

CANADIAN GROCER

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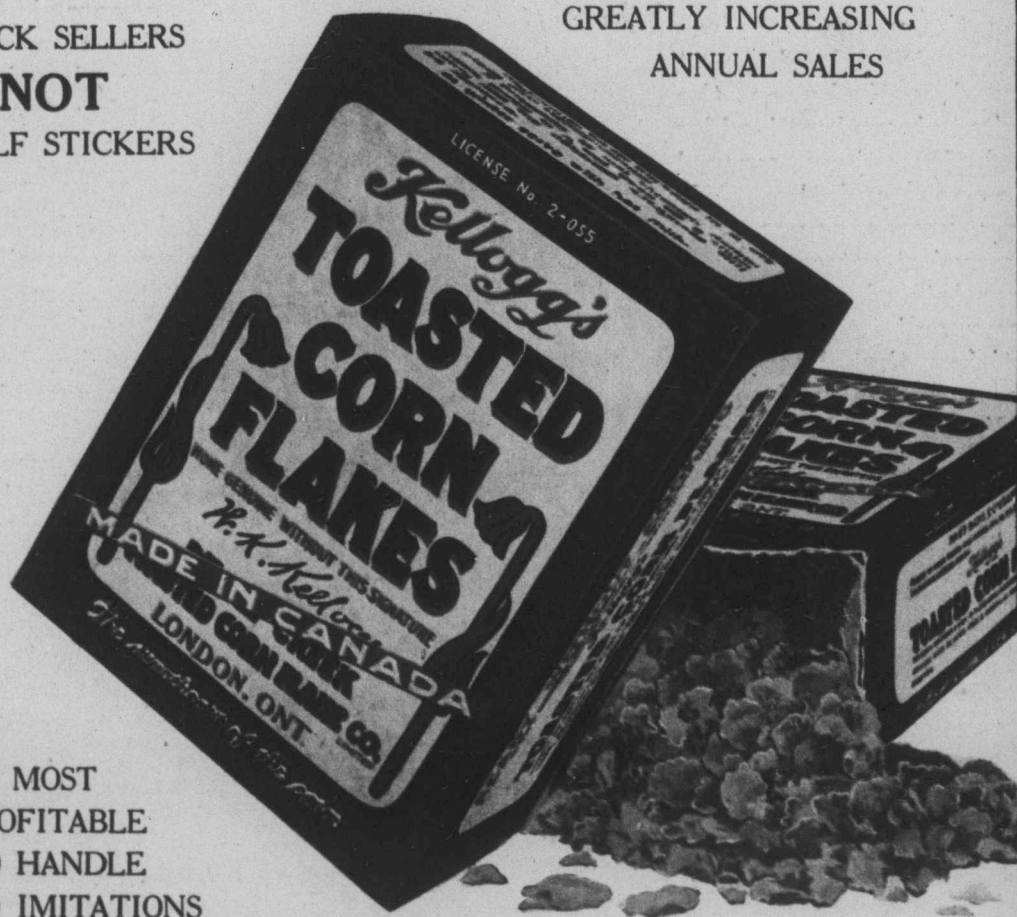
PUBLICATION OFFICE: TORONTO, MARCH 21, 1919

No. 12

FOR over twelve years the GENUINE-ORIGINAL Kellogg's
Toasted Corn Flakes have always been sold in the Red, White
and Green Package. NEVER CHANGED.

QUICK SELLERS
NOT
SHELF STICKERS

GREATLY INCREASING
ANNUAL SALES



MOST
PROFITABLE
TO HANDLE
AVOID IMITATIONS

KELLOGG'S TOASTED CORN FLAKES are only MADE IN CANADA BY

The Battle Creek Toasted Corn Flakes Co., Limited
Head Office and Plant: LONDON, ONT.

O-CEDAR Polish is a quality product strongly backed by merit, service and satisfaction.

We know we have in O-Cedar Polish Mop and O-Cedar Polish two products the women of Canada want. We do not depend entirely on the merits being advertised by word of mouth or personal recommendation. We bring newspaper, magazine and street car advertising into play as well—strong and persistent advertising that keeps the line continually in the public mind. When you feature this class of product—you will be repaid for the effort you put into it.



The
Open
Door
to
Bigger
Business

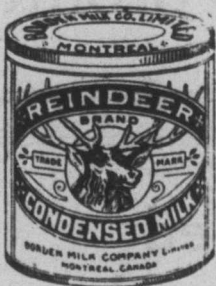
EVERY day some of the women in your district are hearing about O-Cedar Products — how they lessen the work of housekeeping. They are reading our advertisements in newspapers circulating all over the Dominion, and they are hearing about O-Cedar from their neighbors.

You should let them know, in the most forceful way possible, that they can buy O-Cedar Products in your store. There may be dozens of people who would buy O-Cedar from you if they were simply reminded of it by an attractive window or store display of O-Cedar Mops and O-Cedar Polish.

**O-Cedar
Polish**

will do wonders for you—if you will give it a fair chance. It is by linking your business to a well-known, well-liked product such as O-Cedar Polish and O-Cedar Polish Mop that you can “register” your store as “a store of satisfaction” and get the confidence and trade of the best class of people.

Channell Chemical Company, Limited
TORONTO



Borden's
MILK PRODUCTS LEAD IN QUALITY

It's Easier to Sell Borden's than any other Kind

because your customers know that Borden's have set the standard of Quality in Milk Products for generations.

They are being told this — they are being convinced of it — through the consumer advertising by which we are helping every Borden dealer to multiply his sales.

Is our co-operation in this regard helping you? There is no reason why it should not. Just keep your Borden stocks displayed and watch results.

Borden Milk Co., Limited

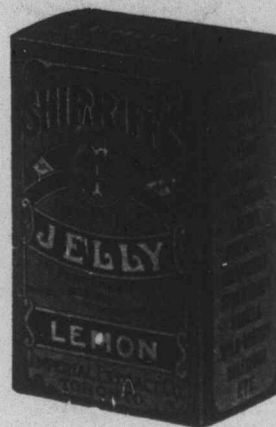
Leaders of Quality

MONTREAL and VANCOUVER

Back a good line with a good display

For warm days or cool days, for every-day meals, or for parties, no other dishes are more delightful and easier to prepare than those made from

Shirriff's Jelly Powders



All are distinctive with well-defined flavors, one of the principal ingredients being the healthful fruit flavors.

This is a line that will bring repeated orders, increased sales, and a good margin of steady profits. Encourage the demand by means of an attractive Shirriff window display which shows the great range of popular flavors.

If you are not acquainted with this sales-boosting line, write us for particulars.

Imperial Extract Company, Toronto

Representatives: Harold F. Ritchie & Co., Limited, Toronto, Montreal
Canada Food Board License No. 14-91

Toronto Meat Slicer

Best slicer in the world. It pays to buy the best.

Our slicer has a wide carriage, a device for removing the rind and all the other good features that go to make it the best slicer made.

KEEP YOUR MONEY IN CANADA

Write us for terms and prices

Canada Scale & Slicer Co., Ltd.

Toronto Office: 482 College St.

T. Ferguson, Sales Manager

Do you need a good man?

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

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

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

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

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

Imported Norwegian Sardines

You will be glad to hear that we have been able to secure a large shipment of our well known line



Crossed Fish Brand Sardines

These are now on the way and we can book your order for Delivery on arrival in April or early May.

We recommend your covering your requirements without delay.

Prices on request.

W. G. Patrick & Co., Limited

Canadian Distributors

Toronto Montreal Winnipeg New York Chicago



- a line
of Economy
and Purity

When you sell "Thistle Brand Haddies" you can recommend them and **guarantee** them.

They are a **quality** line—scrupulously clean, **full weight**, and every particle eatable.

"Thistle Brand Haddies" always satisfy.

Sole Agents:

Arthur P. Tippet & Co.



License 6-227

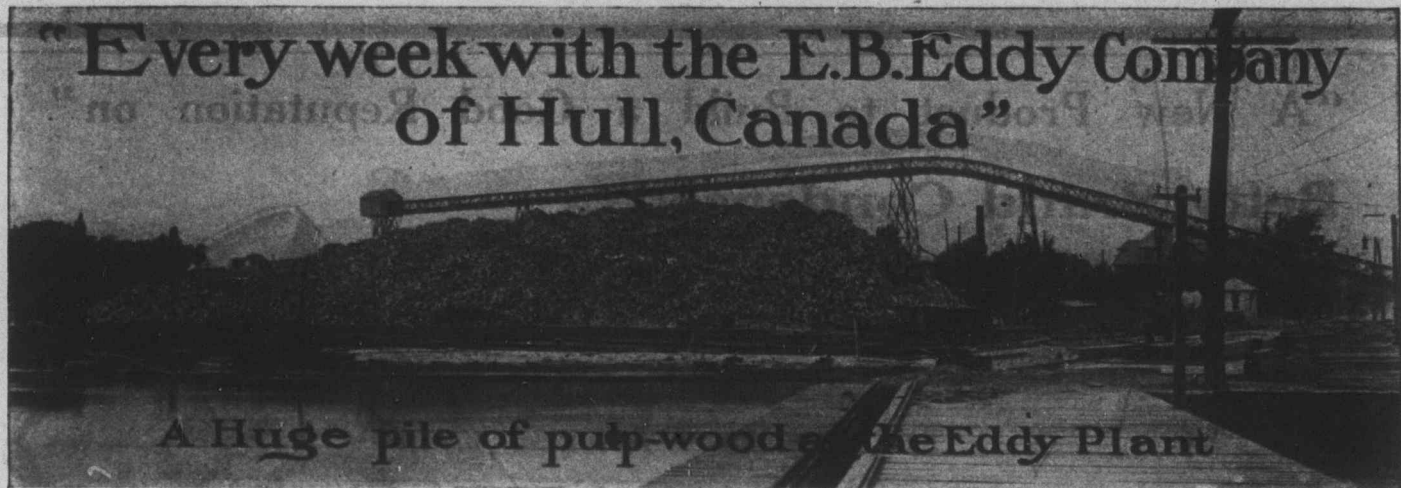


THE unexcelled sweetening properties of Royal Acadia Sugar have won for it the lasting confidence of the Canadian Housewife. So that when you recommend Royal Acadia you are assured of your customer's approval and her continued sugar patronage.

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

*Every Grain
Pure Cane*

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



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

A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated March 21, 1919

Being No. 26 in the Series

MAKING EDDY CO. SULPHITE FIBRE: “COOKING” IN THE BIG DIGESTERS

IT is when you come to the digesters that the great difference between making mechanical pulp and making sulphite pulp becomes most evident. The wood has been reduced to chips mechanically, but there ends the mechanical effort required. Within the digesters there is no machinery. They are simply huge sealed cauldrons in which, under the action of steam and acid, the wood loses all its resin and non-fibrous substances, and becomes pure white, silky fibre fit for the finest paper-making.

The first battery of digesters at the Eddy Plant consists of four big boilers, each forty feet long by thirteen feet six inches in diameter. They are made of steel three-quarters of an inch thick, and inside the steel sheathing there is an acid-proof lining of brick and cement nine inches thick.

The wood chips tumble through a man-hole in quantity sufficient to fill the digester about two-thirds full. The digester is sealed up securely, except for the pipes and valves through which acid and steam are admitted according to the requirements of the Eddy Process (which is, of course, a secret). The time of “cooking” varies according to the exact quality of pulp required. Slower cooking gives a longer fibre, and makes for a stronger paper. As originally devised the sulphite process used to take as long as twenty-four hours. Now seventeen hours are sufficient for a thorough “cooking,” and the process can be accomplished at need in as short a time as ten hours.

After the chips have cooked for the prescribed period, the acid is run off, and water is run in clear and pure to wash the cooked fibre. For four hours at least the washing process is kept up. Then when the water is drained off, men enter the digester with shovels, and dig out the fibre which is now white and tenacious, but which has still many processes to go through.



Special Selling Points of Eddy's Famous “Silent 5” Matches



Eddy's Silent 5 Matches

They are made from selected wood, clear, straight-grained, which will not break off in striking. The wood is clean Canadian White Pine from the Eddy Company's own timber limits.

They are Sesqui tipped, non-poisonous, safe in manufacture and in use, fully conforming to every Government regulation.

They strike silently, and the heads do not fly off dangerously.

They are dipped in a swiftly igniting wax which ensures a clear, strong flame which does not burn down too fast.

They are rendered chemically self-extinguishing by a special process which makes the stick char down to a fibre tough enough to hold the head strongly, even after the match is out, and yet which does not glow red so as to cause risk of fire if dropped on the ground or floor.

Methods of manufacture by which these Special and Successful Selling Points of Eddy Matches are produced will be described in forthcoming articles in this series.

"A New Product to Build a Good Reputation on"

Betty Brand Condensed
(SWEETENED)
MILK

There's a big business assured the dealer who stocks up with "BETTY" BRAND Condensed Milk. It is the purest quality on the market, and with each sale you can be certain of satisfied customers.

If you have not been called on, just write us direct for further particulars.

"BETTY" BRAND Condensed Milk comes from the purest of pure milk, condensed to the consistency of rich cream, and sweetened with pure sugar. There's an absence of peculiar flavor about "BETTY" Milk which makes it an instantaneous favorite. Some customers buy it in quantities. Fine for camping parties, Summer homes, and every household use; also highly recommended as an infant food.



The Laing Produce & Storage Co.. Ltd., Brockville, Ont.

BELL, KING LIMITED

Wholesale Fruit and Produce Merchants

187-191 McGill St. - - - - MONTREAL

Announce to the trade that they keep a full
Line of Fruits and Vegetables.

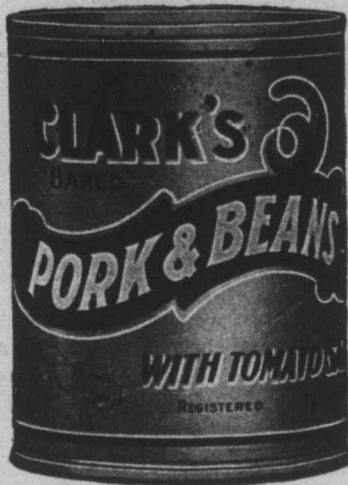
Specializing in

ORANGES, LEMONS, GRAPEFRUIT, APPLES
BANANAS, TOMATOES, NEW CABBAGE
and CELERY.

Every Precaution and Care are taken in selecting sound and well packed goods.

Get our prices before ordering elsewhere.

CLARK'S PORK & BEANS



with
Tomato
Chili
or
Plain
Sauce



You will find, Mr. Grocer, to be your best line in
Pork and Beans.

For quality, flavour and perfection in cooking
they are, as you know, unequalled. They have
been for many long years a household necessity
with Canadians, and the Clark advertising is
designed to make them more so and to increase
your sales.

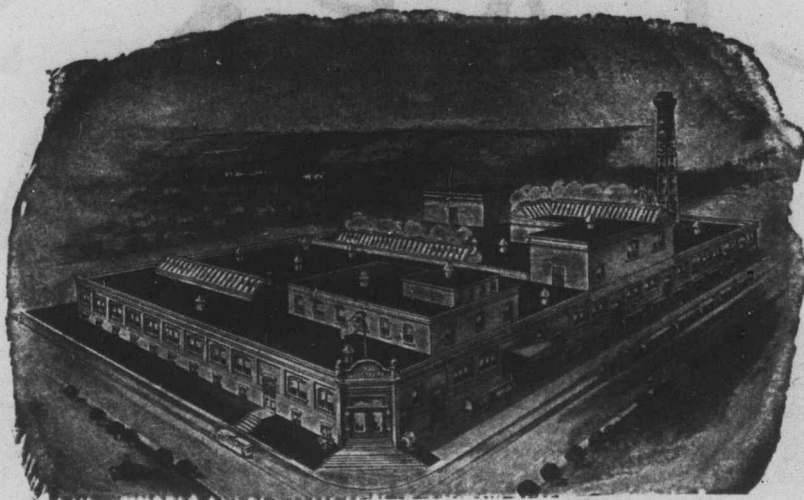
Stock the Beans That Sell

W. Clark, Limited

MONTREAL

CANADA FOOD BOARD
License No. 14-216

Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass

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

WAGSTAFFE'S

NEW SEASON'S 1919

CELEBRATED SEVILLE Orange Marmalade

Now Ready for Delivery

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

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

-the New Marmalade



A \$2,000,000 Introduction

A Leader from the Start

Two Kinds:
Sweet and Bitter Flavor

Sunkist Grapefruit Marmalade is one of the finest bitter marmalades ever placed on the market.

SUNKIST Marmalade entered the market January 1st. The first full page color advertisements appeared in March magazines. These advertisements announced three new Sunkist products to a public which already bears strong good-will toward the name Sunkist. The three new products are

Sunkist

Orange Marmalade (Sweet)

Grapefruit Marmalade (Bitter Flavor)

Orange Jelly

Continuous National Advertising

Your stock of these new Sunkist products will have advertising behind it continuously. Forceful, selling advertising which will be continued with the same steady integrity that has distinguished Sunkist orange and lemon advertising.

