either Golden, Antique or Weathered Finish. Set is put up in a Hardwood Hinged Lid Storage Chest, a good place to keep the extra Younits not in use. There are thousands of sets in daily use.

No. 20 Set has 89 Interchangeable Younits For Large Store Windows, \$38.50  
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Stock carried in Hamilton, Ont. Order direct or thru your jobber. Send for catalog. Patented and made in Canada.

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*Originally Established 1873*

## Teas and Coffees

**Forty-Six Years in the Tea Business**

Benefit by our long experience in the blending of bulk teas of quality. Send us your next order and prove that better profits are possible by selling Minto Teas.

## Our Package Teas are Superior



# Popular Brands

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

## Plug Smoking

- "British Consols"
- "Brier"
- "Index"



Trade Mark  
Registered



Every package we ship carries the above trade-mark.

## Plug Chewing

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



Trade Mark  
Registered

# W. C. MACDONALD, REG'D.

Established Over 60 Years  
MONTREAL, P. Q.

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

## CROWN



Screw Top

# Be Ready to Supply the Demand

## Buy Right and Buy NOW

These Fruit Jars Produce Results

Extra Quality Rubber Ring in Each

### PERFECT SEAL



Lightning Fastener

## GEM



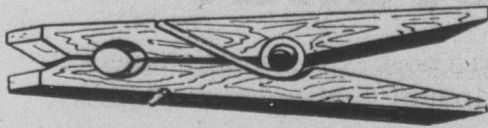
Screw Top

The Names Are  
Household Words  
The Jars Household  
Necessities

Dominion Glass Company, Limited

Secure Styles That  
Reduce  
Both Labour And  
Cost

**The Megantic Broom Mfg., Co., Ltd.**  
Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.



Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

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

These two handy little preventives are not "cure-alls," but they always give excellent results and people always come back for further supplies. MATHIEU'S "SYRUP OF TAR" and MATHIEU'S "NERVINE POWDERS" should be constantly displayed in every good grocery store. Gratified customers and good profits result.



**J. L. Mathieu Co.**  
Proprietors  
SHERBROOKE, QUE.

**QUOTATIONS FOR PROPRIETARY ARTICLES**

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

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

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 35
Currant, Black	3 90
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

**"AYLMER" PURE ORANGE MARMALADE**

Tumblers, Vacuum Top, 2 doz. in case	\$2 00
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	5 10
4's Tins, 12 pails in crate, per pail	0 82
5's Tin, 8 pails in crate, per pail	1 01
7's Tin or Wood, 6 pails in crate	1 42
30's Tin or Wood, one pail in crate, per lb.	0 20

**PORK AND BEANS "DOMINION BRAND"**

Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to 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**

½ Pts., Aylmer Quality	\$1 90
½ Pts., Aylmer Quality	2 35
Gallon Jugs, Aylmer Quality	1 62½
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 30
Galtons, Red Seal	7 45

**BORDEN MILK CO., LTD., CONDENSED MILK**

Terms, net, 30 days.	
Eagle Brand, each, 48 cans	\$9 25
Reindeer Brand, each 48 cans	8 75
Silver Cow, each 48 cans	8 40
Gold Seal, Furity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25

Challenge Clover Brand, each 48 cans ..... 7 75

**EVAPORATED MILK**

St. Charles Brand, Hotel, each 24 cans	\$6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	5 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	8 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

**CONDENSED COFFEE**

Reindeer Brand, large, each 24 cans	\$6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 45 cans	6 50

**W. CLARK, LIMITED MONTREAL**

Compressed Corn Beef—½s, \$2.85; 1s, \$4.85; 2s, \$9.25; 6s, \$34.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.85.	
Ready Lunch Beef—1s, \$4.90; 2s, \$9.44; 2s, \$9.25.	
English Brawn — ½s, \$2.85; 1s, \$4.45; 2s, \$9.25.	
Boneless Pig's Feet—½s, \$2.85; 1s, \$4.45; 2s, \$9.25.	
Ready Lunch Veal Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef-Ham Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Asst. Loaves—½s, \$2.45; 1s, \$4.45.	
Geneva Sausage—1s, \$4.35; 2s, \$8.75	
Roast Beef—½s, \$2.85; 1s, \$4.75; 2s, \$9.45; 6s, \$34.75.	
Roast Mutton—\$6.95; 2s, \$12.95; square cans, \$45.00.	
Boiled Mutton—1s, \$6.95; 2s, \$12.95; \$29.90; 6s, \$45.	
Boiled Beef—1s, \$4.80; 2s, \$9.25; 6s, \$34.75.	
Jellied Veal—½s, \$3.25; 1s, \$4.80; 2s, \$9.25.	
Cooked Tripe—1s, \$2.90; 2s, \$4.90.	
Stewed Ox Tail—1s, \$2.40; 2s, \$4.40.	
Stewed Kidney—1s, \$4.40; 2s, \$8.40.	
Mince Collops—½s, \$1.90; 1s, \$3.85; 2s, \$6.90.	
Sausage Meat—1s, \$3.90; 2s, \$7.80.	
Corn Beef Hash—½s, \$1.90; 1s, \$3.90; 2s, \$6.90.	
Beef Steak and Onions—½s, \$2.90; 1s, \$4.90; 2s, \$8.90.	
Jellied Hocks—2s, \$9.90; 6s, \$30.00.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.40; 2s, \$8.40.	
Boneless Chicken—½s, \$5.90; 1s, \$9.00.	
Boneless Turkey — ½s, \$6.90; 1s, \$9.00.	
Ox Tongue—½s, \$3.90; 1s, \$8.40; 1½s, \$13.40; 2s, \$17.20; 3½s, \$29.70; 6s, \$45.	
Lunch Tongue—½s, \$3.90; 1s, \$6.90.	
Beef Suet—1s, \$6.40; 2s, \$12.40.	



