

CANADIAN GROCER

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

Vol. XXXIV.

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No. 20

The Profit-Sharing Season For You And Your Customers

Preserving time is profit-sharing time for you and your best customer—the housewife. Thrifty housewives are going to consider carefully the excessive cost of sugar before preserving this season.

And, it's a question whether the scarcity of sugar may mean that there will be very little to be had at any price.

Right now would be a splendid opportunity to pass along this helpful suggestion to Mrs. Housewife.

Recommend for preserving the use of Half sugar and Half

LILY WHITE CORN SYRUP

The "Lily White" way of preserving will immediately appeal to your customers from an economical angle, and assure their supply of Jams, Jellies, etc.

There is an actual saving for the housewife by preserving the "Lily White" way which she may not have realized. And you, besides earning the good-will your suggestion brings, net the results in a newer and greater source of sales and profits.

Compare the small margin of profit on sugar with the real money you make on sales of Lily White Corn Syrup — the National Sweetener for over half a century. Will your stock warrant offering this suggestion? This would be a good time to look it over. Our factory is being taxed to capacity and an early order to your jobber will assure your supply.

Canada Starch Co.
Limited
MONTREAL

Makers of Crown Brand Syrup, Benson's Corn Starch, Mazola, the wonderful oil for salads and cooking.



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



HERE COMES

One of the Best Sellers You Ever
Welcomed to Your Store

Things just have to be dyed. The things women hold dear: blouses, waists, stockings, lingerie, the children's things and the household articles—all require dyeing. And so they are either sent to a dyeing establishment or done at home the best way possible with such dye compositions as have been available. These latter, however, involve much trouble—and they make a messy, unsatisfactory job of it. Along comes Aladdin to completely solve the problem. Wonderful results may be obtained by its use—and with amazing ease. Obtainable in 15 lovely shades—also in three dark colors: black, brown and dark blue.

Aladdin is a quality product—it does not crumble or deteriorate in any way—it may be used to the last thin wafer.

Stock up right away. Have the goods on hand **before** your customers begin to ask for them. Order the revolving Display Stand, containing 1½ gross assorted (stand free with this assortment). Send us your order, mentioning jobber through whom you wish your order filled. In a few days you will receive from him your first lot of ALADDIN.

Place the ALADDIN Revolving Stand on your Counter—you will not have long to wait for the results.

Channell Chemical Company, Limited
Toronto
Distributors



The Sort of Milk Products that are always safe

RICH, pure, wholesome, hygienic milk from healthy cows pastured on the green meadows of Canada's finest dairying districts. Milk that's rigidly inspected and scientifically processed by the proven methods of a half-century's experience. That is the sort of milk contained in every tin bearing the Borden label. It is the sort of milk you can use on your own table—the sort you can with confidence recommend to every good housewife. She knows Borden's—everybody does. And a suggestion from you will mean good sales and better profits.

SIX CANADIAN FACTORIES

The
Borden
CO., LIMITED

Leaders of Quality

MONTREAL

VANCOUVER



CLARK'S SPAGHETTI

With Tomato Sauce and Cheese

A Ready Summer Seller

Tasty, Nourishing and Reasonable in Cost

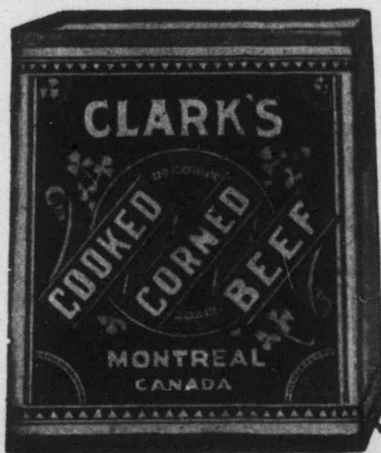
CLARK'S PORK & BEANS

WITH TOMATO, CHILI OR PLAIN SAUCE

Just as good as ever;

Just as popular, and

Just the best money maker
for you.



CLARK'S CORNED BEEF

THE HANDIEST OF ALL MEATS FOR COLD LUNCH

The sizes No. 1 and No. 2 should be
in every pantry

The 6-lb can is excellent for slicing

Made in Canada ————— *By Canadians* ————— *For Canadians*

We Appreciate and Cater for Our Home Trade

W. CLARK, LIMITED

MONTREAL

COCOA BEANS

Prompt deliveries corresponding exactly to description

Economical and reliable service based upon recognized potentiality.

Preferential advantages due to our wide-flung organization.

Prices always on or under the market.

Exceptionally large and varied selections.

J. ARON & COMPANY, Inc. NEW YORK

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

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

THE BISCUITS OF HUNTLEY & PALMERS, Limited READING AND LONDON

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

Amongst their greatest favourites are the following :—

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

Representatives :

NOVA SCOTIA and PRINCE EDWARD ISLAND

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

NEW BRUNSWICK

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

QUEBEC

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

ONTARIO

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

MANITOBA, SASKATCHEWAN and ALBERTA

W. Lloyd Lock & Co.
104 Princess Street

BRITISH COLUMBIA—

MAINLAND

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

VANCOUVER ISLAND

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

NEWFOUNDLAND and LABRADOR

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

HUNTLEY & PALMERS, LIMITED

READING AND LONDON, ENGLAND

We Had to Move—

The firm of R. B. Hayhoe & Co. has lately been suffering from "growing pains" and in order to get relief we were forced to seek larger quarters at No. 7 Front St. E.

Our business has grown so rapidly during the last few years that we were compelled to make this move in order to keep pace with steadily increasing demands.

Hereafter you will find us at our new headquarters ready to give you the same high quality products and the same satisfactory service that has been instrumental in the success of this establishment.

R. B. HAYHOE & CO.

Importers

7 Front Street E., Toronto, Canada

*She comes—she looks—
she buys!*



A woman who has seen Gold Dust advertising—and very few in Canada have not—will look for Gold Dust on your shelves. Keep it where she can see it and it will sell itself.

Don't forget that Gold Dust is "Made in Canada." It has a good margin of profit and a quick turnover.

THE F. K. FAIRBANK COMPANY

LIMITED
MONTREAL

When Answering Advertisements Kindly Mention this Paper

THE WANT AD

will supply your wants. The world is full of wants; the want ad introduces the man who wants to Buy to the man who wants to Sell. Many of our subscribers want to add to their sales force; many of the clerks want to make new business connections. Agents want to buy or sell something they want or do not want.

CANADIAN GROCER

wants to introduce you to the man who *wants* what you *want* to sell him. See the *want* ad. section on last page of this number. The rate for this service is very reasonable—Three cents per word for first insertion, two cents per word for each subsequent insertion and five cents extra per insertion for box number.

IT PAYS TO ADVERTISE

CANADIAN GROCER

153 UNIVERSITY AVENUE,

TORONTO, ONTARIO

Gives all-round Satisfaction

Garton's Custard shows good profit to the salesman — pleases the customer, and thus induces repeat orders.

Garton's Custard is being widely advertised and is certain of a steady and increasing demand.

Sold in cartons and tins.

Garton's

CUSTARD

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

THE SOVEREIGN may have lost value Abroad and be extinct at Home.

But British Goods and GRIMBLE'S VINEGARS still retain their supremacy throughout the World.

*Grimble's Vinegar
Breweries are in
London and Leith
Great Britain*

REPRESENTATIVES:

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



APROL

is more
Delicious
for
Salads

—because it is pure and wholesome; pressed from Apri-cots. It never goes rancid and always uniform.

W. J. BUSH CITRUS PRODUCTS CO., Inc.
National City, CALIFORNIA, MONTREAL and TORONTO

GOOD FOR KIDDIES AND
LIKED BY EVERYONE

WHEAT GOLD BREAKFAST CEREAL

(Formerly "Wheatine")

Supreme in
Breakfast Cereals

An economical and nutritious breakfast food. Delicious Puddings, Pancakes, etc., can also be made with "WHEAT GOLD."

Porridge prepared with "Wheat Gold" if cooled and fried, makes an ideal substitute for potatoes.

Put up in attractive cartons—just the kind for attention-compelling displays.

Order at once from your wholesaler to ensure EARLY SHIPMENT.

W. B. Browne & Co.
TORONTO, ONTARIO

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

FOR
GOODNESS SAKE
EAT
PAT-A-CAKE

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

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

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

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

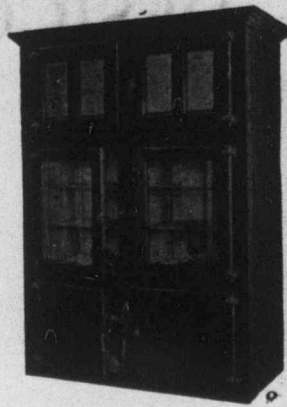
Vancouver District—H. W. Malkin Co.,
41-61 Water St., Vancouver, B.C.

The One Biscuit of the World
PAT-A-CAKE

Eureka Refrigerators

Mr. Grocer!

You don't want to invest your money in a refrigerator which will give you no satisfaction. You want to know what the refrigerator will do.



You **can't** afford to take a chance!

You can't go wrong when you purchase a Eureka. They are backed by 34 years' experience and the fullest guarantees ever placed on a refrigerator.

This is a fact proven thousands of times over.

Write for free illustrated literature

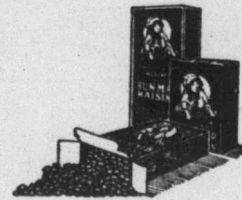
Eureka Refrigerator Company, Limited
 Head Office and Factories:
OWEN SOUND ONTARIO

The Reason For Sun-Maid Advertising

Extensive Demand Makes Sun-Maid a Quick Seller—Order from your Jobber at Once.

California grower-shippers of Sun-Maid Raisins were practically sold out early this season.

They continue to advertise Sun-Maid Raisins extensively in magazines in accordance with their policy of "continuous advertising"—and to move stocks promptly and build up goodwill for **Quality** raisins.



Three Varieties:

- Sun-Maid Seeded
(Seeds Removed)
- Sun-Maid Seedless
(Grown without seeds)
- Sun-Maid Clusters
(On the stem)

California Associated Raisin Co.
 Membership 10,000 Growers
 Fresno, California

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



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

"The Pink of Perfection"

CASCADE SALMON

EVERY TIN IS GUARANTEED



Pounds and Half Pounds

British Columbia Packers' Association

Vancouver, B.C.

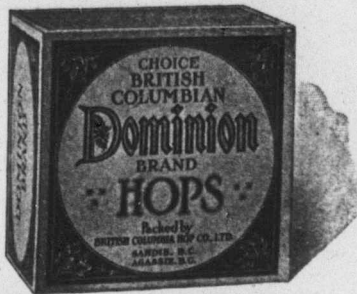


HOPS

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

Ranches located at
Sardis, Agassiz,
B. C.

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



Largest Hop Growers in Canada

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

DESICCATED COCOANUT

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

Our agents are:

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

Dodwell & Co., Ltd.

Importers and Exporters
VANCOUVER

A Beautiful Label Proves Nothing—



But "Wallace's" on
a label means
everything

WALLACE FISHERIES LIMITED
VANCOUVER



Phst! A Secret!

Mrs. Jones makes excellent
FISH CAKES at a low cost
from

"PINK ROSE" BRAND

CANNED SALMON be-
cause it's FRESH from the
SEA and COOKED FRESH
in the CAN.



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER


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

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

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

JOHN PRITTY, Ltd. Merchandise Broker and Manufacturers' Agent
HEAD OFFICE: REGINA, SASK.
Live, energetic representation given, and fullest results from our territory guaranteed.
11 years in the West. An excellent connection amongst the trade, both wholesale and retail. We produce results.
Let PRITTY handle your account.

LET CANADIAN GROCER
Sell It For You



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

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

EVERY MORSEL EDIBLE AND DELICIOUS



Red Arrow Biscuits

are quite apparently the
Biggest Package for the Money

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

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

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

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

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

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

Richardson Green, Limited
MANUFACTURERS' AGENTS

Calling upon the Grocery, Hardware and
Drug Trade.

Winnipeg Regina
Edmonton
Calgary Saskatoon

We work The Retail Trade

THOMPSON, CHARLES & CO.

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

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

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

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

LET US SHOW YOU.

Head Office : WINNIPEG, MAN.

Branches at:
REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B. C.
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

MANITOBA
 SASKATCHEWAN

Wholesale Grocery Commission
 Brokers

ALBERTA
 WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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



The Largest in Western Canada

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

Williams Storage Co.
 WINNIPEG
 and
 Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRUCKAGE
 STORAGE
 DISTRI-
 BUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN CANADA

MANUFACTURERS---This Interests You

**Does the RETAILER Know Your Products?
If Not, WHY Delay! HE Should Be YOUR Best Friend**

Do YOU NEED a real, live selling organization of SPECIALISTS to introduce to him what you have to offer?

WE work the RETAIL TRADE, and are in a position to guarantee RESULTS.

Will you let us handle YOUR LINES and show you what we can do?

DONALDSON PHILLIPS AGENCIES LIMITED, 124 Pacific Building, Vancouver, B.C.
MANUFACTURERS AGENTS WHOLESALE GROCERY AND PRODUCE BROKERS

C. DUNCAN & SON

Manufrs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG

Estab. 1899

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

HERALD BROKERAGE CO.

Wholesale Commission Brokers and
Manufacturers' Agents.

We give you the best of service.

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

W. H. ESCOTT CO. LIMITED

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

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

SALES FORCE

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

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

We are more than Brokers, we are **Business Builders**.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at
Regina, Sask. Saskatoon, Sask.
Fort William, Ont.
Calgary, Alta. Edmonton, Alta.

The Norcanner Brand



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

Bravo Brand Sild Sardines

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



Your jobber can supply you

NORCANNERS, LIMITED STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

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

C. B. Hart Reg.
Montreal

Donald H. Bain Co.
Winnipeg

MANUFACTURERS' AGENTS' BROKERS' AND DIRECTORY

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ONTARIO

CHADWICK & COMPANY -
COMMISSION BROKERS
 34 DUKE ST.
 TORONTO

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

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

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

H. D. MARSHALL
 Wholesale Grocery Broker
 OTTAWA MONTREAL HALIFAX

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

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

ALBERTA

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

Calgary Storage & Cartage Co.,
 Limited
 Warehousing and Distributing
 Our Specialty
 Office: 304 11th Ave. East
 CALGARY ALTA.

You Try This

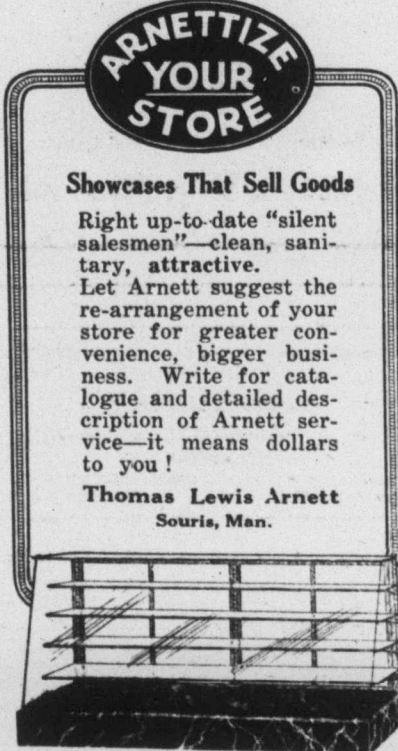
When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.



Showcases That Sell Goods

Right up-to-date "silent salesmen"—clean, sanitary, attractive.
 Let Arnett suggest the re-arrangement of your store for greater convenience, bigger business. Write for catalogue and detailed description of Arnett service—it means dollars to you!

Thomas Lewis Arnett
 Souris, Man.



You Try This

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

When Writing to Advertisers Kindly
 Mention this Paper

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

MONTREAL TORONTO

MANUFACTURERS

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

O. M. SOLMON

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

AGENCIES WANTED

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

H. S. JOYCE,

307 St. James Street, Montreal

PAUL F. GAUVREAU

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

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

SHEELY-MOTT CO.

Brokers and
Manufacturers' Agents

A FEW MORE FIRST CLASS
AGENCIES WANTED

Bankers: Home Bank of Can.

St. Nicholas Bldg., Montreal

BRITISH GUIANA

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

McDAVID & CO.

Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara,
British Guiana
Exporters: Coconuts, Coffee, Rice, Cocos.

WANTED

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

SILCOX & DREW
33 NICHOLAS ST., MONTREAL

MARITIME PROVINCES

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

640 Barrington Street, Halifax, N.S.

TELEPHONE MAIN 7143

ST. ARNAUD FILS CIE GROCERY BROKER

Importateurs & Exportateurs Pois et Feves Produits Alimentaires	Importers & Exporters Peas and Beans Food Products
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ST. NICHOLAS BUILDING, MONTREAL

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

A. H. M. HAY

General Produce & Lumbermen's
Supplies

Phone 5311 98 St. PETER ST.
Residence 6383 QUEBEC

AGENCIES WANTED

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

When in Doubt Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

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

ADDRESS

CANADIAN GROCER

143-153 UNIVERSITY AVE., TORONTO

The Public Verdict

➤ **Appreciation of the Quality of "SALADA" is indisputably proved by the continually increasing Public Demand.**

**THE
INCREASE
IN
SALES**

The increase in "SALADA" Sales for first four months of this year over the corresponding period of 1919 is

782,865 Pounds

SALADA TEA COMPANY OF CANADA, LIMITED

A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

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

The cost?

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

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

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

Twice a Month

Tore the British Flag from the Wall

RACING STORIES

BY FRASER

HERE'S still another big feature in this number—the first of a series of new race-horse stories by W. A. Fraser, the master of turf fiction. Mr. Fraser knows horses and can weave better stories about the devious ways of the race track than any author living. "The Man From the Desert" is a corking good yarn, full of action and color.

Coming in early issues in this series, "A Safe Bet," "The Psychological Nut" and "The Night-Riders."

FURTHERMORE

The Calm at Ottawa.

By J. K. Munro.

A review of political activities.

The Thread of Flame.

By Basil King.

A powerful novel.

The Market Hunter.

By Robert W. Chambers.

A short story.

Baseball in Canada.

By George W. (Knotty) Lee.

An interesting article.

The Parts Men Play.

By Arthur Beverley Baxter.

A brilliant novel.

Binding the West with Bands of Steel.

By J. L. Rutledge.

M. J. Haney's story of the building of the C.P.R.

Bartering the Indies.

A review of press comment.

The Trade of England.

By Douglas Carswell.

A vivid poem.

IN the May 1 issue of MACLEAN'S (now on sale), appears an article by a young Canadian girl who was sent last Fall to teach the children of a German settlement in the West. The settlers, who belonged to a strange religious sect, were determined not to learn the English language or to adapt themselves to Canadian ways. The law demanded that they have a Canadian teacher, however, and so the writer went to live at the settlement.

She tells a graphic and sensational story of the conditions that she found there and of the hostility which showed itself in the tearing down of British flags and the turning of the King's picture to the wall.

This article is bound to create a tremendous amount of interest and discussion throughout the country. Read it—"In an Alien Community."

The Funniest Man in America

TAKING it all round, the funniest man in America is Pelham Grenville Wodehouse. As the author of such laughable musical reviews as "O Boy" (which ran two years in New York) and "Ask Dad" and of such deliciously humorous novels as "Piccadilly Jim" and "A Damsel in Distress," he has catered more extensively to the risibilities of the public than any other fun-maker. He has just completed his funniest and best novel and it starts in May 1 issue of MACLEAN'S—a big instalment full of laughs. Don't miss the first instalment of

"THE LITTLE WARRIOR"

Illustrated by C. W. JEFFERYS

The Wagging of the World

In the "Review of Reviews" department the best articles from all magazines the world over are reprinted in condensed form. There are twenty or more splendid articles in this department.

You pay no added exchange when you buy Canada's National Magazine

Over 80,000 Canadian Families Read

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

MAY 1st ISSUE *Now on Sale at All News Dealers* 20c

Your Customers Get the Services of Expert Buyers and Blenders When You Sell Them Red Rose Tea

Pedlars' blends of tea cannot compete with Red Rose because they can't give this service.

Red Rose is blended by experts and the flavor is different, and unmistakable. That's why it is better business to push Red Rose, which your customers know, recognize and like, rather than bulk teas that any tea pedlar can match.



Red Rose Tea is Good Tea

T. H. Estabrooks Co., Limited

ST. JOHN
WINNIPEG

MONTREAL
CALGARY

TORONTO
EDMONTON

Announcement

We take pleasure in advising our customers that within a few weeks we will again be in a position to fill orders for Chocolates, Maple Butter, etc. Our motto will remain as in the past—to serve you with quality goods at the right price.

Baines Ltd.

Plant and Offices

MONTREAL

356 Moreau St.

Man Left You, Did He?

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

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

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

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

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

Canadian Grocer Want Ads. 143 University Avenue
TORONTO



ROBINSON'S "PATENT" GROATS

and Robinson's "Patent" Barley are two "All-British" lines of outstanding popularity. Their exceptional selling value has been proven time after time.

Strict adherence to a high standard of quality and purity has placed them in the front ranks of steady business builders.

Look over your stock to-day Mr. Grocer and order your requirements from your jobber, and remember that these two popular lines warrant a prominent place in your displays.

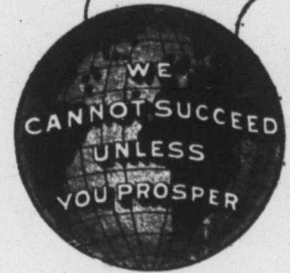
Canadian Agents:

MAGOR, SON & CO., LIMITED, 191 St. Paul Street, MONTREAL
TORONTO BRANCH: 30 CHURCH STREET

NICHOLSON - RANKIN LTD.

**WHOLESALE
GROCERY BROKERS**

**IMPORTERS
EXPORTERS**



"IN TOUCH WITH THE WORLD'S MARKETS"
ALL QUOTATIONS SUBJECT TO CONFIRMATION
TELEPHONE MAIN 6501

OFFICES-707-708 CONFEDERATION LIFE BLDG.

WINNIPEG, CANADA

CODES
A.S.C. 4TH & 5TH EDITION
ARMSBY'S LATEST
PRIVATE CODES

WE REPRESENT--not merely handle accounts.
May we REPRESENT YOU.

**WE DO NOT BUY OR SELL
MERCHANDISE
FOR OUR OWN ACCOUNT**

NICHOLSON-RANKIN LIMITED

WINNIPEG

THE SERVICE BROKERS

CANADA

CANADIAN GROCER

VOL. XXXIV

TORONTO, MAY 14, 1920

No. 20

Aims to Have Customers Feel Free and At Home in This Store

"An Air of Familiarity About Every Department Saves Us Much Time," Says F. B. Shields, of Lacey & Shields, Pembroke, Ont. "Our Customers Practically Wait on Themselves on Busy Days."

TO HAVE customers feel perfectly free and at home in your store is one of the principles upon which we operate and which we believe has done much to retain our customers year after year," said F. B. Shields, of Lacey & Shields, Pembroke, Ont., to a representative of CANADIAN GROCER. Some "new idea" merchants might be inclined to regard the Lacey & Shields store as over-conservative, but Mr. Shields finds that for the type of goods they handle, the matter of keeping an "air of familiarity" and, of course, cleanliness, about every department is most important. "It saves us much time, too," said Mr. Shields, "for on Saturdays or other unusually busy times, our customers practically wait on themselves. They know what we keep and they know where to get it and that sells the goods."

Always Pay Cash

Another point of interest in this business is the paying of cash to farmers for all produce purchased from them in the store. There are still many merchants who require their rural customers to take payment for butter, eggs, potatoes, etc., in trade at the store, but Lacey & Shields have long ago given up that custom. "We pay the farmer cash for everything we buy from him and he can take the money and spend it here or across the road or send it to the mail order houses or where he will. It is his money. We realize that even our 'General' store does not carry ALL the requirements for a modern farm house, so why should we expect the farmer to spend all his produce money here?" The result of this custom is that the farmer feels much more independent in his purchases and given that satisfaction he usually spends most of his money with these "fair dealers."

PAYS CASH FOR ALL FARMERS' PRODUCE

Lacey and Shields have departed from the usual custom of paying farmers in trade for their produce. "We pay cash for all produce purchased from farmers in the stores," Mr. Shields remarked to CANADIAN GROCER. "He can take the money and spend it here or across the road, or send it to the mail order houses, if he so wills. It is his money. We realize that even our 'General store' does not carry all the requirements for a modern farm house, so why should we expect the farmer to spend all his produce money here?"

The result is, however, that the farmer feels much more independent in his purchase, and, given that satisfaction, he usually spends the most of his money with the "fair dealers."

Conservatism is maintained in the classes of merchandise handled by Lacey & Shields. Practically nothing of "perishable" nature, such as fresh fruits, vegetables, etc., is carried. Sugar, potatoes, package and canned goods and other strictly staple commodities constitute the major portion of their grocery department stock. Indeed staples are featured in their men's and boys' wear and dry good departments also. This type of merchandise insures a steady return for twelve months in the year without noticeable peaks and depressions. Each season, of course, brings its own changes in consumer's requirements, but the firm finds no grounds for "special sales,"

"bargain lots," or "to-day only" lists. Display space of generous size is used regularly in the local newspapers for calling attention to the various departments and sometimes to new shipments of some well-known brands of boots and shoes, soups, pickles, underwear or cottons which have arrived.

High Prices No Detriment

In answer to a query as to whether present prices were a serious problem, Mr. Shields informed CANADIAN GROCER that decidedly they are not. People have money enough to buy what they require, and what is more, farmers as well as townspeople are better informed than they ever were before. They read not only their local papers, but dailies, large city weeklies, magazines and financial reports, so that they know well what is going on the world over. They know, too, that present price levels are not the work of retailers but the result of world conditions. Years ago people would barter for half an hour to have twenty-five cents reduction in price on some article and the



Grocery department of Lacey & Shields' department store at Pembroke, Ont.

merchant very often would give the reduction in order to get rid of the customer. Matters are vastly changed today. The farmer comes to town in his auto, goes to the picture theatre, makes his purchases and pays the price for it all without once questioning "why so much?" He knows "why" before he comes to town at all.