In the last ten years \$2,000,000 has been invested in advertising Sunkist oranges and lemons. Sunkist is a standard of quality on oranges, lemons and grapefruit. It will also be a standard of quality on orange and grapefruit marmalade.

Therefore we say that Sunkist Marmalade and jelly come before the consumer with a \$2,000,000 introduction.

50,000 Sample Jars—Get One for Yourself

A free offer of sample jars is a part of our first advertisements. People who send for these samples will like the product. We have proved its quality by a three-year test. You yourself ought to sample Sunkist Marmalade. Send us a request on your letterhead or bill-head. We will also send you an attention-getting counter display of typical Sunkist attractiveness.

Order from Your Jobber

Ask your jobber for list of prices and sizes of Sunkist Marmalade.

California Fruit Growers Exchange

Shippers of Sunkist Oranges and Lemons

MAIN OFFICE
LOS ANGELES, CAL.

Orange Products Dept.

2 Mark St.
TORONTO, CANADA



Putting Reputation and Reality Behind Your Jam Displays

When you show Curling Brand Grapefruit Marmalade in your windows or upon your counter you are backing a product of sound repute---a marmalade with a reputation that is strengthened by the actual realization of better quality so apparent in every bit of this tasty wholesome product.

Another excellent seller is **ST. WILLIAMS APRICOT JAM**. Delicious, fine flavored and economical, this jam is always popular with careful spenders.

Fresh stock on hand to meet your requirements.

St. Williams Fruit Preservers, Limited

SIMCOE AND ST. WILLIAMS, ONT.

REPRESENTATIVES:

Maclure & Langley, Limited

Montreal

TORONTO

Winnipeg

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

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

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

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

Williams Storage Company, Winnipeg
also Winnipeg Warehousing Company
LARGEST STORAGE, DISTRIBUTING AND FORWARDING
HOUSE IN WESTERN CANADA

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

WHEN WRITING TO ADVERTISERS
KINDLY MENTION THIS PAPER

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBU-
TION

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

SIX HOUSES IN WESTERN CANADA

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

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

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

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited

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

Write Us



We can market your product in the West

Our men are continually in touch with both the Wholesale and Retail Trade—some of them do Retail work exclusively. And in addition to this you will have the prestige of a well established and widely known firm back of your product.

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

Scott-Bathgate Company, Limited, Winnipeg

Wholesale Grocery Brokers and Manufacturers' Agents

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

D. J. MacLeod & Co.

*Manufacturers' Agents
and Grocery Brokers*
EDMONTON, ALTA.

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

Joseph E. Huxley & Co.

Wholesale Grocery Commission Agents

WINNIPEG

CANADA

MacDONALD BROKERAGE CO.

ARE YOU SEEKING REPRESENTATION
IN ANY PART OF CANADA?

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

Mention This Paper When Writing
Advertisers.

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

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

We represent some of the best manufacturers, of whom the undermentioned are examples. We will give your line the same attention. Among the lines we represent are products of Pugsley, Dingman Co., Ltd., John Taylor & Co., Ltd., and Quaker Molasses Candy from Port Arthur to the Rockies.

**FINEST CRYSTAL
GELATINES**

Powdered and Sheet

FINE LEAF GELATINE

British Manufacture

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

EVERY DOG OWNER
throughout the World
Knows

**SPRATT'S
DOG CAKES
and
PUPPY BISCUITS**

Will you cater for
those in your town?

Ask your jobber for them or write for
samples and prices to

SPRATT'S PATENT LIMITED

Congress Street, NEWARK, New Jersey, U.S.A.

or

24-25 Fenchurch Street, London, England.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

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

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

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

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

VOL-PEEK



**FIRST AID IN THE KITCHEN -
IN EVERY HOUSEHOLD**

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

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

At your jobber or
H. NAGLE & CO., Box 2024, MONTREAL
(Owning and Operating Vol-Peek Mfg. Co.)

The Financial Post

This is a business man's paper. It is of interest to every man who has money invested either in his own business or in bonds and securities of various kinds. It is published weekly, and the news is given in very readable form.

Wholesale and retail merchants find it valuable because they are interested in market tendencies and market factors, not only as applied to their business, but also as applying to business in general. They need to know conditions local and remote. They need information to enable them to buy right and sell safely.

And the knowledge they need they can have for the insignificant sum of \$3 annually.

THE FINANCIAL POST OF CANADA,
143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. If I am satisfied with the paper, I will remit \$3 to pay for my subscription on receipt of bill.

.....
.....
C. G.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

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

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

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

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

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

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

MARITIME PROVINCES

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

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

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

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

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

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

Man Left You, Did He?

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

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

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

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

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

Canadian Grocer Want Ads. 143-153 University Avenue
TORONTO

**EL ROI-TAN PERFECT
CIGAR**

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

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

KELLEY-CLARKE CO. VANCOUVER, B.C.

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

The Robert Gillespie Co. Importers and Exporters

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

M. DESBRISAY & CO.

Salmon Cannery and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

North West Trading Co., Ltd.

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

WE CAN HANDLE A FEW MORE GOOD LINES

May we include yours among the quality products we are now successfully representing in this field? Particulars from
J. L. TORRY & CO.
Importers and Exporters VANCOUVER

W. H. HIND & Co.

WHOLESALE GROCERY BROKERS
MANUFACTURERS' AGENTS
28 Imperial Blk., Vancouver, B. C.
Let us discuss this territory with you

When answering
Advertisements please mention
Canadian Grocer

See Page 72 of this Issue,
it will interest you. It has
helped others, it may help
you.

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

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



ALBATROSS BRAND

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

FRESH
BRITISH COLUMBIA



PILCHARD

Your Customers Will Like

ALBATROSS BRAND

PILCHARD

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

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

DIRECTIONS:
When prepared
put place the
can-doyle being
opened into
boiling water
for ten
minutes.

J. W. BERRY, Tea Importer

Import orders executed for Ceylon and Indian Tea for 25 cases and over to any amount. No need for you to issue letter of credit. Will guarantee that bulk is equal to sample. J. W. Berry is alert and watchful as to the pulse of Ceylon and Indian markets (being in constant cable communication) and will give instant and correct telegraph information of conditions on enquiry.

J. W. Berry does not concern himself with common wishy-washy tea; only imports good liquoring tea—tea that will give best results as to liquor after fresh boiling water application. J. W. Berry has had a long, active and intelligent service in the tea trade, and will be happy to place his knowledge and services at your disposal if you so wish: A large stock of tea held in Vancouver, samples will be sent on application.

Bankers: Bank of Nova Scotia. **Office:** 33 Bank of Hamilton Bldg. **Warehouse:** 349 Railway St., Vancouver, B.C.

ORIENTAL PRODUCTS

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

Our quotations are very attractive.

Dodwell & Co., Ltd.

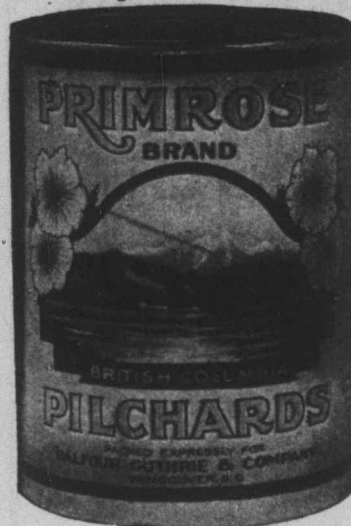
Importers and Exporters
VANCOUVER, B.C.

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

Branches at

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

“PRIMROSE” PILCHARDS



Strictly Prime Quality

Ocean Caught

Packed Only By Hand

Rich in flavor and high in food value

Defiance Packing Co., Ltd.

Head Office: VANCOUVER B.C.

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

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

Watson's

KIPPERED HERRING

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

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

LET US QUOTE YOU ON ORIENTAL LINES

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

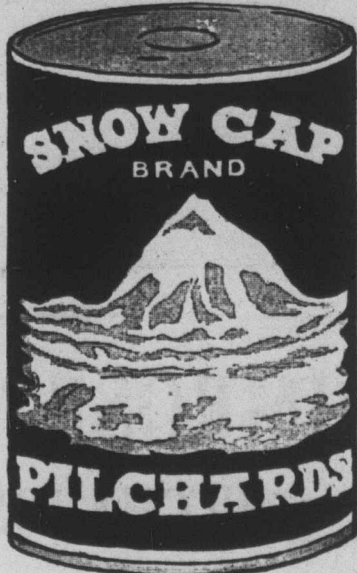
R. G. BEDLINGTON & CO., LIMITED, VANCOUVER

IMPORTERS

Established 1905

EXPORTERS

Salmon Commandeered



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

**SNOW CAP
BRAND
PILCHARDS**

are more deli-
cious than
SOCKEYE
and are less
than half the
price.

For Salads and
Sandwiches

*They are More of
a Dainty Than
Tuna Fish*

**"Snow
Cap"**

is Hand Packed
by

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

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

Canada Food Board License No. 4-517

Wantmore PEANUT BUTTER The Finest Spread for Bread



A delicious line. Made
from selected hand-
picked, blanched pea-
nuts.

Healthful, nutritious
and palatable.

Physicians recommend
it for children.

When you sell a cus-
tomer one can of
WANTMORE Peanut
Butter you will sell
her many more.

Its goodness will keep
it repeating and you
make a good profit on
every sale.

Ask your jobber for
it, or write direct to
us

R. L. Fowler & Co., Ltd.

Manufacturers

CALGARY

SASKATOON

REGINA

License No. 15-241

American Steel Wool

Cleans, Smooths and Polishes Anything and Everything

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

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

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

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

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

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

Grade No. 0 is the ALU-
MINUM Cleanser.

Goods packed in a counter
display container. One doz-
en in each.

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

Have your wholesale grocer
supply your requirements.



W. J. CHAMBERS & Co.

Sole Agents, 43 Scott St., Toronto



The Toilet Soap that everybody likes

You'll find Palmolive an easy seller

Palmolive Soap is the most popular toilet soap on the market today.

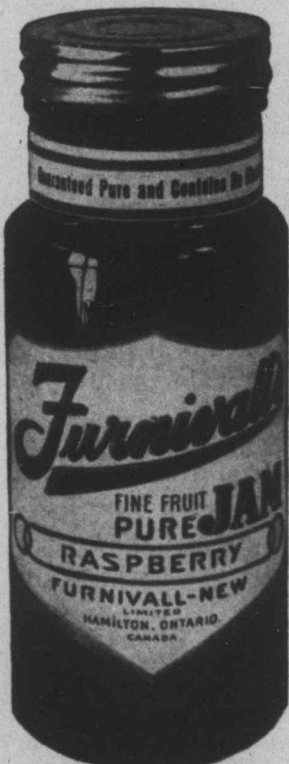
It will sell with scarcely an effort on your part because your customers are "wise" to Palmolive goodness.

And when you begin selling it, your efforts in this direction will be strengthened by our widespread newspaper and bill-board advertising.

Start the good work today. Get a trial supply and see it sell.

THE PALMOLIVE COMPANY OF CANADA, Limited
TORONTO

(911)



Furnivall's

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

FURNIVALL-NEW,
Limited
Hamilton, Canada

Canada Food Board License,
No. 14-167

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



EUREKA REFRIGERATORS

are
Made in Canada
by
Canadian Workmen
Guaranteed to give
Satisfaction

Eureka Principle
Cold Dry Air Circulation

PATENTED 1886, 1900, 1910, 1914, 1917.

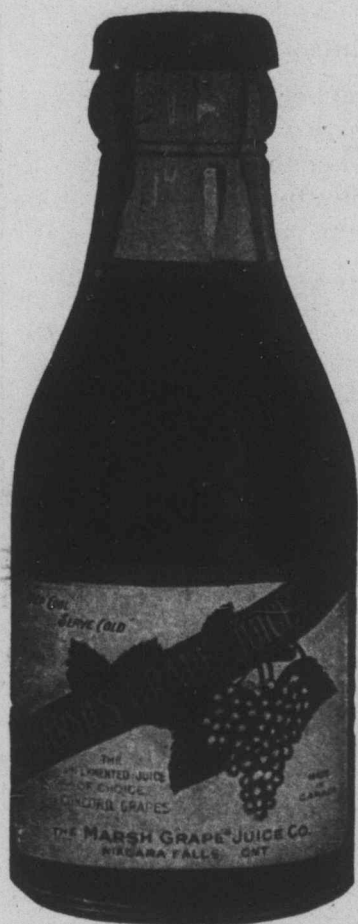
Absolutely Reliable
Built to last a Lifetime
Write for our New Catalog

Eureka Refrigerator Co., Limited

Head Office: Owen Sound
Branches: Toronto, Hamilton, Montreal

Everybody's Favorite

Make it your
big Summer
Seller



When Old Sol begins to chase the mercury up to the century mark there comes an increased call for a thirst-quenching invigorating beverage like Marsh's Grape Juice.

And it will require very little suasion on your part to make Marsh's a regular item in the weekly grocery order.

One sip of its delicious Concord goodness will captivate. People who buy it once will buy it regularly, and there's a good wide profit for you on every bottle you sell.

Stock Marsh's Grape Juice then and keep it well displayed. Back every sale with your strongest recommendation.

The Marsh Grape Juice Co.

NIAGARA FALLS, ONT.

Distributors

The MacLaren Imperial Cheese Co., Limited, Toronto.
Rose & Laflamme, Limited, Montreal.

PRIDE OF CANADA PURE MAPLE SUGAR AND SYRUP

New supply will be on the market soon. Order your supply now. We guarantee our Goods to be absolutely pure. Order direct or from our Agents.

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

MAPLE LEAF PRODUCERS ASSOCIATION LTD.

OFFICES: 58 WELLINGTON ST. W., MONTREAL



The modern trend is toward using only what is most convenient and economical. Klim is the logical successor of liquid milk with its expensive and uncertain delivery, waste, and general inconvenience.

Klim saves your customer time and money and is a new source of profit to you.

Canada Milk Products

Limited
TORONTO

Montreal Winnipeg St. John
Stocked by all Wholesale Grocers
Canada Food Board License No. 14-242

Fresh car of Fancy
Boxed Spies, also
Russets, Greenings
and Ben Davis.
Hothouse Cucumbers,
Florida Tomatoes,
Cauliflower,
Pineapples,
Oranges and other
Fancy Imports.

Send in Your Order.

McBRIDE BROS.

House of Quality

35 Church St. - Toronto

Canadian Food Control Licenses Nos. 3-027 and 3-028.

Now a Staple Article of Food

Rye Flour is no longer a mere substitute. The requirements of the War Board have introduced it to every housewife in the land and it has come to stay.

B.B. Brand—always reliable—is the best Rye Flour to stock. Put up in 98's, 49's, 24's and bales of 10-10's usual differentials.

B. B. RYE FLOUR MILLS LTD., WINNIPEG

License Nos: 4-295, 4-075



Mention this Paper When Writing to Advertisers

Becoming a Bigger Man

WHAT is the difference between some men you know and others known to you? Why are some men earning \$3,000 a year and some \$30,000? You can't put it down to heredity or better early opportunities, or even better education. What, then, is the explanation of the stagnation of some men and the elevation and progress of others?

We are reminded of a story. A railroad man, born in Canada, was revisiting his home town on the St. Lawrence River. He wandered up to a group of old-timers who sat in the sun basking in blissful idleness. "Charlie," said one of the old men, "they tell me you are getting \$20,000 a year," "Something like that," said Charlie. "Well, all I've got to say, Charlie, is that you're not worth it."

A salary of \$20,000 a year to these do-nothing men was incredible. Not one of the group had ever made as much as \$2,000 a year, and each man in the company felt that he was a mighty good man.

Charlie had left the old home town when he was a lad. He had got into the mill of bigger things. He developed to be a good man, a better man, the best man for certain work. His specialized education, joined to his own energy and labor sent him up, up, up. To put it in another way: Charlie had always more to sell, and the world wanted his merchandise—brain, skill and ability. Having more to sell all the time, he got more pay all the time.

Charlie could have stayed in the old home town; could have stagnated like others; could have been content with common wages. In short, Charlie could have stayed with the common crowd at the foot of the ladder. But Charlie improved himself and pushed himself, and this type of man the Goddess of Fortune likes to take by the hand and lead onward and upward. Almost any man can climb higher if he really wants to try. None but himself will hold him back. As a matter of fact,

the world applauds and helps those who try to climb the ladder that reaches towards the stars.