# KING GEORGE'S NAVY

CHEWING  
TOBACCO

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

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



Rock City Tobacco Co., Ltd.

## THE SWEETEST BREAD

Will Win The Family's Favor

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

## RICE FLOUR

MOUNT ROYAL MILLING AND MANUFACTURING CO., LIMITED  
MONTREAL, QUEBEC

VICTORIA, B.C.

# Field & Co.

(Fruit Merchants) Ltd.

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

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

## Direct Shippers

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

Proprietors of

## Turban Dates

IN CARTONS. Cases each 60 nominal pounds

## Turban Puddings

Whole Rice Custard  
Barley Flake Custard  
Sago Custard

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



Ground Rice Custard  
Tapioca Custard  
Semolina Custard

## OBAYO REAL SARDINES

The Elite of the Sea

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

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

Special quotations upon Application



Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 5s, \$12.90.

Mince Meat (Bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, \$15.

Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50. With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.

Chateau Brand Concentrated Soups—Celery, \$1.25; Consommé \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mulligatawny, \$1.45; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Vegetable, \$1.25; Chicken, \$1.45; Mock Turtle, \$1.45; Tomato, \$1.25; Vermicelli Tomato, \$1.25; Assorted, No. 1, case, \$1.35; Soups and Bouilli, 6s, \$13.25.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, \$1.00; 1 1/2s, \$1.85; 2s, \$1.90; 3s, tallis, \$2.50; 6s, \$8; 12s, \$16. 85c; 1s, \$1.00; 1 1/2s, \$1.45; 2s, \$1.90; 3s (tallis), \$2.50; 6s, \$8; 12s, \$12.

Chili Sauce (red and gold label)—Ind., 85c; 1s, \$1.00; 1 1/2s, \$1.45; 2s, \$1.90.

Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.

Sliced Smoked Beef—1/2s, \$2.35; 1s, \$3.75; 4s, \$24.

Canadian Boiled Dinner—1s, \$2.35; 2s, \$5.95.

Army Rations—Beef and Vegetables, 1s, \$2.25; 2s, \$4.95.

Spaghetti with Tomato Sauce with Cheese—1/2s, \$1.35; 1s, \$1.85; 3s, \$3.25.

Tongue, Ham and Veal Pates—1/2s, \$2.30.

Ham and Veal Pates—1/2s, \$2.30. Smoked Vienna Style Sausage—7/8s, \$2.45.

Pate De Foie—1/4s, 75c; 1/2s, \$1.40.

Plum Pudding—1/2s, \$1.90; 1s, \$3.85.

Potted Beef Ham—1/4s, 75c; 1/2s, \$1.40.

Beef—1/4s, 75c; 1/2s, \$1.40.

Potted Tongue—1/4s, 75c; 1/2s, \$1.40.

Potted Game (Venison)—1/4s, 75c; 1/2s, \$1.40.

Potted Veal—1/4s, 75c; 1/2s, \$1.40.

Potted Meats (Assorted)—1/4s, 80c; 1/2s, \$1.45.

Devilleed Beef Ham—1/4s, 75c; 1/2s, \$1.40.

Devilleed Tongue—1/4s, 75c; 1/2s, \$1.40.

Devilleed Veal—1/4s, 75c; 1/2s, \$1.40.

Devilleed Meats (Assorted)—1/4s, 80c; 1/2s, \$1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle, \$10; 10 oz., \$5.

Ox Tongue—1 1/2s, \$14.50; 2s, \$19.70.

Lunch Tongue (in glass)—1s, \$9.90.

Sliced Smoked Beef (in glass)—1/4s, \$1.80; 1/2s, \$2.80; 1s, \$3.90.

Mincedmeat (in glass)—1s, \$3.25.