Better education of the people generally has done much towards making merchandising easier and more pleasant during these times when otherwise the retailer's path would have been strewn with difficulties.

The windows are changed frequently, maintaining the idea of one department at a time in each. The two displays will sometimes feature men's wear and groceries, sometimes groceries and draperies or men's wear and women's wear, etc.

Is Reeve of Pembroke

The financial end of the Lacey & Shields business is attended to by Wm. Lacey, who is reeve and also ex-mayor of Pembroke and one of the merchants of longest standing in the town.

This is one of the many stores in

Pembroke which were burned out in the big fire of 1918. The present store has two large display windows and a central entrance. Inside, wide floor space and high ceilings provide a comfortable, clean and airy atmosphere. At the right are glass counters showing silk blouses, silk underwear and dainty neckwear, etc., brightening the dry goods section. At the left and centre is men's and boys' wear. Adjoining the one counter for these goods at the left front, is the grocery and chinaware. The office occupies the rear of the store at the left.

"Price Cutting Does Not Gain Trade"

"Too Often the Customer Distrusts Either the Merchant's Advertising or His Goods," Says F. P. Houlahan, of Sherbrooke, Que.
—"System and Service the Keynote of Success"

"IN MY opinion system and service are the keynote of success in the grocery trade," F. P. Houlahan, a grocer of many years' experience in Sherbrooke, Que., replied to a question of a CANADIAN GROCER representative recently, as to what in his opinion is the secret of a successful grocery business.

"A grocery store needs system," he continued, "just as much as any other store, and the reason so many provision stores get no further ahead, is simply because they do not realize that system is a most important factor to success.

Cash or Credit

"Credit business has lately been branded as a sure road to failure, but that is absolutely erroneous. A credit business properly run can be made a great drawing card and the books worth one hundred cents on the dollar. When my partner of former years turned over his interests to me a year ago, we practically lost nothing of all the accounts on our books and everything was straightened up. It can be done and it is done every day in other businesses. Why not in the grocery business?"

Price Cutting Does Not Pay

"Another thing I have found by years of experience. Price cutting does not pay. It does not gain customers and the people begin to wonder just how a grocer can continue to cut prices as he advertises, and still make a business pay. The public realizes that the grocer cannot run his business for nothing, and they begin to distrust either the merchant's advertising or his goods. I have found it far better to make a fair price and stick to it, endeavoring to gain the good will of the people and their confidence.

Order-takers and Salesmen

"There are two classes of help in the grocery store: Order-takers and salesmen. One is worth twice the salary paid

the other. As we run a large credit and delivery system we have three telephones installed. They are all on the same number and it is only seldom that any one rings up and finds our line busy, because there are three lines to the one number. It is absolutely essential that the clerks know how to talk plainly and in a business-like manner over the wire. It seems a trivial matter, but it means business. A salesman will know how and what to suggest to a customer. There is another important feature of the business. The customers should be known by name if at all possible. The sooner the name and the face is recognized when a new purchaser comes, the sooner a customer is made. It is one of the foibles of human nature that such recognition is pleasing. Our grocery stock is divided into sections, each under the supervision of one of the clerks. Mr. Hazel has charge of the vegetable buying and confecting, Mr. Smith has charge of the biscuit department and does the buying in that line. Each is responsible for his own branch and as a result takes a vital interest in the business. They are always anxious that their departments shall make big returns. In this way the maximum interest in the business is developed.

Every Detail Charged

"Undoubtedly the most important side of the credit business is the book-keeping. It must be accurate and complete to the most minute detail if the status of the business is to be reliably shown. Every item of expense must be included. The stable cost is charged against the store weekly, and no personal accounts are allowed to figure in the business. I have even made it a practice to charge to my account everything I take for my own table. If I did not I would have no idea of how my business was paying."

Does Motor Delivery Pay?

"Does a motor delivery pay in the

grocery business?" asked CANADIAN GROCER.

"Not here in this part of Quebec," Mr. Houlahan replied. "We tried it once but we simply had to have the horses for the winter months. There was no use of keeping the horses idle through the summer so as to be there for the winter. That would not pay, so we keep three horses busy the whole year around.

Good Fixtures Part of System

"Store fixtures are a great part of system. First of all we have in the front window a fountain with three trays, one above the other. The largest tray lies on the floor and the smallest one is just even with the nozzle of the fountain. Each tray we keep filled with vegetables with water spraying on them. The idea of the different sized trays is to give each a share of the spray, and yet have it all caught inside the fountain. This makes a very attractive display and sells the vegetables. Our butter, cheese, lard and eggs are kept in a huge double glass front refrigerator at the rear.

Grocery Business Requires Study

"In my opinion," continued Mr. Houlahan, "the grocery business requires much careful study and years of apprenticeship before a man is properly qualified to enter business for himself. The average man has a wrong conception of the trade. Too many people go into the business without any previous knowledge of it and an idea that it merely requires a stock and a man to hand it out. If that were the case there would have been a machine invented years ago to handle the requirements. I would like to know what percentage of the grocers to-day know what their profits are or what the loss or margin is on certain lines. A grocer must be acquainted with these facts if he is to make his business efficient."



Group picture of delegates who attended the Bakers' and Confectioners' Convention in Montreal. Among those in the photograph are J. P. Grant, Abbot, Grant Co., Brockville, Ont.; W. W. Shaw, Moose Jaw, Sask.; J. Prevost, Montreal; Mr. Laughton, Bowes Co., Toronto; Mr. Bruce, Stewart Bros., Montreal; E. A. Littler, of Lowneys, Montreal; C. J. Bodley (secretary), Toronto; Mr. Chartiez, Montreal; Mr. Hazlett, Savoy Candy Co., Montreal; C. Currie (treasurer), D. S. Perrin Co., London, Ont.; Harvey Shaw, North-West Biscuit Co., Edmonton, Alta.; Arthur Nelson, Vancouver; Mr. Stephens, Rudd Paper Box Co., Toronto; Mr. McFarlane, D. S. Perrin & Co., London; R. Murray; F. McCormick, McCormick Mfg. Co., London, Ont.; F. J. Hodgson, Montreal; P. Roberts; Mr. Stewart, Dingle & Stewart, Winnipeg; J. H. Taber, Medicine Hat, Alta.; and H. A. Telfer, Telfer Bros., Toronto.

Discourage Cardboard Containers

Representatives of the Confectionery, Biscuit and Chocolate Industries of Canada Meet in Convention at Montreal—J. Farquarson, Montreal, the New President

BY STAFF CORRESPONDENT "CANADIAN GROCER"

MONTREAL, May 12.—The second annual convention of the confectionery, biscuit and chocolate industries of Canada was held in Montreal, at the Windsor Hotel, Tuesday and Wednesday May 4 and 5. The personnel of this convention was representative of all the confectionery industries of Canada from coast to coast. The convention opened with the president, A. D. Ganong, in the chair, and C. J. Bodley, of Toronto, secretary. After the presidential address was delivered by A. D. Ganong, of Ganong Bros., Ltd., St. Stephen, N.B., the treasurer's report was delivered by Colin Currie, of London, Ont. Addresses were also delivered by T. P. Howard, president of the Confectionery Manufacturers' Association, and by D. W. Matthews, of Huylers Ltd., Toronto.

At the afternoon session H. A. Telfer, of Telfer Bros., Toronto, delivered an address on "Commercial Economics." A discussion followed this on the subject, which was appreciated very much by all the members present. This address will appear in next week's issue.

A banquet was held at which over one hundred members of the association sat down. The address of the evening was delivered by W. C. Huges, of Chicago, secretary of the National Association of the U. S. A. A feature of the banquet was the large basket of chocolates made of sugar that adorned the president's table. It was the object of much admiration and comment, having been the thoughtful and artistic work of the head chef.

Wednesday's Session

The second session was opened Wednesday morning at ten o'clock by the report of the nominating committee which was received and unanimously accepted by the members. The following officers were elected for the ensuing year. President J. Farquarson, Montreal; first vice-president, Dudley Dinale, Winnipeg; second vice-president, H. N. Cowan, To-

ronto; secretary, C. J. Bodley, Toronto; treasurer, Colin Currie, London, Ont.

Executive: W. W. Shaw, Moose Jaw; T. Deguise, Montreal; A. D. Ganong, St. Stephen, N.B.; W. Robertson, Toronto; E. Littler, Montreal; A. Nelson, Vancouver; F. McCormick, London, and W. H. C. McEachern.

At eleven thirty the members assembled on the steps of the Windsor Hotel for a photograph expressly for CANADIAN GROCER. They were all then taken for a ride around the city in automobiles.

The opening hour of the afternoon session was occupied by group discussions. The chocolate manufacturers met and discussed the problems peculiar to their business, while the biscuit manufacturers had a debate which was of vital interest to the grocers of Canada. This session was led by the new president, Mr. Farquarson, of the Montreal Biscuit Co.

Discourage Cardboard Containers

The question of the high cost of cardboard containers was brought up by Colin Currie, representing D. S. Perrin Co. He said that the exceedingly high cost of cardboard was making the cost of biscuits, so packed, unreasonably high. It could be avoided if the sale of such packages was curtailed. He put a motion before the convention proposing that the use of cardboard containers be discouraged among the manufacturers as much as possible. This was accepted and adopted.

Colin Currie then asked if the manufacturers thought that biscuits packed in barrels should be charged at the same price as others. It was pointed out that barrels were more expensive now than they have been before, and a change in the practice would help. Mr. Telfer pointed out their employees had a strong dislike to packing barrels, and he could readily understand their aversion, especially in the summer time. The barrel

packing, too, was hardly satisfactory for best shipping results. The use of barrels was, in his opinion, not to the best interests of the biscuit trade in general. A motion was therefore adopted discouraging the use of barrels for packing biscuits.

It was pointed out that the price of boxes, tins, and crates had had no increase of late and that the present charges did not cover the cost of manufacture. In this connection it was suggested that these boxes and containers be standardized so that all manufacturers would use the same size and same containers for packing. This would mean that all soda biscuits should be packed in boxes not under 20 pounds net, on the ground that this would facilitate the procuring of such containers. The manufacturer's heartily adopted the motion. As a result the firms' manufacturing tins and wooden containers can put a stock in ahead and the biscuit manufacturers will be able to obtain supplies at a very short notice.

Mr. Telfer said that such standardization of containers would be a godsend to the trade. It would facilitate the getting of tins which at the present time was a great handicap to the manufacturers. Mr. Currie added that it would also be a great benefit to the retail grocer in that the uniformity of tins would make it far easier for him to place his goods to the best advantage in his store. He intimated that the 10-round tin in his estimation was the best to be adopted. This, however, was left over for a more thorough examination and discussion.

A feature of importance to the grocer was brought up during the discussion. One of the members showed that in the sales of biscuits throughout Canada of the last few years the sweet biscuits or fancy lines were far the most popular.

Mr. Telfer said that his firm found an ever-increasing demand for the fancy

Testing for Leakages is Good Practice

One Grocer Who Uses Several Tests to Find Out Stock Shrinkage
—First Test is an Analysis of the Year's Business—Something
Any Merchant May Do With Advantage

By HENRY JOHNSON, JR.

I HAVE a grocer friend in Saskatchewan who is always seeking things in his business. He is after the shrinkage and leaks all the time. He has just written me thus:

"I am sending you several 'tests' which I have been using to find out my stock shrinkage. You will find, as I have found, that they are not in agreement with each other. Puzzle: Find correct shrinkage."

There are many of these tests and they go so deeply into real practical problems, that I shall try to analyze them in detail. They will take time and run, probably, through several articles. But the work merits most careful study, and I shall do it as well as I can. First comes analysis of the year's business:

Inventory, at cost, Feb. 1, 1919.....	\$ 4,764.56
Year's purchases less returned goods..	98,138.63
	<u>\$102,903.19</u>
Less Inventory, Feb. 2, 1920.....	6,273.26
Cost of goods sold	\$ 96,629.93
Sales	\$118,932.52
Gross margin	22,302.59
Discounts earned	1,013.46
Boxes sold	148.20
	<u>\$ 23,464.15</u>
Expense, depreciation, bad debts.....	14,860.06
Profit	\$ 8,604.09

Those figures show an annual gross margin of 19.7 per cent. plus expense of 12.48 per cent. net profit, 7.23 per cent. plus. These being the figures of actual outcome, the record is very wonderful. But this man is too deep a student of his business to be satisfied with anything less than 100 per cent. results. So, as he says, he "tests."

Not Getting What He Should Get

The first test is mighty interesting. Look it over carefully. There is meat in it! He puts down:

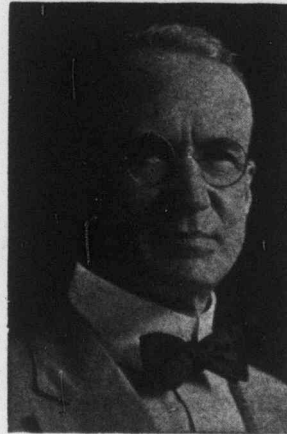
Selling price of goods if sold at marked prices	\$125,015.25
Cost of goods.....	\$96,629.93
Less discount, etc..	1,161.56
	<u>95,468.37</u>

Gross earnings should be....	\$29,546.88=23.66%
Less actual expense	14,860.06=13.42%
Net earnings should be	\$ 14,686.82=10.24%

Reviewing these figures, I make the gross tally almost exactly with his, but I find expense figures out only \$11.88 and a get a theoretical net of 11.78 per cent. If I now take the actual net profit earned, 7.23 plus, from the theoretical net indicated above, 11.78 per cent., I and a shrinkage of 4.55 per cent.

He tests again this way:

Feb. 1st, 1919, Inventory at cost.....	\$ 4,764.56
Plus aver. margin, 20 per cent.....	952.11
Selling price total at marked figures..	\$ 5,717.47
	<u>127,960.90</u>



Henry Johnson, Jr.

Less goods returned	\$ 946.01	133,678.37
Plus average margin	189.20	
	<u>1,135.21</u>	
		<u>\$132,543.16</u>
Less inventory, Feb. 2, 1920, at cost	\$6,273.26	
Plus average margin	1,254.65	
	<u>7,527.91</u>	
Retail price goods sold	\$125,015.25	
Sales	\$118,987.72	
Discounts	1,013.46	
	<u>120,001.18</u>	
Shrinkage	(=4.49%)	\$ 5,014.07

Shrinkage Figures Nearly Tally

So far, accepting the corrections I have made above in the percentage figures, the shrinkage nearly tallies out; he making it 4.49 and I 4.55 per cent.

But the statement sheet shows an average gross margin of 19.7 per cent. plus, figured (correctly) on sales; whereas in making the test just above, he has added 20 per cent. of the cost to the cost to reach sales value. As that would yield only 16 2-3 per cent. on sales, right here is room for considerable difference in conclusions. The variations are \$238.23 on the first inventory; \$82.31 on returned goods; \$313.66 on last inventory. Such discrepancies can readily enough account for .06 per cent. difference in the shrinkage figure.

This error in computing margins is strange in this case, for in practice this merchant figures all margins on sales. Undoubtedly, like the discrepancy in the statement percentages, it is due either to haste or there are some factors he has overlooked in drawing up copies for me.

Sheet No. 4 runs this way.

Gross margin if goods sold at marked prices	23.66%
Actual expense, including depreciation and my own drawing account	13.42%
Leaves net profit	10.24%
Percentage shown on statement sheet..	7.24%
Shrinkage	3.00%

But now, if we take my findings, we shall have:

We have theoretical margin allowed at..	23.66%
Less actual expense found to be	11.88%
We have theoretical net of.....	11.78%
From which we deduct actual net of....	7.23%
And get a net shrinkage of	4.55%

Then we shall have test No. 4 tallying very closely with tests No. 2 and No. 3. It seems to me that the differences are due mostly to some errors in setting down figures, not to any great variation in the results of the tests.

Final Figures Show Results Not There

I now come to a sheet that I will have to study further in its relation to the whole set before I can even glimpse a way to make it dovetail. This is sheet No. 5 as follows:

Surplus, Feb. 1, 1919	\$ 6,417.49
Surplus, Feb. 2, 1920	13,652.94
Increase	\$ 7,235.45

That figure does not nearly tally with the 7.23 or 7.24 per cent. which seems to yield \$8,604.00 on sheet No. 1. In fact, it is \$1,368.64 short, and that is serious.

Anyway you look at it, this is a corking good business showing. This man's own salary, as he has allowed is during the year in "withdrawals," was \$1,642.92—about 1.4 per cent. on sales, yet he has a net of \$7,235.45 left to carry into surplus account.

But I happen to know that this is not the result of luck or chance. It comes as the reward of the closest, most diligent and intelligent application on the part of a man who has a "bug" on being right and knowing that he is right.

For example, the figures show a remarkable stock turn. Assuming the average stock during last year to have been \$5,500, with sales as given at actual prices received, the turnover is just about 17.3 times. That can only be accomplished by close watching, keeping the want book active, buying just the right amount of every item. It means the entire absence of speculation—that bane of merchandising—the keeping of a most skillful balance.

Causes of Shrinkage

What may cause such shrinkages as my friend reports?

First, I think of really getting "marked prices." Are the goods actually marked individually? Years ago I found that only slight reliance could be reposed in shelf markers. I adopted the system of stamping the selling price on every item. This was carried even to the marking of staple corn and tomatoes. I found

Continued on page 30

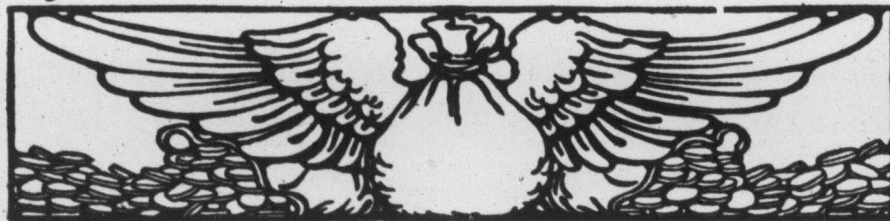
Sells 100 Tins of Biscuits in a Week by Display



SELLING biscuits by a massed display proved advantageous recently for the Barnsdale Trading Co., Stratford, Ont. The display was used for a period of two weeks and in that period 200 tins of fancy biscuits were disposed of.

In the centre of the store is a large counter in the form of a horse-shoe, the round, closed end facing the front of the store. On this end were arranged biscuits in open trays. At the rear of the trays were two tiers of glass shelves upon which were placed fancy glass dishes of biscuits, and a couple of vases of flowers completed a very attractive arrangement. In commenting upon it to CANADIAN GROCER, Mr. Barnsdale remarked: "It certainly was a happy thought and something of the unusual. It proved to be a real feature in stimulating the sale of biscuits. I never thought so many biscuits could be sold in such a short time. We kept the display going for two weeks, selling direct from the trays which were kept replenished from the tins as needed."

That merchants can boost the sales of different lines, over and above the regular demand, has been clearly proved by the experience of grocers, who by display and a little extra effort in selling, have greatly increased sales, as in this instance of biscuits, to figures much beyond regular orders. It is effort of this kind that accomplishes a quick turnover and actually creates new business for the grocer. This shows the possibilities of the aggressive merchant in developing sales.



Merchants Protest Low Postal Rates

Dominion Executive of R.M.A., on Behalf of the Merchants of Canada, Make Representations to the Postmaster-General—Points Out That Public Money Enables Mail Order Houses to Deliver Goods

REPRESENTATIONS on behalf of the retail merchants of Canada have been made to the Honorable P. Blondin, Postmaster - General, Ottawa, by the officers and executive of the Dominion Board of the Retail Merchants' Association. Attention is drawn to the dissatisfaction and unrest that is felt among retail merchants generally, owing to the great development of a few mail order houses who, in the opinion of the Dominion executive, have become immensely wealthy by taking advantage of the low postal and railway rates at the expense of the general public, for the reason, it is pointed out, that they have been, and are using, public money to enable them to have their goods delivered in all parts of Canada, at what, it is considered, is a direct loss to the Government and against the best interests of the citizens and tax-payers of every municipality of Canada.

Making Canada Prosperous

It is urged that Canada can only become prosperous by having prosperous cities, towns and villages located in convenient parts so as to be of service to the agricultural community, and to those engaged in mining, fishing and other productive pursuits, as well as to serve all those who are engaged in all sorts of occupations and professions and who make up the civil life of the community.

As an association of retail merchants it is asserted that the occupation of the retail merchant is absolutely necessary, and that his services cannot be dispensed with. He therefore claims the same protection from the Government of Canada that is tendered to every other class.

Present Conditions

From facts the Dominion Board has been able to secure, it is claimed:

(1) That the contract made between the Postal Department of the Dominion Government and the railway companies of Canada for carrying mail matter, including parcel post, is much below the cost of carrying the same and consequently, now that a large part of the railway corporations have been taken over by the Government, the loss so sustained is coming directly out of the public treasury of Canada, to the detriment of the growth and development of the cities, towns and villages of Canada, and for the special advantage of a few mail order house proprietors.

(2) That, in the opinion of this board, if the proper cost for carrying parcels by mail was charged against the said parcel post, that the cost of postage

stamps on letters would be greatly reduced.

(3) That, the present rates of wages and commissions that are being paid to the rural postmasters, mail carriers and postal clerks are not in proportion to the service they render, and as this large army of people is being underpaid they are suffering at the expense of the public of Canada, and the mail order houses are receiving the benefit to the detriment of the growth of the cities, towns and villages of Canada.

(4) That when the Post Office Act was amended creating zones of twenty miles radius, each increasing the cost of the mail service the further they proceeded from the point of mailing, it was understood at that time that this plan would be carried out in reference to mail order house catalogues as well as to all

articles sent by parcel post. Since then, it is learned, that mail order houses send their catalogues by freight or express from their central warehouses to the central post office within the twenty mile zone, and from this point they are delivered, thus defeating the original proposal.

In conclusion the Postmaster-General is reminded that a resolution was passed at the last meeting of the Dominion board, requesting the Dominion executive officers of the association to interview the Postmaster-General on this important matter, and to request him, along with other members of the Dominion Cabinet, to appoint a special committee from the members of the House of Commons to hear evidence on this subject and investigate the same, and provide the necessary remedy.

Delivery Boy Claims He Has a "Greevance"

Pittsville, Canada
May 1, 1920.

Dere editer, canadian grocer,

I hoap you will excuse me for taking up your valyuble time like this but I want to tell you about Mr. Smith, he's my boss and he runs the elyte grocery here in Pittsville and I drive the delivery rig for him and I want to tell you about a greevance I have against him. Mr. Editer to proceed to tell you what's wrong, it's this way. I'm twelve years of old and going on thirteen which I won't be thirteen for a month yet, and Ma says I'm delicate for my age which I aint cuz I kin lick Pete Brown and any of the boys in my form only I reely aint delicate but Im not very strong anyway. I go to school in the daytime and after school I drive Mr. Smith's delivery rig as afourmentioned and this is where the trouble lys.

Mr. Editer did you ever try to lug a 100-lb. bag of sugar from a grocery cart up an alleyway to the back dore of a hotel or a house or something? Cuz if you didn't you won't appreciate my point I am making. Now why should Jake Greene, he runs the other delivery wagon in the day time, why should he take all the easy deliveries and always leave the 100-lb. bags of sugar and the 90-lb. bags of oatmeal which they gets you all dusty and you get the dickens when you get home for getting your close dirty for me to deliver after I'm all tired out from studying hard at school and playing football and cadet work, etc.

Now, Mr. Editer, I rede your paper every week, becuz I want to be a grocer myself when I grow up and I want you to take up this injustis and see that the delivery boys gets fair play and British justis. Why should a 12 year old boy haf to lug a 100 lbs. of sugar? Why shouldn't the regular delivery man carry the 100 lb. bags of sugar insted of leving them to the boy who only works after school, and only gets \$1.75 a week, because his mother gets 10 per cent. off on her groceries and they call that the rest of his pay.

Here is your chanst to do a national servis for the delivery boys and also you might tell the grocery men that they shouldn't send the delivery boys eight miles out in the country on the night before Christmas when its thirteen below and by the time they get their horse in and give him his hot oats they're just in time to get home and see the rest of the kids opening their Xmas presents like Mr. Smith did to me last Xmas.

I don't want to strike and I aint threatening but if something don't happen Old Smith can find a new boy and I hoap he likes carrying 100 lbs. bags of sugar,

Yours for justis,
Bill Black.

Enter Your Protest To-Day

Retail merchants are prepared to meet fair competition from mail order houses.

They object strenuously, however, to mail order houses receiving special privileges.

The Retail Merchants' Association claim the Government has been carrying at a loss the catalogues of mail order houses, and that this deficit has been made up by general taxation of which the retail merchant pays a large share.

The retail merchant is now faced with a further tax in the way of increased subscription price to his trade newspaper and any other Canadian national periodicals he may wish to purchase.

The Government announced a few days ago that it intended to bring in a bill increasing rate postage on all newspapers and magazines of general circulation 300% commencing the first of the year and 500% commencing the second year.

Undoubtedly the Government needs increased revenue, but why not secure this revenue by—

1. Making mail order houses pay the full cost of carrying their catalogues.
2. Eliminating privilege of registering parcels sent by parcel post as has been done in United States. We showed a few weeks ago how department stores were registering all parcels, thus clogging the mails, delaying delivery of newspapers and causing a loss which had to be borne by the taxpayer. The Government now proposes to increase registration fee to 10 cents, but as this gives parcel post packages express service, the rate is still much too low.
3. The Canadian National Newspapers and Periodicals' Association, to which CANADIAN GROCER belongs, have suggested five abuses of second-class postal privileges which

could be eliminated and which would save the Government considerable amount of money.

Resolution of Hon. Martin Burrell proposes a drastic increase in postal rates on second-class matter of 300% the first year and 500% the second year.

The reason given for this increase is that the railroads have been awarded a higher rate for carrying mail matter. This increase, however, is less than 100%.

Salaries of postal officials have been increased, but much less than 100%.