The bank manager in an obscure branch in a village can get out of that bank surely and swiftly, if he makes it clear to his superiors that he is ready for larger service and a larger sphere. The humble retailer can burst the walls of his small store, just as Timothy Eaton did, if he gets the right idea and follows it. It is not a matter of brain or education so much as of purpose joined to energy and labor. The salesman or manager or bookkeeper or secretary can lift himself to a higher plane of service and rewards if he prepares himself diligently for larger work and pay. The small manufacturer, the company director, the broker—all can become enlarged in the nature of their enterprise and in the amount of their income—by resolutely setting themselves about the task of growing to be bigger-minded men.

Specialized information is the great idea. This is what the world pays handsomely for. And to acquire specialized information is really a simple matter, calling for the purposeful and faithful use of time. This chiefly.

One does not have to stop his ordinary work, or go to a university, or to any school. One can acquire the specialized information in the margin of time which is his own—in the after-hours of business. Which means: If a man will read the right kind of books or publications, and make himself a serious student at home, in his hours—the evening hours or the early morning hours—he can climb to heights of position and pay that will dazzle the inert comrades of his youth or day's work.

IF business—**BUSINESS**—is your chosen field of work, we counsel you to read each week **THE FINANCIAL POST**. It will stimulate you mentally. It will challenge you to further studious effort. It will give you glimpses into the world of endeavor occupied by the captains of industry and finance. With the guidance of the **POST**, and with its wealth of specialized information, you, a purposeful man, aiming to go higher in life and pay, will find yourself becoming enlarged in knowledge and ambition, and will be acquiring the bases and facts of knowledge which become the rungs of the ladder you climb by.

It is the first step which costs. But this cost is trivial—a single dollar. We offer you the **POST** for four months for a dollar. Surely it is worth a dollar to discover how right we are in our argument. If you have the will to go higher in position and pay, sign the coupon below.

THE MACLEAN PUBLISHING COMPANY, LIMITED,
—143-153 University Avenue, Toronto.

Send me **THE FINANCIAL POST** for four months for one dollar.

Money to be enclosed
remitted

Signed

C.G.

Mention this Paper When Writing to Advertiser

Chocolate Decorated EASTER EGGS

Buy them now

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

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

Lauder's Fine Chocolates—Cent Goods.

Chas. Lauder Co.

95 and 97 Ontario St.

Toronto



MONSIEUR A. ESCOFFIER, the world-renowned Chef-de-Cuisine of the CARLTON HOTEL, LONDON, has prepared, specially for export to CANADA, a selection of his most exquisite Chef-d'oeuvres—SAUCES, SOUPS, PICKLES and CHUTNEYS—which have made his name supreme in culinary art amongst Royalty and discriminating epicures. Sauce Robert is one of them.

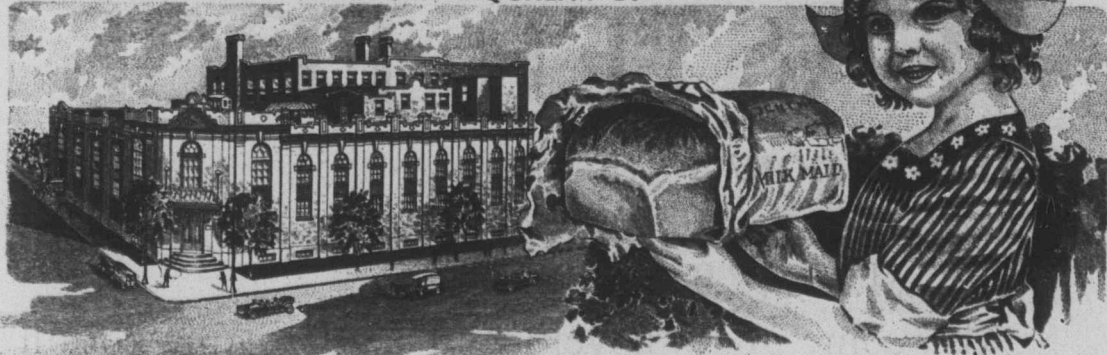
SOME CERTAIN PROFIT EARNERS:

- For Fish:** Escoffier Sauce Diable.
- For Fish and Meats:** Escoffier Derby Sauce.
- For all Viands:** Escoffier Sauce Robert.
Escoffier Pickles.
Escoffier Chutney.
Escoffier Tomato Chutney.
- For Sweets:** Escoffier Sauce Melba.

ESCOFFIER LIMITED, 6 Ridgmount St., London Eng.

A.B.C. Code, 5th. Edition.

THE MARVEL BAKERY WHERE

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

CORNER OF PRINCE ALBERT & SOMERVILLE AVES.

WESTMOUNT, P.Q.

WE WILL BRING
DENT HARRISON'S
MARVEL BAKERY
TO YOUR STORE

Yes, you can now have the bread baked in the finest bakery in Canada, for sale in your store. This bread has a Dominion-wide reputation for quality. Your customers will appreciate your efforts to secure them a good loaf of bread.

SEND US A TRIAL ORDER

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

*Write, phone or wire for quotations
and we will enclose with your first
order fine illustrations of our bakery.*

DENT HARRISON
WESTMOUNT, P.Q.

Strong Advertising Sells "Good" Tea

YOU must have seen—and read—some of the Red Rose Tea advertisements that are appearing in nearly all the leading newspapers in Canada.

This Advertising is creating new users of Red Rose Tea. It is moving the Red Rose packages off the grocers' shelves.

With Bulk Tea, the grocer has to do ALL the selling, and take ALL the blame if the customer finds fault with the tea.

With Red Rose, the grocer has nearly all of the selling done for him, and we shoulder all the responsibility should a Red Rose package fail to satisfy his customer.

Every package guaranteed.

T. H. Estabrooks Co., Limited

St. John, Montreal, Toronto, Winnipeg, Calgary



She's sure to like Keen's

Every good housewife does. Its quality is the customer's guarantee of complete satisfaction—always.

Keep your stock of Keen's Oxford Blue always on display. It's a Repeater.



Magor, Son & Co., Limited

191 St. Paul Street W., Montreal

30 Church St., Toronto

A Counter Display Stand like this will help your sales along

You are looking for a live Western Firm to handle your product?

We'll give you aggressive, resultful representation in Western Canada.

Our Annual Purchasing Power Is Twelve and a Half Million Dollars

The standing of the Wholesale Houses for which we are purchasing agents and the fact that we handle only first quality goods insure your product being introduced to the West under the very best auspices.

Correspondence solicited.

Consolidated Purchasing Co., Ltd.

E. Nicholson, General Manager

313 - 319 Pacific Ave.

Winnipeg, Man.

CANADIAN GROCER

Vol. XXXIII.

TORONTO, MARCH 21, 1919

No. 12

Ogilvys Adopts Cash and Carry

Original Idea to Handle Package Lines Only is Further Developed—"Kash and Karry"
Slogan Now Adopted to Stimulate Greater Selling—"Kash" Policy Well
Received, and "Karry" Will Be Popular

"WE opened our grocery department last April, and it has been successful," said A. B. Macdonald, of Jas. A. Ogilvy's, Limited, St. Catherine street, Montreal, to CANADIAN GROCER.

The primary object of the firm in opening this department was that of obtaining new customers for their other departments and of retaining those they already had. For there were others bidding for the business of Montreal's housewives and in the policy of several of the larger stores, the grocery department was made one of the big "drawing cards." And it was thought further that the carrying of a few lines, and most of the package goods, would fill the bill and meet the seeming necessity of offering something special to the woman shopper. And so the department was opened in the basement, and here it has been conducted with increasing success for the past ten months.

Pure Food Show

At the present time a Pure Food Show is in progress. This has been inaugurated with a two-fold idea. In the first place the public is invited to view the products of various manufacturers of foodstuffs, and as actual demonstrations are given to the customer, a considerable attraction is afforded. Booths have been erected and in each of these (numbering in all 41), a tasteful display of products is made and each placed in the care of an attendant or "demonstrator." In this way the prospective customer is readily introduced to the various lines offered.

"One manufacturer said that he would propose to give away a quantity of samples of his goods. I did not approve of this as being worth much," said Mr. Macdonald. "For to my mind one must demonstrate to the user what a product is and what value it possesses."

"Then you think the customer is not impressed with these free 'hand-outs,' Mr. Macdonald?"

"I believe that the customer should be shown the value of a given line of goods and the salesman or demonstrator can do this," was the reply. "We aim

to give our customers what they wish, but we get behind lines that give us a profit and advertise and feature these."

How to Establish Cash Basis

"There is one thing that has impressed me, with regard to the adoption of a cash basis by the grocer," said Mr. Macdonald. "He seems to be afraid to

we are going to have \$25,000 to \$30,000 on our books if we attempt to charge goods in this department,—it is out of the question."

"And so," continued Mr. Macdonald, "we placed the department upon a strictly cash basis and it has been a success. All that we found it necessary to do was to tell the customer plainly



Just a Minute, Please!



Tomorrow will witness the opening of the Greatest PURE FOOD SHOW Montreal has ever seen. No less than forty-one booths showing the choicest products of Canada's forty-one leading manufacturers, packers, canners and producers of the best and purest foods, including such well-known firms as:

Wm. Clark & Co.
McLaren's (Imp. Cheese)
Walter Baker's Cocoa.
Dalley Corporation (Coffees, Etc.).
Big 6 Cereal.

J. H. Heinz.
Wagstaffe's Jams.
Harris Abattoir.
Lipton's Teas.
Pears' Soap.

The number of exhibits is bewildering, and every housewife will find it to her interest to attend OGILVY'S PURE FOOD SHOW.

Open daily from 9 a.m. to 6 p.m. from Saturday, March 1st, to Monday, March 31st, both days inclusive.

Thousands of samples to be given away free. A. R. Brown's Orchestra for dancing daily from 2 to 5 p.m. Tomorrow, Saturday, the Orchestra will play from 10 a.m. till noon and from 2 to 5.

During the continuance of this PURE FOOD SHOW all sales will be

KASH AND KARRIE

Ogilvy's K. & K. system will be the money saver of the day. For instance: Clark's celebrated Pork and Beans in Tomato Sauce, Regular 13c a tin, will be sold 3 for 25c—and there are hundreds of like savings.

Something new every day—so come every day if you can. Special sample attractions for tomorrow, the opening day.

The way Jas. A. Ogilvy's, Ltd., Montreal, is featuring the Pure Food Show in connection with their Grocery Department.

put this into effect. When we spoke of opening our grocery department the difficulty of putting it upon a strictly cash basis presented itself. Said the treasurer at that time, "It is plain that

that groceries were sold strictly for cash, and they come along with the money. It seems to me that if the grocer would take a firm stand in this

Continued on page 29

Figures in Canadian Tea Consumption

Full Figures For the Current Year Published For the First Time—Tea Subject to Revenue Tax—Some Deductions Suggesting Present Stocks Available

THE accompanying statistics regarding importation of tea present certain features bearing upon the actual situation in Canada to-day, as revealed by these figures.

It would appear that a normal importation of tea during the five years 1913-17 is about forty million pounds annually. In the last fiscal year named the importation was 37,654,868 lbs., and it was realized by the trade that at the end of the fiscal year 1917, namely, March 31st of that year, the stocks held in Canada were unusually light, corresponding with the lighter importation. It would appear from the returns for the fiscal year 1918 that the shipments into Canada were in excess of normal by about eighteen million pounds, so that although many desirable grades of tea have been scarce during the past year the actual total supply was considerably in excess of demands.

Present Year's Imports Far Below Normal

The importations from the end of the fiscal year 1918 to end of January, 1919, were 12,536,609 with only two months of the fiscal year to run, and it is well known that during the two months, February and the current month of March, importations had been unusually light, and would not appear to reach one million pounds. If we take then the importation for the fiscal year ending March 31, 1919, as showing an importation of thirteen and a half million pounds, and add the surplus of the fiscal year 1918, or eighteen million pounds, you get the total available for consumption during the fiscal year ending March 31, 1919, which would be short of a normal importation of about eight to nine million pounds.

Consumption Probably Declined

It is possible, and, perhaps, even likely, that owing to the absence of the men of the expeditionary force and others during that year that our consumption has been less than normal, but it is certain that at the present date there is no abnormal stock of tea in Canada, and while undesirable grades are still plentiful and give in some quarters the impression that tea is still abundant, the facts are that the plentiful supply is confined entirely to this one grade, and, consequently, importers are coming into the market freely for importation of other grades generally, and the position and the market are both considerably stronger to-day than at any time during the past twelve months.

Canada in Export Trade

As another factor in decreasing the supply, there has grown up a fairly extensive export trade. It is understood

Tea made subject to Inland Revenue tax from May 1st, 1918 to March 1st, 1919,

24,514,948 lbs.

Imports into Canada for consumption for ten months ending January, 1919:

From	Quantity	Value
United Kingdom	23,277	\$ 5,533
British India	1,720,876	378,418
Ceylon	1,299,829	297,866
Jamaica	10	6
Hong Kong	151,132	41,941
Newfoundland	22	11
China	399,568	92,842
Japan	2,688,534	687,300
Dutch East Indies	6,176,338	1,251,006
United States	77,023	21,157
	12,536,609	\$2,776,080

Imports into Canada for consumption during month of April, 1918 (included in above total):

From United Kingdom		
British India	775,644	\$166,111
Ceylon	284,542	77,991
Hong Kong	11,290	3,534
China	241,255	62,706
Japan	377,434	69,048
Dutch East Indies	2,306,218	428,410
United States	7,629	2,965
	4,004,012	\$810,765

IMPORTS FOR CONSUMPTION, BY COUNTRIES, DURING THE FISCAL YEARS ENDED MARCH 31, 1913-1918

Imported from—	1913	1914	1915	1916	1917	1918
Total Quantities						
	Lb.	Lb.	Lb.	Lb.	Lb.	Lb.
United Kingdom	13,937,870	13,325,663	13,563,807	15,028,017	20,395,656	1,752,667
British East Indies—						
India	8,880,467	9,873,033	11,402,375	9,034,637	4,048,219	20,895,500
Straits Settlements	700					
Other	9,363,153	8,707,427	7,823,075	7,373,281	4,687,562	13,433,086
British West Indies	700		25	160	40	
Hong Kong	431,562	187,082	280,409	240,072	193,990	316,810
Newfoundland		2,490	70	175		27
Austria-Hungary			300			
China	2,676,347	1,199,312	2,461,705	2,053,771	1,367,783	2,138,781
France			4			
Japan	4,575,760	3,551,288	4,446,607	5,951,309	6,577,932	7,252,142
Mexico						900
Netherlands			3,875			
Dutch East Indies	209,863	480,370	331,756	661,349	177,027	12,339,753
United States	220,333	301,653	516,697	13,168	206,659	203,453
Total	40,296,055	37,628,322	40,830,701	40,655,939	37,654,868	58,333,119
Recapitulation						
British Empire	32,613,752	32,095,695	33,069,761	31,676,342	29,325,467	36,398,090
Foreign Countries	7,682,303	5,532,627	7,760,940	8,979,597	8,329,401	21,935,029

IMPORTS FOR CONSUMPTION, BY COUNTRIES, DURING THE FISCAL YEARS ENDED MARCH 31, 1913-1918

Imported from—	1913	1914	1915	1916	1917	1918
Total Value						
United Kingdom	\$2,620,212	\$2,623,639	\$2,749,368	\$3,278,820	\$4,817,719	\$ 555,715
British East Indies—						
India	1,374,568	1,635,084	1,938,608	1,831,625	752,749	4,977,720
Straits Settlements						
Other	1,660,924	1,518,491	1,449,085	1,618,310	1,011,475	3,617,683
British West Indies	143		6	55	10	
Hong Kong	59,100	31,060	40,235	36,588	35,577	72,167
Newfoundland		371	26	55		12
Austria-Hungary			76			
China	316,219	154,490	299,534	272,049	206,439	375,836
France		4				
Japan	741,101	571,447	752,934	1,047,798	1,061,798	1,349,884
Mexico						96
Netherlands			775			
Dutch East Indies	36,920	76,482	57,046	144,405	35,494	2,709,173
United States	34,433	38,648	76,557	42,195	38,525	65,147
Total	\$6,843,620	\$6,649,716	\$7,364,250	\$8,271,900	\$7,954,786	\$13,713,427
Recapitulation						
British Empire	5,714,947	5,808,645	6,177,328	6,765,453	6,617,630	9,223,297
Foreign Countries	1,128,673	841,071	1,186,922	1,506,447	1,337,256	4,490,130

that recently Toronto jobbers received an order for 6,000 chests of tea. This is only one order of several and if this continues this will be a substantial element in the situation. On the other hand there has been considerable purchase of Ceylons to arrive in the Canadian market.

BRITAIN WILL REMOVE PROHIBITION ON TEA IMPORTS

This Rumor Has Already Sent the New York Market Up, and will Probably Affect Canada

Large tea jobbers in the United States have been advised that the British authorities will be lifting restrictions on the importation of teas not later than April, and that import licenses are now being issued to private firms.