Potted Chicken (in glass)—1/4s, \$2.40.

Ham (in glass)—1/4s, \$2.40.

Tongue (in glass)—1/4s, \$2.40.

Venison (in glass)—1/4s, \$2.40.

Meats, Assorted (in glass)—\$2.45.

Chicken Breast (in glass)—1/2s, \$8.90.

Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.

Chili Sauce—10 oz., \$3.25.

Spaghetti with Tomato Sauce—1/2s, \$1.40; 1s, \$1.90; 3s, \$3.30.

Peanut Butter—1/4s, \$1.35; 1/2s, \$1.85; 1s, \$2.25; in pails, 5s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.

COLMAN'S OR KEEN'S MUSTARD

Per doz. tins

D.S.F., 1/4-lb. .... \$2 80

D.S.F., 1/2-lb. .... 5 30

D.S.F., 1-lb. .... 10 40

F.D., 1/4-lb. ....

Per jar

Durham, 1-lb. jar, each ... \$0 60

Durham, 4-lb. jar, each ... 2 25

Canadian Milk Products, Ltd., Toronto and Montreal.

KLIM

Hotel ..... \$15 50

Household size ..... 3 25

Small size ..... 5 75

F.o.b. Ontario jobbing points, cost of an including Port William. Freight allowance not to exceed 50c per

100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—

Boxes Cents

40 lbs. Canada Laundry ... .09 1/4

40 lbs., 1-lb. pkg., Canada White or Acme Gloss ... .09 1/4

48 lbs., No. 1 White or Blue Starch, 3-lb. cartons ... .10 1/4

100-lb. kegs, No. 1 white ... .09 1/4

200-lb. bbls., No. 1 white ... .09 1/4

30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkg. ... .11 1/4

48 lbs., Silver Gloss, in 6-lb. tin canisters ... .12 1/4

36 lbs. Silver Gloss, in 6-lb. draw lid boxes ... .12 1/4

100 lbs., kegs, Silver Gloss, large crystals ... .10 1/4

40 lbs., Benson's Enamel, (cold water), per case ... 3.25

Celluloid, 45 cartons, case ... 4.40

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared ... .11

40 lbs. Canada Pure or Challenge Corn ... .09 1/4

20-lb. Casco Refined Potato Flour, 1-lb. pkgs. ... .16

(20-lb. boxes, 1/2c higher, except potato flour)

GELATINE

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

Knox Plain Sparkling Gelatine (makes 4 pints), per doz. ... \$2 00

Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. ... 2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs. 1 doz. in case ... \$4.00

2-lb. tins, 2 doz. in case ... 4.85

5-lb. tins, 1 doz. in case ... 5.45

10-lb. tins, 1/2 doz. in case ... 5.15

20-lb. tins, 1/4 doz. in case ... 5.10

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs. .... \$0 07 1/4

Half bbls., about 350 lbs. .... 0 07 1/2

1/4 bbls., about 175 lbs. .... 0 07 3/4

2-gal. wooden pails, 25 lbs. ... 2.30

3-gal. wooden pails, 38 1/2 lb. 3.45

5-gal. wooden pails, 65 lbs. ... 5.55

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case ... \$5.35

5-lb. tins, 1 doz. in case ... 5.95

10-lb. tins, 1/2 doz. in case ... 5.65

20-lb. tins, 1/4 doz. in case ... 5.60

(5, 10, and 20-lb. tins have wire handles)