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

A low postal rate was granted on second-class matter to encourage establishment of Canadian newspapers and periodicals. Is it fair when publishers have invested large sums of money to suddenly reverse the policy and make a drastic increase in rates which will ruin many worthy publications and cripple the service given by the majority which survive? We do not believe the Government are impressed with the valuable work done by such specialized papers as CANADIAN GROCER. If they appreciated that these papers were tending to make merchants and clerks more efficient, they would see that they were of equal value to the work done by technical schools, merchandising course at colleges, etc. Sign attached coupon and mail to us to-day. Also we would appreciate it very much if you would wire Postmaster-General and your Member of Parliament at Ottawa, urging that not more than 100% increase in postal rates on trade newspapers and magazines be made at this time. Send copy of telegram and letters to us.

Editor, CANADIAN GROCER,
Toronto, Canada.

I am opposed to increase in postal rates on trade newspapers and magazines of more than 100%.

Name.....

Address.....

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

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

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UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1133 Broadway (corner 26th Street), New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

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PARCEL REGISTRATION RATE UP

READERS of this paper will remember the article a few weeks ago in reference to the low postage rate for registering parcels. This was 5c per parcel. It was pointed out the rate was being taken advantage of by the large mail order houses who send parcels broadcast across the country. This low rate did not begin to pay the Post Office Department for the service rendered.

The retail trade will be glad to know that in the new Postal Bill, before the Federal House, provision is made for an increase in this rate to 10c for the registration of parcels as against five in the past. Even at the 10c rate it is very doubtful if this will cover the cost, apart from the fact that having to register many parcels tends to slow down the regular mail service. This is really giving express privileges to these large houses at the expense of business in general, and the retail trade of Canada in particular.

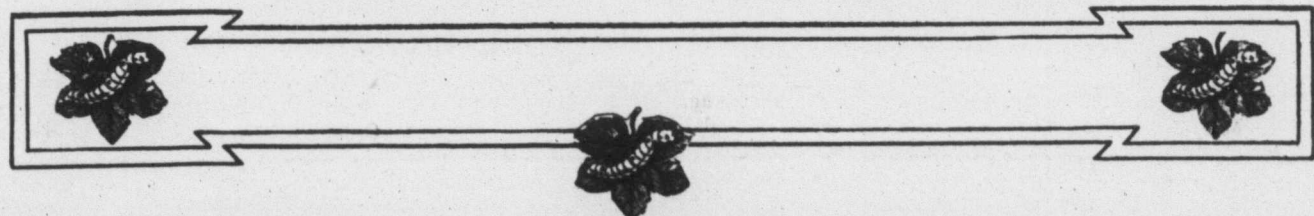
It is not sound business for the Post Office Department to carry at a loss, matter like this for mail order stores, either in the way of registered parcels or by allowing them to ship by freight and then take advantage of the first zone on the parcel post rates. This means that the retail merchant has to pay in taxes the deficit. This deficit actually caused by service which is competing with the retail trade who pay the tax.

HAILED AS "A NEW ELIXIR"

IN spite of its charms, hierba mate is unknown in this country outside of the drug store. Hierba mate, known as Paraguay Tea, it is claimed, has eclipsed the "Elixir of Life." Cenaro Romero, a cultivated Paraguayan writer, is quoted as saying: "When we taste mate our energies are renewed, our nerves are invigorated, and our souls are comforted by the effect of the green sap, the juice of hope of the Paraguayan flora; and we experience strange impressions, we are nourished by an infusion of energy; and gilded dreams, possibly of good fortune, caress us."

And now a distinguished doctor of Buenos Ayres asks that the Argentine army and navy shall replace completely the rations of tea, coffee, and alcoholic drinks with hierba mate; and he adds that this substitute might be extended to the public beneficent establishments from now on, with the assurance that its use would make for the morality and health of the citizen under arms, and that a considerable saving would be effected in maintenance. Moreover, Father Pedro Lozano, a Jesuit missionary, declares: "We ourselves, with our own eyes, have seen tireless riders who, as if glued to their horses, traversed the immense plains, working from sun to sun, rounding up wild cattle and driving them from the interior to the cities, without other relief for their hunger and thirst and weariness than tea made from hierba mate."

Many other testimonies from South American writers could be quoted, but perhaps more credence will be given to the merits of this plant by the following from the British Medical Journal: "Mate has a peculiar power to sustain the strength that neither India nor China tea nor chocolate, either, may claim. Travelers who take mate are able to go on foot for six or seven hours without having to eat."



CURRENT NEWS OF THE WEEK

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

QUEBEC

Mr. Trudell, the tea specialist for Chaput Fils et Cie, has been spending a week in New York and Atlantic City on a holiday trip with Mrs. Trudell. He is expected back at the office the beginning of next week.

ONTARIO

The town of Waterloo, Ont., has adopted daylight saving.

L. Stong, Clinton, Ont., has purchased the business of J. T. Reid.

J. Gray, Bradford, Ont., has adopted the cash and carry system in his grocery.

D. R. McPhail, Kitchener, Ont., has recently opened a grocery in that town.

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

John C. Webb, Eden Mills, Ont., has purchased a general store in Castorville.

Harry J. Thompson, of Woodstock, Ont., has just recently opened a new store in that town.

J. J. Harding, London, Ont., has disposed of his business and house to Thos. Monteith, of Thorndale, Ont.

The town of Alliston, Ont., has adopted Friday afternoon as its weekly half holiday during the summer months.

The United Farmers, in co-operation with the labor men, are opening a co-operative store at Newmarket, Ont.

Mrs. Jennie McDougall, Acton, Ont., has disposed of her grocery and provision business to J. Gibbons, of Georgetown, Ont.

The town of Cobourg adopted daylight saving, at a recent meeting, the mayor casting the deciding vote in favor of the measure.

Beginning with Friday, April 30th, the merchants of Wheatley, Ont., close their stores every Friday at 12.30 until October 22nd.

Stores and all business places, including banks, in Newmarket, Ont., will close at 12 o'clock noon, on Wednesdays, until the end of September.

The merchants of Bradford, Ont., have decided to close Wednesday afternoons, and also every Monday and Friday evenings at six o'clock.

BUSINESS CHANGES

M. Choma, Montreal, recently suffered loss by fire.

Louis Fortin, Montreal, has sold his store to F. Page.

W. Fontaine, Montreal, has sold his store to Mrs. J. Morrissette.

D. M. Cooper, Toronto, has been succeeded in business by B. Kelly.

John Harrington, Toronto, has disposed of his store to Robert Malcolm.

Mrs. George E. Gray, Toronto, has sold her grocery business to E. Himelstein.

A Uniform Price Selling Plan

A. H. McIntyre Tells Merchants of St. Stephen, N.B., of Plan Adapted in St. John, N.B., in Address at Recent Banquet

ST. STEPHEN, N. B.—About forty members of the Retail Merchants' Association of this town were present at the annual banquet which was held at the Queen Hotel recently. The out-of-town guests were F. A. Dykeman, Allen H. McIntyre and S. C. Matthews, of St. John.

W. C. DeWolfe acted as chairman, and spoke briefly on the advantages of meetings which were held by the Association and the benefit derived by "getting together."

LeRoy Hill, of Hill Bros., spoke of the good work which had been done by the Retail Merchants' Association all over the Dominion. He spoke especially of the office at St. John, and in closing his remarks, proposed a toast to the Association, which was responded to by Allen H. McIntyre of St. John.

Mr. McIntyre thanked the chairman and members of the association for the kind invitation extended to him to their banquet. He then went on to show the great advantages of the R. M. A. and of co-operation. He spoke of things which had been accomplished by this association. One, the saving of the tax on such things as tea and matches which was in hand at time that this tax was imposed. He also told of the uniform price selling plan which was being established in St. John with the idea that all merchants would be selling the same article at the same price.

F. A. Dykeman, of St. John, responded to the toast to the Retail Merchants' Association, who read the paper on "The Worthiness of Our Calling." Mr. Dykeman's paper was one of the most interesting papers that has ever been heard here for some time, and he outlined the great benefits which the Retail Merchants' Association were deriving from such an Association. He also pointed out a great many more ideas and suggestions to further the interests of the Association.

M. McDade, of St. John, and J. W. Scovil, St. Stephen, were other speakers.

Toronto Travellers Plan Organization

May Form Toronto Council of the Order of United Commercial Travellers of America

An effort is being made to organize the 10,000 commercial travellers who reside in Toronto. For the purpose of forming a local council of the Order of United Commercial Travellers of America, a luncheon was held at the Carls-Rite on Saturday last, and officers for the new council were nominated. Grand Secretary Waller M. Minn, of New York State was present and briefly explained the purpose of the organization. Next Saturday another meeting will be held, when a charter will be granted to the Toronto branch.

The commercial travellers nominated for election were: T. R. Crayston, for Senior Counsellor; C. F. Mallon, Junior, Counsellor; E. M. Carroll, Past Counsellor; F. C. Oldham, Secretary-Treasurer; S. Moore, Conductor; J. H. Chambers, Page; John Elliott, Sentinel; Executive Committee, W. J. Sanderson, George St. Leger, William Martin and A. E. Bel-yea.

Milk Products Co. Is Re-organized

Appleford Milk Products, Ltd., Has Been Re-organized in Ottawa with a Capital of One Million Dollars

St. Thomas, May 12.—The announcement was made recently by U. L. Appleford, owner and controller of the economic process of dehydrating milk in Canada, that the Appleford Milk Products, Limited, has been organized in Ottawa, with a capitalization of one million dollars, the money having been subscribed by Ottawa, Brantford and Kingston investors. This will be the parent company of Canada, Mr. Appleford states, and will control a chain of powdered milk factories throughout the Dominion.

Mr. Appleford returned this week from an Eastern trip, where he completed the purchase of the cold storage docks at Trenton, Ont., to be used as a factory. He left Saturday with a party of English capitalists, together with a delegation of Ontario dairymen and business men, to inspect several large powdered milk plants in Minneapolis and other American points.

The creditors of the now defunct Stanley C. Williams Co., Limited, Sarnia, Ont., will get a return of thirty cents on the dollar, and if certain real estate is sold, may realize 20 cents more.

Java Sugar Will Not Lower Prices

Java Crop Will be a Normal One, Around
1,750,000 tons

VANCOUVER.—“Business people in Java are of the opinion that a still higher market on sugar is in store for us within the next few months, when the next crop is harvested,” said J. E. Hall, general manager of the Vancouver Milling & Grain Company, who has returned from a trans-Pacific trip which took him to Japan, China, Hong Kong, Straits Settlements, French Indo-China and Java. He left here five months ago to investigate trade conditions in the Far East and to open an office in Shanghai, which is in charge of M. H. Thorburn, formerly of the Balfour-Guthrie staff here. Other offices are located at Hankow and Kobe.

Mr. Hall explained the Java sugar situation by saying that the crop there would probably be a normal one, around 1,750,000 tons as against 1,600,000 tons a year ago. The increase, however, would be offset by the shortage in Cuba.

Discussing the slump in Japan, he expressed the opinion that it was due largely to overspeculation and that the banks had decided to put a stop to it. He believed, however, that the country would soon come back and that business would be re-established on a more substantial basis than ever before.

WAS NOT HOARDING APPLES AS ALLEGED

W. J. Corby, Ottawa, Satisfactorily Explains to Board of Commerce re Charge of Hoarding—Was Trying to Sell

W. J. Corby, Ottawa, who recently appeared before the Board of Commerce, charged with hoarding apples, has made satisfactory explanation.

Mr. Corby then stated that he bought his apples in Nova Scotia from the United Fruit Company. Landed in Ottawa they cost him about \$4.60 per barrel. He sold them at auction and by private sale at prices ranging from 75 cents to \$6.00 per barrel, or an average of approximately \$3.50. Earlier in the season, however, he had secured better prices, and felt that he would about break even on the whole transaction. The difficulty was that when the fruit was in demand he could not get delivery, as cars were scarce, and now when the apples reached this city the season was over and there was little or no demand for them. Most of them he sold at auction, and always to the trade only. His total contract was for 100 carloads, and of this he had received about 90, but did not expect more. The apples had been rehandled because of bruising, which accelerated decay. Had he got them without repicking, he might have got \$8 per barrel for them. He had sent some cars to Montreal and Toronto on consignment, but had not sold them yet. Instead of attempting to hoard he was trying to sell.

TESTING FOR LEAKAGES

Continued from page 24

that this was a wonderful help in actually getting the prices I expected to get.

Second, there are mark-downs. These amount to a considerable sum during the year. They cut much more figure than anybody would imagine without checking. One is apt to think that mark-ups offset them; but they do not. Goods are shaded in practice much more than they are enhanced. It would be well to take account of such items as closely as possible.

Third, there are variations caused by selling 13 cent items at 2 for 25c. I sensed what this might mean once when I inventoried at both cost and sale price. The spread averaged over 30 per cent! I knew that I was averaging near to 21 per cent. Many factors, such as sugar, butter, eggs, and perishables that are in lightest relative supply when we inventory influenced the final result; but the sale of bunched items at slight reductions, which occurs constantly, is undoubtedly a great factor in shrinking the expected gross receipts.

Fourth, mistakes. These occur frequently enough in any event, and the clerk always favors the customer. This not because he wishes to work against his employer's interest; it's simply psychology to do it. Mistakes occur alarmingly where goods are not plainly marked.

Fifth, thieving. This factor always

must be reckoned with. It is there when we least look for it and in directions least open, apparently, to suspicion. When located, we are surprised and beyond expression to find who has been guilty. It cannot be guarded against too strictly. Think what a lot of it can go on where the total shrinkage runs to upwards of \$5000, as it does in this case, in a year!

I will write more on all this “in an early issue.”

DISCOURAGE CARD CONTAINERS

Continued from page 23

biscuits. It was this line that was most affected by the increasing cost of sugar and raw materials.

The general tone of the convention was a better service to the retailer with the best products capable of manufacture in Canada. After the close of the last session the members retired to a room where a display of interest to the confectionery manufacturers was arranged by Messrs. Wagstaffe, Ltd., of Hamilton, Ont.

J. O. Elton, of S. H. Moore & Company, manufacturers' agents, Toronto, is leaving on Sunday next for a trip to the Old Country. Mr. Elton will be away about two months. The trip includes both business and pleasure. He will be calling on a number of Old Country manufacturers who are interested in the Canadian market. He sails on the “Corsican.”



NEWS FROM WESTERN CANADA

WESTERN

P. Courtree, Ellis Av., Winnipeg, has gone out of business.

The Harphill grocery has recently been opened by Sydney Grant, in Prince Albert, Sask.

Samuel Abel, proprietor of the "Crescent Meat Market," Winnipeg, has sold to C. F. Clyne.

The managers of Codville Ltd. branches are in Winnipeg this week to attend the annual conference.

Farley Bros., Winnipeg, have been appointed representatives for E. Eaman Marmalade for the Province of Manitoba.

Sydney A. Naar, representing Oliver Lee, Ltd., is spending a few days in Vancouver with the company's representatives, Oppenheimer Bros.

G. McLean Co., Ltd., have moved to the corner of McDermot Avenue and Adelaide Street, a much larger and more spacious warehouse and office.

George L. Edmondson has accepted a position with H. P. Pennock Co., Ltd., Winnipeg, as sales manager, looking after the sales advertising management.

The business known as the "Bell Store" 666 Sargent Avenue, Winnipeg, has changed hands. Mr. Coughlin, the former proprietor, has sold to T. A. Graham.

That kind friend, the Stork, visited the home of Bill Randolph, the Winnipeg representative of The Harper Presnail Co., Ltd., and on his way left Bill a nice bouncing baby boy.

The Smith Fruit Co., Limited, has opened for business in Yorkton, Sask., under the management of J. C. Smith, who, since 1917 has been connected with the Yorkton Grocery Co. as credit manager.

W. H. Day, of Macleod, Alta., who with C. J. Dillingham is joint proprietor of the Macleod Times, was formerly in the grocery business and was also an alderman in Macleod. The Macleod Times recently took over the plant and business of the MacLeod News.

Nicholson, Rankin, Ltd., wholesale grocery brokers, Winnipeg, Man., have completed their organization in the Prairie Provinces and have branch offices in Regina, Saskatoon, Calgary, and Edmonton. J. C. Ryan is manager of the Regina office; Ross L. Forbes in Saskatoon; Wm. H. Dingle in Calgary, and Harry M. Judge, Edmonton.

The Robt. Gillespie Co., Ltd., Vancouver, B.C., have bought out Purdy-Jeffries Ltd., and will in future handle the flavorings and extracts manufactured by them. Mr. Gillespie is also president and manager of Cyders Ltd., a new firm for the manufacture of soft temperance drinks. The Gillespie Company is now located at 270 Columbia Street.

W. A. Bowron, of the firm of Bowron Bros., Ltd., of Hamilton, was a visitor in

Winnipeg this week and have appointed Stroyan-Dunwoody Co. their Western representatives. Bowron Bros., Ltd., are manufacturers of Hip-O-Lite and other lines.

O'Loane Kiely, Vancouver, have added another American branch to their system—with the establishment of a brokerage office at San Francisco.

A. Petterson is now the sole proprietor of the Petterson & Livingston business at Tranquille, B.C. Tranquille is the Government's great tubercular sanatorium.

P. A. Wiggins has sold his grocery and provision store on the corner of Notre Dame Av. and Arlington St., to H. Berry. Mr. Wiggins has gone to Moose Jaw, Sask., to take over a larger business.

Scott Brothers have bought out the Olds, Alberta, store of Williams & Little. This store was one of the chain of five operated in Alberta by Williams & Little, who also operate a mail order grocery business in Calgary.

E. Nicholson, of Nicholson-Rankin, Ltd., commission brokers, Winnipeg, was called East last week by the illness and death of his brother. Before returning to the west Mr. Nicholson will make a business trip to New York and Chicago.

F. Manley, Winnipeg, has been appointed sole distributor for Western Canada for Callard & Bowser, Ltd., London, England, makers of the C & B Butter-Scotch. Mr. Manley has decided to move into a larger office and warehouse. The new office is located at 323 Garry St., Winnipeg.

The grocery and provision business of Mr. Wm. Cairns, 859 Notre Dame Av., has been disposed of to Parr and Espie. Mr. Cairns is going to Vancouver, B.C., in the interests of O-Celar Oil Co., Ltd. Previous to Mr. Cairns going into the grocery business three years ago, he represented the John Marrin Co., Ltd. in the city, for about ten years.

BLYTH D. ROGERS DEAD

President of the British Columbia Sugar Refinery Passes Away

VANCOUVER, May.—Blyth D. Rogers, president of the British Columbia Sugar Refinery, is dead. Death was caused by heart disease. Mr. Rogers, who was only twenty-seven years of age, succeeded his father two years ago as president of the British Columbia Sugar Refining Company. While a Lieutenant in the Royal Engineers, Ottawa, a few years ago, Mr. Rogers was thrown heavily when his horse fell, and the shock started his health permanently. He is survived by his wife and infant daughter.

The grain growers of the Foam Lake district are out to raise \$100,000 with the intention of opening up a co-operative store in that town in the near future.

Jim O'Loane, who has recently received his discharge from the American navy, after chasing submarines for two and a half years, has joined the firm of O'Loane, Kiely & Co., Ltd., Vancouver, and takes charge of the accountancy. F. J. McKinnon, sec.-treas., and for many years accountant, takes charge of the export department.

NEW BROKERAGE HOUSE IN VANCOUVER

G. F. Donaldson and T. N. Phillips have organized a new brokerage house to serve the British Columbia field under the name of Donaldson Phillips Agencies Ltd. Mr. Donaldson was for several years connected with Tees & Perse Company, and in 1909 opened up the Saskatchewan territory for that house, finally settling at Regina as Saskatchewan sales manager. He enlisted in 1915 and served with the forces till the finish. T. N. Phillips is known as a specialty salesman throughout the Western provinces, having called on the trade for several years, introducing in turn the products of the N. K. Fairbank Company, Lever Brothers, Tuckett's and Quaker Oats. Mr. Phillips has been lately connected with the Vancouver Milling & Grain Co., Ltd., for whom he covered the central portion of the city of Vancouver. The policy of the firm may be judged from Mr. Phillips remarks: "I have invariably found that the retailer is the determining factor in the success or failure of any article which it is proposed to sell through grocery channels. If the retail grocery is interested in any article it cannot fail to go, and although the wholesaler may be induced to buy and order and some consumer advertising is done, unless the retailer has been invited to co-operate there will be no great success. Both Mr. Donaldson and myself have proven to our own satisfaction by years of experience that the secret of successful merchandising of grocery lines is close co-operation with the retail grocery."

FIRM IN WINNIPEG

Thompson-Charles & Co., of Scott Block, Winnipeg, have opened an office as manufacturers' agents selling direct to the retailers of Winnipeg. J. A. Thompson, one of the members of the firm, was for many years connected with Telfer Bros. Biscuit Co., of Toronto, and was also connected with the wholesale department of the Hudson's Bay Co. W. and H. Charles, also members of the firm, conducted a grocery business in Winnipeg for the last ten years. They have the agency for Telfer's biscuits.

There's a



The nose is the test of quality. Put a little *Snowflake Ammonia* in a glass of wates and smell it---

Your nose will convince you that "Snowflake" is the strongest ammonia powder on the market.

Moreover the strength lasts. Put the glass away for a half a day and the ammonia smell will be as strong as ever.

When you handle "Snowflake," you are giving your customers full strength ammonia powder, and therefore more value for their money.

SNOWFLAKE

Full Strength—

That's Why There's
S. F. LAWRASON & CO.,

Difference

You need only shake the package to see whether or not it contains full measure. If you open a package of "Snowflake" you will find it full.

Your lady customers are very keen to observe whether or not they are getting full measure. When they get "Snowflake" they are satisfied with the full strength as well as the full measure. When they have once tried it they always demand "Snowflake."



AMMONIA —Full Measure

a Difference

LONDON, CANADA

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

ALL markets continue firm with the tendency on many lines of commodities to reach even higher levels. A shortage of sugar is manifest in all markets and higher prices are expected. Business and collections are reported in good condition throughout the Dominion.

TORONTO—The situation in sugar remains unchanged. All refineries, with the exception of the Atlantic, remain closed, awaiting raw material, and it will probably be 10 days before sugar is again rolling this way. Supplies of sugar in wholesale hands are cleaned up, but retailers appear to be fairly well supplied. Corn syrups are ruling firm under recent advances. The market for cereals is firm under a quiet demand. Spot stocks of coffee are getting low, due to the prolonged railroad strike in the United States, which is making transportation difficult from the port of New York. No new developments are manifest in the market for teas; spot stocks continue short and primary markets are firm with indications for higher prices, especially on the finer grades. Advances have been registered on salad dressing, A. & H. sal soda, sweet pickles, marmalade, jelly powders and condensed milk. Gallon canned apples have advanced 25 cents per dozen. There is no change in the market for rice; supplies are short, although a few small shipments have arrived. The primary markets for rice are firm with indications for higher prices. The market for spices is firm with spot stocks in a limited supply. Jamaica ginger has advanced about 10 cents per pound in primary markets, but local prices have not changed. Potatoes are in scant supply and prices are higher. Southern vegetables and fruits are arriving in fair quantities. Flour is likely to be higher in view of the advance on wheat. The advance will probably be around \$1.55 and \$1.80 per barrel.

Both pork and beef cuts have advanced one to two cents per pound. Butter and eggs are easier. Cheese is firm and quotations higher. Smoked and cooked hams have shown slight advances.

WINNIPEG—The markets here this week are firm. Sugar is unchanged, but prices are expected to advance in the near future. Rogers' cane syrup is practically off the market. Corn syrup and molasses are firm. Evaporated apples declined slightly. Other dried fruits are steady. Cereals and especially rolled oats are ruling strong and higher prices are not unlikely. An advance is expected on all canned goods. Some lines of nuts are easier. The coffee market has strengthened, while tea is unchanged. The fruit market is very active, supplies are being cleaned up immediately upon arrival. Navel oranges are over, but Valencias are arriving freely. New Southern vegetables are in scant supply and the few that are coming through are shipped by express.

Select hogs have advanced. Eggs are easier. Butter is also easy, while cheese has strengthened.

MONTREAL—The feature of the market here this week is the sharp advance in the price of flour. The advance is \$1.45 per barrel. Other flours besides the hard wheat flour are also up. Cornmeal is up, as predicted by CANADIAN GROCER. Advances in most vegetables have occurred. The sugar market is exceedingly strong and higher prices on sugar and molasses may be expected in the near future. There is very little change in the prices of fruit, but some fruits are almost withdrawn from the market. The new tea crop will likely be fifteen per cent. higher than the prices quoted on last year's crop when it was first marketed. Lard is $\frac{1}{2}$ c a pound lower this week. Crisco is also lower. Hay and grain are advanced this week.

Cheese is one cent a pound higher this week. Butter is quoted five cents a pound lower. Lard in some quarters is reduced $\frac{1}{2}$ c a pound lower. Meats are unchanged, as is also the case with eggs. Flour is higher this week as a result of the consent of the Wheat Board to raise the price. The sugar market is exceedingly strong. Fresh fish is in good supply and easier prices is the result. Hay and grain are higher this week and millfeeds are almost unobtainable. The vegetable market is considerably higher and fruit is unchanged, but grapefruit and some oranges are very scarce.

QUEBEC MARKETS

MONTREAL, May 14—The feature of the market here this week is the sharp advance in the price of flour. The sugar market is exceedingly strong and higher prices on sugar and molasses may be expected in the near future. Advances on most vegetables have occurred. There is little change in the price of fruit, but some fruits are almost withdrawn from the market. The new tea crop will likely be 15 per cent. higher. Crisco is quoted lower. Hay and grain has advanced.