If this report is correct, and there is no reason to doubt it, it will have a material effect on the general tea situation. Already, as a result of this rumor, Java teas have advanced 5 to 7 cents a pound on the New York market, with every indication that this may only be a commencement.

This situation will undoubtedly be felt in Canada as well as the United States. Spot stocks are small and this new demand will in all probability cause a strong bidding for these stocks. The London demand, too, is for broken Pekoe and broken Orange Pekoe teas, which are largely in demand in Canada.

THREE MILLION POUNDS OF TEAS EXPORTED

Latest advices are to the effect that at least three million pounds of tea have found their way to Europe within the past week or two, most of this going via New York. It is stated that 2,500,000 pounds of this went from the United States and half a million pounds from Canada. The qualities are reported to be of the medium or lower grades and much of this large quantity is said to have gone to Holland. It serves to indicate very clearly that there is a market there for tea and with improved shipping arrangements it may be but the beginning of larger movement.

In addition to the foregoing, and according to advices from a large operator in Japan given CANADIAN GROCER, the tendencies on Japan grades of tea are still high and are likely to be so for some time.

PRINCE ALBERT, SASK., R.M.A. ELECTS OFFICERS

A branch of the Saskatchewan Retail Merchants' Association has been formed at Prince Albert. Officers have been elected as follows: President, Ray Manville; first vice-president, W. W. Mann; second vice-president, F. M. Henderson; treasurer, W. D. Mitchell; secretary, T. J. Morgan; executive, Ralph Miller, C. P. Erwin, Gordon Zoellner, J. A. Klein, D. H. Wood, W. Baker, P. L. Darnell, Frank Harvey, R. C. McLean, James Sinclair. Visitors at the organization meeting included J. J. Polson, of Regina, vice-president of the provincial association; F.

Quantity and Value of Tea Imported into Canada from May 1st, 1918, to February 28th, 1919

	Pounds	Value
Tea of Ceylon, black—United States	3,508	\$ 1,706
Hong Kong	18	7
Ceylon	9,000	300
Tea of India, black—British India	2,886	466
Tea of China, black—United States	2,397	703
Tea of China, green—United States	6,523	1,870
China	656	157
Tea of Japan, green—United States	39,147	8,190
Japan	1,402	407
Tea of other countries, n.o.p., black—United States	22,171	6,346
Hong Kong	10	2
Japan	1,415	184
Dutch East Indies	28,324	4,852
Great Britain	160	...
China	14	17
Tea of other countries, n.o.p., green—United States	486	319
Newfoundland	22	11

Tea imported direct from the country of growth or purchased in bond in United Kingdom

Tea of Ceylon, black—Great Britain	10,548	3,229
Ceylon	847,843	183,437
Tea of Ceylon, green—Ceylon	55,261	12,817
Tea of China, black—Hong Kong	118,508	33,007
China	72,549	10,748
Tea of China, green—Hong Kong	1,790	454
China	30,586	5,374
Tea of India, black—Great Britain	14,368	3,025
British India	671,571	165,881
Hong Kong	8,694	1,151
Dutch East Indies	13,862	1,782
Tea of India, green—British India	1,260	227
Tea of Japan, green—Japan	2,165,981	635,036
Tea of other countries, black—Dutch East Indies	4,230,812	860,432
Japan	146,323	38,131
Hong Kong	565	185
Jamaica	10	6
Tea of other countries, green—China	195	38
Dutch East Indies	75,022	14,540

E. Raymond, Saskatoon, provincial secretary, and W. L. McQuarrie, provincial organizer.

R. Hogg has purchased the S. France butcher business at the corner of River Street and Second Avenue, Prince Albert. Mr. Hogg was for two years with Mr. France in business before taking over the management.

COFFEE 50c a POUND IN PORTO RICO

The coffee shortage has created more suffering to the people of Porto Rico than even the rice shortage of last fall. The cost of home-grown coffee has gone up to 50 cents a pound, a far higher rate than people in the United States pay.

ADOPTS CASH AND CARRY

Continued from page 27
respect he would find the public would take to it alright. It just requires the determination to carry it through."

Views on "Kash and Karry"

The "Kash and Karry" plan adopted last week was given bold announcement in the daily advertising of the firm. This was attractively illustrated as shown herewith, and the results of the first two days, Mr. Macdonald stated, were very satisfactory. He believed that the results to follow would be still greater as time passed.

In common with the average grocer of to-day, Mr. Macdonald believes that the delivery cost on groceries is altogether out of proportion. It would not be so bad, nor would the expense be so great if the customer would carry the smaller parcels. But to deliver a pound of butter, half a dozen eggs and other

small items was entirely out of proportion. If the customer wanted the saving, she could secure it by carrying her parcels, and Mr. Macdonald believed that many would elect to do so.

So successful has the grocery venture been here, that it is probable the same may be moved to the top floor of the building, Mr. Macdonald said.

INGERSOLL HAS BRANCH OF R.M.A.

A local branch of the Retail Merchants' Association has been formed at Ingersoll, Ont., with the following officers: President, Harry Richardson; vice-president, A. McDermand; secretary, W. Forman; treasurer, H. Avery.

BACK FROM CALIFORNIA

Arthur P. Tippet, manufacturer's representative, Montreal, has returned from a trip to California. Mr. Tippet has been away several weeks and is improved in health. He reports weather and other conditions favorable in California, but is of the opinion that there will be little change to speak of in the basis of quotations on dried fruits before the next crop.

MAKES MONEY FOR THEM

The People's Supply Store, St. Johns, Nfld., writes as follows when subscribing for "The Financial Post": "We have had the CANADIAN GROCER coming for sometime and we find it invaluable, even though we are doing business outside of Canada. Through it we have been kept up-to-date by rulings and future market prices and prospects besides getting hints and suggestions that have meant business for us."—Wm. Thompson, Manager.

Retailers Influence Baking Powder Sales

Customers' Enquiries Necessitate Knowledge of the Goods in Stock

"I BUY one brand of baking powder by the barrel," stated Jas. L. Hewson, Oakville, Ont., "and the other four or five lines I buy by the case. If people ask me which I think is the best powder, as they often do, I tell them that there are two different kinds of baking powder,—that one is quick acting, the other slow. In my opinion one of these kinds is the best, and I generally sell that brand."

"Is it altogether a question of quality that makes you favor sales in this line?" Mr. Hewson was asked.

"In a measure, yes. I think this brand is one of the best on the market," he said pointing to a tin. "I am carrying another brand that I think is just as good in quality, but I don't sell a fraction of it in comparison with this particular brand. I don't just know exactly why I favor this one, except that I know it to be good from my own experience and can recommend it without fear."

B. H. Walsh, Oakville, stocks four lines of baking powder altogether. Two of these lines sell almost equally as well as each other.

Making the Merchant Decide

Mr. Walsh stated that as far as baking powder was concerned they let the customer make their own choice of brands, even going so far as to place all the lines they carried on the counter before the customer, if she did not express a preference.

"Have you ever found that when you have done this the customer is still undecided?" Mr. Walsh was asked.

"Yes, in probably the majority of cases, they will ask which brand I think to be the best."

"When they do so, of course I suggest the brand that I believe to be the best, and point out that I think it will give satisfaction," and he added that he had often noticed that the customer having once used that line, would ask for it by name the next time she came to the store to buy.

Here, then, is another instance showing that retailers are considered by their customers to be experts in their particular line. Customers ask them every day to help select the goods they buy which demonstrates the advisability and even the necessity for the aggressive merchant to have a thorough knowledge of the goods in stock. The retailer deserves the credit for each sale made after first recommending the goods. Merchants of course realize that it is easier to sell an article that the customer already knows. Her acceptance is then made without hesitation and therein lies, according to dealers, the great value and importance of general publicity.

THE LITTLE SCHOOL-MASTER SPEAKS

"While we hear so much about exclusive agencies and customers visiting several stores in a vain hope to secure a certain variety of branded merchandise, it would perhaps be interesting to chart a hundred calls in the average retail shops to find out how many would be purchasers left with unsatisfied wants. The results of such tabulation would probably be different from what one might expect—having in mind one's own critical shopping expeditions.

"A Chicago South-side retail druggist recently recorded a like number of calls—but for a somewhat different reason. He was anxious to determine just what the free accommodation of the public was costing him. His result indicated that 44.2 per cent. of callers on whom time was spent brought sales, while the remaining 55.8 per cent. bought telephone slugs and postage stamps, inquired the name of a doctor or address in the neighborhood, etc. But not one was turned away through failure to supply!

"We don't know whether this druggist was an adept at substitution or whether he was a super-salesman—which seems to be pretty much the same thing. The example does illustrate, however, the importance of selling the dealer—and all dealers—to get intensive distribution, and the fact that most people trust the neighborhood retailer and are apt to buy pretty much what he recommends."
—From "Printers' Ink."

While a CANADIAN GROCER representative was in the store of W. Joyce, Oakville, Ont., a customer entered with a long list of goods. Among the list was baking powder. "A tin of ——— baking powder," said the purchaser, "or any other brand you can recommend."

The fact that Mr. Joyce, had the brand asked for, and that, as he stated, he believed was one of the best on the market, does not change the principle, that had he not been stocking this brand, he could readily have sold any other that he could have honestly recommended. This is a factor that cannot be minimized. The customer looks upon the grocer as an authority on the lines he sells and dozens of times a day he is required to give his opinion on some aspect of the goods he sells.

How the Grocer Helps Reputation of Goods

Mr. Joyce stocks practically all brands of baking powder, and according to his

Retailer Establishes and Maintains Confidence in Goods, Thus Influencing Their Continued Sale

own statement he does not attempt to select for his customers without a more or less direct appeal from the customer for assistance. Every now and then a customer has a failure in baking, he explained, and about the first thing she does is to blame it on the baking powder. That puts her in an experimental mood, and gives us an opportunity to suggest the line of baking powder we feature. When a customer is dissatisfied with any kind of goods, she does not write and tell the manufacturer about it. She simply takes it back to her grocer. If the grocer exchanges it for another line, as he may readily do if he is not thoroughly convinced of the merits of the original article, that line has probably lost a customer for good. On the other hand the merchant often by a few well-chosen words re-establishes her confidence in the line. He is therefore not merely a factor in creating sales, but in maintaining confidence in a line that means a continuance of business for the manufacturer.

A Personal Bias Changes Bulk of Sales

"When I first took over this store nearly three years ago," said H. Smith, another retailer, "I found a very considerable sale for one brand of baking powder. Personally I am prejudiced against the firm who manufactures this powder, though I am not questioning the quality of their goods. In past years I have practically killed the demand for this line, and substituted another. I handle other lines as well and when a customer shows a preference for one of these, I usually sell it without comment waiting for some favorable opportunity to introduce the one we get behind."

The fact that the dealer's attitude in this case was due to a prejudice rather than a preference, does not alter the essential fact. It is clearly shown that the merchant exerts a strong influence among his customers.

"The bulk of our sales in baking powder are of ——— brand; we handle practically all the brands, but we generally keep ——— to the fore," said Mr. Hicks of Hicks and Bamford, Burlington, Ont. "We try to sell it because we believe it to be the best value for the money. I often say that my wife uses this kind and find that to be a conclusive argument as a rule. We usually find too that customers will ask for the line we have suggested when next they come to purchase."

Spencer Smith, Burlington, Ont., stocks all the better known lines of baking powder. When people ask for baking powder by brand name, he stated, we give them exactly what they ask for. Where people do not ask for these

goods by brand name, but simply as baking powder, we invariably sell —. Or where they ask us for our opinion, and a very large number of buyers do this, we always recommend that line, because we believe it to be the best value for the money."

The Personal Experience a Selling Argument

In speaking with D. Blondin, grocer, of 81 Daragon street, Montreal, CANADIAN GROCER asked about the sale of baking powder.

"We are now selling more of —," said Mr. Blondin. "It is a good powder, for we have tried it in the house and it works well. It is just as good as —, which costs more. The latter used to sell better, but when I can make more on the new line and sell this to my customers for five cents a can less than the other costs, I would rather do it," Mr. Blondin stated. He knows sufficient about the line he gets behind to guarantee it to customers. If they are not satisfied, they know they can take it back.

Both the lines being pushed by Mr. Blondin are given considerable general publicity. But he has seen fit to select one that he got behind with his selling power and that of his staff.

Wm. H. Stone, grocer, 112 Corydon avenue, Winnipeg, sells one particular brand of baking powder in larger quantities than any other line. He has tried this brand in his own household and has found that while it costs a little more than other brands, it goes further in baking. He uses his own experience to show customers that it is really the cheapest in the long run. The 12 oz. tin is the best seller. Mr. Stone says his customers take his word in recommending any such line. He stocks a few other brands for any customers who insist on these lines, but points out that in most cases the customer accepts his recommendation.

Changed to What He Thought a Better Brand

J. T. Teeple, Lilac street, Winnipeg, Man., formerly put his selling force behind a certain line of baking powder, but recently has changed his support to another and one different from the line featured by W. H. Stone. Customers ask for both lines by name. Mr. Teeple endeavors to support the best quality line and thinking — brand is a little ahead of the other he is supporting it and the result is that it is coming a strong second to the one which has had the field for many years. Mr. Teeple often gets some of his customers to try a line and he bases his recommendation on the result of these trials.

Has Introduced the Line

Harden Bros., Keewatin and Ross st., Winnipeg, Man., state that still another brand of baking powder sells best in their trade. The management think this line is the best in quality and therefore gives best satisfaction to customers. Some other lines of baking powder are stocked but they have not nearly so big a sale. Customers are

now asking for the line they are pushing by name. Mr. Harden claims to have introduced it. He could, he says, create a demand for another good line if he wanted to, though he states the quality of — brand, combined with his recommendation, has put this line in a strong position with his customers.

R. C. Braund, a Peterborough, Ont., merchant, maintains that the retailer, like the laborer, "is worthy of his hire." In discussing the baking powder question he pointed out that while he stocked a certain nationally advertised line he never displayed it on his counter or

shelves. He had a row of it at the back of a shelf with other lines in front. "I try to discourage the buying of that line all I possibly can," he said, "because I do not purpose working for any manufacturer for nothing."

The experiences of the above dealers indicate again that the retailer is called upon to choose and does choose the line of baking powder which he feels from his knowledge of them all, is the one that will best satisfy his customers and bring the best profit to himself both from a monetary and satisfied customer standpoint.

Maple Sugar and Syrup Probably Lower

Some Supplies Thrown Back on Market—Lifting of Restrictions re Sugar a Factor—Bids Down For Available Sugar Now—If Weather Favorable Production Will Probably Be Large

"BUYERS will not be so keen this year as they were last and I do not expect that there will be so many of them anxious to buy as they were last year. I'm inclined to think that a man will buy sugar in the summer time for less money than to-day."

In this manner, J. H. Grimm, of the Grimm Manufacturing Company, Montreal, summed up to CANADIAN GROCER the tendencies that this firm saw regarding maple syrup for the season immediately ahead.

It is very difficult to forecast the probable yield of maple products, and those most capable to speak will seldom express an opinion as to the run of sap likely in a given season. As Mr. Grimm put it: "No one can tell anything about it until the season is over."

In addition to the foregoing, Mr. Grimm believed that one of the factors which must be reckoned with is that of the increased freight rates, particularly to Western points. "With these excessive rates 25 per cent. higher than they were, and with syrup selling in the West at the outside limit of prices now, it is not likely that prices will be as high as they have been. And again,—there are practically no buyers at present, and some stocks have sold for less than cost."

Supplies Thrown Back

George R. Small, of Small's Limited, Montreal, stated that there was, in his opinion, a strong likelihood of prices for syrup being lower. Said Mr. Small: "The United States Government bought large quantities of maple sugar for the purpose of converting this into a combined kind of syrup for the use of the soldiers overseas. With the war stopping suddenly, there was a wholesale cancellation of contracts and this sugar was released and came back into regular trade channels. It was bought at very high prices, too, and there is quite a large amount of this sugar across the line, I understand."

Whether the same condition obtains in Canada is not so easy to define. There is some sugar, CANADIAN GRO-

CER is informed, but the amount cannot readily be ascertained. In several cases large lots have been offered, the writer is informed, and with very little response from buyers, excepting at a most favorable price—much under ruling quotations in the open market.

Lifting Sugar Restrictions

Mr. Small made another observation regarding the lifting of restrictions by the Government, and said: "The restrictions placed against the use of cane sugar sent the price of maple sugar very high, all users, such as confectioners, bakers, etc., being anxious to secure sugar in some form. Now that these restrictions are removed, with plenty of refined sugar, there will be more competition, and maple sugar is likely to be lower as a result."

In addition to this, Mr. Small pointed out that the present market was lower and that he knew of one case where a quantity of sugar had been offered at almost ten cents per pound below the prices ruling for some time past. In a general way the large buyers and users seem to be holding off buying, anticipating a better price basis later.