INFANTS' FOOD

MAGOR, SON & 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

NUGGET POLISHES

Pellish, Black, Tan, Toney Red and Dark Brown ... \$1 10

Card Outfits, Black and Tan ... 4 10

Metal Outfits, Black and Tan ... 4 50

Creams, Black and Tan ... 1 25

White Cleaner ... 1 75

IMPERIAL TOBACCO CO. OF CANADA, LIMITED. EMPIRE BRANCH

Black Watch, 10s, lb. .... \$1.20

Bobs, 12s ... 1 00

Currency, 12s ... 1 00

Stag Bar, 9s, boxes 6 lbs. ... 1 00

Pay Roll, thick bars, ... 1 25

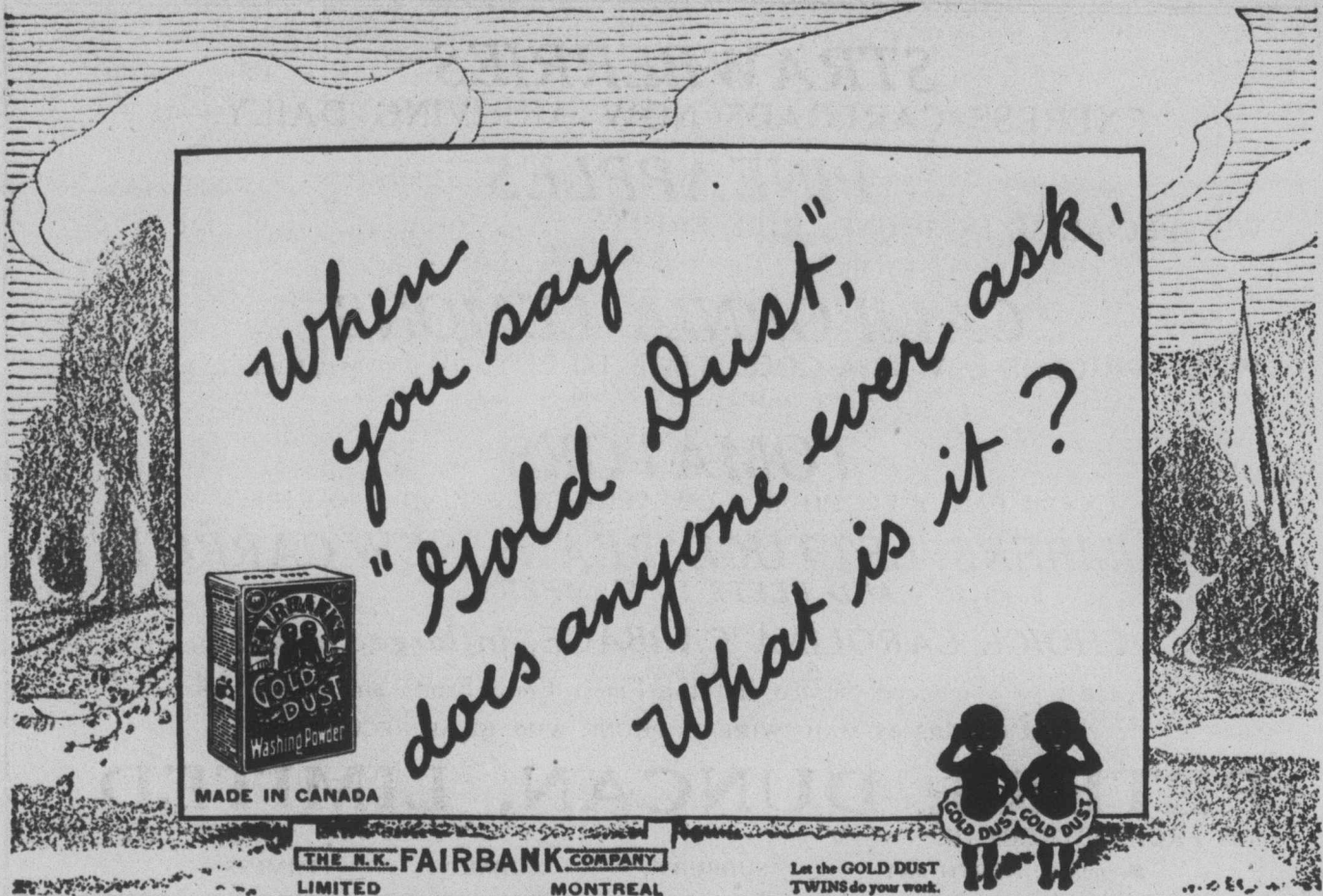
Pay Roll, plugs, 10s, 6-lb. 1/4 caddies ... 1 25

Shamrock, 9s, 1/2 caddies, 12 lbs., 1/4 caddies, 6 lbs. ... 1 00


Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes ... 1 15

Forest and Stream, tins, 9s, 2-lb. cartons ... 1 40






When you say "Gold Dust," does anyone ever ask, "What is it?"



MADE IN CANADA



Let the GOLD DUST TWINS do your work.

THE N.K. FAIRBANK COMPANY LIMITED MONTREAL

**JAMS**  
**MARMALADES**  
**PEELS**

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

Established over a Century

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

**CONFECTIONERY**  
**MARZIPAN**  
**CHOCOLATE**



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

## STRAWBERRIES

EXPRESS CARLOADS NOW ARRIVING DAILY.

## PINEAPPLES

WE SPECIALIZE IN SOUND, RIPE FRUIT. You can depend on us for your regular supply throughout the season.

## CALIFORNIA LEMONS

WHEN PRICE IS LOW IS A GOOD TIME TO BUY. Warm weather invariably means high prices for Lemons.

## TOMATOES

EXTRA FANCY FLORIDAS, NOW ARRIVING SOUND AND RIPE.

**CUCUMBERS, LETTUCE, BEANS, NEW CARROTS  
AND BEETS IN HAMPERS.**

**CHOICE CAROLINA CABBAGE, in large Crates.**

We can give you Good Service and the Finest Fresh Fruits and Vegetables.

YOUR ORDERS BY MAIL, WIRE OR PHONE, WILL BE APPRECIATED.