Sugar Likely Higher

Montreal.
SUGAR.—Although there has been no change in the price of sugar this week the market is exceedingly strong. CANADIAN GROCER cannot emphasize too strongly the firmness of the sugar market at the present time. Higher prices can be expected in the near future as the raw sugar is demanding a higher price than ever before.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	19 00
Acadia Sugar Refinery, extra granulated.	19 00
Canada Sugar Refinery	18 50
Dominion Sugar Co., Ltd., crystal granu.	18 50
St. Lawrence Sugar Refineries	19 00
Iceing, barrels	19 40
Do., 25-lb. boxes	19 60
Do., 50-lb. boxes	19 40
Do., 50 1-lb. boxes	20 70
Yellow, No. 1	18 60
Do., No. 2 (Golden)	18 50
Do., No. 3	18 40
Do., No. 4	18 20
Powdered, barrels	19 10
Do., 50s	19 30
Do., 25s	19 50
Cubes and Dice (asst. tea), 100-lb. boxes	19 60
Do., 50-lb. boxes	19 70
Do., 25-lb. boxes	19 90
Do., 2-lb. package	21 00
Paris lumps, barrels	19 60
Do., 100 lbs.	19 80
Do., 50-lb. boxes	20 00
Do., 25-lb. boxes	21 00
Do., cartons, 2 lbs.	21 50
Do., cartons, 5 lbs.	21 50
Crystal diamonds, barrels	19 70
Do., 100-lb. boxes	19 70
Do., 50-lb. boxes	19 80
Do., 25-lb. boxes	21 00
Do., cases, 20 cartons	20 75

No Change in Spices

Montreal.
SPICES.—There is no change in the price on spices this week. The opening of navigation and the incoming of many ocean liners may help considerably in reducing the prices on some spices. There is, however, no change in any prices this week. Some of the ocean liners coming into port this week carried supplies of mustard, but CANADIAN GROCER is informed that the supplies are not sufficient to be of any benefit in relieving the market.

Allspice	0 22	0 22
Cardia (pure)	0 22	0 22
Cocoanut, palls, 20 lbs., unweetened, lb.	0 44	0 44
Do., sweetened, lb.	0 36	0 36
Chicory (Canadian), lb.	0 30	0 30
Cinnamon—		
Rolls	0 30	0 30
Pure, ground	0 35	0 40
Cloves	0 55	0 50
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger (Jamaica)	0 40	0 40
Ginger (Cochin)	0 35	0 35
Mace, pure, 1-lb. tins	1 00	1 00
Mixed spice	0 30	0 32
Do., 2 1/2 shaker tins, doz.	1 15	1 15
Nutmegs, whole	0 60	0 70
44, lb.	0 45	0 45
80 lb.	0 45	0 45
100, lb.	0 45	0 45
Ground, 1-lb. tins	0 65	0 65

Pepper, black	0 41	0 41
Do., white	0 52	0 52
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 25
Paprika	0 30	0 30
Tumeric	0 25	0 25
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	2 00	2 00
Caraway (nominal)	0 30	0 35
Cinnamon, China, lb.	0 40	0 40
Do., per lb.	0 40	0 40
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Camomilo, whole	0 18	0 20
Cream of Tartar, pure, French	0 85	0 85

For spices packed in cartons add 4 1/2 cents a lb., and for spices packed in tin containers add 10 cents per lb.

Molasses Market Strong

Montreal.
CORN SYRUP.—There is no change in the price of corn syrups this week as there was a big advance last week on all lines of corn syrups. The molasses market is exceedingly strong this week as a result of the very high prices on raw sugar. An advance in the price of molasses may be looked for in the very near future.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	0 09 1/2	0 09 1/2
Half barrels	0 09 3/4	0 09 3/4
Kegs	0 10 1/4	0 10 1/4
2-lb. tins, 2 doz. in case, case	6 20	6 20
5-lb. tins, 1 doz. in case, case	7 15	7 15
10-lb. tins, 1/2 doz. in case, case	6 85	6 85
2-gal. 25-lb. pails, each	3 00	3 00
3-gal. 38 1/2-lb. pails, each	4 45	4 45
5-gal. 65-lb. pails, each	7 15	7 15
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	6 80	6 80
5-lb. tins, 1 doz. in case, case	7 75	7 75
10-lb. tins, 1/2 doz. in case, case	7 45	7 45
Cane Syrup (Crystal) Diamond—		
case (2-lb. cans)	8 50	8 50
Barrels, per 100 lbs.	12 25	12 25
Half barrels, per 100 lbs.	12 50	12 50
Glucose, 5-lb. cans (case)	6 85	6 85

Barbadoes Molasses—		
Punchons	1 60	1 60
Barrels	1 63	1 63
Half barrels	1 65	1 65
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case	6 00	6 00
3-lb. tins, 2 doz. in case, case	8 25	8 25
5-lb. tins, 1 doz. in case, case	6 80	6 80
10-lb. tins, 1/2 doz. in case, case	6 65	6 65

Walnuts Easier This Week

Montreal.
NUTS.—There is no change in the price of nuts this week although walnuts have a tendency of being easier with a good demand. The exchange has a great deal to do with the price of imported nuts. The demand is rather small on most lines of nuts at this season, but with an easing off of prices on certain lines the demand can be created.

Almonds, Tarragona, per lb.	0 24	0 26
Do., shelled	0 60	0 68
Do., Jordan	0 75	0 75
Brazil nuts (new)	0 22	0 22
Chestnuts (Canadian)	0 77	0 77
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 10

Peanuts, No. 4, Jumbo	0 25	0 25
Peanuts, Jumbo	0 24	0 24
Do., "G"	0 19	0 20
Do., Coons	0 16	0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 20	0 20
Do., Shelled, No. 1, Virginia	0 16 1/2	0 18
Do., No. 1 Virginia	0 14	0 14
Peanuts (Salted)—		
Fancy wholes, per lb.	0 33	0 33
Fancy splits, per lb.	0 33	0 33
Pecans, new Jumbo, per lb.	0 32	0 32
Do., large, No. 2, polished	0 32	0 32
Do., Orleans, No. 2	0 31	0 31
Do., Jumbo	0 30	0 30
Pecans, shelled	1 60	1 70
Walnuts	0 29	0 35
Do., new Naples	0 34	0 34
Do., shelled	0 60	0 60
Do., Chilean, bags, per lb.	0 33	0 33

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

First Crop Tea Higher

Montreal.
TEA.—The new tea crop is very poor; the prices will be higher. The reports show that the price of the first crop tea will be 10 to 15 per cent. higher than the price on last year's crop. The second crop reports are not in at present.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 66
Broken Pekoes	0 50	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS—		
Choice (to medium)	0 70	0 70
Early picking	0 75	0 75
Finest grades	0 80	0 80
Javas—		
Pekoes	0 42	0 45
Orange Pekoes	0 46	0 45
Broken Orange Pekoes	0 43	0 46

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

Price Changes on Some Lines

Montreal.
MISCELLANEOUS.—"Electro Silicon" stove polish is up \$2 per gross. The new price is \$12. "Crisco" is reduced 70 cents per case for the 3-pound tin, the new price being \$12.50 a case. Baker's chocolate has increased 3 cents a pound, the new price being 52 cents. The cocoa is also up 4 cents per pound, the new price being 58 cents.

Self-Rising Flour Higher

Montreal.
PACKAGE GOODS.—As predicted in last week's CANADIAN GROCER the price of package self-rising flour has gone up 20 cents on the 6-pound package and ten cents on the 3-pound package price of package self-rising flour has \$6.20 per case. The price of the package cereals has not been changed, although the price is especially firm on all corn products.

PACKAGE GOODS		
Breakfast food, case 18	2 85	2 85
Cocoanut, 2 oz. pkgs., doz.	0 78 1/2	0 78 1/2
Do., 20-lb. cartons, lb.	0 36	0 36
Corn Flakes, 3 doz. case	3 60	3 65
3 50	4 25	4 15
Corn Flakes, 36s	4 15	4 15
Oat Flakes, 30s	5 40	5 40
Rolled oats, 20s	6 50	6 50
Do., 18s	2 42 1/2	2 42 1/2
Do., large, doz.	3 00	3 00
Oatmeal, fine oat, pkgs., case	6 75	6 75
Puffed rice	5 70	5 70
Puffed wheat	4 25	4 25
Farina, case	2 35	2 35
Hominy, pearl or granu., 2 doz.	3 65	3 65

Health bran (20 pkgs.), case.....	2 60
Scotch Pearl Barley, case.....	2 60
Pancake Flour, case.....	3 60
Pancake Flour, self-raising, doz.....	1 60
Wheat feed, 18-1 1/2%.....	3 25
Buckwheat Flour, case.....	3 60
Wheat flakes, case of 2 doz.....	2 95
Oatmeal, fine cut, 20 pkgs.....	6 75
Porridge wheat, 36s, case.....	7 30
Do., 20s, case.....	7 50
Self-raising Flour (8-lb. pack.) doz.....	3 05
Do. (6-lb. pack.), doz.....	6 00
Corn Starch (prepared).....	0 13
Potato flour.....	0 16
Starch (laundry).....	0 11 1/2
Flour, Tapioca.....	0 15
Shredded Krumbs, 36s.....	4 85
Cooked bran, 12s.....	2 25
Enamel Laundry Starch, 40 pks. case.....	4 00
Celluloid Starch, 45 pks. case.....	5 20

Corn Meal Higher

Montreal.
CEREALS.—As predicted last week by CANADIAN GROCER the corn market has firmed up and increased their prices. As a result cornmeal is marketed 10 cents higher than quotations last week. Barley is very strong and a change in price may be looked for in the near future. The other cereals are in the usual demand considering the summer months are coming on.

CEREALS—

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

Coffee Market Unchanged

Montreal.
COFFEE.—There is no change in the price of coffee this week; the market is very firm and the demand very good.

COCOA.—There is no change evident in the cocoa market. One firm has increased their prices about 5 per cent., but this is confined to only one of the manufacturers.

COFFEE—

Rio, lb.....	0 33 1/2	0 35 1/2
Mexican, lb.....	0 49	0 51
Jamaica, lb.....	0 46	0 48
Bogotas, lb.....	0 49	0 52
Mocha (types).....	0 49	0 51
Santos, Bourbon, lb.....	0 48	0 50
Santos, lb.....	0 47	0 49

COCOA—

In 1-lbs., per doz.....	6 25
In 1/2-lbs., per doz.....	3 25
In 1/4-lbs., per doz.....	1 70
In small size, per doz.....	1 25

Sair Dates Are Expected

Montreal.
DRIED FRUIT.—There is no change in the prices on dried fruits this week but the market is very firm. Some lines of figs and dates are very short. There is a supply of Sair dates due in Canada very shortly which are of a good quality and can be marketed at an easier price than has been necessary on some other lines. The price on currants remains unchanged although the market is rather uncertain in that line.

Apricots, fancy.....	0 38
Do., choice.....	0 34
Do., slabs.....	0 30
Apples (evaporated).....	0 19
Peaches, (fancy).....	0 35
Do., choice, lb.....	0 32
Pears, choice.....	0 30
Drained Peels— Choice.....	0 80
Ex. fancy.....	0 80

Lemon.....	0 45
Orange.....	0 46
Citron.....	0 60
Choice, bulk, 25-lb. boxes, lb.....	0 22
Peels (cut mixed), doz.....	3 25
Raisins (seeded)— Muscatels, 2 Crown.....	0 23
Do., 1 Crown.....	0 25
Do., 3 Crown.....	0 24
Do., 4 Crown.....	0 19 1/2
Fancy seeded (bulk).....	0 25
Do., 16 oz.....	0 24
Cal. seedless, cartons, 12 ounces.....	0 21
Do., 16 ounces.....	0 26
Currants, loose.....	0 20
Do., Greek (16 oz.).....	0 24
Dates, Excelsior (36-10s), pkg.....	0 15 1/2
Fard, 12-lb. boxes.....	3 25
Packages only.....	0 19
Do., Dromedary (36-10 oz.).....	0 19
Packages only, Excelsior.....	0 20
Loose.....	0 17
Figs (layer), 10-lb. boxes, 2s, lb.....	0 40
Do., 2 1/2s, lb.....	0 45
Do., 2 1/4s, lb.....	0 43
Do., 2 3/4s, lb.....	0 50
Figs, white (70 4-oz. boxes).....	5 40
Figs, Spanish (cooking), 22 lb. boxes, each.....	0 12
Figs, Turkish, 3 crown, lb.....	0 44
Do., 5 Crown, lb.....	0 46
Do., 7 Crown, lb.....	0 52
Figs, mats.....	4 74
Do. (25-lb. boxes).....	2 75
Do. (12 1/2-oz. boxes).....	2 20
Prunes (25-lb. boxes)— 20-30s.....	0 33
30-40s.....	0 30
40-50s.....	0 27
50-60s.....	0 23
60-70s.....	0 22
70-80s (25-lb. box).....	0 30
80-90s.....	0 19
90-100s.....	0 17 1/2
100-120s.....	0 16

No Change in Canned Goods

Montreal.
CANNED GOODS.—Canned goods in general remain at the list prices although some lines are almost withdrawn from the market. It has been pointed out to CANADIAN GROCER that were these canned goods to be prepared to-day the prices would necessarily have to be much higher than they are to-day. The prices of canned goods remain as quoted last week.

CANNED VEGETABLES

Asparagus (Amer.), mammoth green tips.....	4 50	4 90
Asparagus, imported (2 1/2s).....	5 50	5 55
Beans, Golden wax.....	2 00	2 00
Beans, Refugee.....	2 00	2 00
Corn (2s).....	1 70	1 75
Carrots (sliced), 2s.....	1 45	1 75
Corn (on cob), gallons.....	7 00	7 50
Spinach, 3s.....	2 35	2 90
Squash, 2 1/2-lb. doz.....	1 50	1 50
Succotash, 2 lb. doz.....	1 30	1 30
Do., Can. (2s).....	1 30	1 30
Do., California, 2s.....	3 15	3 50
Do. (wine gals.).....	8 00	10 00
Sauerkraut, 2 1/2 lb. tins.....	1 40	1 40
Tomatoes, 1s.....	1 45	1 50
Do., 2s.....	1 30	1 30
Do., 2 1/2s.....	1 80	1 95
Do., 3s.....	1 90	2 15
Do., gallons.....	6 50	7 00
Pumpkins, 2 1/2s (doz.).....	1 50	1 55
Do., gallons (doz.).....	4 00	4 00
Peas, standards.....	1 85	1 90
Do., Early June.....	1 92 1/2	2 05
Do., extra fine, 2s.....	3 00	3 00
Do., Sweet Wrinkle.....	2 00	2 00
Do., fancy, 20 oz.....	1 87 1/2	1 87 1/2
Do., 2-lb. tins.....	2 75	2 75
Peas, Imported— Fine, case of 100, case.....	27 50	27 50
Ex. Fine.....	30 00	30 00
No. 1.....	23 00	23 00

CANNED FRUITS

Apricots, 2 1/2-lb. tins.....	6 25	6 50
Apples, 2 1/2s, doz.....	1 40	1 65
Do., new pack, doz.....	2 20	2 20
Do., 2s, doz.....	1 80	1 95
Do., new pack.....	6 75	6 75
Do., gallons, doz.....	5 25	5 75
Blueberries, 1/2s, doz.....	0 95	1 00
Do., 2s.....	2 40	2 45
Do., 1-lb. talls, doz.....	1 85	1 90
Currants, black, 2s, doz.....	4 00	4 00
Do., gallons, doz.....	16 00	16 00
Cherries, red, pitted, heavy syrup, No. 2 1/2.....	4 90	5 15
No. 2.....	20 00	20 00
doz.....	4 75	4 80

Do., white, pitted.....	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.....	2 75	2 75
Peaches, heavy syrup— No. 2.....	3 65	4 00
Do., gallon, "Pie," doz.....	9 50	9 50
Do., gallon, table.....	10 00	10 00
Pears, 2s.....	4 25	4 50
Do., 2s (light syrup).....	1 00	1 00
Do., 2 1/2s.....	5 25	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.....	1 90	1 90

Rice Supplies Are Low

Montreal.
RICE.—There is no change in the prices on rice this week although the market is very strong and the supplies limited to a few lines. The prospects for a better supply in the near future are said to be very poor.

RICE—

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

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

Pineapples Are on Market

Montreal.
FRUITS.—The apple market this week is confined to russets and Ben Davis. Prices in general range as quoted last week but tangerines are off the market entirely. Pineapples are offered for sale at \$9 a crate.

Apples—

Russet.....	8 00
Ben Davis, No. 1.....	6 00
Apples in boxes.....	5 00
Bananas (as to grade), bunch.....	6 00
Grapefruit, Jamaican, 64, 80, 96.....	5 00
Do., Florida, 54, 64, 80, 96.....	6 00
Lemons, Messina.....	8 00
Oranges, Cal., Valencias.....	10 50
Do., 100s and 150s.....	8 50
Do., 176s and 200s.....	10 50

Cal. Navels—

80s, 100s.....	6 50
126s.....	7 00
150s.....	7 50
176s, 250s.....	10 50
Florida, case.....	6 00
Cocoanuts.....	13 00
Pineapples, crate.....	9 00

Vegetables Are Higher

Montreal.
VEGETABLES.—The tendency in the vegetable market is all upwards this week. Onions are quoted only on the yellow imported at \$6.50 a crate. Turnips are 50 cents a bag higher, both for Montreal and Quebec shipments. Florida lettuce is \$3.50 higher, being quoted at \$9. American parsley is slightly lower, being quoted at \$1.50 a dozen. Florida celery is \$1 a crate higher, and tomatoes are offered at \$12 a crate, being \$4 a crate higher than quoted last week. Some of the vegetables quoted last week are off the market entirely and cannot be obtained at any price.

Asparagus, Cal., case.....	10 00
Beans, new string (imported) hamper.....	8 00
Beets, new, bag (Montreal).....	3 50
Cucumbers, doz.....	3 00
Chicory, doz.....	0 50
Cauliflower, Am., doz. dble crate.....	7 00
Do., single crate.....	3 75
Cabbage (Montreal), barrels.....	7 00
Do., crate.....	10 00
Carrots, bag.....	1 75
Garlic, lb.....	0 50
Horseradish, lb.....	0 60
Lettuce (Boston), head, crate.....	5 50
Leeks, doz.....	4 00
Mint.....	0 60

Mushrooms, lb.	1 00
Onions, Yellow, 75-lb. sack	14 00
Do., Texas, crate	6 50
Do., red, 75 lbs.	15 00
Do., crate	3 00
Do., Spanish, case	8 00
Do., large white, per 100 lbs.	15 00
Oyster plant, doz.	0 50
Parsley (Canadian)	0 75
Peppers, green, doz.	0 50
Parnips, bag	1 75
Potatoes, Montreal (90-lb. bag)	5 50
Do., New Brunswick	5 50
Do., sweet hamper	3 75
Canadian Radishes, doz.	0 75
Spinach, barrel	6 00
Turnips, Quebec, bag	2 50
Do., Montreal	2 00
Tomatoes, hothouse, lb.	0 40
Florida lettuce (hamper)	9 00
American parsley, doz.	1 50
Florida Celery (4-doz. crate)	10 00
Watercress (per doz.)	0 75
Lettuce (curly), 3 doz. in box	6 50
Tomatoes (Florida), crate	12 00
New Carrots, hamper	1 75
Shalots, doz.	1 50

Big Jump in Flour Prices

Montreal.

FLOUR.—As a result of the Wheat Board's acquiescence to the demand of the millers there has been an advance of \$1.45 per barrel on all hard wheat flour. This advance was predicted last week by CANADIAN GROCER. At the present time only the larger mills in Canada are working at all and these are only working at half their capacity. There is, at present, no export of flour, and as a result milling operations are all crippled.

ONTARIO MARKETS

TORONTO, May 14—Supplies of sugar are scarce and relief is not looked for until another 10 days. Corn syrups are ruling firm under the recent advances. Spot stocks of coffee are becoming low in view of the difficulty in transportation, due to the railroad strike in United States. Advances have been registered on salad dressing, sal soda, sweet pickles, marmalade and jelly powders. Gallon cans of apples are quoted higher. Jamaica ginger is firm. Potatoes are scarce and prices are higher.

Sugar Supplies Are Scarce

Toronto.

SUGAR.—The situation in sugar remains unchanged. All refineries with the exception of the Atlantic remain closed and it will probably be ten days more before sugar is again rolling this way. Supplies of sugar in wholesalers' hands are cleaned up but retailers appear to be fairly well supplied. The raw sugar market remains strong and prices holding around 18½ cents f.o.b. Cuba.

St. Lawrence, extra granulated, cwt.	19 21
Atlantic, extra granulated	19 21
Acadia Sugar Refinery, extra granulated	19 21
Dom. Sugar Refinery, extra granulated	18 71
Canada Sugar Refinery, granulated	18 71
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.	
Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.	
Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.	

Syrups Are Ruling Firm

Toronto.

SYRUPS.—The situation for corn syrup remains in a strong condition and

Cornmeal flour is also high, being quoted at \$11.30 per barrel.

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

Hay and Grain Higher

Montreal.

HAY AND GRAIN.—The hay market is quoted higher this week. The best hay is offered at \$30 per ton. The grain market is very strong. Oats are offered at \$1.29 for 34 pounds. This is an advance on the last prices quoted. The market will likely be even stronger before the new crop is ready.

Hay—

Good, No. 1, per 2,000 lb. ton	30 00
Do., No. 2	28 00
Do., No. 3	26 00
Straw	15 00
Oats (bulk)—	
No. 2 C.W. (34 lbs.)	1 29½
No. 3 C.W.	1 24
Extra feed	1 24
No. 1 feed	1 23
No. 2 feed	1 21
Tough 3 C.W.	1 22

Barley—

No. 3 C. W.	
No. 3	
No. 4 C.W.	
Feed barley	1 60
Prices are at elevator.	
Crushed Oats, per ton	83 00
Ground Feed	74 25
Hog Feed	83 00
Cracked Corn	88 00
Crushed Oyster Shell	35 00

Barbadoes	8 60
Tins, No. 2, baking grade, case	4 20
2 doz.	5 50
Tins, No. 3, baking grade, case	4 60
of 2 doz.	4 25
Tins, No. 10, baking grade, case	4 60
of 1 doz.	4 25
of 1½ doz.	4 60
West Indies, 1½s, 48s	6 95

Corn and Oat Products Firm

Toronto.

CEREALS.—The market for cereals is firm under a quiet demand. Manufacturers are of the opinion that corn and oat products will be higher in view of the steadily advancing price of corn and oats.

Japanese marrowfat peas are quoted at 9½ cents per pound in bag lots and ½ cent higher for broken lots.

	Single Bag Lots	F.o.b. Toronto
Barley, pearl, 98s	9 00	
Barley, pot, 98s	7 50	
Barley Flour, 98s	4 50	
Buckwheat Flour, 98s	6 25	
Cornmeal, Golden, 98s	5 50	6 00
Do., fancy yellow, 98s	6 50	6 50
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 25	6 75
Oat Flour		
Corn Flour, 98s	5 50	
Rye Flour, 98s	5 00	
Rolled Oats, 90s	5 60	6 00
Rolled Wheat, 100-lb. bbl.	8 00	
Cracked wheat, bag	6 50	
Breakfast food, No. 1	7 75	
Do., No. 2	7 75	
Rice flour, 100 lbs.	10 00	
Linseed meal, 98s	6 75	
Peas, split, 98s	0 08½	
Blue peas, lb.	0 09	0 10
Marrowfat green peas	0 11½	
Graham Flour, 98s	7 00	
Farina, 98s	6 20	

Spot Coffee Supplies Low

Toronto.

COFFEE.—Spot stocks of coffee are becoming low, due to the prolonged railroad strike in the United States, which is making transportation difficult from the port of New York. Quotations, however, are unchanged in a firm market.

Java, Private Estate	0 51	0 52
Java, Old Government, lb.		
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica		0 52
Mocha, lb.		0 55
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47½

Package Goods Unchanged

Toronto.

PACKAGE GOODS.—Package cereals are firm with a tendency for higher prices. Starch is ruling firm under the recent advances. Prices are unchanged.

	PACKAGE GOODS
Rolled Oats, 20s, round, case	6 50
Do., 20s, square, case	6 50
Do., 36s, case	4 85
Do., 18s, case	2 42½
Corn Flakes, 36s, case	4 15
Porridge Wheat, 36s, regular, case	6 00
Do., 20s, family, case	6 80
Cooker Package Peas, 36s, case	4 20
Cornstarch, No. 1, lb. cartons	0 13
Do., No. 2, lb. cartons	0 11½
Laundry starch	0 11½
Do., in 1-lb. cartons	0 13½
Do., in 5-lb. tin canisters	0 15½
Do., in 6-lb. wood boxes	0 15½
Celluloid Starch, case	5 20
Potato Flour, in 1-lb. pkgs.	0 16
Fine oatmeal, 20s	6 75
Cornmeal, 24s	3 65
Farina, 24s	2 90
Barley, 24s	2 60
Wheat flakes, 24s	5 60
Wheat kernels, 24s	4 50
Self-rising pancake flour, 24s	3 70

although no change is noted this week a further advance is not unlikely in view of the firm condition of the corn market.

MOLASSES.—No change has occurred in the market for molasses. The market is ruling firm at high figures.

Corn Syrups—

Barrels, about 700 lbs., yellow	0 09¼
Half barrels, ¼c over bbls.; ¼ bbls., ¼c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	6 80
Cases, 5-lb. tins, white, 1 doz. in case	7 75
Cases, 10-lb. tins, white, ½ doz. in case	7 45
Cases, 2-lb. tins, yellow, 2 doz. in case	6 20
Cases, 5-lb. tins, yellow, 1 doz. in case	7 15
Cases, 10-lb. tins, yellow, ½ doz. in case	6 85

Cane Syrups—

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

Molasses—

Fancy Barbadoes, barrels, gal.	1 45	1 50
Choice Barbadoes, barrels		
West India, bbls., gal.	0 56	
West India, No. 10, kegs	6 50	
West India, No. 5, kegs	3 00	
Tins, 2-lb., table grade, case 2 doz., Barbadoes		7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes		10 75
Tins, 5-lb., 1 doz. to case, Barbadoes		8 95
Tins, 10-lb., ½ doz. to case,		

Buckwheat flour, 24s	3 70
Two-minute Oat Food, 24s	3 75
Puffed wheat, case	4 60
Puffed Rice, case	5 70
Health Bran, case	2 60
F.S. Hominy, gran., case	3 65
Do., pearl, case	3 65
Scotch Pearl Barley, case	2 60
Self-rising Pancake Flour, 30 to case	3 60
Do., Buckwheat Flour, 30 to case	3 60

Tea Market is Firm

Toronto.
TEA.—No new developments are manifest in the market for teas. Spot stocks continue short and primary markets are firm with indications for higher prices especially on the finer goods.