What of Production?

As before stated, it is practically impossible to size up the probable yield. Some general facts only can be given.

Advices from both the McClary Manufacturing Company, Montreal, and from the Thos. Davidson Manufacturing Co., Ltd., Montreal, two large manufacturers of equipment, are to the effect that the output of buckets has been very large this year. Another well-informed party stated that the information to hand indicated that Ontario farmers were making extensive preparations to tap many more trees than formerly. Altogether, it would seem that there is much interest being manifested all around in the tapping of many thousands of maple trees.

Supposing that the production is light or even fair, will the prices be
Continued on page 34

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

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

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THE POINT OF APPEAL

A MERCHANT in Renfrew, Ont., recently advertised that he would sell the same iron bed that one of the large mail order houses advertised in their catalogue, at \$6.10, for \$6.25, delivered and set up. The farmer who calls for it, he states, can have it at \$6.15, and they get it the same day. No writing, no postage, no uncertainty, and no delays, and the purchaser has the privilege of seeing what he is getting.

There are many merchants who are spending a lot of time worrying about mail order house competition, but this is the first illustration of such advertising that we have seen, that definitely makes the great points in favor of the local store. Certainly these advertisers are few and far between.

Why not stop the worry, and get down to business, as this merchant has done? After all, the mail order house is in greater danger than the local merchant, given an equal amount of enthusiasm and push in each instance. If the local merchant fails he must shoulder the blame himself, for that is where the blame should lie.

DISHONESTY IN BUSINESS

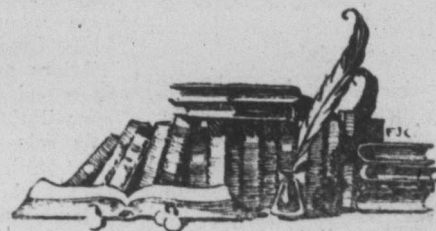
UNDER the above caption *The Financial Post* deals editorially, in the current issue, with one of the grave conditions of modern business life, the failure to consider a contract binding on both par-

ties if it is to the disadvantage of one. The editorial reads as follows:—

"The whole fabric of modern business and industry is based on confidence. Anyone, be he retailer, wholesaler, or manufacturer, who breaks faith with another, takes a slash at business in general. There are those who break their contracts when prices decline, and feel safe in the knowledge that it would cost too much to litigate, and the judgment would not cover all the loss of money, and none of the loss of time. Sometimes, a real business man does get disgusted, and in spite of his loss, he gives the offender a lesson on the ethics of business for the benefit of the country in general. There are, however, large numbers of the small calibre business man who manage to stay in business, sit tight while markets rise, and waltz when prices decline—usually escaping the penalty, probably because the game is not worth the ammunition.

"It has been known for a carload of canned fish from the Pacific Coast, packed and labelled to the order of an Atlantic house, to be cancelled by wire a few days before date of shipment because the market has declined, and the shipper, with a carload of canned fish on his hands, was told, 'He could use his own judgment about shipping, but the stock would be refused on inspection.' What powers of clairvoyance! It has been known that a carload of Eastern jams has been accepted en route only on greatly modified terms, by the consignee in the West, which simply meant that goods were received under terms and at prices at which, had the shipper known, the goods would never have been shipped. It has been known that cars of fresh fruit from the fertile valley of the Fraser have been refused on arrival on the Prairie—except they were delivered to the 'Buyer' on consignment only, and the wily shipper, instead of 'falling,' took the night train, and reached the Prairie point to find the cars well iced, and unopened.

"There is a serious lack of the fundamental basic principles of honesty evident among some engaged in business, and it is the duty of every business man to stamp out the unprincipled, unethical member wherever his presence is discovered. Make it unprofitable to be morally as well as legally dishonest."



WESTERN FIRM OCCUPIES NEW QUARTERS

Todhunter, Mitchell Coffee Co., Winnipeg, Occupy New and Attractive Premises—Salesmen's Conference Held

WINNIPEG, Mar. 19. — Todhunter, Mitchell Coffee Co., Ltd., have been having a "house-warming" to celebrate their new home. As Geo. H. Campbell, the managing director, said: "We don't move into new premises every day so we are celebrating a little bit," and this remark was justified as they now have large and attractive premises.

The travellers also held a convention. The session opened Monday morning last week and all the Western travellers were represented, including many of the men known to the Western trade as Pure Gold representatives for a good many years. Dave Lucas has been on so long that he is afraid to say the number of years. Gren Caldwell, a famous hockey referee, was right on the job as usual; also Fred Bjarnason, who has been with the firm for the past 11 years. S. Johnson, who left the firm to go overseas, is now back again and has added a few pounds to his girth in the meantime, but still has "that smile." Harold Earl has joined the Pure Gold staff recently. Roy Denison, of Regina, was another salesman added to the Pure Gold staff a few months ago.

Sessions were held morning and afternoon for three days, and papers were given by a number of the men on subjects covering goods they had been particularly successful in selling. Mr. Campbell gave a number of talks on different phases of the business, emphasizing the point that the Pure Gold business has never been built up on price, but by selling what the firm considered the best goods that could be purchased in their line at a price consistent with this quality, and pointed out the steady growth of the business in the past from the Atlantic to the Pacific. He also stated the firm was putting in new machinery as fast as they could reasonably arrange it to manufacture more of their lines in Winnipeg and will gradually manufacture all of their lines here.

Monday evening a dinner was tendered the full staff, including the warehouse, at the Fort Garry Hotel, and later the party went to the theatre. Mr. and Mrs. Campbell were presented by the staff with a tea set of Crown Derby china. The firm had asked the travellers to have their wives accompany them, and during each afternoon the ladies were entertained in different ways. Tuesday night a dinner to the travellers and their wives was held at the St. Charles Hotel, at which a unique program was put on. The convention was brought to a close Wednesday night at 10 o'clock after an all-day session full of very interesting events.

Mr. Campbell, at the dinner at the Fort Garry, spoke very warmly of the hearty support given him by the staff during the past year and of the progress

the business had made, pointing out that they had made an increase of over 50 per cent. since April 1st last year.

YARMOUTH, N.S., MERCHANTS FORM BRANCH OF R.M.A.

The banquet to Yarmouth's Retail Merchants at Churchill's restaurant, Yarmouth, N.B., recently, which was arranged by Alfred Burley, provincial organizer for the Retail Merchants' Association of Canada, was attended by about thirty of the town's retailers. After the supper a meeting was called for the purpose of considering organization. E. J. Vickery was appointed chairman and J. J. C. Robbins as secretary for the evening.

Mr. Burley addressed the gathering at some length, dealing with the benefits that the parent association had been to the retail trade.

After some discussion it was decided to organize and the following officers were appointed: President, H. E. Kirk; first vice-president, L. M. Trask; 2nd vice-president, R. H. Redding; secretary, Bernard Ross; assistant secretary-treasurer, J. J. C. Robbins.

Adjourned to meet again in a few days and in the meantime Mr. Burley is making a strong effort to interest all the retail merchants of the town.

JUNIOR PARTNER OF CONNORS BROS. PASSES

William P. Connors, junior member of Connors Brothers, Ltd., of Black's Harbour, N.B., passed away at his home at Black's Harbour on February 14. The late Mr. Connors was well known to the trade and his loss will be deeply felt.

ONTARIO TRAVELLERS' SUMMER HOLIDAYS JULY 28 TO AUGUST 9, INCLUSIVE.

The period which has been set aside by the Wholesale Grocers of Ontario for their travellers' holidays this year is from July 28 to August 9 inclusive. It is hoped to be able to make this apply to the whole province and that during this time all salesmen will be withdrawn from the road.

NORTH BATTLEFORD, SASK., ADOPTS EARLY CLOSING

North Battleford, Sask., retailers have ratified the early closing plan. They also favored a weekly half holiday for a period of four months commencing with May. Wednesday afternoon will be the half holiday. Early closing will include each day of the week but Saturday, all stores closing at 7 p.m. daily except Saturday, and drug stores at 8 p.m. Officers of the North Battleford Retail Association for the ensuing year were elected as follows: President, H. R. Bowers; secretary, F. P. Nelson; treasurer, F. Frawley; first vice-president, A. J. McCormick; second vice-president, R. J. McClinton; executive, R. S. Cruickshanks, A. F. Macdonald, F. Sallows, O. Johnston and W. G. Watson.

CHANGE IN CHAIN STORE MANAGEMENT

T. P. Loblaw, Manager of Loblaw Stores, Toronto, Severs Active Association With Chain—F. E. Robertson Becomes Manager

T. P. Loblaw, the founder of the Loblaw Stores, Limited, of Toronto, and president and manager, has given up his active connection with this firm to join the United Farmers' Association of Ontario. Mr. Loblaw is an old Alliston boy, who has been connected with the grocery trade in Toronto for the past fifteen or sixteen years. He organized the Loblaw Stores some eight or nine years ago. This chain of stores has developed so that to-day there are some seventeen or eighteen of them in Toronto. He now becomes general manager of the United Farmers' Association and will look after the interests of the farmers connected with that organization, in the City of Toronto. He was selected for this position because of his knowledge of the retail business in Toronto.

Frederick E. Robson, who has been assistant manager of the Loblaw Stores, Limited, for a number of years, becomes manager and he will conduct the affairs of the company in future. The Loblaw Stores is a \$100,000 limited liability company. They adopted a profit sharing plan for employees a few years ago, their system being in effect since December 31, 1917. They received considerable publicity a few weeks ago by cutting the price of bread, and they maintain they have been the last to advance it again.

Mr. Robson has always devoted a good deal of his time to things other than those directly associated with the grocery business. For instance, he started the vacant lot gardens on the Rotary Club and looked after this part of the work for a couple of years. He is president of the Central Neighborhood work and a director in the Big Brother movement.

Mr. Loblaw is still associated, but not in an active capacity with the Loblaw Stores.

JOHN DIAMOND CALLED BY DEATH

John Diamond, founder and directing head of John Diamond & Sons, manufacturers of ink, bluing, stove polish, etc., of North Third Street, Philadelphia, passed away at his home in that city on Feb. 7. Mr. Diamond was born in Glasgow, 67 years ago. He came to Philadelphia when a youth, and has been engaged in the manufacture of blackings and similar lines almost all his life. His loss will be deeply felt by the trade. The business will be continued by his two sons and surviving partners, Edmund A. Diamond and Frank P. Diamond.

A meeting of the merchandise brokers and agents of Montreal has been called for Tuesday, the 25th inst., in the Board of Trade rooms to consider the advisability of forming an association.

Ontario Farmers to Do Three Million Business

Expect That the Total Retail Business During the Year of the Farmers' Co-operative Company Will Reach This Figure

T. P. Loblaw, of the Loblaw Stores, Toronto,
Appointed General Manager

THE Farmers' Co-operative Company, Limited, the merchandising end of the organization of the United Farmers' Association of Ontario, has come under the general management of T. P. Loblaw, the founder of the Loblaw Stores, Toronto, who will have the complete direction of the campaign to put this department on a thoroughly business-like basis. Mr. Loblaw, when seen by CANADIAN GROCER at the association offices, King street, Toronto, stated that he was just taking up the work and had taken no definite steps as yet. He anticipated, however, that the thirty thousand members of the United Farmers would all be interested in the undertaking, and he estimated that the Farmers' Co-operative Company would, during the current year, do a business totalling three million dollars.

Will Be Fair Competitor

"The idea behind the organization," he stated, "was not to sell the farmers' goods at figures below those of the general retail stores. As a matter of fact, the farmers' clubs that are the nucleus of the organization may buy through the company in any quantity that they may require, but, irrespective of quantity, the goods will be delivered at the regular retail price. In this way, the company, while directly competing with the local retail stores, claim to be doing so on an eminently fair basis. Where the farmer profits is in this, that he, as a member of the United Farmers' Organization, is one of the partners in this business, and as such shares in the yearly distribution of the profits made by the Farmers' Co-operative Company. These profits will be divided among the various farmers' clubs in proportion to their buying during the year, and these profits in turn will be distributed to the individual farmer."

A Mercantiling Company Also

The only incentive that the company is offering to the farmer members, according to Mr. Loblaw, is the fact that this is their own organization, that the profits, if profits there be, are theirs, and that the company stands ready to serve them at all times. The farmer can write in, to buy groceries, to sell any products of the farm, or to purchase binder twine, or even a binder. It is, Mr. Loblaw stated, the intention of the company to act as an intermediary for the farmer. To buy for him what he wants to buy, no matter what these needs may be, whether groceries, hardware or machinery, and to in turn handle the goods that the farmer has to sell.

"To meet the needs in this latter department there has already been estab-

lished a branch at the Toronto Union Stockyards, where an official of the company is always in charge. Live stock is shipped direct to this official, and regular account sales of the transaction are made to the shipper, the company deducting the usual selling commission. At the end of the year, such profits as accrue will be distributed as above stated.

There is also the matter of produce, that it is the intention of the company to handle when they can do so advantageously to the farmers. This may in a measure affect the business done by the general store, Mr. Loblaw admitted, but he did not believe that it was a business that the general merchant would greatly regret to lose. In any event, as in other activities, they intended to work on a strictly legitimate competitive basis.

In response to a question as to how the company expected to keep their proposition before the farmers, Mr. Loblaw stated that they had for some time past been sending out a bulletin containing such information. With the taking over of the "Weekly Sun" by the United Farmers, however, it was his intention to make the fullest use of this medium, in presenting the case of the Farmers' Co-operative Company. In this way he believed that it would be possible to present the case in a way that would make the proposition attractive.

Mr. Loblaw took over the management of the company on Monday last. He expects to leave next week for Winnipeg to investigate the workings of farmers' organizations in the West in order to get a sound foundation on which to operate.

MAPLE SUGAR AND SYRUP PROBABLY LOWER

Continued from page 31

low? This is problematical. Some say that the season may open on a rather high price basis, and particularly if the run of sap be small. Mr. Small was of the opinion that opening prices might rule high, but believed that there was a strong likelihood of these lowering a little later in the season.

"Demand is looking up from England," said Mr. Small. "There have been quite a number of enquiries from there and a great deal of sugar goes through the large brokers."

This will probably be a factor. It will help to offset the present dearth of bookings from the United States buyers. They are holding back, Mr. Small said, and there is little business from this source in prospect.

Altogether it would seem that prices will be lower as the season advances.

REGINA R.M.A. FAVORS EARLY CLOSING

The Regina local branch of the Retail Merchants' Association at a meeting this week went on record as favoring the closing of all retail stores at six o'clock every evening, including Saturdays, the year around. There was a large representation of all trade sections and the vote in favor of early closing received unanimous support. The resolution provides for a Wednesday half holiday during the months of June, July and August, and exempts the evenings of the week preceding Christmas.

In favor of the resolution it was pointed out that public sentiment was fast crystallizing into an active sympathy for clerks and salespeople who have to stand on their feet through the rush of a fourteen-hour day once a week. Retailers, it was stated, had previously hesitated making any radical change in shopping habits, believing that a portion of the community valued the privilege of Saturday evening shopping. Recently, however, customers have become outspoken in the belief that storekeepers should feel at liberty to do what they think wise for the improvement of conditions in their own stores.

Petitions will be circulated at once among the retail stores of Regina, and the hope is expressed that these may be signed universally, in order that Regina may lead the way in establishing as a general by-law such a desirable condition for the workers in retail trade.

SASKATCHEWAN R. M. A. CONVENTION TO BE HELD IN MAY

Arrangements are being made for the annual convention of the Saskatchewan Retail Merchants' Association which is to be held in Regina May 13, 14 and 15. This convention is of national importance from the standpoint of the trade as it will see the first step taken in the movement to provide something in the nature of a merchandising course of lectures and training for the use of the merchants and their associates.

The convention will be one of the most important in recent years. The program has not yet been announced, but is now in the course of preparation. There will be speakers of international fame and the program throughout will be of such a character as to appeal in the strongest manner possible to all the merchants coming within the scope of the association's activities.

F. M. Logan, assistant manager of the Saskatchewan Co-Operative Creameries, Limited, Regina, has been elected president of the Western Canada Dairyman's Association at a recent meeting in Winnipeg. J. A. Caulder, manager of the Saskatchewan Creamery company at Moose Jaw, was elected secretary of the new association. The new association covers the four western provinces and it will be composed of producers of milk and cream, manufacturers of ice cream, butter, cheese, and condensed milk and distributors of milk.

Present Questions to Government

Executive of Dominion Board of R.M.A. in Convention at Ottawa Discuss Many Important Questions and Urge Legislation

Reported by Resident Representative.