# PETERS, DUNCAN, LIMITED

88 FRONT STREET, E.

TORONTO

Branches: NORTH BAY

SUDBURY

COBALT

TIMMINS

# COSGRAVE'S PURE Malt Vinegar



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

*Attractively Labelled  
Bottles--2 Sizes.*

RETAIL PRICES:

Large Bottle 25c. Small Bottle 15c.

100% Pure Well Advertised

ASK YOUR JOBBER FOR IT



Insect Pests are Universal

## KEATING'S

is the World-Wide Insecticide

Generations of use in every part of the Globe have proved its efficacy—no insect can live, once it comes into proper contact with Keating's, and as even the most careful home cannot escape insect pests, such as

**Flies Fleas Mosquitoes Ants  
Wasps Beetles Bugs  
Cockroaches or Moths**

it is an article in constant demand, and, once used, its merits ensure repeat sales and steady, profitable trade.

Made by THOMAS KEATING, London, England  
Established 1788

SOLE AGENTS FOR CANADA

**HAROLD F. RITCHIE & CO., Limited**  
10 McCaul Street, TORONTO



# Do They Know?

It may be you want to rent that store; have a business for sale; seek a partner; or perhaps wish to purchase stock in a progressive grocery business. Then again it is likely to be some fixture you want taken off your hands owing to recent improvements.

Do the grocers in all parts of Canada know what you have to offer? They don't?

Then a "*Want Ad*" in *Canadian Grocer* will tell nearly all the progressive business men, together with their staffs, just what an opportunity you have, and in the way that you want them to know.

And the cost is so reasonable, too—2 cents a word for the first insertion, and 1 cent a word for each subsequent issue. 5 cents additional per insertion if answers are to be sent in care of a box number.

Is not that a good service at a low cost? It has accounted for many rapid turn-overs.

*Send in yours to-day.*

**Canadian Grocer**  
143-153 University Avenue  
**Toronto**



## RID- OF- RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about \$500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, \$1.80 per doz., \$1.00 per lb. in bulk

**BERG & BEARD MFG. CO., Inc.**  
100 Emerson Place Brooklyn N. Y.

## Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

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

## Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

### "SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing 1/4, 1/2 or 1-lb. packets.

**R. E. BOYD & COMPANY**  
*Agents for the Province of Quebec*  
15 STE. THERESE ST. — MONTREAL

**DONALD H. BAIN CO.**  
AGENTS FOR THE CANADIAN NORTH-WEST



## OAKLEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

**John Oakley & Sons, Ltd.**  
Manufacturers of Emery Cloth,  
Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:  
Geo. B. Jenkinson, 78 Wellington Street  
North, Hamilton, Ontario.

Forest and Stream, 1/4, 1/2, and 1-lb. tins ..... 1 50  
Forest and Stream, 1-lb. glass humidors ..... 1 75  
Master Workman, bars, 7s 3 1/2 lbs. .... 1 20  
Derby, 9s, 4-lb. boxes ..... 1 00  
Old Virginia, 12s ..... 1 50  
Old Kentucky (bars), 8s, boxes, 5 lbs. .... 1 25

**WM. H. DUNN, LTD., Montreal**

### BABBITS

Soap Powder, case 100 pkgs. ... \$5 65  
Cleanser, case 50 pkgs. .... 3 10  
Cleanser (Kosher), cs. 50 pkgs. 3 10  
Pure Lye, case of 4 doz. .... 6 95

### JELL-O

Made in Canada

Assorted case, contains 4 doz. \$5 40  
Lemon, 2 doz. .... 2 70  
Orange, 2 doz. .... 2 70  
Raspberry, 2 doz. .... 2 70  
Strawberry, 2 doz. .... 2 70  
Chocolate, 2 doz. .... 2 70  
Cherry, 2 doz. .... 2 70  
Vanilla, 2 doz. .... 2 70  
Weight, 8 lbs. to case. Freight rate second class

### JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz. \$2 70  
Chocolate, 2 doz. .... 2 70  
Vanilla, 2 doz. .... 2 70  
Strawberry, 2 doz. .... 2 70  
Lemon, 2 doz. .... 2 70  
Unflavored, 2 doz. .... 2 70  
Weight, 11 lbs. to case. Freight rate second class

### BLUE

Keen's Oxford, per lb. .... \$0 24  
In cases 12—12 lb. boxes to case ..... 0 25

### COCOA AND CHOCOLATE THE COWAN CO., LTD.

#### COCOA—

Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz. .... \$4 60  
Perfection, 1/4-lb. tins, doz. ... 2 45  
Perfection, 1/4-lb. tins, doz. ... 1 25  
Perfection, 10c size, doz. .... 0 95  
Perfection, 5-lb. tins, per lb. 0 27  
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 & 2 doz. in box, doz. .... 2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb. .... 0 36  
Supreme Chocolate, 10c size, 2 doz. in box, per box ... 1 80  
Perfection Chocolate, 10c size, 2 doz. in box, per box .... 1 80