Ceylons and Indians—		
Pekoe Souchongas	0 48	0 54
Pekoes	0 62	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Some Lines Advance

Toronto.
MISCELLANEOUS.—Libby's popular size salad dressing has advanced to \$3.00 per dozen. A. & H. sal soda is up to \$2.55 per case. Sweet pickles, both sweet and mustard, have advanced.

Maple Syrup in Demand

Toronto.
MAPLE SYRUP.—There is an active demand for maple syrup and quotations are steady.

MAPLE SYRUP—		
2½-lb. tins, 24 to case	17 85	
8-lb. tins, 10 to case	19 95	
10-lb. tins, 6 to case	15 75	
5 gal. Imp. tin, 1 to case	14 70	19 00
15-gal. keg, per gal.	2 90	3 50
16 oz. bottles, 24 to case	8 85	9 70
32-oz. bottles, 12 to case	9 15	9 70
Pure Maple Sugar, 1-lb. blocks	0 40	

Canned Apples Are Up

Toronto.
CANNED GOODS.—Canned apples have advanced to \$6.50 per dozen for the No 10 size. Libby's No. 2½ tins sliced pineapple are up to \$7.25 per dozen and O'Leary's lobster ½s are quoted at \$6.50 per dozen. All lines of canned goods are fairly active. Libby's Royal Ann cherries are up to \$8.00 per dozen.

Salmon—		
Sockeye, 1s, doz.	4 75	
Sockeye, ½s, doz.	2 75	
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	2 50	
Lobsters, ½ lb., doz.	6 50	
Do., ¼-lb. tins	3 90	
Whale Steak, 1s, flat, doz.	1 75	1 90
Filehards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 95	2 00
Pesa, Standard, doz.	2 25	2 50
Do., Early June, doz.	2 40	
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, dosen	1 45	1 75
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	2 00	
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 3½s, doz.	2 50	
Canadian corn	1 75	2 10
Pumpkins, 2½s, doz.	1 85	
Spinach, 2s, doz.	2 15	
Do., 2½s, doz.	2 60½	2 80
Do., 1s, doz.	1 00	1 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25

Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 62½
Do., standard 10s doz.	5 00	
Apples, gal., doz.	6 25	
Peaches, 2s, doz.	3 55	3 90
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	4 90	5 25
Blueberries, 2s	2 35	2 45

Jams—		
Apricots, 4s, each	1 08	
Black Currants, 16 oz., doz.	5 00	5 15
Do., 4s, each	1 30	1 35
Gooseberry, 4s, each	1 08	
Do., 16 oz., doz.	4 25	
Peach, 4s, each	1 02	
Do., 16 oz., doz.	4 15	
Red Currants, 16 oz., doz.	4 30	
Raspberries, 16 oz., doz.	5 05	5 20
Do., 4s, each	1 35	1 40
Strawberries, 16 oz., doz.	5 25	5 40
Do., 4s, each	1 35	1 45

Shelled Nuts Are Steady

Toronto.
NUTS.—Shelled walnuts have steadied in price and apparently the price will settle around 60 to 65 cents per pound. Shelled filberts continue weak, while peanuts are firm. The demand for nuts in the shell is very light and prices are steady.

Almonds, Tarragonas, lb.	0 31	0 39
Butternuts, Canadian, lb.	0 06	
Walnuts, Cal., bags, 100 lbs.	0 40	0 43
Walnuts, Bordeaux, lb.	0 28	0 30
Walnuts, Grenoble, lb.	0 33	
Do., Marbot	0 30	
Filberts, lb.	0 25	
Pecans, lb.	0 30	0 32
Cocconuts, Jamaica, sack	10 50	
Cocconut, unsweetened, lb.	0 40	0 43
Do., sweetened, lb.	0 45	
Peanuts, Spanish, lb.	0 26½	
Brasil nuts, large, lb.	0 32	0 33
Mixed Nuts, bags 50 lbs.	0 33	
Shelled—		
Almonds, lb.	0 65	0 70
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	0 60	0 65
Do., Manchurian	0 47	
Peanuts, Spanish, lb.	0 27	
Do., Chinese, 30-32 to oz.	0 20	
Brasil nuts, lb.	1 10	
Pecans, lb.	0 19½	
Do., Java	0 19½	

Marmalade Has Advanced

Toronto.
MARMALADE.—Shirriff's marmalade has advanced as follows:—Individual now quoted at \$1.35 per dozen; 7½ ounce tumblers \$2.35 per dozen; 10 ounce tumblers \$2.95 per dozen; 12 ounce tumblers \$3.55 per dozen; 16 ounce jars \$4.35 per dozen; 22 ounce jars \$5.80 per dozen; 2 pound jars \$7.90 per dozen; No. 4 tins \$13.20 per dozen; No. 7 tins \$22.80 per dozen.

Jamaica Ginger Firm

Toronto.
SPICES.—The market for spices generally is firm with spot stocks a limited supply. Jamaica ginger is firm and although quotations in primary markets are 10 to 15 cents per pound higher, local prices have not changed. Cream of tartar is five cents per pound higher and a scant supply is noted.

Allspice	0 23	0 25
Cassia	0 35	0 40
Cinnamon	0 55	
Cloves	0 85	0 90
Cayenne	0 35	0 37
Ginger	0 35	0 45
Herbs—sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	0 22	0 30
Mace	0 90	0 90
Peppers, black	0 39	0 41
Peppers, white	0 50	0 52

Paprika, lb.	0 80	0 85
Nutmegs, selects, whole 100s	0 80	0 55
Do., 80s	0 60	0 63
Do., 64s	0 40	0 75
Do., ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	0 40	0 75
Boriander, whole	0 25	0 30
Caraway seed, whole	0 35	0 45
Tumeric	0 40	0 28
Curry	0 40	0 45
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 85	0 90
American high-test, bulk	0 85	0 90
2-oz. packages, doz.	1 75	
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	5 75	

No Change in Rice Situation

Toronto.
RICE.—There is no change in the market for rice. Supplies are short although a few small shipments come through. The primary markets are firm and the tendency is for higher prices.

Honduras, fancy, per 100 lbs.	0 20	0 20½
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.	15 00	
Siam, second, per 100 lbs.	0 18½	
Japans, fancy, per 100 lbs.	15 00	
Do., seconds, per 100 lbs.	17 00	
Fancy Patna	0 12	0 12½
Chinese, XX., per 100 lbs.	0 13½	0 14
Do., Simiu	14 00	
Do., Mujin, No. 1		
Tapioca, pearl, per lb.	0 12	0 12½
White Sago	0 13½	0 14
Do., Pakling	14 00	

Jelly Powders Advance

Toronto.
JELLY POWDERS.—Jelly powders have advanced ten cents per dozen, due to the higher cost of sugar, gelatine and cartons.

Figs Are Cheap

Toronto.
DRIED FRUIT.—All dried fruits are moving freely in an unchanged market. Figs are being quoted at a variety of prices, due to the lateness of the season and wholesalers are now anxious to dispose of stock before hot weather. 4 crown layer figs are offered in one quarter at 25 cents per pound.

Evaporated apples	0 24	
Apricots, cartons, 11 oz., 48s	4 55	
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Currants—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 18	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	6 00	
Dromedary, 9 doz. in case	7 75	
Fard, per box, 12 to 13 lbs.	3 50	
New Hallowee dates, per lb.	\$ 18	0 23
Figs—		
Taps-Comarde, lb.	3 17	
Layer, lb.	0 35	0 40
Comarde figs, mats, lb.	0 16	0 18
Smyrna figs, in bags	4 50	
Cal., 6 oz., 50s, case	2 50	
Cal., 8 oz., 20s, case	2 00	
Cal., 10 oz., 12s, case	0 31	
Prunes—		
30-40s, 25s	0 25	0 28
40-50s, 25s	0 24	
50-60s, 25s	0 19	0 22
60-70s, 25s	0 18	0 21½
70-80s, 25s	0 20	
80-90s, 25s		
90-100s, 25s		
Sunset prunes in 5-lb. cartons, each	1 15	
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.	0 28½	
Extra fancy, sulphur bich., 25s	0 26½	
Seedless, 15-oz. packets	0 24	0 25½
Seedless, 15-oz. packets	0 25	0 26
Seedless, Thompson's, bulk	0 25	0 25
Crown Muscatels, No. 1s, 25s	0 25½	0 28½
Turkish Sultanas		

Condensed Milk Advances

CONDENSED MILK.—Residents, condensed milk has advanced 50 cents per case. Quotations are as follows: Eagle Brand \$12.00 per case; Reindeer \$11.50 per case; Silver Cow \$11.00 per case; Challenge \$10.10 per case. Reindeer coffee, both large and small sizes, now \$7.25 per case.

Millfeeds Have Advanced

Toronto.
MILLFEEDS.—The price of bran and shorts have advanced \$3.00 per ton. Supplies are scarce.
MILLFEEDS—
Bran, per ton 54 00
Shorts, per ton 61 00

Egyptian Onions Arrive

Toronto.
VEGETABLES.—Ontario vegetables are scarce and prices are higher. Potato supplies are light, barely sufficient to meet present demands. Southern vegetables are arriving fairly well in spite of strike conditions; prices, however, are higher. Egyptian onions are quoted at \$12.00 per sack of about 110 pounds. California head lettuce is quoted at \$7.50 per case of four dozen. Green and wax beans are selling at \$6.50 per hamper.

Carrots, per bag	2 50	2 75
Parsnips, per bag		
Radishes, Cal., doz.	0 75	
Onions, Yellow Danvers, per lb.		
Spanish Onions, large case		
Onions, white, large sacks		
Cauliflower, Col., standard crate		
Potatoes—		
Ont., 90-lb. bags	6 25	6 50
Quebec, 90-lb. bags	6 25	6 50
Jersey Sweet, hamper	3 50	3 75
Turnips, bag	1 75	2 00
Mushrooms, 4-lb. basket		4 00
Lettuce, Cal., head, 4 to 5 doz. cr.		7 50
Do., leaf, doz.	0 30	0 40
Cabbage, Florida, large crate		6 00
Do., Texas, barrel		7 00
Do., Cal., case, 80 lbs.		6 00
Green Onions, doz., bunches	0 50	0 65
Green Peppers, doz.		1 00
Rhubarb, outdoor, doz.	0 50	0 75
Parsley, imported, per doz.	1 00	1 25
Do., domestic, per doz.	0 40	0 50

Florida Tomatoes, crates	8 50
Mexican Tomatoes, in lugs	8 50
Cucumbers, Florida, hampers	25
New Carrots, hamper	11 00
Asparagus, Cal., per case	3 25
New Beets, hampers	6 50
Wax Beans, hampers	6 50
Texas Onions, hampers	5 50
Do., crates	

Navel Oranges About Over

Toronto.
FRUIT.—The season for navel oranges is about over and prices are 50 cents to \$1.00 a case higher. Strawberries are arriving freely and are quoted at 30 cents for pints and 60 cents for quarts. Fancy apples in boxes are quoted at \$5.00 for all sizes.

Cal. Navel Oranges—		
80s, per case	6 00	
100s, per case	6 75	
126s, per case	8 25	
150s, per case	9 25	
176s, 200s, 216s, 250s, per case	10 00	
Oranges, Valencias—		
126s, 150s, 176s		
Do., Seedlings		
Bananas, Port Limons	0 8 1/4	
Lemons, Cal., 300, 360s	4 50	5 00
Do., Messinas, 300s	4 50	
Grapefruit, Florida—		
64s, 70s, 80s, 96s, 126s	6 00	6 50
Grapefruit, Cuban—		
36s, 46s, 54s		
64s, 70s, 80s, 96s, 126s		
Apples, Nova Scotia—		
Baldwins	6 00	8 00
Starks	6 00	7 50
Fallawatus	6 00	7 50
Russetts	7 50	8 50
Apples, Ontario—		
Spys, No. 1, bbl.	11 00	
Do., Nos. 2 and 3	6 50	9 00
Baldwins	6 00	8 00
Box, all sizes, per box	5 00	
Strawberries, pints	0 30	
Do., qts.	0 60	
Pineapples, Porto Rico—		
18s, 24s, 30s, case		

Flour Likely to be Higher

Toronto.
FLOUR.—Flour is likely to be higher in view of the advance on wheat. This advance will probably be around \$1.55 to \$1.80 per barrel, but in the meantime local prices have not changed.

Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags	11 70
Ontario spring wheat flour, in jute bags, per barrel	13 60

WINNIPEG MARKETS

WINNIPEG, May 14—The market here is very firm this week. Sugar remains unchanged. The trade is looking forward with interest for Canadian refineries to advance their prices. Rogers' cane syrup is practically off the market and corn syrups and molasses are reported very firm. The prune situation is very complicated. Dried fruits are very firm and evaporated apples declined a little in price this week. Cereals and rolled oats are ruling firm, while canned goods will no doubt be much higher. Some lines of nuts are easier, while a few brands remain firm. The coffee market stiffened a little this week, while tea situation is unchanged. The fruit market is reported very active. Shipments of new supplies are en route and many new vegetables are arriving daily.

Sugar is Unchanged

Winnipeg.
SUGAR.—No change in the sugar market since last report. The raw sugar market has been about the same, and the trade is looking forward to an advance in Canadian refined.
Redpath granulated 19 55
St. Lawrence granulated 20 05

Lantic	20 05
Acadia	20 20
Yellow sugar	19 55
Powdered sugar in 50-lb. boxes 65 cents less per hundred over granulated in 100-lb. bags.	
Loaf sugar, \$1.15 less on same basis.	

Shortage of Cane Syrup

Winnipeg.
SYRUPS.—Stocks of cane syrup is

practically cleaned up. Corn syrups are unchanged. Molasses is firm.

CORN SYRUP—		
Cases, 2 lb. tins, white, 2 doz. in case		7 10
Cases, 5 lb. tins, white, 1 doz. in case		8 10
Cases, 10 lb. tins, white, 1/2 doz. in case		7 85
Cases, 2 lb. tins, yellow, 2 doz. in case		6 50
Cases, 5 lb. tins, yellow, 1 doz. in case		7 50
Cases, 10 lb. tins, yellow, 1/2 doz. in case		7 25
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	8 75	
3-lb. tins, 2 doz. case	12 35	
5-lb. tins, 1 doz. case	10 00	
10-lb. tins, 1/2 doz. case	9 70	
MOLASSES, BLACKSTRAP—		
1 1/2s, 4 doz. in case	5 10	
2s, 4 doz. in case	4 70	
2 1/2s, 4 doz. in case	4 50	
5s, 4 doz. in case	4 45	
10s, 4 doz. in case	4 40	

Dried Fruits Steady

Winnipeg.
DRIED FRUITS.—California dried fruits are very firm, while evaporated apples declined a little.

Late reports from California state that the outlook for a satisfactory prune crop this season has been very much improved. While a crop of the size of last year (which was not very large), is unlooked for, yet the tonnage is expected to be about the average. Spot prunes continue to be freely offered and the ideas of holders vary. Sizes 70 to 80's are being held very firm, while seasonable sizes are inclined to be weak, and cars showing poor assortment are difficult to dispose of.

Evaporated apples, per lb.	0 20	0 23
Do., Apricots, per lb.		0 29
Currants, 90-lb. per lb.		0 23
Do., 50-lb., per lb.		0 24
Do., 8 oz. pkts., 6 doz. to case, per pkt.		0 17
Dates, Hallowee, bulk, per lb.		0 23
Do., Tunis, per lb.		0 26
Figs, Spanish, per lb.		0 16 1/2
Do., Smyrna, per lb.		0 23
Do., Black, cartons, per carton		1 16
Do., Smyrna, table quality, box of 35		4 50
Loganberries, 4 doz. in case, pkt.		0 45
Peaches, Standard, per lb.	0 29	0 30
Do., choice, per lb.	0 29 1/2	0 30 1/2
Do., fancy, per lb.	0 34	0 35
Do., Cal., in cartons, per carton		1 60
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.		0 30
Do., Cal., cartons, per carton		1 75
PRUNES—		
40-50s, per lb.		0 25 1/2
40-50s, per lb.		0 21 1/2
70-80s, per lb.		0 19
50-60s, per lb.		
60-70s, per lb.		0 20
80-90s, per lb.		0 18 1/2
90-100s, per lb.		0 17 1/2
In cartons, per carton		1 10
Raisins—		
Cal. pkg., seeded, 15 oz. fancy, 36 to case, per pkt.		0 25
Cal. bulk, seeded, 25-lb. boxes, per lb.		0 25 1/2
Cal. pkg. seedless—		
11-oz., 36 to case, per pkg.		0 20
9-oz., 48 to case, per pkg.		0 18
Cal. bulk, seedless, 25-lb. boxes, per lb.		0 24
Cal. Bleached Sultanas—		
25-lb. boxes, bulk (fancy), lb.		0 33
50-lb. boxes, choice, fancy, lb.		0 30

Cereals Remain Firm

Winnipeg.
CEREALS.—No change in cereal market. Market is ruling firm.
Cornmeal, golden, 49-lb sacks, per sack 2 60
Do., 10-lb. bags, 10 in bale, per bale 6 15
Barley, pearl, 98-lb. sack, per sack 8 40
Do., pot, 98-lb. sack, per sack 6 40

Buckwheat, Gritz, 100-lb. sacks	9 90	11.00
Rollad Oats, 80-lb. sack	4.90	
Linseed meal, 100-lb. sacks, per lb.	0 19	
Split Peas, 98-lb. sack, per sack.	8.50	
Do., green, per bushel	5.50	

Rolled Oats Very Strong

Winnipeg.
PACKAGE GOODS.—The market shows rolled oats very strong. During the last few days the oat market has advanced several times, which will have the tendency to increase prices in rolled oats.

Rolled oats, 20s, round cartons..	5 35	6 50
Do., 36s, case		4 85
Do., 18s, case		2 42½
Corn Flakes, 36s, case	3 60	4.00
Cooker Package Peas, 48s, case..		6 00
Do., 36s, case..		3 75
Cornstarch, No. 1 lb. pkts., per lb.		11½
Laundry starch, in 6 lb. kegs		13¼
Do., in 6 lb. wood boxes..		15¼
Gloss starch, 1 lb. pkts., 40 in case, per lb.		13¾
Celluloid cold starch, 1s, 45 in case, per case		5 35
Potato Flour, 12 oz., 2 doz. case, per case		3 00
Cornmeal, 2 doz. case, per case..		4 00
Wheat Flakes, 3 doz. case, per case		5 00
Puffed Wheat, 3 doz. case, case..		4 60

Canned Goods to be Higher

Winnipeg.
CANNED GOODS.—With the unsettled price of tin plate, there is no doubt at all, but that all canned commodities will be very much higher. This combined with the increased price of sugar will have a strong tendency to increase the prices of all canned goods.

CANNED FRUITS

Apples, 6 tins in case, per case..	3 60	
Apricots, 1s, 4 doz. case, per doz.	3 25	
Blueberries, 2s, 2 doz. case, case	5 10	
Cherries, 1s, 4 doz. case, per doz.	4 00	
Gooseberries, 2s, 2 doz. case, case	6 25	
Lawtonberries, 2s, 2 doz. case, case	9 00	
Peaches, 2s, 2 doz. case, per case	7 40	
Do., 2½s, 2 doz. in case, case..	10 70	
Do., sliced, 1s, 4 doz. case, doz.	3 50	
Do., halved, 1s, 4 doz. case, doz.	3 50	
Pears, 1s, 4 doz. case, per doz..	4 00	
Do., 2s, 2 doz. case, per case..	6 50	8 30
Pineapple, 2s, 2 doz. case, per case	9 25	9 50
Plums, green gage, 2s, 2 doz. case, per case		6 15
Do., Lombard, 2s, 2 doz. case, per case		6 15
Raspberries, 2s, 2 doz. case, case	9 50	9 60
Strawberries, 2s, 2 doz. case, case		10 50

CANNED VEGETABLES

Asparagus tips	2 75	
Beans, Golden Wax	4 35	
Beans, Refugee	4 15	4 30
Corn, 2s	3 90	4 10
Hominy, 2½s		4 50
Peas, standard, 2s		4 25
Do., Early June, 2s		4 25
Sweet Potatoes, 2½s		3 20
Pumpkin, 2½s		2 85
Sauer kraut, 2s		4 50
Spaghetti, 1s		1 39
Spinach, 2s		2 25
Tomatoes, 2½s	4 20	4 50
Do., 2s		1 90

CANNED FISH

Shrimps, 1s, 4 doz. case, per doz.	2 70	2 75
Finnan Haddie, 1-lb., 4 doz. case	8 80	9 75
Do., ½-lb., 8 doz. case..		10 50
Herrings (Can.), 1s, 4 doz. case, per case	7 25	8 00
Do. (imported), ½s, 100 to case, per case	30 00	32 50
Lobsters, ¼s, 8 doz. case, per doz.		4 00
Do., ½s, 4 doz. case, per doz..		7 50
Mackerel (imported), 6-oz. tins, 100 to case		28 50
Oysters, 1s, 4-oz., 4 doz. case, doz.		2 10
Do., 2s, 8-oz., 2 doz. case, doz..		3 65
Pilchards, 1s, tall, 4 doz. case, es.		7 50
Do., 2s		3 80
Deep Sea Trout, ½s, flat, 8 doz. case, per case		15 75
Salmon—		
Fancy Pink, 1s, tall, 48 in case		10 50
Do., ½s, flat, 96 in case..		12 25
Cohoe, red, 1s, tall, 48 in case		14 50

Cohoe, red, ½s, flat, 96 in case	16 25	
Soekeye, red, 1s, tall, 48 in case	19 50	
Do., ½s, flat, 96 in case	19 00	
Chum, 1s, tall, 48 in case..	8 60	
Kippered, 1s, tall, 48 in case..	12 00	

Peanut Market is Firm

Winnipeg.
NUTS.—Virginia peanuts are very firm. Prices are unchanged.

NUTS.

Almonds, per lb.	31	31½
" shelled	65	66
Brazil	35½	36
Fliberts	29½	30½
Mixed nuts	29	
Peanuts, roasted	19	26½
Peanuts, salted	33	
Walnuts	30	30½
Walnuts, shelled	60	66

Coffee Has Strengthened

Winnipeg.
COFFEE.—Coffee has strengthened after the slight decline on the report of shortage of suitable coffees at the source.

COFFEES—

Santos, per lb.	0 45	0 47
Bourbon, per lb.	0 46	0 48
Maracaibo, per lb.	0 52	0 54
Jamaica, per lb.	0 46	0 50
Mexican, per lb.	0 55	0 59

No Change in Tea

Winnipeg.
TEA.—With English exchange hardening cost of all teas now arriving is increasing. Tea is stiffening up in price and is expected to go up higher. The rupee exchange still remains high, and while it does so there can be no reduction in the cost of tea in Canada.

INDIAN AND CEYLON—

Pekoe Souchongs	0 50	0 52
Pekoes	0 50	0 54
Broken Pekoe	0 52	0 60
Broken Orange Pekoe	0 58	0 68
Japans, bulk tea	0 50	0 57
JAVAS—		
Pekoe Souchongs	0 46	0 50
Pekoe	0 48	0 52
Broken Pekoe	0 50	0 56
Broken Orange Pekoe	0 54	0 64

Jamaica Ginger Strong

Winnipeg.
SPICES.—Jamaica Ginger took a decided jump in the New York market, advancing from 21 cents to 42 cents, due to the excess demand of soft drink manufacturers. Local prices will not likely be affected until spot supplies are depleted.

SPICES—

Allspice, in bulk, per lb.	0 14	
Do., 5-lb. boxes, per lb.	0 20	
Cassia, 1 oz. bundles, per doz.	0 60	
Do., 5-lb. boxes, per lb.	0 36	
Cloves, per lb.	0 75	
Do., 1-lb. tins, per tin	0 90	
Do., 5-lb. boxes, per lb.	0 85	
Ginger, Jamaica, per lb.	0 38	
Do., 5-lb. boxes, per lb.	0 42	
Nutmeg, 5-lb. boxes, per lb.	0 42	
Do., in bulk, per lb.	0 55	
Do., pkts., per doz.	0 50	
Pastry spice, 5-lb. tins, per lb.	0 33½	
Black pepper, per lb.	0 48	0 49
White pepper, per lb.	0 55	0 56½
Cayenne pepper, per lb.		0 37½
Tumeric, per lb.		0 33
Japan chillies	0 30	0 32

Beans Holding Firm

Winnipeg.
BEANS.—Beans are holding firm. There has been a decided increase in demand which has resulted in the market

becoming much firmer. Holders are now asking one dollar per hundred pounds more than beans could be purchased for a few weeks past.

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

Rice is Unchanged

Winnipeg.
RICE.—There is no change in the rice situation and prices remain unchanged.

RICE—

No. 1 Japan, 50-lb. sack, lb.	0 18½
No. 1 Japan, 100-lb. sack, lb.	0 18
Siam Elephant in 50-lb. bags, lb.	0 15½
Do., in 100-lb. bags, lb.	0 15½
Ground, medium, per doz.	1 55
Do., No. 1, per doz.	2 15
Do., 100s, per lb.	0 11
Do., 50s, per lb.	0 18½
Do., 10 x 8 lb. bags, per bag..	1 00
Sago, sack lots, 130 lb. 150 lb., per lb.	0 12½
Do., in less quantities	0 12½
Tapioca, pearl, per lb.	0 12½ 0 13½

Fruit Market Active

Winnipeg.
FRUIT.—The fruit market is active and very strong. Supplies are being cleaned up just as fast as they are received. Apples are bringing good prices, while two months ago a slump was expected, but conditions reversed, and it looks now as if all holdings will go out at profits. Bananas continue very high. Cocoanuts are now coming on the market. The quality so far has been excellent. Spot stocks are cleaned up rapidly, and fresh supplies are enroute and should reach here not later than the 15th of this month. On account of the heavy rains experienced in the southern states and higher prices few strawberries are available. Navel oranges are completely cleaned up, while Valencia oranges are arriving daily. New California cherries will be arriving very soon.