THE Dominion executive of the Retail Merchants' Association has been in session at Ottawa this week. The following were in attendance: Horace Chevrier, W. G. Devlin, C. W. Rannard, J. A. Banfield, Winnipeg; J. G. Watson, A. Daniel, J. S. A. Filion, L. M. Cornellier, Montreal; W. C. Miller, D. W. Clark, Toronto; A. A. McIntyre, John H. Vaughan, St. John, N.B.; W. J. Hoppood, J. C. Doyle, Halifax; B. W. Ziemann, Preston; C. H. Burt, Fredericton, N.B.; J. J. Polson, Regina; E. J. Turcotte, East Broughton; Henry Watters, E. M. Trowern, Ottawa.

The delegates were welcomed by E. R. Fisher, S. McClenaghan and Henry Watters, of the Ottawa branch of the association, the speeches of welcome being replied to by B. W. Ziemann and J. G. Watson. The whole day, until 8.30 at night, was spent in discussion of the matters to be laid before the members of the Dominion Cabinet and members of the House of Commons and Senate.

The meeting with the members of the House and Senate took place at the Chateau Laurier on Tuesday, and was well attended by those representatives particularly interested in retail trade. Mr. Horace Chevrier of Winnipeg occupied the chair and presented the whole programme for the consideration of those present in a most admirable manner.

He dealt at length with the Bankruptcy Act. He said the retailers did not think there was any need for such an Act. It is being asked for by the Credit Men's Association. The retailers did not think an Act could be made that would not cost more to the commercial and financial interests in Canada than it would save, in the way of expenses as well as stability in trade. Owing to the way it was originally drafted, it was more like an addition to the criminal code than an Act to help trade and credit. Even today, after many amendments, it bids fair to be fruitful of litigation and waste of estates.

It is necessary for a small proportion of traders, but the only object of a Bankruptcy Act is to free of all bonds the man who has given to his creditors all he has in the world. Unless there are important changes in the draft of the Act from last session, that principle is lost sight of. If those powers which are asking for the Act are strong enough to hypnotize Parliament and to obtain the consecration of the principle of the Bankruptcy Act in spite of the fact that it is absolutely unnecessary from our point of view, then certain safeguards would have to be imposed.

He said there had been a Bankruptcy Act in Canada years ago which worked hardships to the public, and the whole

credit structure of Canada was placed in a bad position. There is no evidence that the credit men and bankers were any more angelic than they used to be, and if this proposed Act is not carefully looked after we may see the same thing repeated.

"Do you think," interposed Senator McSweeney, "that we need one at all? We should much prefer that there be no Act passed."

In the matter of the proposed legislation requiring merchants to keep books, the Association agreed that this was necessary, but care should be taken to see that it was not made excessive. The proportion of men in business who go in with the deliberate intention of swindling was very small and should not govern in the matter.

On the False Advertising Act, it was

The officers for the ensuing year were as follows:

President, J. A. Banfield, Winnipeg.
First vice-president, J. G. Watson, Montreal.

Second vice-president, J. L. S. Hutchinson, Saskatoon.

Third vice-president, F. W. Daniel, St. John, N.B.; fourth vice-president, T. A. Gaetz, Red Deer, Sask.; fifth vice-president, W. J. Hoppood, Halifax, N.S.; sixth vice-president, G. A. Howker, Vancouver; treasurer, Henry Watters, Ottawa; secretary, E. M. Trowern, Ottawa.

pointed out to the meeting that up to the present the law could not catch the man who systematically allowed his advertising to be conducted to the detriment of the trade and the public. The association was asking amendments to the False Advertising Act to deal with this. The Act was quite severe on the merchant who personally advertised falsely, but did not get at the man who allowed his agent to do so.

Carrying of Parcels and Catalogues by Mail

It was pointed out that only a small portion of this was borne by the parties benefiting, the remainder of the cost had to be borne by the letter service. This allowed the mail-order houses to take away a great deal of trade from those parts of the country where it should be carried on. The country was being drained of its small towns and villages and those centres of society which were so necessary and which retail trade tended to encourage were suffering. The trade which they should get was being taken from them by the mail-order houses. He regretted to say that

many who should have a wider outlook were among the greatest encouragers of this business. The clergyman, for example, who should have a wider outlook. The mail-order catalogue was next to the Bible in many homes, where they sat down on Sunday and studied the big catalogues and made out their orders. The whole thing was largely due to the fact that the Government was carrying parcels at less than cost.

Senator Blain asked if it was not a fact that the country merchants themselves were great sinners in this respect, and often bought abroad what they could get at home. He was told that if there were those who did so, they were not members of the Retail Merchants' Association. "Anyway," said Mr. Chevrier, "we ask that you make this impossible on the part of the merchant or any other individual."

Fire Insurance Act

It was pointed out that it was not the retail merchant who was asking for this legislation. An attempt was being made to put through forms of applications containing innumerable questions and to make this signed application a part of the policy. In many cases the questions were impossible to answer. Exception was also taken to the fact that the Act would allow of too many structural changes in buildings being required. The agent of one company would require one thing and another agent would require something else, so that, if, as very often happened, a man had ten or a dozen policies, his building might practically have to be reconstructed. It looked to the association like a well-organized system of black-listing. They objected to the application becoming part of the policy, but if it is so, then the rates should be reduced. If the companies are to take absolutely no risk, they should share part of the premium with us; or, we say, once a policy is issued on this proposed application form it should be absolutely non-contestable after a certain time.

Weights and Measures

The Retail Merchants' Association asked that the fees for inspection under this Act be abolished. If this were done the merchant would invite inspection. It was for the public benefit and should be a public service.

Price Maintenance Legislation

The association was in favor of price maintenance in order that the manufacturer should be able to maintain the quality of his goods. It was pointed out that a catalogue picture could make anything look good, but that did not assure quality, as they knew.

Weight of Contents of Cereal Packages

With this matter was also considered

the weight of the wrapping on hams. While it has usually been possible for the merchant to protect himself in this matter, there is a limit to the distance he can go. They are many who do not realize how much this adds to the cost of the hams. It should be delivered to the merchant at the net price, regardless of the weight of the wrapper. In regard to weight of package contents, this is asked for by the consumer, the complaint being frequent that packages are not equally filled.

Adulteration Act

The association thinks the standard should be set in regard to honey and maple sugar. As to margarine, there was a question in the minds of some as to whether it should be sold at all or not; it was one of the matters on which opinion was divided, but in any event it should be graded. At present it is all sold the same, though there is a great difference in the materials composing the product masquerading under the name. This may be profitable for the manufacturers, but it is hurtful to the country. The consumer should have a chance to know just what the grade is of the material he is buying.

Inland Trade Commission

"Much of the trouble we are giving you gentlemen this morning would be obviated if we had an Inland Trade Commission," observed Mr. Chevrier. "As regards inland trade, we must say that the Department of Trade and Commerce is still only at the beginning. We find it always in the position of being about to be made as useful as possible—but not yet. A commission would stimulate inland trade; it would simplify matters, benefit the public and make the life of those in business better than it has been."

Government Employees and Garnishee Act

With the possible exception of the Bankruptcy Act the matter of garnishee of the wages of Government employees was laid more stress on than any other subject that came up. It was pointed out that with the C. N. R. becoming part of the Government machinery and the law preventing garnishee in civil suits, we had the condition where thousands who were once good pay were now trying to deadhead under the protection granted them. Any man who gets his cheque from the Canadian National Railways—and they are scattered all over Canada—cannot be garnisheed. The law in the different Provinces vary so much with regard to debtors that it is a fact that in certain Provinces you can not get at a man's goods nor have him up under judgment summons, so with the absence of garnishee you have no recourse at all. We have to recognize that there is a large class which has become known as civil service deadbeats. Probably 95 per cent. or more of them were originally honest, but they are being put in the position of not being easily trustable, so that there is no disposition on the part of dealers any longer to extend credit to civil servants. The only reason for garnishee not being allowed is the inconvenience it might be to the Government, but, as has been

the experience where it has been allowed in the case of Provincial Governments, the very fact that the privilege of exemption does not extend to the civil servants has made it very seldom necessary to invoke the Act.

War Stamps on Patent Medicines

This has worked a hardship to the retailer as the Department has had spotters all over the Dominion looking for a chance to catch men, and actually laying traps for them by making pretence of great hurry on the part of the buyer and of his being unable to wait for the stamp or even to have his purchase wrapped up. It has been haste, not dishonesty which has caused whatever trouble there has been. It has cost the Government over 62 per cent. to collect the revenue. It should be abolished.

War Profit Tax on Luxuries

This also should be abolished. It is hard to say just what luxuries are nowadays, and when you put jewellery in that category any man is prepared to say a watch is a necessity, and the same is true of cuff-links and other articles. Automobiles also were necessities in many cases.

There was such unanimous assent to the suggestion that the purchaser of goods on Sunday should be made equally guilty with the seller that the matter was not considered as requiring further urging.

Daylight Saving

The chairman said he was aware that there was some difference of opinion in regard to this. As he went on to discuss it he was interrupted by some of the legislators present who said the scheme was practically dead so far as Parliament was concerned, and it was unlikely that anything more would be heard of it.

Cost of Living Statistics

It was pointed out that this was now in the Department of Labor and had not been well handled. It was thought it should go to the Department of Trade and Commerce, so there might be a chance of getting dependable figures.

Customs Confiscating Automobiles

Numerous cases of this kind had arisen and worked great hardship. There was a practice of smuggling or distributing liquor in cars, and the cars, when caught, were seized at the border. It was pointed out that in a great many cases the cars were not the property of the nominal owner, being paid for in instalments. Unless it was proved that the real owner had guilty knowledge he should be protected.

Co-operative Societies

All such societies should be carefully examined as they were guilty of deceptive methods. Active steps should be taken by the Retail Merchants' Association to see that the public was more fully informed regarding them. Their method of showing profits, when they did show them, were not fair or legitimate. In this connection the matter of the co-operative efforts of civil servants was brought up, and the fact that they were doing their work to some extent with Government conveniences and in Government time. "You can stop this," the legislators present were told. "They

are breaking bulk on their purchases and dividing stuff up in Government time and on Government premises."

The chairman made it plain that the association was not in favor of asking for a tariff commission. They thought the tariff should be changed at once and not left to the slow operations of a commission, but if a commission should be established they wanted to be represented thereon.

A more or less general discussion on the different points brought out then ensued. Senator Blain wished to know something definite regarding the position of the retailers on the matter of the accuracy or inaccuracy of the trade statistics. Secretary Trowern pointed out many inaccuracies. At the time of the postmen's strike last summer statistics were presented stating that there had been an increase of 64 per cent. in the cost of living, which the association claimed was far too high. They asked to be permitted to put expert men in the Labor Department who would conduct an investigation free of cost, but the permission was not granted. Babsons' reports, which are considered a standard, show the postmen's figures to be far too high. Another speaker pointed out that in Moose Jaw figures had been taken for eight items and compared with the reports of the Department of Labor, and the figures of the latter had been shown far too high.

Senator Blain said it was very important from the standpoint of Canada as a country seeking immigration and business, that the figures should be accurate.

Different members and senators spoke and expressed pleasure with the idea of bringing them to the meeting. Many of the arguments presented had impressed them favorably. Garnishee was a hardship and should be abolished. Speaking on co-operation, one of the visitors said he was in favor of the old tried way of selling goods from the manufacturer to the retailer and from him to the consumer—a way which had stood the test and could not be beaten.

In a further discussion on the matter of an Inland Trade Commission, it was pointed out that the object of the association in urging this was to try to control Canadian business for the Canadian manufacturer. We should find out if we are losing trade, and to whom. Why can we not get trade now going to the United States turned into Canadian channels? The matter of men's furnishings was instanced, and it was asked what was the matter with the Canadian manufacturer when he could not control this business. If it was a matter of inferior goods, less attractive packages, or whatever it was, it should be found out. We want the balance of trade to remain in Canada. All the retailers asked was that the Dominion Government should help them to find out those things.

The afternoon meeting of the Dominion Executive of the association was held in camera when there was a discussion on the sixty several resolutions which the executive will discuss with the Cabinet on Wednesday.

CURRENT NEWS OF THE WEEK

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

Maritime

Charles Peters of Baird & Peters, Ltd., St. John, has returned from New York.

H. Fielding Rankine, of T. Rankine & Sons, Ltd., St. John, left this week for New York.

T. H. Estabrooks of T. H. Estabrooks & Co., Ltd., has returned from Toronto to St. John.

The lobster fishing season has opened off the Nova Scotian coast and the fishermen are meeting with fair success.

The warehouse of the McCoin Produce Co., wholesale produce merchants of East Florenceville, N.B., has been destroyed by fire.

Otis H. Warn, for upwards of thirty years one of the leading wholesale and retail confectionery dealers in western Nova Scotia, died recently at his home in Digby, N.S.

Shank's confectionery and fruit store, corner Spring Garden road and Dresden row, Halifax, has been taken over by a syndicate, which will add a modern tea room and extend the existing business.

The epidemic of burglaries among retail stores in St. John continues; McPherson Brothers' store was among those entered recently; a considerable quantity of goods was removed.

H. W. Cole, Ltd., St. John, wholesale grocers, have found it necessary to publish a notice in the newspapers to deny that they are interested in the chain of cash and carry stores which is to be opened in St. John.

S. H. White of Sussex, president of the Sussex Mercantile Company, who has been in the Southern States since January for the benefit of his health, is now reported much improved. He expects to return to New Brunswick in April.

The partnership existing between A. W. Currie and Charles N. Robinson of Cardwell, N.B., under the name of Currie and Robinson, has been dissolved and the business will be continued by Mr. Robinson and Fred B. McLeod under the name of Currie & McLeod.

W. J. Hopgood & Son, retail grocers, Halifax, have purchased the property on the corner of Spring Garden road and Birmingham street in order to meet the needs of their growing business, and as soon as the premises can be remodeled to suit their requirements their business will be transferred to the new stand.

The Retail Merchants' Association of Glace Bay, N.S., met recently in that town, J. C. Doyle, the provincial secretary, was present and addressed the meeting, outlining what the Association had been doing, and presented some of the plans for the future. At the close

of the meeting a hearty vote of thanks was tendered to Mr. Doyle.

Retail clerks of Amherst, N.S., have organized an association with Charles McLaughlin as president, W. Bell as vice-president and Arthur Gourley as secretary, with the intention of getting together for their mutual improvement and also to make their voice heard in civic affairs.

APPOINTED MANAGER OF THE AMERICAN CAN COMPANY FOR CANADA

T. N. Anderson, formerly district manager of the Canadian business of the American Can Co., has been ap-



T. N. ANDERSON
Manager for Canada of the American Can Company.

pointed general manager for Canada with headquarters in Hamilton, Ont. The company feel that their business in Canada now requires an executive head in direct personal contact with its affairs, and Mr. Anderson was selected to fill the position on account of his knowledge of conditions here and the work he has done as district manager.

Sergeant James C. Emslie of St. John, who was a traveller for the Lake of the Woods Milling Co. when war was declared and he promptly enlisted, has returned home after an absence of four and a half years. He was taken prisoner at the second battle of Ypres and was in Germany until after the armistice was signed. His wedding to Miss Kathryn Langan Brown, of Boston, was celebrated a few days after his return.

Quebec

Jas. Matier, Toronto, has sold to J. W. Heckbert.

A. J. Pesha, Kent Bridge, has sold to MacLean Bros.

Fred McBride, Montreal, has been ill for the past week.

Norman Reid, general merchant, Westmeath, is selling out.

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

Mrs. L. Gill, grocer and confectioner, Hamilton, is giving up business.

H. D. Marshall, grocery broker, Ottawa, was in Montreal recently.

G. S. Connell, general merchant, Lowville, has sold to Norman Koella.

W. F. Anderson, general merchant, Lakeville, suffered loss by fire recently.

George J. Wood, Montreal manager for H. D. Marshall, was in Quebec last week.

R. O'Leary, wholesale fish producer, of Richibucto, N.B., was in Montreal last week.

A. J. Leslie, College St., Toronto, has sold to A. J. Raymond.

J. A. Forest & Co., general merchants, Upton, have dissolved partnership.

W. E. McConnell, of the Interprovincial Flour Mills Co., Renfrew, Ont., was in Montreal recently.

Mr. O'Loane, of O'Loane & Kieley, Vancouver, was in Montreal for several days last week.

J. H. Magor, of Magor, Son & Co., Ltd., Montreal, left this week for England and will be absent for some weeks.

P. E. Denis, general merchant, Ste. Veronique, has been succeeded by Louis Moquin.

Louis E. and Georges B. Hamelin, Montreal, have been registered as grocers under the name Hamelin Freres.

Mr. Kehoe, representing Hill Bros. Co., of New York, was visiting the Montreal grocery trade early this week.

J. S. Meyers, of Peerless Cereal Mills, Woodstock, was in Montreal early this week calling on the trade.

Hatfield & Scott, wholesale potato dealers, Hartland, N.B., had their warehouse destroyed by fire recently.