### SWEET CHOCOLATE— Per lb

Eagle Chocolate, 1/4s, 6-lb. boxes ..... 0 32  
Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case ... 0 31  
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs., in case 0 32  
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs., in case 0 33  
Diamond Crown Chocolate, 28 cakes in box ..... 1 10

### CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 20 boxes in case, per lb. .... 0 40  
Milk Medallions, 5-lb. boxes in case, per lb. .... 0 40  
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. ... 0 55  
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. .... 0 55

5c LINES

Toronto Prices  
Per box

Filbert Nut Bars, 24 in box, 60 boxes in case ..... \$0 95  
Almond Nut Bars, 24 in box, 50 boxes in case ..... 0 95  
Puffed Rice Bars, 24 in box, 50 boxes in case ..... 0 95  
Ginger Bars, 24 in box, 50 boxes in case ..... 0 95  
Fruit Bars, 24 in box, 50 boxes in case ..... 0 95  
Active Service Bars, 24 in box, 50 boxes in case ... 0 95  
Victory Bar, 24 in box, 60 boxes in case ..... 0 95  
Queen's Dessert Bar, 24 in box, 60 boxes in case ..... 0 95  
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case. 0 95  
Royal Milk Cakes, 24 in box, 50 boxes in case ..... 0 95  
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box ..... 1 90

10c LINES

10c LINES  
Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz. ... \$0 95  
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz. ... 0 95

## A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.



## Daily Arrivals

Strawberries  
Asparagus  
Pineapples  
Cucumbers  
Lettuce

*Send in your order.*

**WHITE & CO., LIMITED**

*Fancy Fruits and Vegetables*

**TORONTO**

Canada Food Board License No. 277

## PINEAPPLES

Finest quality, from Porto Rico, now coming along more freely.

## TOMATOES

Repacked in our own warehouse and all waste greens and spots taken out. You get good, ripe fruit only. All ready to sell.

## CALIFORNIA GRAPEFRUIT (SUNKIST)

Put up in boxes and half boxes (flats). Fine Quality—Bright—Smooth Skin.

*THE HOUSE OF QUALITY*

**HUGH WALKER & SON**

GUELPH, ONTARIO

*Established 1861*

## WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead

*When buying*

*insist*

*on this brand*

Canada Food Board License No. 14-128



Give  
Little Miss  
a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

# Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in the sweetest and cleanest factory in the world.

*Write for trade terms and particulars to the  
Walford Mfg. Co., Ltd., Delectaland, Walford, England.*

**FINEST CRYSTAL  
GELATINES**

**Powdered and Sheet  
FINE LEAF GELATINE**

*British Manufacture*

**GELATINE**

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

SOLE AGENTS FOR CANADA

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

**EVERY DOG OWNER**

throughout the World

Knows

**SPRATT'S**

**DOG CAKES**

and

**PUPPY BISCUITS**

**Will you cater for  
those in your town?**

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

**SPRATT'S PATENT LIMITED**

Congress Street, NEWARK, New Jersey, U.S.A.

or

24-25 Fenchurch Street, London, England.

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# BUYERS' MARKET GUIDE

## Latest Editorial Market News

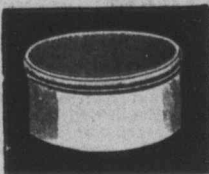


**Vogans**

**Overseas  
CAKE**

Put up in one pound packages.  
Order from your jobber to-day.  
**VOGANS, LIMITED TORONTO**

**STONEWARE**



Buy Now—Butter Cocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.  
The Toronto Pottery Co. Limited  
Dominion Bank Bldg. TORONTO

We are now located in our new and more spacious warehouse at  
**60-62 JARVIS ST.**  
**TORONTO SALT WORKS**  
GEO. J. CLIFF

**WHITE-COTTELL'S**  
*Best English Malt Vinegar*  
**QUALITY VINEGAR**  
White, Cottell & Co., Camberwell, London, Eng.  
Agent:  
W. T. COLCLOUGH, 53 Silver Birch Ave., Toronto  
Beach 2170

**The LV PICKLE**  
Manufactured by  
**GILLARD & CO., LIMITED**  
London, England  
*An English Delicacy of High Repute*  
Magor, Son & Co., Ltd., 403 St. Paul St.,  
(Place Royale), Montreal.