FRUITS—

Valencias oranges, 126s	7 50
150s	8 00
176s	8 50
200s, and smaller	9 00
Lemons, Cal. per case	7 50 8 00
Bananas, per lb.	0 11
Grape Fruit—	
36s to 46s	6 00
54s and smaller sizes	6 50 7 00
B.C. apples, box	3 50
Ontario apples, box	3 50

VEGETABLES IN DEMAND

Winnipeg.
VEGETABLES.—New vegetables are arriving in spite of the fact that it is very difficult to get goods from the States. New Zealand and Texas onions have just arrived. Tomatoes have to be shipped by express owing to the continued strike in Chicago, and are quoted at \$23.00 per 40 pound crate to the trade. New radishes, carrots, onions, asparagus, and spinach are arriving daily.

Potatoes, per bushel	4 00	4 50
Turnips, per cwt.	4 00	4 50
Beets, per cwt.		4 50
Carrots, per cwt.		5 00
New carrots, per lb.		0 07
Texas onions, per bushel		6 00
New Zealand onions, 100-lb. crate, per crate		11 50
Cabbage, per lb.		0 07½

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Saskatchewan Markets

FROM REGINA, BY WIRE.

REGINA, Sask., May 14.—Jobbers report market as more steady during the past week. Staples are holding firm. Fruits and vegetables are scarce and commanding high prices. Flour, jams, syrups and some canned goods show slight increase. Creamery butter is down to 68 cents per pound. Fresh eggs are unchanged. Australian onions have arrived and are quoted at 11 cents per pound.

Beans, small white, Japans, bus.	5 40
Beans, Lima, per lb.	0 12½
Rolled oats, brails	5 00
Rice, Siam, cwt.	14 75
Sago, lb.	0 11½
Flour	5 40
Tapioca, lb.	0 14
Sugar, granulated, Western	17 94
Do., Eastern	18 20
Cheese, No. 1, Ontario, large	0 30½
Butter, creamery	0 68
Lard, pure, 3s, per case	21 60
Bacon, lb.	0 55
Eggs, new laid	0 49
Tomatoes, 2½s, standard case	4 47
Corn, 2s, standard case	3 96
Peas, 2s, standard case	4 80
Apples, gal.	3 25
Apples, evaporated, per lb.	0 26
Strawberries, 2s, Ont., case	9 75
Raspberries, 2s, Ont., case	9 75
Peaches, 2s, Ontario, case	7 85
Plums, 2s, case	5 00
Salmon, finest Sockeye, tall, case	18 80
Salmon, pink, tall, case	11 25
Peaches, Cal., 2½s	7 00
Potatoes, bushel	3 75
Onions, Australian, per lb.	0 11

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

ST. JOHN, May 14.—Markets are firm with advances registered on flour. now quoted at \$16.60 per barrel. Cornmeal is higher, selling at \$4.65. Rolled oats are 50 cents higher. Molasses continues to advance and is quoted at \$1.70. Potatoes are scarce and prices 50 cents per barrel higher. Egyptian onions are selling at 10 to 11 cents per pound and Bermudas at \$6.00 per crate. Grape fruit also is higher now, quoted at \$9.00 to \$10.00 per crate.

Flour, No. 1 patents, bbls., Man.	16 60
Cornmeal, gran., bags	6 25
Cornmeal, ordinary	4 65
Rolled oats	13 00
Rice, Siam, per 100 lbs.	15 00
Tapioca, 100 lbs.	13 50
Molasses	1 70
Sugar—	
Standard, granulated	19 10
No. 1, yellow	18 60
Cheese, Ont., twins	0 30
Eggs, fresh, doz.	0 46

Lard, pure, lb.	0 31	0 31½
Lard, compound	0 30	0 30½
American, clear pork	52 00	55 00
Tomatoes, 2½s, standard case	4 25	4 25
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 42	0 42
Butter, creamery, per lb.	0 65	0 65
Butter, dairy, per lb.	0 58	0 60
Butter, tub	0 56	0 58
Raspberries, 2s, Ont., case	4 00	4 45
Peaches, 2s, standard, case	7 30	7 40
Corn, 2s, standard, case	3 80	3 80
Peas, standard, case	4 15	4 15
Apples, gal., N.B., doz.	4 75	5 00
Strawberries, 2s, Ont., case	19 50	19 50
Salmon, Red Spring, flats, cases	11 00	11 50
Pinks	15 00	15 50
Cocoas	9 00	9 00
Olives	0 22½	0 23
Evaporated Apples, per lb.	0 27½	0 28
Peaches, per lb.	9 50	10 00
Potatoes, Natives, per bbl.	7 00	7 50
Lemons, Cal., case	9 00	10 00
Grapefruit, Cal., case	4 75	5 50
Apples, Western, box	0 09	0 10
Bananas, per lb.		

Alberta Markets

FROM CALGARY, BY WIRE.

CALGARY, Alta., May 14.—Condensed milk has advanced 50 cents per case. Rogers' syrup is up 80 cents per case. Bulk macaroni is up one cent per pound. Catelli's macaroni is up 30 cents per case. Nugget polishes, Keen's mustard, molasses and paper bags are higher. Crisco declined 75 cents per case. Butter is easier and quotations on best creamery are 68 to 69 cents. Eggs are in good supply at \$15.00 per case. Package rolled oats are up 90 cents a case in some quarters.

Flour, 96s, per bbl.	12 95
Beans, B.C.	8 00
Rolled oats, 80s	5 00
Rice, Siam	12 75
Japan, No. 1	15 50
Tapioca, lb.	0 10½
Sago, lb.	0 11
Sugar, pure cane, granulated, cwt	18 92
Cheese, No. 1, Ont., large	0 30
Butter, creamery, lb.	0 68
Do., dairy, lb.	0 55
Lard, pure, 3s	17 60
Eggs, new laid, local, case	15 00
Tomatoes, 2½s, standard, case	4 50
Corn, 2s, case	4 00
Peas, 2s, standard, case	4 20
Strawberries, 2s, Ontario, case	10 30
Raspberries, 2s, Ontario, case	10 30
Cherries, 2s, red, pitted	9 00
Apples, evaporated, 50s	0 21½
Do., 25s, lb.	0 22
Peaches, evaporated, lb.	0 25½
Do., canned, 2s	7 50
Prunes, 90-100s	0 18
Do., 70-80s	0 19
Do., 50-60s	0 20
Do., 30-40s	0 30
Do., 20-30s	0 33
Raisins, bleached Sultanas	0 27
Do., bulk, seedless	0 29
Do., package, 11 oz.	0 21
Currants, Australian	0 23
Filiatras Currants, lb.	0 22
Salmon, pink tall, case	10 25
Do., Sockeye, tall, case	17 50
Do., halves	18 00
Potatoes, Alta., per ton	120 00
Lemons	7 50
Oranges	7 50
Grapefruit	7 00

WINNIPEG MARKETS

Continued from page 40

Tomatoes, per 40-lb. crate, per	23 00
crate	4 50
Fresh rhubarb, per case	6 00
Head Lettuce, per case	1 75
Do., per dozen	0 65
Leaf Lettuce, dozen	0 65
Radishes, per dozen	0 60
Green onions, per dozen	5 00
Asparagus, per case	2 50
Spinach, per case	

VANCOUVER

Strawberries Sell Freely

Vancouver. FRUIT.—Strawberries are selling freely at \$7.50 per crate. Cherries are arriving in small lots. Rhubarb is quoted at \$2.75 to \$3.00 per crate. Oranges are selling at \$9.25 per case.

Cucumbers More Plentiful

Vancouver. VEGETABLES.—Victoria hothouse tomatoes are on the market and selling at \$10.00 per crate. Cucumbers are plentiful and selling at \$2.50 to \$3.00. Winningstadt cabbage is quoted at 7 to 8 cents per pound. Local asparagus is selling at \$4.00. Other vegetables are unchanged.

Egg Market is Steady

Vancouver. EGGS.—The egg market is steady and supplies are arriving freely. Quotations are 56 to 58 cents per dozen.

LEARNS THE VALUE OF CANADIAN GROCER

"I started in business here the first of January, 1920, and judging by the results obtained so far, I still have the utmost confidence in my theory of running the grocery business. While not yet a subscriber to CANADIAN GROCER, it is not my fault. I want it sent to me because up till now I have had to borrow a copy from my neighbor every week. I have learned the value of CANADIAN GROCER and have only been waiting for someone to take my subscription so that I will always have my own copy."—W. S. Johnson, Lennoxville, Que.

The Stettler Cigar Co., Ltd., Vancouver, is moving to larger quarters on Water street. The new premises, at 140 Water street, comprise a 5-storey brick building and will be entirely occupied by the manufacturers of the Van Loo Cigar. This company has also secured the right to manufacture the Van Dyck cigar in Canada.

PRODUCE AND PROVISIONS

Government Extends Time for Manufacture of Oleomargarine

May Continue to Make Oleo Until August 31, 1921, and the Sale
Until March 1, 1922—"Government Will Always Permit Sale,"
Says One Importer

THERE is no doubt whatever that the consuming public in Canada wants oleomargarine to remain a staple commodity, and the House of Commons has voiced their appreciation of this fact by extending the manufacture and importation into Canada to August 31, 1921, and the sale until March 1, 1922. "The greatest opposition to this butter substitute came from the farming community, who were under the impression that the sale of this article would knock the dairy industry out of business," stated H. B. Clemes, of Gunns, Ltd., to CANADIAN GROCER, in discussing the action of the Government. "But this is not so. The dairy business is on a greater scale to-day than ever, and while perhaps we are not getting as much dairy butter as in the past we are getting plenty of creamery, and the price has not decreased through the sale of oleo."

That there is a strong demand for margarine all over the country is proved by the fact that since the restrictions on its sale were removed on December 10, 1917, and up to the end of February last, 18,358,046 pounds of this butter substitute were manufactured in Canada and 12,071,287 pounds were imported.

Will Always Permit Sale

"The people want margarine," stated Mr. Whyte, of the Whyte Packing Co., Front Street E., Toronto, in the course of an interview with CANADIAN GROCER, "and furthermore, my personal opinion is that the Government will always permit the sale. Why shouldn't they?" he asked.

"There is no food that is purer. It is made under Government inspection from the best of ingredients, and is as much a butter substitute as shortening is a lard substitute. We do not manufacture margarine," continued Mr. Whyte. "We import several brands and they are equally as good as many makes of dairy butter that arrive in our warehouse, and if people want this butter substitute let

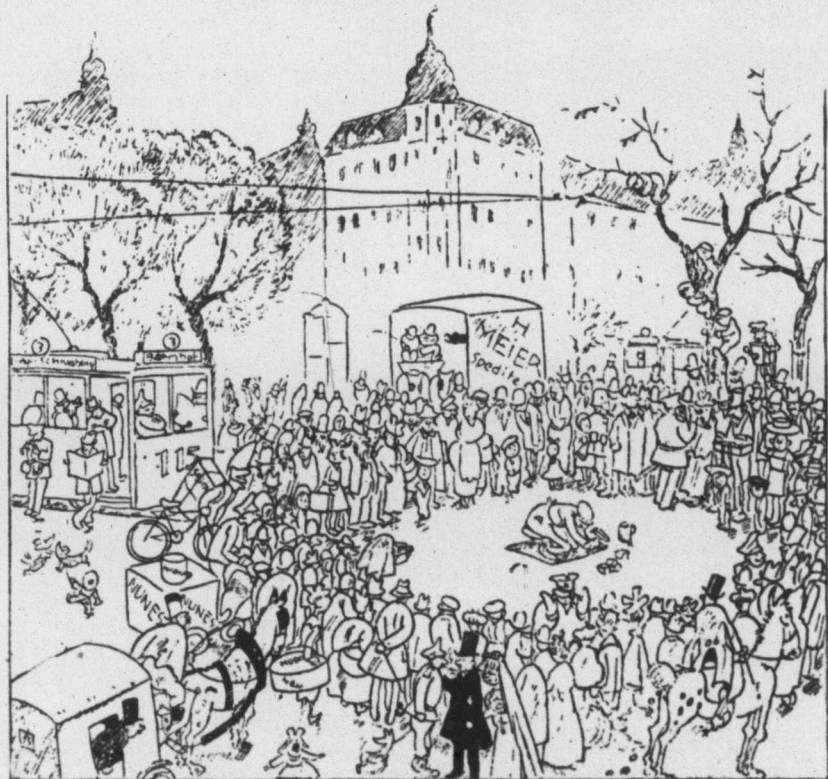
them have it, because there is nothing purer made."

Better Care Essential

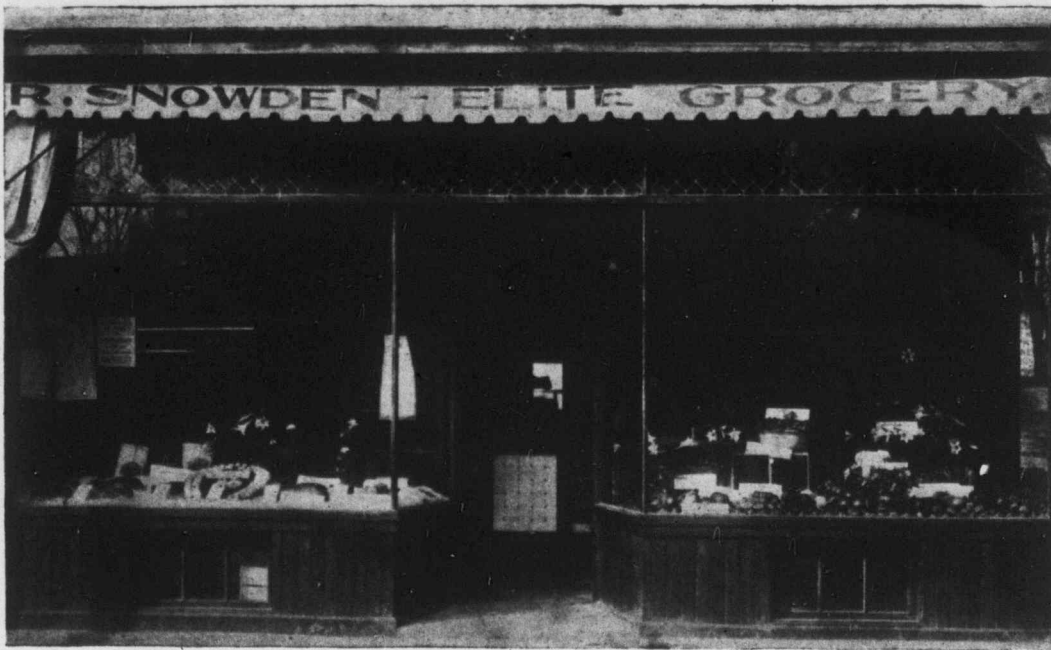
One manufacturer of margarine stated that the reason some people complained about the quality was that the retailers and wholesalers too did not take proper care of it after it reached their store. They apparently did not take into consideration that oleo was as susceptible to heat, odors, and contamination generally as butter. The public have been

known to complain about receiving oleo that was mildewed and musty, and the only alternative was for the grocer to take it back, give the customer credit for it, and then perhaps lose the price. The reason for this condition is the lack of proper care and the ordering of too large a quantity at one time. "The better plan," stated this manufacturer, "is for the retailer and wholesaler to buy more carefully and to buy oftener, preferably in the fifteen pound boxes, and then keep it under the same conditions

IN GERMANY—OR ELSEWHERE



From "Meggendorfer Blaetter," Munich.
Somebody At Work



The entrance to the R. Snowden store, Oshawa, Ont., showing tastefully arranged windows. Attractive windows are always a feature in this store. They are changed frequently. Mr. Snowden always uses one window for the display of meats and produce. In this photograph it is the one on the left.

as the choicest creamery butter. We make oleo every day the year round so there is no excuse for carrying a large stock."

"The manufacture of oleomargarine is a real industry," stated A. Lowe, of the Swift Canadian Company, "and should not be conflicted with the butter industry because margarine is a separate product and should be considered as such and not as a substitute for butter. Margarine contains great food value and fully 75 per cent. of the ingredients are the product of the Canadian farm. That the people want it is proven by the fact that one million pounds a month has been sold since the restrictions were taken off."

Pineapples Exempt From Recent Ruling

Hawaiian Fruit Need Not Show Sugar Percentage

A ruling was recently laid down by the canned goods division of the Department of Agriculture that on canned goods not standardized no markings as to quality were necessary at present, but that the labels must show the percentage of sugar used in the syrup, in type at least a quarter of an inch in height, this referring especially to canned pineapples. The California Packing Corporation took objection to this ruling on the ground that most of the canned pineapples used on this continent came from the Hawaiian Islands, and that already a year's supply of labels had been sent out to the various canneries on the Hawaiian Islands, most of which were situated far from printing facilities.

In view of this, the California Packing Corporation wrote the Montreal Board of Trade, asking that they take the matter up, with a view to securing a year's delay before this regulation was put in force. The Montreal Board of

Trade discussed the matter with the Government, and has received a reply from Ottawa that, "owing to the fact that pineapple is not packed in Canada, it has been decided to accept canned pineapple without declaration as to quality or sugar percentage of syrup, this order good until January 21, 1921."

The result of this order will mean that imports of Hawaiian canned pineapple will continue under the old regulations until the time mentioned in the order.

Keeping Cheese In Good Condition

F. P. Houlahan at Sherbrooke, Que., Has A Regular Curing Room in Basement of Store

In the store of F. P. Houlahan, at Sherbrooke, Que., is fitted out a regular curing room for cheese in the basement of the store. It is completely lined with sheet iron. All the wooden cases are removed and the cheese are kept well

up off the floor on tiers of shelves. There are screened ventilators in the top and bottom of the door entering the room. "A good circulation of air is absolutely essential in keeping cheese for any length of time," remarked Mr. Houlahan to CANADIAN GROCER recently.

NEW SEASON'S JAM PRICES

SEATTLE.—Canners are active in the field for berries of all kinds and contracts have been closed for raspberries at 17 to 18 cents per pound with some sales at 20 cents as against an opening at 11 cents last year. Strawberries are 18 cents to 20 cents, loganberries at 12 to 15 cents and cherries at 9 cents. At this rate strawberries will cost the consumer 25 cents per pint and raspberries will sell off the curb at \$4.00 per crate.

The body of Joseph Kirouac, 48, married, formerly grocer in St. Sauveur ward, Quebec, who was missing since November last, was found the other day in the Charles River, near Limoilou.

Condensed Milk Advances 50 Cents Per Case

Condensed Milk Contains 45% of Sugar and That is the Reason for the Advance, State the Manufacturers

CONDENSED milk has again reached higher levels. The advance registered amounts to 50 cents per case. On the first of January this year condensed milk was selling at \$9.80 a case and to-day, with the present advance, makes the price \$12, making a total advance of \$2.20 since the first of the year. Just what further advances will take place will all depend on the cost of sugar; if sugar goes higher (and indications all point that way) then condensed milk must naturally follow, as a great

portion of this commodity is sugar, in fact condensed milk contains 45 per cent. of sugar and the balance is composed of whole, fresh milk. "Although the higher cost of sugar is the real reason of the advances on condensed milk," stated a manufacturer to CANADIAN GROCER, "there are other advances as well that enter into the cost; tin has advanced enormously, also labels, and cases are higher. But condensed milk just naturally follows the sugar market."

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, May 14—The feature of the produce market this week is the fall in the price of butter. Butter has declined as much as five cents a pound. Fresh fish is in better supply and the prices are lower in most cases. Fresh lake fish is beginning to come in. The price of cheese, as predicted by CANADIAN GROCER, has advanced one cent a pound as a result of the open market in the Old Country. The price of eggs remains unchanged at the advanced level. The meat market is very strong and remains unchanged.

Fresh Meats Unchanged

Montreal.

FRESH MEATS.—The price of live hogs and dressed meats remains unchanged this week on the Montreal market. The prices are very firm and the demand is very good.

FRESH MEATS

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

Barrelled Meats Unchanged

Montreal.

BARRELLED MEATS.—No change is experienced in the barrelled meat market. The demand is falling off for home consumption but there is a fair amount of export.

BARRELLED MEATS

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

Cooked Meats in Demand

Montreal.

COOKED MEATS.—As this product is dependent on the prices of fresh meats for their quotations and there is no change in the price of the fresh product, the prices as quoted last week are still in force. The market is very strong, however, and the demand is good, increasing as the summer season comes on.

Jellied pork tongues	0 46
Jellied Pressed Beef, lb.	0 33
Ham and tongue, lb.	0 38
Veal and tongue	0 35
Hams, cooked	0 52
Shoulders, roast	0 50
Shoulders, boiled	0 43
Pork pies (doz.)	0 76
Blood pudding, lb.	0 12
Mince meat, lb.	0 15

Sausage, pure pork	0 25
Bologna, lb.	0 14
Ox tongue, tins	0 64

A Strong Bacon Market

Montreal.

BACON.—There is no change in the price of bacon this week. The prices are very firm at the list quoted last week. The opening of the export trade at Montreal this week may have an effect on the home market. It is rather indefinite what the effect will be, but already a large shipment of bacon is being loaded at the dock for Europe.

BACON—

Breakfast, best	0 46
Smoke Breakfast	0 41
Cottage Rolls	0 36
Picnic Hams	0 30
Wiltshire	0 46
Medium Smoked Hams—	
Weight, 8-14, long cut	0 32
Do., 14-20	0 37
Do., 20-25	0 34
Do., 25-35	0 27
Over 35	0 26

Big Drop in Butter

Montreal.

BUTTER.—There has been a break in the price of butter this week to the extent of five cents a pound. The change is very sudden and it can hardly be accounted for in any fact except the better production of the creameries in the country. Fresh creamery butter is offered at 59c a lb. this week in contrast to the price of 65c quoted last week.

BUTTER—

Creamery prints, qual., new	0 59
Do., solids, quality, new	0 58
Dairy, in tubs, choice	0 52
Dairy, prints	0 53

Cheese One Cent Higher

Montreal.

CHEESE.—As intimated last week in CANADIAN GROCER the relinquishing of control on cheese in the English market has had the effect of raising the prices on cheese. Cheese is quoted 1c higher this week. Large shipments of Canadian cheese are already going aboard the ocean liners at Montreal ready for shipment to the Old Country. Undoubtedly the open market in the Old Country will have the effect of raising the prices in Canada.

CHEESE—

New, large, per lb.	0 30½
Twins, per lb.	0 31
Triplets, per lb.	0 31
Stilton, per lb.	0 37
Fancy, old cheese, per lb.	0 33
Quebec	0 31

Eggs Maintain High Price

Montreal.

EGGS.—There is no change in the egg market this week. The high prices quoted last week are still very strong and eggs are demanding 55c a dozen.

No Change in Shortening

Montreal.

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

SHORTENING—

Tierces, 400 lbs., per lb.	0 26½
Tubs, 50 lbs., per lb.	0 26¾
Pails, 200 lbs., per lb.	0 27
Bricks, 1 lb., per lb.	0 27½

Lard Prices Unchanged

Montreal.

LARD.—No change has featured the lard market this week. The prices quoted last week are very firm, and 28¼c is the prevailing price demanded on markets here.

LARD—

Tierces, 360 lbs.	0 28¼
Tubs, 60 lbs.	0 28¾
Pails, 20 lbs.	0 29
Bricks	0 31

No Change in Margarine

Montreal.

MARGARINE.—The break in the price of butter may have an effect on the quotations on margarine. Butter is offered at 59c and margarine is quoted at 37c. The price of margarine may be changed so as to compete with the price of butter, but there is nothing definite in this line at present.

MARGARINE—

Prints, according to quality, lb.	0 37
Tubs, according to quality, lb.	0 35

Fresh Fish Cheaper

Montreal.

FRESH FISH.—There has been a drop in the price of most fish lines this week. There is a plentiful supply of fresh halibut on the market. A whole car of Pacific halibut having arrived this week. Haddock and cod are in very good supply and easier prices are quoted. Gaspareaux are coming freely and are offered at lower prices this week. The first shipment of fresh lake trout and whitefish is expected in Montreal this week. The lake fishing has opened and a continual supply of fresh lake fish is expected on the market from now on.

FRESH FISH

Haddock	0 07½
Steak cod	0 10
Market cod	0 06½
Mackerel	0 18
Flounders	0 10
Prawns	0 50
Live Lobsters	0 50
Salmon (B.C.), per lb., Red	0 30
Skate	0 12
Shrimps	0 40
Whitefish	0 20
Shad, roes, lb.	0 40
Do., bucks, lb.	0 30
Halibut	0 24
Gaspareaux, per lb.	0 05
Whitefish	0 20
Lake trout	0 20
Pike	0 13
Perch	0 13

FROZEN FISH

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

SALTED FISH

Codfish—		
Large bbls., 200 lbs.	16 50	
No. 1, medium, bbl., 200 lbs.	15 00	
No. 2, 200-lb. bbl.	14 00	
Strip boneless (30-lb. boxes), lb.	0 18	
Boneless (24 1-lb. cartons), lb.	0 18	
Ivory (2-lb. blocks, 20-lb. boxes)	0 16	
Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.	15 00	
Skinless, 100-lb. boxes	16 50	
Pollock, No. 1, 200-lb. barrel	13 00	
Boneless cod (2-lb.)	0 18	

SMOKED

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

Poultry Offerings Small

Montreal.

POULTRY.—As quoted to CANADIAN GROCER by a local firm dealing in fowl, the Montreal poultry markets could be packed easily on one load and carted away. This simply goes to show that the poultry offerings are very small at the present time. The prices, however, are unchanged from those quoted last week.