C. Ritz, manager of the Montreal office of Robin Hood Mills, Ltd., is in the Maritime Provinces this week.

S. G. Bendon, of S. G. Bendon Utility Co., Montreal, is away to the Maritime Provinces on a selling trip this week.

Chas. Chaput, president Chaput, Fils and Co., Ltee., Montreal, expects to leave in a day or two for Atlantic City.

The Great Atlantic and Pacific Tea Company, Limited, has recently been granted incorporation in the Province of Ontario. The company is capitalized at one hundred thousand dollars. Its head office will be in Toronto.

Bell King, Limited, Montreal, have recently been granted incorporation with a capitalization of fifty thousand dollars.

C. H. Sirois, manufacturers' representative, Montreal, was recently a visitor to Toronto, Hamilton and other Ontario points.

Jos. Dufresne, wholesale grocer of Joliette, Que., and George Plourde, sales manager, were Montreal visitors recently.

B. F. Smith, wholesale produce and lumber, had his province warehouse at East Florenceville, N.B., destroyed by fire recently.

Emile Robert and Amaury Lafontaine have been registered as general merchants at Beloeil, under the firm name of Robert & Lafontaine.

Emile Chaput, of Chaput, Fils and Co., Ltee., Montreal, together with B. Trudeau, their tea buyer, was in New York for 10 days.

W. H. Despard, vice-president and general manager, White & Co., Toronto, returned to the city Saturday after spending some months in California.

E. Percy Roberts, with Major John T. McBride, grocery brokers, Montreal, will have the sympathy of his friends in the loss of his wife after a brief illness of four days. Mrs. McBride was a victim of double pneumonia.

C. H. Sirois & Co., manufacturer's representatives, Montreal, have been appointed Montreal agents for the Pendrith Machinery Co., Toronto, bakers' and confectioners' machinery, and also for the Jno. G. Pendrith Co., bakers' ovens, tools and utensils.

One of the heaviest losers in the fire at Lakeville, Carleton county, N.B., recently, was the firm of B. F. Smith & Co., of East Florenceville and North Devon. The firm's losses are estimated at more than \$5,000, less than half of which is covered by insurance, as just a few days before the firm's insurance there had been practically cut in two.

The fire loss sustained by the Dominion Glass Co., of Montreal, last week, while severe, will not retard the shipping of orders, CANADIAN GROCER is informed. The loss was fully \$100,000, it is stated, and while there will be a temporary interference with a portion of the bottle factory, orders will be shipped out regularly and without delays being necessary.

C. E. Choate, of C. E. Choate & Co., grocery brokers, Halifax, N.S., was in Toronto early in the week on his return home from Florida, where he has been spending a month's holidays. Mr. Choate reported business conditions in Halifax prior to his departure as excellent and information he has received since is along the same lines.

Ontario

H. B. Watts, Toronto, has sold to Geo. Frost.

Jas. Tremblay, grocer, St. Thomas, has sold out.

Geo. Steacy, grocer, has sold out to G. S. Madill.

J. A. Hillman, Leamington, has sold to G. H. Trott.

J. C. Cooper, Chedoke, has suffered loss by fire.

Geo. Morton, grocer, Fort William, has sold to Kerr Bros.

J. L. McMullen, grocer, Westboro, has sold to Wm. Larkin.

Jas. H. Connor has opened a general store at Glen Huron.

A. Toohey has opened a grocery and flour and feed store at Pitt street, Cornwall.

Silas Gerard, of Chesley, has taken a position with the William Cameron store at Hepworth.

The Canadian Bee Supply and Honey Co., Toronto, have purchased the planing mills of W. T. Boynton at Stouffville.

Zurawel & Co., have opened up a general store in the building formerly occupied by W. Kostuck, corner of Fifth street and Broadway, Rainy River.

Mr. W. J. Craig, who has been connected with the John Groves' store, Gravenhurst, for some years, left recently to take up his new duties as manager of the Sharpe store in Burks Falls.

Frank Berkowitz, who keeps a grocery at 238 Bay north, Hamilton, was held up by two masked men as he stepped out of the door of his store. He was relieved of \$11, all that he had in his pockets at the time.

Robson's grocery and confectionery stores as well as Wanamaker's grocery store, Lindsay, were entered by burglars recently, and a considerable quantity of cigarettes, tobacco and candy stolen. Small sums of money were also taken from the tills. The thefts are thought to be the work of juveniles.

W. A. Wilson, manager of the Saskatchewan Co-Operative Creameries, Limited, Regina, has returned from an extended trip to the coast, much improved in health.

AWARD MADE IN SCALE CASE

Judge Landis, in the United States District Court of Illinois, according to report, has awarded \$420,883 in profits to the Computing Scale Company of Dayton, Ohio, against the Toledo Computing Scale Company of Toledo, Ohio, for infringement of patent. The case has been in court since 1910. It has been through the Court of Appeals and was sent back to Judge Landis for the award in the accounting of profits.

Master in Chancery, Charles B. Morrison, had the case before him for three years in arriving at the sum to be awarded to the Computing Scale Company of Dayton, Ohio. The plaintiff charged the defendants with infringing their patent on the drum-shaped scales, the scale, they claim, that is used by the majority of the retailers of the United States.

The Toledo Scale Co., Toledo, Ohio, in connection with the above, maintain their contention is correct and that an appeal has been taken to a higher court, where they believe they will gain release from the judgment of Judge Landis. They further state there is no liability attached to users of their scales.

Western

L. Harris, grocer, Scarth, Man., has been succeeded by Readman H. Hutchings.

The store of H. Korduner of Winnipeg at Mile 78, was recently destroyed by fire.

Clack Bros., general merchants of Decker, Man., have been succeeded by J. Clack.

G. C. Fehr, general merchant, Halbstadt, Man., has been succeeded by S. Watski & Schroeder.

G. K. Stewart, general merchant, Rosenfeldt, Man., has been succeeded by G. C. Fehr.

J. B. Clark, general merchant, Naisberry, Sask., has sold to Moscovitz & Feinstein.

Anderson & Thompson, general merchants, Assiniboia, Sask., are discontinuing.

J. D. Munro, general merchant, Eyebrow, Sask., has sold to W. J. Pritchard & Son.

John Reid, general merchant, Maymont, Sask., has sold to J. H. Patterson.

Porter & Co., Ltd., general merchants, Broadview, Sask., have sold to J. S. Finkelman.

Vossburg & Son, general merchants, Tate, Sask., have been succeeded by McCharles and Rivers.

Gerein & Koch, general merchants and implement dealers, Vibank, Sask., have registered a partnership.

The store and dwelling of M. Shinbane, Lemburg, Sask., was entirely destroyed by fire recently.

The Prince Albert Trading Co., general merchants, Prince Albert, Sask., have sold to D. Rotmovitch.

The estate of T. C. Hodges, general merchants, Keeler, Sask., has been succeeded by M. M. Hanna.

The Kelsonia Trading Co., general merchants, Huboid, Sask., has been succeeded by Rotner & Shaffer.

J. C. Peters of the Scott Fruit Company, Swift Current, Sask., has been transferred to the company's branch at Lethbridge.

The Sinaluta, Sask., Grocery Co., has moved from the H. Rowe Building, Sinaluta, to the old co-operative store building.

Peter Freesen and J. H. Neufold, general merchants, Gouldtown, Sask., have been succeeded by the Gouldtown Trading Co.

Rabinovitch & Kaplan, general merchants, Humboldt, were burnt out recently, the loss being covered by insurance.

A. Taylor, of Indian Head, has purchased the general business of Mr. Scott at Drinkwater. Mr. Taylor has been in business for many years at Indian Head and Sinaluta.

J. A. Yorston, who has acted as Secretary of the Robert Simpson Western, Limited, since the company started operations at Regina, has resigned. Mr. Yorston is succeeded by F. B. Currie of Toronto, who has already taken up his duties here. Mr. Yorston is returning to Toronto to take up his residence.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE situation in cereals shows a firmer tendency as a result of the advancing prices in corn and oats markets. Prices on cornmeal and corn flour have advanced in sympathy with the movement of grain, but rolled oats show little change, due to fairly heavy stocks which are held. There is not the same tendency to shade prices on rolled oats, however, as has been noticeable the past six weeks or two months.

New equalization freight rates on sugar provide for declines of as much as 11c per 100 pounds at some points. This is a freight rate change only, as the basis at Montreal shows no revision. Stocks are very good, and refiners report a much better inquiry, as well as actual movement of supplies.

MONTREAL—There are a number of important declines this week. Rolled oats and cornmeal are ruling easier, the market being on the quiet side, with sellers anxious to unload some of their surplus. Stove polishes are lower, as are some lines of brooms and cotton rope. Peas and beans, in line with the situation reported right along, have again declined. Rice is reduced for two lines, and buckwheat honey is lower one cent. The spice market is easier, although there are no quotable changes.

Among the advances made is one for malt extract, which has gone up 75c per dozen. Jams and jellies are high, while washing blues, prunes, figs and evaporated apples, peaches and pears are higher and likely to hold firm, and there may even be advances further in dried fruits. Barley feed is up 3c.

There is every indication of coffee being

high, and advances may be made at any time. Some new lines of goods have arrived, among these being Newfoundland cod liver oil and Spanish olive oil, in barrels.

TORONTO—Prices being quoted on coffee show a revision upward this week, and indications are that another change to higher levels may again be made next week.

Spice markets generally are feverish, and some slight recessions have been made. An export demand for peppers is developing. Cream of tartar is weak, and prices locally are down about 10c per pound.

Lower prices have again been established on beans, and prices must be pretty well scraping on the bottom now. Canned pork and beans are down also, some manufacturers announcing a general revision to a lower basis.

Cornmeal is up 50c to 75c per 98-pound bag, and corn flour is up 50c per barrel. Rolled oats seems to bear a little firmer undertone. Mill feeds are active, and no accumulation of supplies is reported.

WINNIPEG—A better feeling prevails in tea and markets have firmed up, though no quotable change is reported. Coffee is strong and seems likely to reach higher levels.

Oranges seem to be gaining in strength, prices registering a further advance this week. Grapefruit are very firm, and supplies are none too plentiful.

The canned goods situation is firm, export business on some lines of vegetables and salmon tending to bring stocks down to a rather narrow compass. Jams are maintained at high levels, and offerings are none too free.

QUEBEC MARKETS

MONTREAL, March 19.—The markets are rather quieter this week, road conditions in the country being bad, and preventing the farmers reaching their trading towns. There have been some changes of importance, and these are found in the market summary.

Extract Up;

Polishes Down

Montreal.

EXTRACTS, POLISHES.—An advance has been made in the price of Wyeth's Extract, 75c per dozen being added to the previous quotation and making the price now \$4. The large size is down

from \$12 to \$10.80. Rising Sun stove polish is down, the former price of \$6 being superseded by one of \$5.40.

Jams, Blues Up;

Rope; Brooms Down

Montreal.

VARIOUS LINES.—Advanced prices are in effect for one line of jams—

Smith's and the 16-oz. size in glass is quoted up 5c per dozen. Jellies are up 10c per dozen, and 4-lb. pails 1c per pail, excepting black currant and raspberry. An advance of 2c per pail is made on plum jam. Reckitt's Blue is selling up 2c per pound at 24c. Cotton rope is down to 63c for 3-16 inch and to 62c for the larger sizes. Some lines of brooms are reduced approximately 5 per cent.

Bigger Movement

For Sugars

Montreal.

SUGAR.—Refiners state that the delivery of raws to their plants have permitted a more steady basis of operation, and as a consequence of larger selling

by jobbers there is a real improvement in sales generally. It would seem that the trade is satisfied to buy current needs, and in view of the various statements which have been made relative to price tendencies the feeling is steadied materially. There are no changes whatever in this market, but the freight differential to points west of Montreal is on a more favorable basis.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 95
Iceing, barrels	10 15-10 40
Iceing (25-lb. boxes)	10 55-10 70
Iceing (50-lb. boxes)	10 35-10 50
Do., 1-lb.	11 05
Yellow, No. 1	9 75-9 55
Yellow, No. 2 (Golden)	9 45-9 55
Yellow, No. 3	9 35-9 45
Powdered, barrels	10 05-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55-10 65
Do., 50-lb. boxes	10 65-10 75
Do., 25-lb. boxes	18 85-10 95
Do., 2-lb. pack.	11 95-12 05
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do., (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	10 55
Crystal diamonds (boxes 100 lbs.)	10 65
Crystal diamonds (50-lb. boxes)	10 75
Crystal diamonds (25-lb. boxes)	10 95

Local Movement For Canned Fruit

Montreal.

CANNED GOODS.—Popular choice falls on canned fruits, and these are moving with more or less regularity as compared with vegetables. The latter have been selling on a more or less nominal basis, in so far as peas and beans are concerned, and some tomatoes are said to have sold on a lower price basis than that quoted. Certain supplies, it is further said, have not been of approved standard, and that this is a reason for the lower prices quoted. In any case there seems to have been some anxiety to unload supplies of vegetables.

Salmon—		
“Clover Leaf,” 1/2-lb. flats	2 45	2 80
Sovereign, 1-lb. flats	4 62 1/2	
Do., 1/2-lb. flats	2 30	
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
1/2 flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	2 05	2 17 1/2
Do., 1/2, flat	1 17 1/2	1 25
Pinks, 1-lb. flat	2 25	
Pinks, 1-lb. talls	2 60	2 75
Pale, 1/2-lb., doz.	1 37 1/2	
Pale, 1 lb., doz.	2 37 1/2	
Pinks, 1/2-lb., doz.	1 62 1/2	
Cohoes, 1-lb. talls	3 75	
Cohoes, 1-lb. flats	2 25	
Cohoes, 1/2 lbs., flat	1 75	
Herrings, kippers, dz. (4 dz. case)	2 25	
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (1/2-lb.)	1 00	
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, 1/2 lb.	2 45	
White Springs (1s)	2 30	
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	
Labrador salmon, 1-lb. flat	3 60	
Pilehards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	1 90	
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (1/4s)	22 00	20 00
Lobsters, 1/4-lb. doz.	2 25	
Do., 1/2-lb. tins, doz.	3 60	3 75
Do., 1-lb. talls	6 90	7 00
Do., 1/2-lb., doz.	6 00	
Do., 1-lb. flats	7 00	
Sardines (Amer. Norweg'n style)	14 50	
Sardines (gen. Norwegian)	22 00	
Sardines—Canadian brands (as to quality), case	7 00	16 50
Sardines, French	32 00	
Scallops, 1-lb. doz.	3 25	

Scotch Snack, No. 1, dz., Montreal	2 50
Do., Eastern trade	2 65
Do., Winnipeg and Western	2 85
Scotch Snack, No. 2, doz.	4 50
Shrimps, No. 1	2 25
Crabs, No. 1 (cs 4 doz.)	6 75
Clams (river) (1 lb.), doz.	2 25
Canned Vegetables and Fruits—	
Asparagus (Amer.) mammoth green, doz.	4 00
Beans, Golden Wax	1 95
Beans, Refugee	1 40
Beets, new sliced, 2-lb.	2 10
Corn (2s)	1 45
Carrots (sliced), 2s	2 45
Corn (2 1/2s)	7 50
Corn (on cob), gallons	3 00
Spinach, 30	10 00
Do. (wine gals.)	0 95
Tomatoes, 1s	1 35
Tomatoes, 2s	1 75
Tomatoes, 2 1/2s	1 85
Tomatoes, 3s	6 00
Tomatoes, gallons	1 40
Peas, standards	1 57 1/2
Peas, early June	2 30
Peas, extra fine, 2s	1 57 1/2
Do., fancy, 20 oz.	2 75
Potatoes, Can. sweet, 2 1/2-lb tins	1 35
Do., 2-lb. tins	7 50
Olives (in bis, 49 wine gals.), gal.	8 00
Specialties	7 00
Olive oil (pure), 1 gal. tins	32 00
Do., 1/2 gal. tins	33 00
Do., 5 gal. tins	39 00
Tomato Paste, 100 tins (case)	2 50
Do., 200 tins (case)	1 45
Do., 12-10 lbs.	
Salad oil (bbls. 50 gals.), gal.	
Olives, Queen, gal.	

Beans and Peas Again Down

Montreal. BEANS, PEAS.—There is another revision of prices this week for beans and peas. It would appear that, so long as the present supplies are excessive, which condition seems likely to continue indefinitely, there will be a general anxiety to sell by large holders. Already, it is stated, several cars of choice white beans have been disposed of at very low prices in a wholesale way. Peas are likewise weaker and are marked down this week.

Beans—

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

Rice Readjusted On Down Basis

Montreal. RICE, TAPIOCA.—There is a lowering of prices in one quarter on two grades of rice, Rangoon B and Rangoon CC being marked down to \$8.50 and \$8.10 per 100 pounds. A fair movement is reported but there is not a great deal of heavy business. Tapioca is steady and unchanged.