**EDMONDSON & PETCH**  
Manufacturers of  
**E. & P. Awnings and Tents**  
THE BEST IN THE LAND  
Write for Price Lists and Measurement  
Charts. Address  
**OTTAWA, CANADA**

Order from your jobber to-day.  
**"SOCLEAN"**  
the dustless sweeping compound  
**SOCLEAN, LIMITED**  
Manufacturers TORONTO, Ontario

**SALT**  
All Grades.—Carloads.  
**THE DOMINION SALT CO., LTD.**  
Manufacturers and Shippers  
SARNIA " " " " ONTARIO

**CORN PRODUCTS ADVANCE  
WITH CORN MARKET**

Further advances in corn syrup and in corn starch feature largely in market movements in the grocery trade this week. In fact the advance on syrups is rather a substantial one, and carries quotations on these products to new high levels. A jump of 30 cents per case is reported on all corn syrups, and of half a cent on all bulk syrups. The situation in the corn market last week, when sensational gains were made in all the options, is indirectly responsible for the advance. The announcement of heavy export demand for corn, for all European countries at once peace is signed had a very bullish effect on the Chicago market. Heavy buying on this side in order to guarantee supplies was followed by sharp advances in quotations on corn products. Price comparisons of syrup with a year ago are interesting. At this period in 1918 barrels of 700 pounds yellow syrup were quoted at 7 cents as compared with 7 1/4 cents to-day. Case syrups are to-day a dollar higher. In February of this year case lots sold down as low as \$4.55, \$5.15 and \$5.85 respectively, for cases of 2 lb. tins, 5 lb. tins, and 10 lb. tins. With the strength of the Chicago corn market gradually increasing prices grew stronger, until with today's quotations corn syrup is at the highest levels in many months. This week's advance is the second of a similar nature this month.

Dealers quoted, corn starch a quarter of a cent higher on both culinary and laundry kinds.

**COCOANUT**

For immediate or future deliveries.  
**E. B. THOMPSON**  
20 Front Street East, Toronto

30 DOZ. CASE FILLERS  
ONE DOZ. CARTON FILLERS  
1/2-INCH CUSHION FILLERS  
CORRUGATED FLATS.

**The TRENT MFG. CO., Ltd.**  
TRENTON - - ONTARIO

**CHOCOLATTA**

contains chocolate, milk and sugar in powdered form.  
Makes a delicious drink served hot or cold.  
Suggest it to your customers for Home and Overseas.  
**NUTRIENT FOOD CO., TORONTO**



Now is the time to see us regarding Salted Lake Herring in pails, tubs or half barrels. Write us at once. Herring any quantity our speciality.  
**BOWMAN FISH CO.**  
66 Jarvis Street, Toronto

**GROCERS & BUTCHERS**

Buy the Best  
FANCY DRESSED POULTRY,  
SELECTED EGGS, CHOICE DAIRY  
AND CREAMERY BUTTER  
**C. A. MANN & CO.**  
LONDON, ONTARIO  
"Canada Food Board License No. 7-978"

**BREAK NO FEARS! SAFE AND RELIABLE**

**GAS MANTLES.**  
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE. SUPERSEDE ALL OTHER STYLES FOR INTERIOR GAS LIGHTS.  
**R. M. Moore & Co., Ltd. Vancouver, B.C.**  
PACIFIC COAST MANTLE FACTORY

Ship us your  
**BUTTER, EGGS, POULTRY**  
Etc.  
We pay highest wholesale prices  
**KAVANAGH PROVISION CO.**  
Bleury Street, Montreal  
Phones:  
Uptown 4620, Uptown 4621, After 7 p.m. Uptown 1980

**TANGLEFOOT**

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

**CREAMERY BUTTER**

We solicit a trial order so we may convince you that our freshly churned creamery butter is choice. Packed in 50 lb. Print Boxes or Solids. Quality guaranteed. Market prices. Prompt shipments made.  
**LAMBTON CREAMERY CO., Ltd.**  
PETROLIA - ONTARIO

# Wanted

## Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

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

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

### FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 118 Sumach St., Toronto.

### FOR SALE

FOR SALE — PRESSED BRICK RESIDENCE with general store attached. This is an old established business. Now running seventy cases of eggs a week. Annual turnover \$30,000. No opposition. Mostly country trade. Reason for selling, advancing years and lack of help. Box 620, Canadian Grocer, 143 University Ave., Toronto.

FOR SALE—BUHR PEPPER MILL, THIRTY-inch stone. Buhr Coffee Mill, twelve-inch stone. Holmes & Blanchard Co., Boston, manufacturers. For particulars write G. E. Barbour Co., Ltd., St. John, N.B.

FOR SALE—WELL ESTABLISHED GROCERY business in a growing town, surrounded by good farming country. Will sell or rent building. Owner retiring on account of ill health. Apply Box 646, New Liskeard, Ont.

FOR SALE OR PARTNER—MORE CAPITAL needed. For particulars write H. Tomkinson, Grindrod, B.C.

FOR SALE—NO. 1 CHOICE YELLOW DUTCH Sets at 7 cents per lb. f.o.b. Hensall Station, or other lines on commission. Reply Williams Ton lots or over 6½ cents. Sacks at 10 cents each. Sample on request. J. Gascho & Son.