POULTRY (dressed)—

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

Shoulders, roast, without dress-

ing, lb.	0 14
Head Cheese, 6s, lb.	0 14
Choice Jellied ox tongue, lb.	0 63
Jellied pork tongue	0 49

Above prices subject to daily fluctuations of the market.

Cheese Firm to Higher

Toronto.

CHEESE.—The cheese market is quite firm and active, due entirely to the exporting which has been resumed. New cheese is quoted 2 cents per pound higher. Prices are 32 to 33 cents per pound.

CHEESE—

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

Eggs Have Weakened

Toronto.

EGGS.—The egg market has shown considerable weakness, due probably to the low prices prevailing in the United States, as these eggs have been brought in at lower prices than quoted here, which has had a tendency to cause an easier feeling in the market. In the meantime prices have not changed but lower prices are expected before the end of the week.

EGGS—

Fresh	0 55
Fresh selects in cartons	0 58

Prices shown are subject to daily fluctuations of the market.

Butter Has Declined

Toronto.

BUTTER.—The butter market is considerably weaker and declines are noted. Quotations are three cents per pound lower and it is felt in some quarters that the market is due for a further drop. Fresh creamery is quoted at 64 to 65 cents per pound.

BUTTER—

Creamery prints	0 64	0 65
Dairy prints, fresh, lb.	0 56	0 57
Dairy prints, No. 1, lb.	0 53	0 54

No Change in Margarine

Toronto.

MARGARINE.—The demand for margarine is steady and quotations are unchanged.

MARGARINE—

1-lb. prints, No. 1	0 36	0 37½
Do., No. 2		0 35
Do., No. 3		0 30
Nut Margarine, lb.		0 31½

Shortening Market Steady

Toronto.

SHORTENING.—There is an active demand for shortening. The market remains steady and prices are unchanged.

SHORTENING—

1-lb. prints	0 29½	0 30
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Lard Market is Quiet

Toronto.

LARD.—The lard market is quiet and prices are steady at 27 to 28 cents per pound tierce basis.

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

Demand for Fish is Quiet

Toronto.

FISH.—The fish business is rather on

ONTARIO MARKETS

TORONTO, May 14—The market for fresh meats is firm with advances registered on most lines. Pork cuts are up one cent per pound. Beef cuts are 2 to 3 cents per pound higher. Spring lamb is scarce. Hams are in limited supply and quotations are one cent up. Barrel pork is also higher. Cooked hams are firmer. The cheese market is firm and active; quotations are 2 cents per pound higher. Eggs are weaker and prices are expected to drop. Butter has declined. Margarine, lard and shortening are unchanged.

Fresh Meats Are Higher

Toronto.

FRESH MEATS.—The market for fresh meats is firm with advances registered on most lines. Pork cuts are up around one cent per pound. Beef cuts are two to three cents per pound higher. Spring lamb is in scant supply at \$12.00 to \$16.00 each. Whole sheep is quoted at 18 to 23 cents per pound.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	25 00	27 00
Live off cars, per cwt.	20 00	20 50
Live, fed and watered, per cwt.	19 75	20 25
Live, f.o.b., per cwt.	18 75	19 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 37½	
Loins of pork, lb.	0 42½	
Fresh hams, lb.	0 40	
Tenderloins, lb.	0 60	
Spare ribs, lb.	0 23	
Pienies, lb.	0 26	
New York shoulders, lb.	0 29½	
Boston butts, lb.	0 36	
Montreal shoulders, lb.	0 30	
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 27	0 30
Front quarters, lb.	0 16	0 17
Ribs, lb.	0 28	0 32
Chucks, lb.	0 15	0 17
Loins, whole, lb.	0 38	0 42
Hips, lb.	0 24	0 26
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 25	0 28
Spring lamb, each	12 00	16 00
Yearling lamb, lb.	0 30	0 33
Sheep, whole, lb.	0 18	0 23

Above prices subject to daily fluctuations of the market.

Hams Are Scarce and Higher

Toronto.

PROVISIONS.—There is a scarcity of hams noted and quotations are one cent

per pound higher. Bacon is firm and prices are unchanged. Salt meats are down about ½ cent per pound. Barrel pork has shown considerable advances on some lines. Pickled rolls, both heavy and light, are quoted \$6.00 per barrel higher.

Hams—

Medium	0 41	0 43
Large, per lb.	0 34	0 35
Heavy	0 30	0 31

Backs—

Skinned, rib, lb.	0 49	0 50
Boneless, per lb.	0 54	0 57

Bacon—

Breakfast, ordinary, per lb.	0 42	0 47
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 30	0 31
Wiltshire (smoked sides), lb.	0 34	0 36

Dry Salt Meats—

Long clear bacon, av. 50-70 lbs.	0 28
Do., av. 80-90 lbs.	0 27
Clear bellies, 15-30 lbs.	0 30½
Sausages in brine, keg, 35 lbs.	7 35
Fat backs, 10 to 12 lbs.	0 27
Out of pickle prices range about 2c per pound below corresponding cuts above.	

Barrel Pork—

Mess pork, 200 lbs.	49 00
Short cut backs, bbl, 200 lbs.	56 00
Pickled rolls, bbl, 200 lbs.—	
Heavy	54 50
Lightweight	60 00

Above prices subject to daily fluctuations of the market.

Cooked Hams Are Up

Toronto.

COOKED MEATS.—Cooked hams continue to be in active demand and quotations are one cent higher, prices now ranging from 57 to 60 cents per pound. Jellied ox tongue is also in good demand and quoted at 63 cents per pound.

Boiled hams, lb.	0 57	0 60
Hams, roast, without dressing, lb.	0 57	0 60

the quiet side. Chicken halibut is quoted at 18 to 19 cents per pound and fresh white fish at 23 cents per pound.

FRESH SEA FISH.		
Cod Steak, lb.	0 11	0 18
Do., market, lb.	0 4 1/2	0 07
Haddock, heads off, lb.		
Do., heads on, lb.		0 09
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish		0 23
Fresh Herring		
Flounders, lb.	0 09	0 10
FROZEN FISH		
Salmon, Red Spring		0 24
Do., Cohoe	0 20	0 22
Halibut, chicken		0 15
Do., Qualla	0 10	0 11
Do., medium	0 20	0 21
Do., jumbo	0 18	0 19
Whitefish, lb.		0 13
Herring		0 09 1/2
Flounders	0 10	0 11
Pike, round		0 08
Do., headless and dressed		0 09
SMOKED FISH		
Haddies, lb.		0 18
Filletts, lb.		0 18
Kippers, box		2 40

Bloaters, box	2 20
Ciscoes, lb.	0 20

Poultry Prices Unchanged

Toronto.
POULTRY.—The poultry market is rather quiet and prices are maintained. Not much live poultry is coming in and the trade is mostly depending on the frozen variety.

Prices paid by commission men at Toronto:		
	Live	Dressed
Turkeys	0 40	0 45
Roasters, lb.	0 30	0 35
Fowl, over 5 lbs.	0 40	0 38
Fowl, 4 to 5 lbs.	0 37	0 37
Fowl, under 4 lbs.	0 30	0 30
Ducklings	0 40	
Geese	0 18	0 25
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 30	0 35
Prices quoted to retail trade:—		
		Dressed
Hens, heavy		0 42
Do., light	0 32	0 40
Chickens, spring		
Ducklings	0 35	0 40
Geese	0 25	0 30
Turkeys	0 45	0 55

WINNIPEG MARKETS

WINNIPEG, May 14—There is practically no change in the market this week. Hogs, for selected grades, increased about 75c per cwt., while lights decrease in proportion. Eggs are arriving very freely and some splendid quality eggs are being offered to the trade. Creamery butter still remains firm, while a certain quantity of dairy is being offered and being picked up quickly. Cheese advanced 3 cents per pound this week, but holders are still selling at the same old prices. The fish market remains unchanged.

Select Hogs Advance

Winnipeg.
FRESH MEAT.—Hogs increased in price this week, advancing about 75 cents on selects, while lights declined in proportion.

HOGS—

Selected, cwt.	20 00	20 75
Heavy, cwt.	18 00	18 75
Light, cwt.	17 50	19 00

Cheese is Higher

Winnipeg.
CHEESE.—The cheese market advanced three cents a pound this week, but holders are selling last year's stock at the old price.

CHEESE—

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

Dairy Butter Scarce

Winnipeg.
BUTTER.—Dairy butter is very scarce, but a certain quantity is available, and is picked up very freely by the trade. Creamery remains firm.

Dairy butter, best table goods	0 55
Creamery	0 72
Margarine	0 38

Eggs Arriving Freely

Winnipeg.
EGGS.—Large quantities of fine qual-

ity eggs are arriving daily, and are being offered to the trade at 48 cents a dozen.

Fish Market Active

Winnipeg.
FISH.—The fish market remains active, and prices remain practically the same.

FRESH FROZEN FISH	
Black Cod, lb.	0 14
Brills, lb.	0 09 1/2
Herring, Lake Superior, 100-lb. sacks, new stock	
Halibut, cases 300 lbs., chicken	0 17
Halibut, broken cases, chicken	0 18
Jackfish, dressed	0 10
Pickrel, case lots	0 13
Salmon, Cohoe, full boxes, 300 lbs.	0 20 1/2
Do., Cohoe, broken cases	0 21 1/2
Do., Red Spring, full boxes	0 23 1/2
Do., Red Spring, broken cases	0 24 1/2
Soles	0 09 1/2
Baby Whitefish or Tulibeas	0 09 1/2
Whitefish, dressed, case lots	0 12 1/2
Whitefish, dressed, broken cases	0 13 1/2
SMOKED FISH	
Bloaters, Eastern National, case	
Do., Western, 20-lb. boxes, box	
Haddies, in 30-lb. cases, lb.	0 14
Do., in 15-lb. cases, lb.	0 14
Kippers, East. Nat., 20 count, per count	
Do., Western, 20-lb. boxes, box	
Filletts, 15-lb. boxes, box	0 20
SALT FISH	
Steak Cod, 2s, Seely's, lb.	0 16
Acadia Strip Cod, 30-lb. boxes, lb.	
Acadia Cod, 12-2s, wood boxes, lb.	0 16
Acadia Cod, 20-ls, tablets, lb.	0 16
Holland Herring, Milkens, 9-lb. pails, per pail	
Do., Mixed, 9-lb. pails, per pail	
Labrador Herring, 100-lb. bbls.	

Selling Standard Remedies Along With Groceries

Several Grocers in Hamilton, Ont., find a Good Demand for These Medicines, Particularly in the Winter and Spring Months—Display Them Prominently.

WC. COOPER'S grocery store, situated on Upper James Street, Hamilton, does a very profitable business in standard remedies, and is soon to install a silent salesman in which he is going to display these various lines of medicines. Situated in a district where there are no immediate drug stores, he has a very good field. The fact, too, that he has the post-office for this district has also helped him a good deal. Keeping these lines prominently displayed, people coming to buy stamps are very often attracted to these goods. Mr. Cooper carries talcum powder, liniment and cough syrups, and other reputable standard remedies. Of course, in the summer season business in these lines is a little slow, but in spring and also in the fall and winter months, Mr. Cooper does a business that makes it well worth while.

M. Applebee, until recently at 297 Wentworth Street South, Hamilton, also does a very fair business in standard remedies. Mrs. Applebee keeps them prominently displayed in a glass case on the wall, that readily meets the eye of the customer, as he or she stands at the counter. "When people find that you carry these goods, when they want them, they know where they can get," Mrs. Applebee remarked, and she added: "good results always follow an attractive display of any goods." She carries liniment, cough syrups, talcum powder, health and epsom salts, and other well-known articles in medicinal lines.

Frank Blowey, 548 Upper James Street, Hamilton, has also made a success in the way of handling standard remedies. Mr. Blowey also sells thread, needles, ink and writing paper. He has a case sitting on his counter, and here are displayed these articles. The remedies are good sellers, Mr. Blowey told CANADIAN GROCER, especially in the winter and spring. There was not much doing in them in the summer months, he said. A standard cough syrup sold well, and since he added these lines to his regular grocery store he had found that they had paid well.

N. Arnold, 435 York street, Hamilton, always has cough syrup, liniment and electric oil in stock, he told CANADIAN GROCER. He had found that they had sold well, and he had a very fair inquiry for them. He always kept a bot-



When Quality is Called For— DAVIES is Chosen

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

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

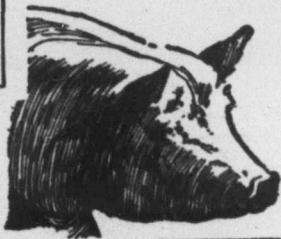
"Davies" Quality lines are well worth your while to feature—you will find them sure trade winners, as they give the utmost satisfaction.

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

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

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WILLIAM **DAVIES** LIMITED
TORONTO -- MONTREAL





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will be the invariable request from your customers once you have introduced these peerless sea food products.

The Brunswick Brand trade mark is your guarantee of purity and perfection, Mr. Grocer, and your assurance of a continued profitable chain of repeat orders.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Limited
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Winnipeg Representative:
Chas. Duncan & Sons, Winnipeg, Man.

More business, more profits, quicker sales!

“Easifirst” brings many repeat orders. The economy and purity of this famous shortening make it a first favorite with Canadian housewives.

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CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

Says a Reader of Many Years Standing:

"I do feel that your paper is the most interesting and readable financial journal published in this country and, perhaps, in the entire North American Continent. Each week I somehow find time to read every word of it—mostly in bed, late at night. I find I have to read THE FINANCIAL POST in order to maintain myself properly abreast with the bigger things and movements taking place in this country."

THE FINANCIAL POST is published for men who are interested in big things—not necessarily men who personally have big financial interests at stake, but for men who are eager to know what is happening that will have a bearing on business and the well-being of Canada generally.

THE entire editorial organization of the MacLean Publishing Company is at hand to co-operate with the editors of THE FINANCIAL POST. Specialists in many businesses write for THE POST. A practical farmer, in constant touch with the farming conditions, deals with crop prospects.

THE POST is a paper edited by specialists for business specialists.

The Financial Post

MONTREAL
128 Bleury Street

TORONTO
143 University Ave.

WINNIPEG
Union Trust Bldg.

Subscription Price per year (52 Issues) \$5.00

H.P. SAUCE!

Stands Alone

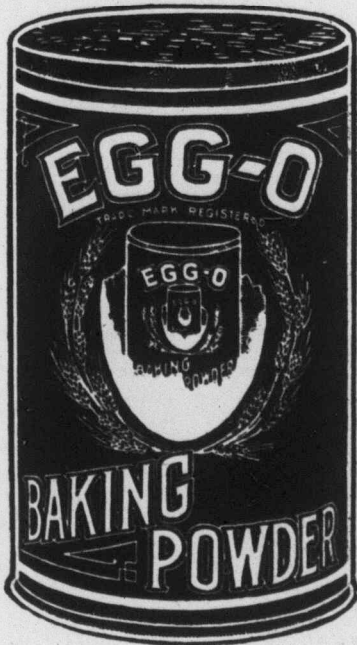
Strikingly advertised. H.P. is known throughout the world as the most appetising sauce—a blend of oriental fruits and spices and Pure Malt Vinegar.

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

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



Breakers Ahead?



It is hard for a manufacturer to tell the Grocer his troubles and not create a false impression, but we believe that the Grocer should know the difficulties we are experiencing which may result in a decreased output.

There are two causes for our present difficulty in procuring raw materials. First, the recent strike in the United States has paralyzed shipping and chemicals en route to this factory, which can only be procured from that country, are sidetracked in the congestion of some American freight yard. Second, a real shortage in these lines does and will exist for some time to come.

While we hope that there will not be a shortage of baking powder, we feel that every Grocer will be well advised to place his order early.

We appreciate the great demand for credit everyone is making and realize that wholesalers are urging the Grocers to reduce their stocks. Baking Powder, however, is not a luxury but a sure, steady-selling staple, a real necessity in every household.

While we do not advise the Grocers to place large orders for EGG-O Baking Powder, we do advise them to carry a sufficiently heavy stock to supply their trade during the next few months.

EGG-O is kept in stock by all jobbers.

The EGG-O Baking Powder Co., Ltd.
 Hamilton Canada

RICE

RICE FLOUR

RICE MIDDLINGS

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

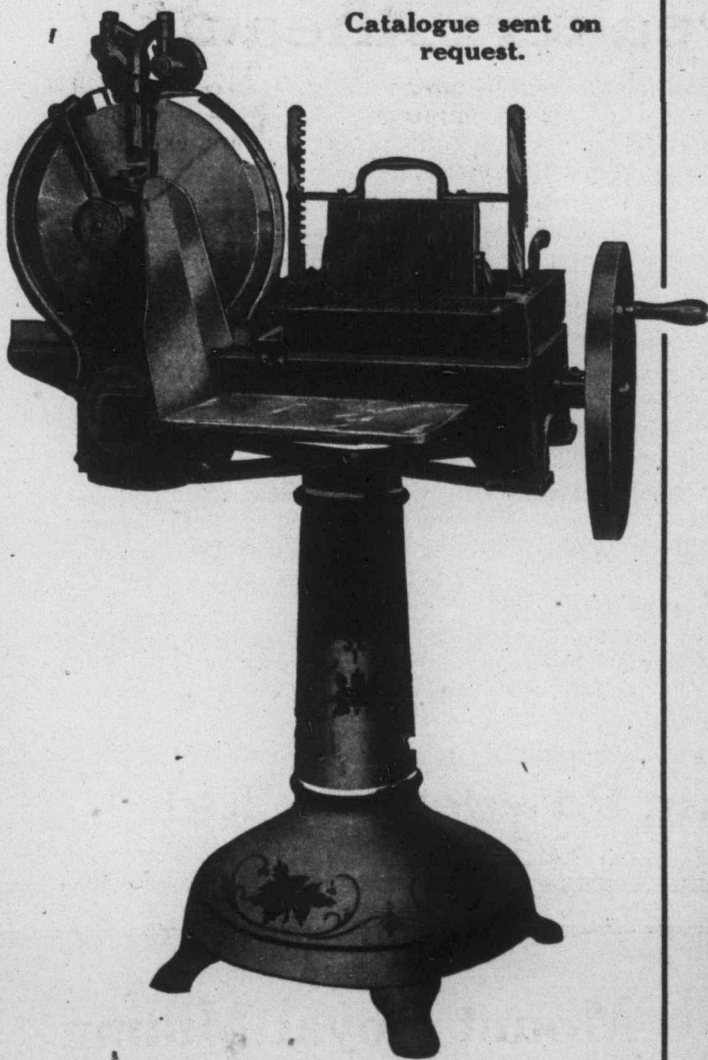
MILLS AT MONTREAL, QUE.
 VICTORIA, B.C.

D. W. ROSS COMPANY
 Agents
 MONTREAL

Quick Service Counts

The Brantford Slicer, illustrated here, is so constructed as to turn out rapidly a desired thickness of meat; quickly and satisfactorily serving. Your customers will appreciate this efficiency and the sale of this machine is bound to be large.

Catalogue sent on request.



The Brantford Computing Scale Co.
LIMITED
Brantford, Canada

Offices and showrooms in the larger centres

REMEMBER

that Laundry Blues vary in strength, color, and bleaching properties. Inferior kinds leave unsightly marks on linen.

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them

OCEAN BLUE

In Squares and Bags

Order from your Wholesaler.

HARGREAVES (CANADA) Limited

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

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

The Label

on a product and the appearance of the packages are big factors in keeping merchandise moving off your shelves.

Marsh's Grape Juice

is not only made from the pick of the Grapes carefully and scientifically processed, but the general appearance of the bottle and label are such as to greatly assist in catching the eye of your customers.

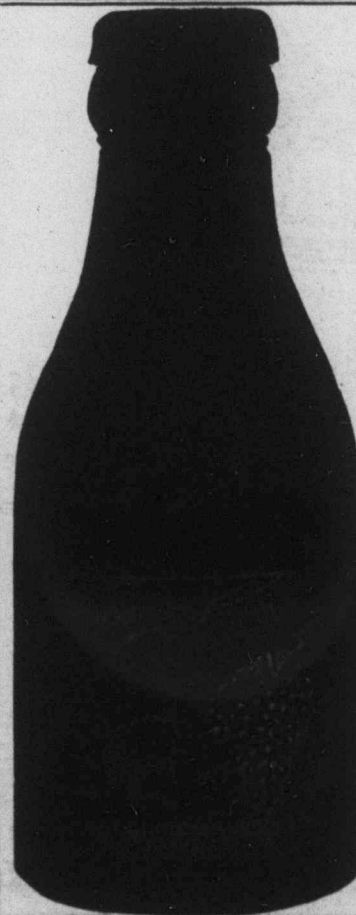
Quality, appearance and a fair retail price — a combination that makes for larger and quicker sales.

**THE MARSH
GRAPE JUICE
COMPANY**

Niagara Falls, Ont.

Agents for Ontario, Quebec and Maritime Provinces:

The McLaren Imperial
Cheese Company Limited
Toronto and Montreal





All the Newspapers Carry the Story of MACDONALD'S TOBACCO

172 of Canada's leading newspapers and periodicals tell of the quality of the "Tobacco with a Heart."

The dealer who sells Macdonald's sells an article which has maintained a standard of quality for 60 years—and moreover it is one of the most profitable lines in the Tobacco Trade.

PLUG SMOKING
BRIER
INDEX
BRITISH CONSOLS



PLUG CHEWING
PRINCE OF WALES
CROWN
BLACK ROD (Twist)
NAPOLEON

Selling Agents :

Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba and North-West—The W. L. MacKenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone, Vancouver.

Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

W. C. MACDONALD REGD.
INCORPORATED
MONTREAL

Just To Show How It Pays To Use The "Wanted" Page Of Canadian Grocer

W. R. McCaw, Galley and Roncesvalles Ave.,
Toronto, had a coffee mill for sale.

Mr. McCaw says that after putting an advertisement in the daily papers and receiving no results, he tried Canadian Grocer for two insertions. He not only sold his coffee mill, but could have sold it "three times over." He had several replies.



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

Canadian Grocer Want Ads. 143-153 University Ave.
TORONTO

Enquiry Department

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

LICENSE TO SELL ICE CREAM.

Will you please inform me if a retail grocery store manufacturing his own ice cream and retailing it over the counter will have to get a license this year or not?—Ray G. Schiedel, Breslau, Ont.

Answer.—No license necessary.

CABINET FOR DAYTON CHEESE CUTTER

Where can I buy a cabinet to keep a Dayton cheese cutter in?—E. H. Burt, Woodstock, New Brunswick.

Answer.—These can be purchased from the International Business Machines Co., Ltd., Toronto, Ont. Branches in all principal cities.

HARDWARE JOURNAL

Do you publish "Hardware Review?" If so please send me sample copy.—James Sewell, Woodrow, Sask.

Answer.—A hardware publication called "Hardware and Metal" is published by the MacLean Publishing Co., Ltd., Toronto, Ont. Sample copy has been mailed to you.

TOOTH PICKS

Could you let us know from whom we could buy ordinary wooden toothpicks?—H. E. R. Kaiser, Vermilion, Alta.

Answer.—Walter Woods & Co., Hamilton, Ont.; W. H. Maxwell, Boston, Mass.; Keenan Woodenware, Owen Sound, Ont.

RUBBER STAMPS

Please let me know where I can buy a rubber stamp for marking goods as mentioned by Paul Findlay (Henry Johnson, Jr.) in his article May 7th, Canadian Grocer.—Leonard M. Bates, Box 52, Healslip, Ont.

Answer.—The Ideal Stencil Machine, O.; H. Pierce, 88 Bay St., Toronto; W. E. Irons & Co., 30 Temperance St., Toronto, Ont.; C. W. Mack, 46 Adelaide St. W., Toronto, Ont.; Superior Mfg. Co., 93 Church St., Toronto, Ont.; Toronto Stamp and Stencil Works, 137 Church St., Toronto, Ont.; Wilson Stationery and Printing Co., 118 King St. W., Toronto, Ont.; B. G. Volger Mfg. Co., Inc., Passaic, N.J., U.S.A.; Fulton Specialty Co., Elizabeth, N.J., U.S.A.

A few weeks ago an enquiry came from a merchant in New Brunswick for the agent of Crosse & Blackwell Mfg. Co., Ltd., London, Eng. Stewart Menzies & Co.'s name was given in this connection. It should have been stated that H. F. Baker, 131 State St., Boston, Mass., is the representative for the Maritime Provinces and Newfoundland and that Stewart Menzies & Co. are the agents for Canada other than the Maritime Provinces and Newfoundland.

CUTS, CIRCULARS AND BOOKLETS

Will you please tell me where I can get cuts made, also circulars and booklets printed at reasonable rates?—J. Bonner, Esq., Antigonish, N.S.

Answer.—For cuts we would refer you to: Benallack Lithographing & Printing Co., Montreal, Que.; Consolidated Lithographing & Mfg. Co., Montreal, Que.; Patice Publishing Co., Montreal, Que.; Brigden Ltd., Toronto; Reliance Engraving Co., Toronto, Ont.; British & Colonial Press, Toronto, Ont.

For circulars, letters, booklets, etc.: Auto-graphic Register Co., Montreal; Imperial Publishing Co., Ltd., Halifax, N.S.; McAlpine Publishing Co., Halifax, N.S.; Grand & Toy, Toronto, Ont.; Rolph & Clark, Toronto, Ont.

For Collection Letters: Nagle Mercantile Agency, Laprairie, Que.

BAGS AND SACKS

We are in receipt of an enquiry from National Fish Co., Halifax, N.S., for Canadian manufacturers of bags or sacks similar to those used by fertilizer houses. Can you answer this?—C. H. A. Wannewetsch & Co., 563 William St., Buffalo, N.Y.

Answer.—Canada Bag Co., Ltd., Montreal, Que.; Thomas Sonne, Montreal, Que.; Hugh Carson Ltd., Ottawa, Ont.; John Leckie, Ltd., Toronto, Ont.; J. J. Turner & Sons, Peterboro, Ont.; Woods Ltd., Hull, Que.; Bromley & Hague, Ltd., Winnipeg; Edmonton Tent and Mattress Co., Ltd., Edmonton, Alta.; Merchants' Awning Co., Ltd., Montreal, Que.; Beeton, Turn & Co., Victoria, B.C.

SYRUP PAILS

Can you advise us where we can obtain syrup pails?—The Dominion Molasses Co., Ltd., Halifax, N.S.

Answer.—We would refer you to Keenan Woodenware Mfg. Co., Ltd., Owen Sound, Ont.; Whittall Can Co., Montreal, and American Can Co., Hamilton, Ont.

WHOLESALE DRUGGISTS

Kindly give us names of any houses that supply the wholesale grocers with full lines of wholesale drugs, patent medicines, etc.—Charles Reekin & Sons, Cobalt, Ont.

Answer.—Lyman Bros., Ltd., Toronto, Ont.; Lymans Ltd., Montreal; National Drug & Chemical Co. of Canada, Montreal and Toronto, Ont.; Parke, Davis & Co., Walkerville, Ont.; Henry K. Wampole & Co., Perth, Ont.

DEALERS IN HAY IN U.S.A.

You would greatly oblige by putting me in touch with firms in the United States dealing in hay.—Victor Philip, Sarsfield, Ont.

Answer.—For dealers in hay in the United States we would refer you to H. G. Morgan Co., Pittsburgh, Pa.; Bridge & Leonard, Chicago, Ill.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers
INFORMATION WANTED

Date.....1920..

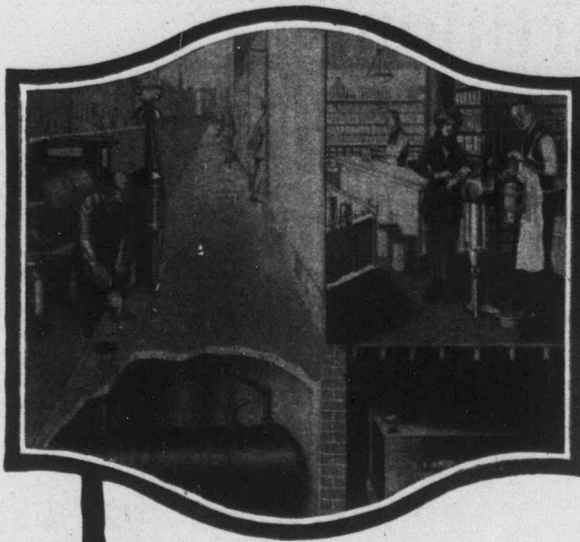
Please give me information on the following:—Name.....

Address

.....

.....

.....



Make Your Street Pay

Can you see the possibilities for profitable business in the automobiles passing your store ?

Put in a **BOWSER**
ESTABLISHED 1885
Gasoline Pump

Our literature explains how and why Bowser Gasoline and Oil Storage Systems are popular with automobile drivers and profitable to store owners. It will be sent to anyone interested.



S. F. BOWSER Company, Limited

66 to 68 Fraser Ave.,

Toronto, Ontario, Can.

Representatives
Everywhere

Sales Offices
in all Centers

JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

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

CONFECTIONERY MARZIPAN CHOCOLATE

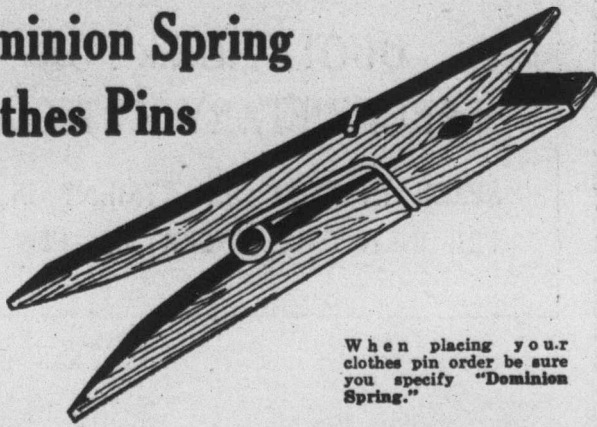


Agents:

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

Lind Brokerage Co., Ltd., Toronto

Dominion Spring Clothes Pins



When placing your clothes pin order be sure you specify "Dominion Spring."

There's greater Satisfaction

selling Dominion Spring Clothes Pins because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

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

KING GEORGE'S NAVY

CHEWING TOBACCO

will put your tobacco sales on a firm footing And tobacco selling is a money-making line that every grocer should carefully consider. People there are in every community who are "strong for a real, good Chewing Tobacco such as King George's Navy." They like the palate tickling goodness of King George's Navy. A first purchase brings them back for more and clinches their tobacco trade for the King George dealer.



Rock City Tobacco Co., Ltd.

THE PUBLIC LIKES QUAKER

The little Quaker talks running in the west are creating a new interest in QUAKER BRAND



We need the Grocers' friendly co-operation

DOMINION CANNERS B.C. LTD.
Vancouver, B.C.

S & M Bulk Chocolates

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

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

Sole Canadian Distributors

Dominion Sales Company
Southam Bldg. Montreal

SHORT OF HELP TOO BAD!

Yet the man you need is somewhere—probably behind a counter or desk, and in the grocery business, wholesale or retail. He'll go to you if the call is loud enough.

Perhaps you can get him with a whisper. Never can tell what makes some men restless.

It's clearly up to you to use a dollar or two to advertise. Use CANADIAN GROCER—3 cents a word. If you know any better paper, use it.

All we know is that CANADIAN GROCER gets into 5,600 grocery stores and establishments all over Canada. No one daily newspaper—no other publication—can make, truly, the same statement.

The chances are that you'll find the man you want in a grocery store or office. If he's there now, and you get him, he'll probably be a trained man, and you'll get value out of him from the start.

Don't rest on one insertion. It isn't experience to get what you're after the first crack out of the box. The best men are hardest to budge.

Make your advertisement explicit. Make it brief. Use a box number if you like. The big thing is to try, and try and try.

Our business is to carry your advertisement to likely men. It isn't our business to get replies for you. Yet the chances are that you'll get replies—first week of trying.

Rates—3c per word first insertion, and 2 cents per word each subsequent insertion. Five cents extra per insertion if replies are to be sent in our care to a Box Number. Invariably in advance.

CANADIAN GROCER

143-153 University Avenue

TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies,
Guaranteed Fresh Fruit and
Pure sugar only.

Screw Vac. Top Glass Jars, 16 oz.	
Strawberry	\$6 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 25
Gooseberry	4 50

"AYLMER" PURE ORANGE

MARMALADE

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

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans,	
Plain, 75c, or with Sauce,	
4 doz. to case	\$6 25
1's Pork and Beans, Flat,	
Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat,	
Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall,	
Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall,	
Tomato or Chili Sauce, 4	
doz. to the case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain,	
2 doz. to the case	1 50
2's Pork and Beans, Tomato	
or Chili Sauce, Tall, 2	
doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 25
Family, Plain, \$1.75 doz.; Family,	
Tomato Sauce, \$1.95 doz.; Family,	
Chili Sauce, \$1.95 doz. The above	
2 doz. to the case.	

GATSUPS—In Glass Bottles

	Per doz.
¼ Pts., Aylmer Quality	\$1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon Jugs, Aylmer Quality	\$1.65
	Per doz.
Pints, Delhi Epicure	\$2.75
¾-Pints, Red Seal	1 25
Pints, Red Seal	1 90
Qts., Red Seal	2 40
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.

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

CONDENSED MILK

Terms—Net 30 days.

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

EVAPORATED MILK

St. Charles Brand, Hotel, each	
24 cans	\$7 16
Jersey Brand, Hotel, each 48	
cans	7 16
St. Charles Brand, tall, each 48	
cans	7 25
Jersey Brand, tall, each 48	
cans	7 25
Peerless Brand, tall, each 48	
cans	7 25
St. Charles Brand, Family, 48	
cans	6 25
Jersey Brand, Family, each 48	
cans	6 25
Peerless Brand, Family, each	
48 cans	6 25
St. Charles Brand, small, each	
48 cans	3 30
Jersey Brand, small, each 48	
cans	3 30
Peerless Brand, small, each 48	
cans	3 30

CONDENSED COFFEE

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

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

Wheatgold Breakfast Cereal.

Packages, 25-oz., 2 doz. to	
case, per case	\$5 30
98-lb. jute bags, per bag	7 00
98-lb. jute bags, with 25	
3½-lb. printed paper bags	
enclosed, per bag	7 50

HARRY HORNE & CO.,
Toronto, Ont.

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

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ¼-lb.	
D.S.F., 1 lb.	
F.D., ¼-lb.	
	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

CANADIAN MILK PRODUCTS, LIMITED, Toronto and Montreal

KLIM

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

THE CANADA STARCH CO., LTD.

Manufacturers of the
Edwardsburg Brands Starches
Laundry Starches—
Boxes

40-lb., Canada Laundry	\$0 11¼
100-lb. kegs, No. 1 white	0 11¼
200-lb. bbls., No. 1 white	0 11¼
40 lbs., Edwardsburg Silver	
Gloss, 1-lb. chromo pkgs.	0 13¼
40 lbs., Benson's Enamel,	
(cold water), per case	3 50
Celluloid, 45 cartons, case	5 20
Culinary Starch	
40 lbs., W. T. Benson & Co.'s	
Celebrated Prepared	0 13
40 lbs. Canada Pure or	
Challenge Corn	0 11¼
20 lbs. Casco Refined Potato	
Flour, 1-lb. pkgs.	0 16
(20-lb. boxes, ¼c higher, except	
potato flour.)	

Raisins

The market for raisins which has been a little dormant and a trifle easier for a few weeks back is taking on new life.

The American market which is now the barometer of the raisin world has advanced two to three cents lately, which has imparted considerable strength here.

After canvassing the whole situation, people who are well posted look for an absolute clean up of stocks before the new crops come along.

For this reason it would be well for you to take on what supplies you need for the balance of the season NOW while the fruit is available. We offer

Griffin Fancy Seeded	15 oz.	.26
Sunmaid Fancy Seeded	15 oz.	.25 $\frac{1}{2}$
Griffin Staple Seeded	15 oz.	.24 $\frac{1}{2}$
Sunmaid Choice Bulk Seeded	25s	.24
Thompson Seedless	25s	.25 $\frac{1}{2}$
Griffin Seedless	15 oz.	.26 $\frac{1}{2}$
Griffin Seedless	11 oz.	.22
California Sultanas	25s	.23
California Valencias	25s	.24 $\frac{1}{2}$
Soda Bleached Thompson	25s	.25 $\frac{1}{2}$
Fine Cleaned Smyrna Sultanas		.23 $\frac{1}{2}$
Choice Cleaned Smyrna Sultanas		.24 $\frac{1}{2}$

Send Us An Order

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

Introduce It—The Sale is Made



Mapleine

Tell the housewife Mapleine gives maple taste to desserts and syrup, and she accepts it gladly. The sale is made. Magazines tell your customers of treats Mapleine holds in store for them. Each ad refers them to you. Good profit—small investment. Turn the advertising and taste for maple into profit. Order of your jobber, or

F. E. Robson & Co., 25 Front St. East, Toronto
Mason & Hickey Box 2949 - Winnipeg
 M-577

Oakey's "WELLINGTON" KNIFE POLISH



The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
 Manufacturers of
 Emery, Black Lead, Emery Glass and
 Flint Cloths and Papers, etc
 Wellington Mills, London, S.E.1., Eng.

Agents:
 F. Manley, 42 Sylvester-Willson Bldg.,
 Winnipeg
 Sankey & Maso, 839 Beatty Street,
 Vancouver.

TOMATO PASTE

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

P. PASTENE & CO., LIMITED
 340 ST. ANTOINE STREET - - - MONTREAL, QUE.

"FISH"

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

LEMON BROS.
 Owen Sound, Ont.

LILY WHITE CORN SYRUP
 2-lb. tins, 2 doz. in case....\$6 80
 5-lb. tins, 1 doz. in case.... 7 75
 10-lb. tins, 1/2 doz. in case.... 7 45
 20-lb. tins, 1/4 doz. in case... 7 40
 (Prices in Maritime Provinces 10c per case higher)
 Barrels, about 700 lbs..... 0 09
 Half barrels, about 350 lbs. 0 09 1/4

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

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

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

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

NUGGET POLISHES
 Polish, Black, Tan, Toney Red,
 Dark Brown, White Dressing, each\$1.25
 Doz.\$2.00

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

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

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

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

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

SWEET CHOCOLATE Per lb.
 Eagle Chocolate, 1/4s, 6-lb. boxes 0 38
 Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case.... 0 38
 Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case 0 38
 Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 38
 Diamond Crown Chocolate, 28 cakes in box..... 1 30

CHOCOLATE CONFECTIONS
 Maple Buds, 5-lb. boxes, 30 boxes in case, per lb..... \$0 40
 Milk Medall 1s, 5-lb. boxes, 30 boxes in case, per lb.... 0 40

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

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

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

W. K. KELLOGG CEREAL CO.,
 Battle Creek, Mich.
 Toronto, Canada.
 Kellogg's Toasted Corn Flakes, Waxtite 4 15
 Kellogg's Toasted Corn Flakes, Ind. 2 00
 Kellogg's Dominion Corn Flakes 4 15
 Kellogg's Dominion Corn Flakes, Indiv. 2 00
 Kellogg's Shredded Krumbles, 4 35
 Kellogg's Shredded Krumbles, Ind. 2 00
 Kellogg's Krumbled Bran ... 2 25
 Kellogg's Krumbled Bran, Ind. 2 00

BRODIE & HARVIES, LTD.,
 14 Bleury St., Montreal
XXX Self-Raising Flour, 6 lbs. packages, doz. \$6.00
 Do., 3 lbs. 3.05
Superb Self-Raising Flour, 6 lbs. 5.80
 Do., 3 lb. 2.95
Crecent Self-Raising Flour, 6 lbs. 5.90
 Do., 3 lb. 3.00
Perfection Rolled Oats (55 on) 3.00
Brodie's Self-Raising Panake Flour, 1 1/2 lb. pack. doz... 1.50
Brodie's Self-Raising Buck-Flour, 1 1/2 lb. pkg. doz... 1.50

VICTORIA DAY

24th MAY

SPECIAL ARRIVALS
FRUITS & VEGETABLES

for the

HOLIDAY TRADE

Strawberries, Pineapples, Cucumbers,
Texas and Egyptian Onions, Cabbage,
Asparagus, Oranges, Lemons and
Bananas

Stripes Brand Grape Fruit

White and Co., Limited
Wholesale Fruits and Vegetables

PHONE : MAIN 6243

FRESH ARRIVALS DAILY OF

New Vegetables

FROM THE SOUTH

Cabbage Celery Tomatoes
Cauliflower Head Lettuce

ORANGES

California Sunkist Navels
Florida Sealdsweet Oranges

GRAPE FRUIT

Florida and Cuban—All Sizes

NEW MAPLE SYRUP AND SUGAR

(Guaranteed Pure)

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

The House of Quality

Hugh Walker & Son

Limited

Guelph

Established 1861

Ontario

Butter

Tubs

and

Boxes

Parchment Butter Wraps

WALTER WOODS & CO.

Hamilton and Winnipeg

Owing to the high
freights prevailing

CONTINUE TO IMPORT

supplies of

SPRATT'S

DOG CAKES

POULTRY FOODS

CANARY & PARROT MIXTURES

Etc.,

through **SPRATT'S**

PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED

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

Do you need a good man?

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

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

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

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

 Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto



CATCH THE FLY

By using our

National Fly Catcher

Clean Sanitary Easy to Use

Made in Canada by the

National Fly Catcher Co., Ltd.

Order from your Wholesaler 1598 Delorimier Ave. Montreal

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

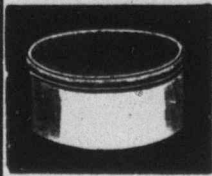
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BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE JARS
Place order for crocks before the season opens. They are going to be hard to get later. Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.
The Toronto Pottery Co. Limited
Dominion Bank Bldg.
Toronto, Canada

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents:
W. Y. COLCLOUGH, 592 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building,
Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St. Johns

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - - Ontario

MACARONI LIKELY TO BE HIGHER

There are indications that macaroni will be advanced in the near future. This is due to the advance on wheat which is practically the only ingredient in macaroni. CANADIAN GROCER has also learned that many manufacturers have withdrawn prices until a more equal price basis is arranged.

GROCCERS

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

C. A. MANN & CO.
LONDON, ONT.
Phone 1577

BREAK NO FEARS! IT'S AN R. M. F. FLEXIBLE
GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE-SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS.
R. M. Moore & Co., Ltd. Vancouver, B.C.
PACIFIC COAST MANTLE FACTORY

The **SARNIA PAPER BOX CO., Ltd.**
SARNIA, ONT.


Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mince-meat, etc.

BEANS

Handpicked or Screened
Ask for quotations
Geo. T. Mickle, Ridgeway, Ont.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
3/4-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - - - ONTARIO

Fidelity Collection Agency Ltd.
Canadian Bank of Commerce Bldg., Winnipeg
Collections and Adjustment
"We collect anything anywhere"
References: Can. Bank of Commerce and Molsons Bank

TANGLEFOOT
The Non-Poisonous Fly Destroyer
The United States Public Health Service advises: "Arsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."


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

Wanted

Rates For Classified Advertising

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

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

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

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

FOR SALE

I HAVE ONE OF THE BEST BUSINESSES in the Province of Saskatchewan. Population 600. Moderate opposition. During the last 10 years have made \$150,000. Now wish to move into Winnipeg. Our stock will run \$70,000. This is fully \$25,000 more than is necessary. We bought ahead to take advantage of markets. Turnover, \$135,000 per annum. Will expect \$25,000 cash, balance easy terms. No use to communicate unless you have necessary cash. Will bear strictest investigation. Reply in confidence to Box 122, Canadian Grocer, 143 University Ave., Toronto, Ontario.

FOR SALE—CHEAP, ONE McCASKEY Account Register, 400 accounts; in good condition. Clement's Drug Store, Brandon, Man.

MAPLE SYRUP

CROP OF APPROXIMATELY FIVE HUNDRED Imperial gallons evaporated pure maple syrup for sale. Three dollars per gallon f.o.b. Parry Sound district. Box 112 Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—BERKEL AUTOMATIC BACON Slicer, Six Station Lamson Cash Carrier System, Enterprise Coffee Mill. Beer & Goff, 123 Queen St., Charlottetown, P. E. Island.

FOR SALE—GENERAL STORE BUSINESS, DRY Goods, Gents' Furnishings, Boots and Shoes and Groceries. Turnover over \$50,000. Splendid profit over and above interest on investment, proprietor's salary and all other expenses. Brick, steam-heated building on best corner. Good windows, low rent, low insurance. Saskatchewan town, 1,200, British and American population. Best educational facilities, good town to live in. Stock and fixtures run about fifty thousand. Must be principally cash or equivalent. Only reason for sale, failure of health. Box 184, Canadian Grocer, 153 University Ave., Toronto.

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

WANTED

WANTED—I AM TOURING THE MARITIME Provinces, and will visit every town, large and small, with an automobile, and would like two or three good side lines on commission. Write S. W. Dimock, Campbellton, N.B.

LINE WANTED—TRAVELLER, 17 YEARS' experience asks for a good line for Quebec and Maritime Provinces. Write A. S., 164 Desfranciscains St., Quebec.

WANTED—SALES LADY, ALSO CASHIER for Summer Resort, near Toronto. Must understand the grocery business. Box 144, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—EXPERIENCED CLERK FOR GENERAL store (Essex County) who can speak some French. First-class references required. State salary, experience and religion. Box 138, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—AN ACCOUNT REGISTER TO hold 250 accounts or more. New or in good condition. Apply Erwin Case, Beaconsfield, Ont.

MR. RETAILER—HOW IS YOUR BUSINESS? Does it need a Doctor? Let me help put it on a paying basis. I am an expert Merchandising Specialist. A graduate of America's best University and Business Science Schools, have thorough knowledge of Canadian trade conditions and understand every phase of the General, Departmental, and Chain Stores, having made a thorough study of the best institutions in Canada and the States. Satisfaction guaranteed. \$25 per consultation, special terms for checking and time service. Address Box 142, Canadian Grocer, 143 University Ave., Toronto, Ont.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

FOR HOME MADE SUMMER DRINKS



AND



25c bottles make 5 gallons.
15c bottles make 2 gallons.
25c sizes, \$2.10 per dozen, \$24.00 per gross.
15c sizes, \$1.20 per dozen, \$14.00 per gross.

Manufactured and for sale by
PARKE & PARKE, LIMIT
MacNab St. & Market Sq., Hamilton, Ont.

OPPORTUNITIES ARE BEING
OFFERED EVERY WEEK
ON THIS PAGE. ARE
YOU MAKING
USE OF
THEM?



RID-OF-RATS
Warm Weather is the Breeding
Time for Rats
and Mice

RID-OF-RATS prevents raising of new supply. If you have used it, use more! If not, start now! Non Poisonous and sold under Money-Back Guarantee. If your Dealer can't supply you, write to us
Price, small box—15 cents. \$1.00 per lb. in bulk.

BERG & BEARD MFG. CO., Inc.
100 Emerson Place, Brooklyn, N.Y.

Personality

Every store reflects the personality of the owner. And store personality is a vital factor in drawing and holding trade. Has your store a pleasing personality?

The first requisite of a pleasing personality is cleanliness. Clean show cases, clean windows, clean shelves, clean floors and clean goods — make an appeal to customers. Banish dust from your store and it will be easily kept clean.

IMPERIAL FLOOR DRESSING (Standard)

is specially made for dust prevention and at the same time preserves and polishes wood work, linoleum and oil cloth.

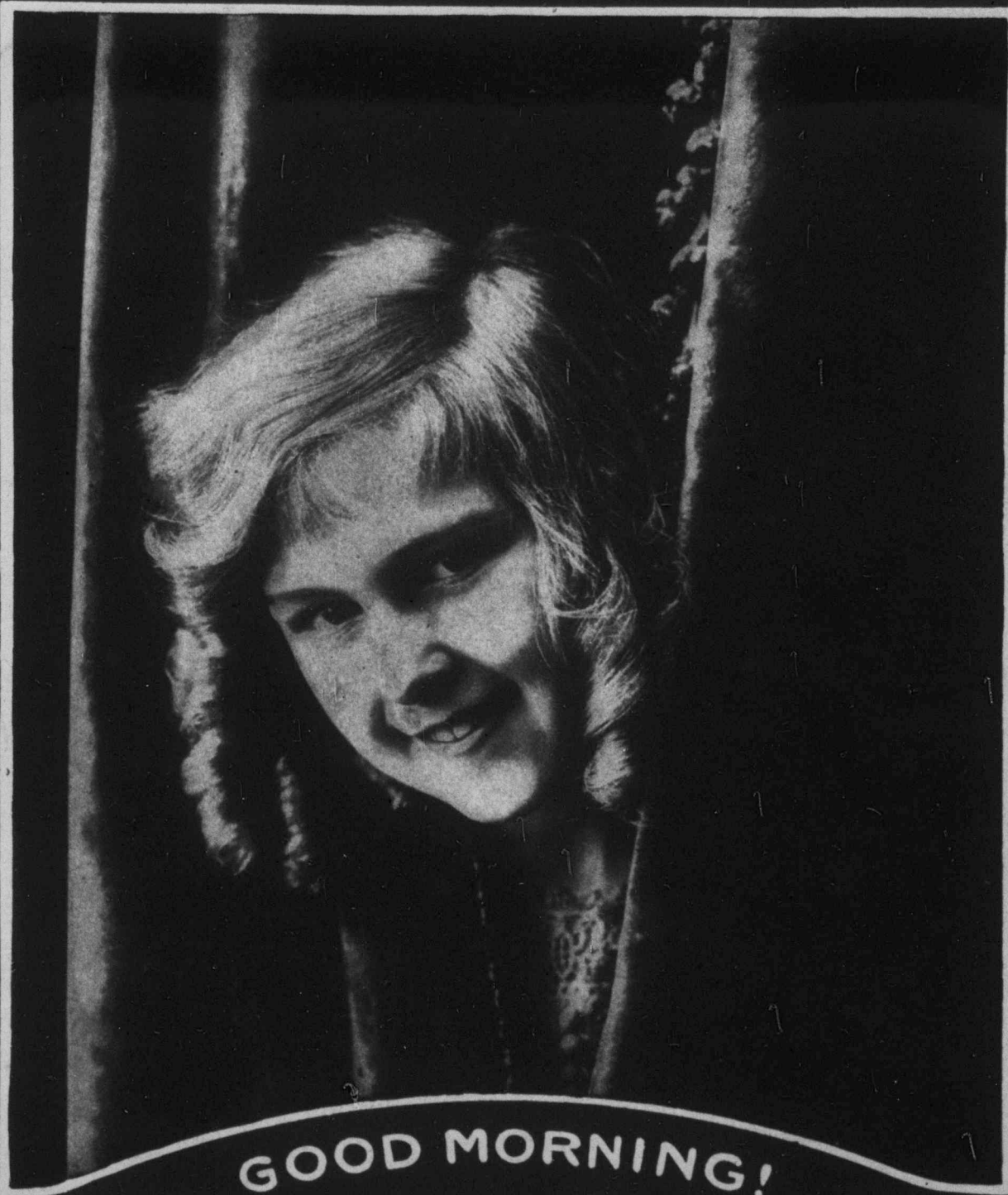
Dust cannot rise from floors treated with Imperial Standard Floor Dressing. One gallon is sufficient to treat upwards of 700 square feet of floor surface—one application will keep the floors bright and clean for months.

Imperial Standard Floor Dressing is sold in gallon and four-gallon lithographed sealed cans; half-barrels and barrels. Stock up and make your own store such a shiny example that you can get the business of neighboring stores, public and private buildings.

IMPERIAL OIL LIMITED

Power ~ Heat ~ Light ~ Lubrication
 Branches in all Cities

CANADIAN GROCER



GOOD MORNING!

COWAN'S COCOA

MAKES CHILDREN ROBUST