BRICK STORE FOR SALE—25' x 60', TWO storeys. Doing business for thirty years. Stock sold and moved away. Ideal location for general business, including hardware, flour and feed. Proprietor has retired. Apply E. Richards, Melbourne, Ont.

FOR SALE—LEADING GROCERY BUSINESS in live Western Ontario town of 500 population. Stock and fixtures, \$2,500, yearly turnover over \$24,000. Good reasons for selling. Box 622, Canadian Grocer, 143 University Ave., Toronto, Ont.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

## TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

### TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

### AGENCIES WANTED

TWO TRAVELLERS COVERING ALL IRELAND with splendid connections best class grocery and allied trades, salesmanship prize winners, will accept agencies for high class packed goods or other lines on commission. Reply Williams, "Dunedin," Park Road, Belfast, Ireland.

WANTED—YOUNG MAN WITH GROCERY experience who can prepare literature and write advertisements and who has had some knowledge of salesmanship. Must be careful and energetic. Splendid opportunity afforded the right party for advancement. In writing, state complete experience, age, names of previous employers, references, etc. Apply Box 612, Canadian Grocer, 143-153 University Ave., Toronto.

### WANTED

WANTED—EXPERIENCED GROCERY CLERK. Ontario. State age, salary expected and references. Box 606, Canadian Grocer.

WANTED—A CAPABLE YOUNG MAN TO take charge of grocery department. Must have good experience, be clean cut, progressive and keen for business. Enclose copy of reference, state salary and when could come if accepted. Smith & Chapple, Limited, Chapleau, Ont.

SALESMAN—RETURNED SOLDIER—IS OPEN for position. Salary no object. Box 618, Canadian Grocer, 143-153 University Ave., Toronto, Ont.

WANTED AT ONCE — MAN CLERK FOR general store, not less than ten years' experience. State salary expected. Apply to A. M. McCormick & Son, Pelee Island.

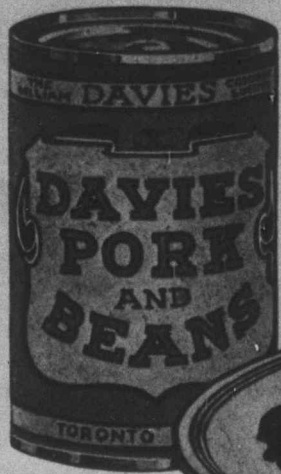
When answering Advertisements please mention Canadian Grocer

WHITE COTTON  
SUGAR LINERS  
E. PULLAN  
TORONTO

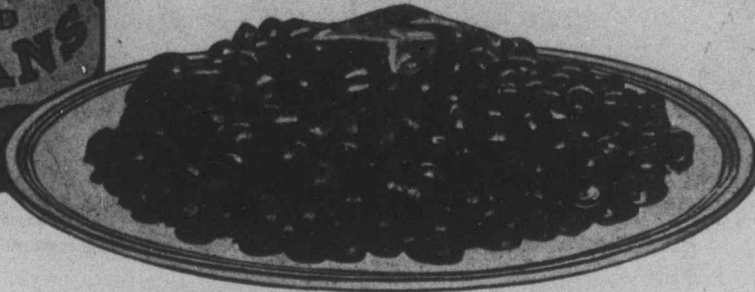


CANADIAN GROCER

Plain or  
with  
Tomato  
Sauce



A Live, Quick  
Seller  
for Your Store!



## Davies Pork and Beans

are in growing demand day by day, because

- they are well advertised*
- they are prepared from the very  
finest hand-picked white beans*
- they are cooked to perfection*
- they are low in cost yet high in  
food value*
- they are easily and quickly served*
- they are a delicious, nourishing,  
wholesome food that EVERYBODY enjoys!*

Have You Placed Your Order Yet?

Plain or  
with Tomato  
Sauce

THE **DAVIES** COMPANY  
WILLIAM LIMITED  
TORONTO

In Tins—  
11 oz., 16 oz.  
and 20 oz.

Montreal

Canada Food Board Packers' License No. 13-50

Hamilton

CANADIAN GROCER

TRADE MARK

# Small's

Small's Smiles is a new line of Kisses with the old standard maple quality that is characteristic of all Small's lines. Something just a lot different and the first merchant who will handle same in your town will establish a connection worth while. At all jobbers.

10 lbs. 5 gross	.....	23c delivered
25 " 12½ "	.....	22c delivered
125 " 62½ "	.....	21c delivered



**Small's**  
Trade Mark



**Smiles**  
Trade Mark

Indications are that this season's crop of Maple will be a light one, and little or no change in price for Syrup in the coming year is probable.

**Small's Limited**  
Montreal, Canada  
ESTABLISHED 1825



Capacity 3 cars daily