Ice Drips—Japan (per 100 lbs.)	11 25
Carolina	13 00
Siam, No. 2	8 50
Siam (fancy)	10 50
Rangoon “B”	8 50
Rangoon CC	8 10
Mandarin	10 00
Packling	8 60
Tapioca, per lb. (seed)	0 11 1/2
Tapioca (pearl)	0 11 1/2
Tapioca (flake)	0 11

Nut Markets Quite Steady

Montreal. NUTS.—The market is ruling fairly

steady on most lines, some of which are none too plentiful. Taken generally there is a fair amount of stock in hand here to meet the moderate needs of the season. Peanuts are inclined to easier levels all the while, and readjustments have been made. There is little new to report.

Almonds, Tara, per lb.	0 26	0 28
Almonds (shelled)	0 50	0 53
Almonds (Jordan)		0 70
Brazil nuts (new)	0 22	0 23
Brazil nuts (med.)	0 16	0 17
Filberts (Sicily), per lb.	0 20	0 25
Filberts, Barcelona	0 21	0 24
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Extra large	0 20	0 21
Large	0 16	0 17
Medium	0 12 1/2	0 14
Shelled, No. 1 Spanish	0 15 1/2	0 16
Salted Spanish, per lb	0 21	0 22
Shelled, No. 1 Virginia	0 15	0 15 1/2
Do., No. 2		0 14
Peanuts (salted)—		
Fancy wholes, per lb.		0 38
Fancy splits, per lb.		0 35
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans “paper shell,” extra large		
Jumbo		0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 72 1/2	0 80
Walnuts (Spanish)	0 30	0 33

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

Prunes Are High; Likewise Figs

Montreal. DRIED FRUITS.—This market is reasonably steady, but readjustment of prices has been made in various quarters on prunes and figs, mostly upward. Some of the latter have been received and the prices ruling are higher than those obtaining for old crop goods. Apricots have been readjusted in price to slightly lower levels, but there is a growing scarcity of supplies outside of most dried fruits which will tend to still further advance values here. At present there is said to be an ample supply of most lines.

Apricots—

Choice	0 24	0 25
Slabs	0 22	0 23
Fancy		0 30
Apples (evaporated)	0 17	0 19
Peaches (fancy)	0 22	0 23
Faced		0 19
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 22 1/2	0 24
Drained Peels (old)—		
Citron		0 44
Lemon		0 40
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb. case		12 75
Cut, 10-lb. boxes (lb.)		0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$8.75.		
crown, \$7.50; 6 crown cluster, \$7.00.		
Cut, seedless, cartons, 16 oz.	0 14 1/2	0 15 1/2
Malaga Raisins		
Do., 5 cr.		2 25
Muscatsels, loose, 3-crown, lb.		
Do., 4 cr.		
Muscatsels, loose, 2-crown		
Do., 6 cr.		
Choice seeded, 12 oz.		0 10 1/2
Fancy seeded, 16 oz. pkgs.	0 14	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
Seedless, 11 oz. pkge	0 11 1/2	0 12
Do., 15 oz. pkge	0 14	0 14 1/2
Do., bleached, 15 oz. (choice)		0 15
Do., (fancy)		0 15 1/2
\$5.50: 4-crown cluster, \$6.50-\$6.75:	5	
Valencias, selected		0 11 1/2

Valencias, 4-crown layers	0 11 1/2	0 20
Sultanas (bleached) 50-lb. boxes	0 16 1/2	0 20
Currants, old pack., 15 oz.	0 29	0 31
12 oz.	0 23	0 24
50-lb. boxes, loose	0 28	0 32
Cartons	0 32	0 34
15 oz. pkgs.	0 23	0 24
Pkgs. 8 oz. (20 pkgs.)	2 00	2 00
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscata, 4-crown, lb.	0 28	0 28
80 lb. Ainslia	0 28	0 26
12 oz.	0 26	0 32
Do., new	0 32	0 22
Cal. currants (loose)	0 18	0 20
Cal. "Kurrants," 15 oz. pkgs.	0 20	0 20
Dates, Excelsior, per case (36-10s)	7 00	8 00-8
Do., Dromedary (36-10 oz.)	50-8	60
Packages only, Excelsior	0 20	0 20
Packages only	0 19	0 22
Do., Dromedary	0 22	3 00
Figs (layer), 10-lb. boxes	2 60	5 40
Figs, white (70 4-oz. bxs)	5 40	3 50
Do., (28 8-oz. bxs)	3 50	2 20
Do., (12 10-oz. bxs)	2 20	0 16
Figs (cooking), 50-lb. boxes, lb.	0 16	
Prunes—		
California (25-lb. boxes)—		
30-40s	0 25	0 24
40-50s	0 19	0 22
50-60s	0 22	0 20
60-70s	0 20	0 14 1/2
50-lb. boxes, 80-90s	0 14 1/2	0 17
70-80s	0 16 1/2	0 16 1/2
80-90s	0 16	0 14
90-100s	0 13	0 11
100-120s	0 10 1/2	0 23
Oregon, 30-40s	0 23	0 22
50-60s	0 22	0 18 1/2
60-70s	0 22	0 17 1/2
70-80s	0 18 1/2	

Undertone Easy For Spices

Montreal.
SPICES.—There is a tendency to lower values in spice, but, as yet no changes have been made. Buyers are not taking on large supplies and there is a fair amount of repeat business in small lots as a consequence. Stocks, in a general sense, are reported satisfactory.

Allspice	0 20	0 22
Cassa (pure)	0 40	0 45
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	0 30	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 45	0 65
Do., ground	0 70	0 80
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 30	2 00
Cardamon seed, per lb. bulk	2 00	0 80
Carraway, Dutch, nominal	0 80	0 30
Cinnamon, China, lb.	0 30	0 35
Cinnamon, per lb.	0 35	0 40
Mustard seed, bulk	0 35	0 90
Celery seed, bulk (nominal)	0 85	0 21
Shredded cocoonut, in pails	0 21	0 22
Pimento, whole	0 20	

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

Molasses Holding; Syrups Slow

Montreal.
MOLASSES. SYRUPS.—The situation on molasses is an unchanged one. Prices on the new crop molasses are now awaited by the trade and it is possible these may be along before a great while. Syrups are steady and unchanged, the demand being light. Glucose is steady at the advance of last week.

Corn Syrup—

Barrels, about 700 lbs.	0 06 3/4
Half bbls.	0 07
Kegs	0 07 1/4
2-lb. tins, 2 doz. in case, case	4 55
5-lb. tins, 1 doz. in case, case	5 15
10-lb. tins, 1/2 doz. in case, case	5 85

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

Prices for Island of Montreal

Barbadoes Molasses—	
Punchoons	1 03
Barrels	1 06
Half barrels	1 08

For outside territories prices range about 3c lower.

Maple Syrup Lags; Honey Down 1c

Montreal
MAPLE PRODUCTS, HONEY.—Anticipating the new crop, there is a dearth of orders for maple syrup and sugar, and prices are really nominal on both, particularly for sugar. Whether there be a good run of sap this year or otherwise, it is expected that there will be a lowering of prices later on, but just how soon this will transpire is difficult to say. A reduction on buckwheat honey in tins and barrels of 1c per pound has been made.

Maple Syrup—

10-lb. cans, 6 in case, per case	\$15 10
5-lb. cans, 12 in case, per case	17 10
2 1/2-lb. cans, 24 in case, per case	18 50
Maple Sugar (nominal), small lots	0 25 0 28
Honey, Clover—	
Comb (fancy)	0 30
Comb (No. 1)	0 28
In tins, 60 lbs.	0 26
30-lb pails	0 27
10-lb. pails	0 28
5-lb. pails	0 28
Honey—Buckwheat, tins or bbls.	0 22

Will Coffees Go Still Higher?

Montreal
COFFEE, COCOA.—Firmness is the continued feature in the coffee market and that is putting it reasonably. One roaster said: "There is bound to be an advance very soon." This opinion was practically borne out from another source, and it will therefore not be unexpected if there is a change within a week or ten days. Cocoa is steady and in active demand.

Coffee, Roasted—

Bogotas, lb.	0 38	0 41
Jamaica, lb.	0 32	0 35
Maracaibo, lb.	0 34	0 36 1/2
Mocha (types)	0 37	0 41
Mexican, lb.	0 37	0 39
Rio, lb.	0 30	0 32
Santos, Bourbon, lb.	0 35	0 37
Santos, lb.	0 34	0 36
Cocoa—		
Bulk cocoa, 200-lb. bbls. (lb.)	0 24	
Do., 100-lb. bbls. (lb.)	0 25	
Do., 50-lb. cans (lb.)	0 26	

Java Tea Firms; Market Holding

Montreal.
TEA.—Outside markets have been higher for Java teas and there is naturally a firm position here, although there has been a steady and unchanged basis all around. Business could be better.

Pekoe, Souelongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58

Java—

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

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

Cornmeal Declined; Rolled Oats, Too

Montreal.
CEREALS.—The price of rolled oats is easier in some quarters and the basis for 90-lb. bags is quoted \$4 to \$4.25, and for smaller packages quotations are correspondingly less. Cornmeal, too, is less, and the basis is ruling to the retail trade at \$4.75 to \$5, with a fair amount of selling. There is little demand for either corn flour or barley flour, and the price basis for both lines is understood to be a nominal one.

Self-raising Flour—

3-lb. pkgs., doz.	2 85
5-lb. pkgs., doz.	5 60
Cornmeal, Gold Dust	4 75 5 00
Cornmeal	3 20 4 15
Barley, pearl	6 00 6 50
Barley, pot, 98 lbs.	4 00
Barley (roasted)	7 50
Buckwheat flour, 98 lbs. (As to grade)	6 75 7 00
Cornflour, white	4 50 4 60
Rice flour	8 75 9 00
Hominy grits, 98 lbs.	5 75 6 50
Hominy, pearl, 98 lbs.	4 75 5 00
Graham flour	5 50 5 60
Oatmeal (standard-granulated and fine)	4 75 4 90
Oatmeal (packages) fine cut	5 70
Peas, Canadian, boiling, bush.	4 00 5 50
Split peas (per 98 lbs.)	6 00 6 50
Rolled oats, 90-lb. bags	4 00 4 25
Rolled oats (family pack), case	5 60
Rolled oats (small size), case	2 00
Rolled wheat (100-lb. bbls.)	7 10 8 00
Porridge Wheat—	
Packages, 36 in case	6 00
Packages, 20 in case (family pack)	5 80
Rye flour (Can.), 98 lbs.	5 75 6 05 6 25
Tapioca flour, lb.	0 15 0 16

Milling Lags; Flour is Held

Montreal.
FLOUR.—The millers are marking time for the volume of business accorded by the Wheat Export Company is said to have been so small that when distribution of these orders was made the mills had but a limited volume of tonnage. Domestic selling is limited and there is no prospect of immediate improvement.

Wheat Flours—

Straight or mixed cars, 50,000 lbs. on track, per bbl. in (2) jute bags, 98 lbs.	11 00
Per bl. in (2) cotton bags, 98 lbs.	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	11 30

Feeds Sold Up On Some Lines

Montreal.
FEEDS.—Reports are a bit conflicting regarding sales of shorts and bran, but they are more active than other feeds. One miller stated that supplies of bran and shorts were well cleaned up and that there was not enough supply. This would be accounted for by the restricted milling of wheat flours. Special feeds are steady and quiet, the supply being in excess of the demand.

FEEDS

Shorts—	
Mixed cars	\$42 25
Straight cars	\$44 50 47 00
Bran—	
Mixed cars	40 25
Straight cars	43 00 45 00
Crushed oats	54 00 60 00

Barley chop	47 00	55 00
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	52 00	
F.O.B. Fort William	48 00	

Barley Feed Up;
Hay Sales Light

Montreal.
HAY, FEEDS.—The hay market is on the quiet side. Road conditions are not good and this has prevented the farmers marketing. There is little likelihood of improvement coming in this respect soon. Oat prices have fluctuated during the week but there are no quotable changes. No. 3 extra barley is quoted at \$1.12.

Hay, Straw, Grain (wholesale prices in car lots)—		
Good No. 1, per 2,000-lb. ton	25 00	
Do., No. 2	24 00	
Do., G. M.	23 00	
Do., No. 3	22 00	
Straw	10 00	
Oats—		
No. 2 C.W. (34 lbs.)	0 86	
No. 3 C.W.	0 80	
Extra feed	0 81	
No. 1 feed	0 78	
No. 2 feed	0 73	
Barley—		
No. 3 Extra	1 12	

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

Oranges Easier;
Apples Scarcer

Montreal.
FRUITS.—There is an easier undertone on oranges and Mexicans are selling at \$4.50 per case. California navel are quoted \$6 to \$6.50 per case. The apple market is a firm one and best grades are selling at around \$10 per barrel, while spies of best variety are holding as high as \$12. The movement on fruit is fairly good.

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

Do., gal.	1 00	1 25
Grapes—		
Spanish Almeria, keg (heavy)	16 00	
Do., (med.)	7 50	8 00
Grapefruit (fancy Porto Rico)	4 75	5 00
Lemons (fancy new Malagas)	6 00	
Lemons (California)	5 25	5 50
Pears, Cal., eating, small box	4 00	
Pears, California (110 size)	5 50	
Oranges, Porto Rico	4 50	5 00
Oranges, Florida	5 00	
Oranges, Calif. (200 size)	7 00	7 50
Oranges, Calif., navels	6 00	6 50
Oranges (Mexican)	4 50	

Onions Scarcer
And Higher

Montreal
VEGETABLES.—As the season advances the price of coarse vegetables is tending to increase and prices are firm, with advances probable. Red onions are firmer and are selling at \$2 to \$2.50 per bag. Tomatoes are seemingly freer and declines may be registered in this line ere long.

Beans, new string (American)		
basket	5 00	
Beets, bag	0 75	1 00
Brussels sprouts, quarts	0 25	
Cucumbers, Boston (doz.)	6 00	
Cauliflower (imported), doz.	3 50	
Cabbage, bbl.	1 50	1 75
Carrots, bag	1 00	
Celery (Wash.), doz.	2 50	
Horseradish, lb.	0 20	
Lettuce (curly), box (3-4 doz.)	3 00	
Lettuce, Boston, box	4 00	
Leeks	3 50	
Mint	0 60	
Mushrooms, lb.	1 25	
Basket (about 8 lbs.)	3 00	
Onions, Can., bag (75 lbs.)	2 00	2 50
No. 1 Yellow (75 lbs.)	1 50	1 75
No. 1 Red (75 lbs.), crate	1 50	1 75
Onions, Spring (imported), doz.	0 40	0 50
Oyster Plant	1 00	
Parsnips, bag	1 50	
Parsley (Canadian)	0 75	
Parsley (American)	2 00	
Potatoes, Montreal new (90-lb. bag)	1 50	
Potatoes (New Brunswick), bag	1 50	1 75
Potatoes (sweet), han.per	3 50	
Romane	0 50	
Spinach, box	1 00	
Turnips, per bag, Montreal	1 50	
Turnips, Quebec	1 75	
Turnips (hothouse), lb.	0 40	
Tomatoes, crates	8 00	8 50
Watercress (Can.)	0 60	
Spinach, bbls.	4 00	

called "Tucketts' Old Squire." This is put up in one pound cartons, 9 tins to the carton, at \$1.80 per pound, and in three pound cartons, 27 tins to the carton, \$1.80 per pound. It is understood that the retail price is 25 cents per tin.

Jello in boxes of 2 doz. is being quoted at \$1.25 per doz. It is understood that the only flavors which are now being put up are lemon, orange, raspberry, strawberry, cherry, chocolate and vanilla.

Molasses Holds;
Syrups Steady

Toronto.
MOLASSES, SYRUPS.—The situation in both molasses and syrups is without any material change this week. Stocks seem to be quite ample in dealers' hands, and the movement to the trade is restricted to absolutely essential needs. The markets are not strong, but are well held.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.		\$0 06 1/2
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case		5 05
Cases, 5-lb. tins, white, 1 doz. in case		5 65
Cases, 10-lb. tins, white, 1/2 doz. in case		5 35
Cases, 2-lb. tins, yellow, 2 doz. in case		4 55
Cases, 5-lb. tins, yellow, 1 doz. in case		5 15
Cases, 10-lb. tins, yellow, 1/2 dz. in case		4 85
Cane Syrups—		
Barrels and half barrels, lb.	0 08	
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.		
Cases, 2-lb. tins, 2 doz. in case		7 00
Molasses—		
Fancy Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, bbls., gal.		0 44
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes		5 20
Tins, No. 2, baking grade, case 2 doz.		3 50
Tins, No. 3, baking grade, case of 2 doz.		4 70
Tins, No. 5, baking grade, case of 1 doz.		3 75
Tins, No. 10, baking grade, case of 1/2 doz.		3 60
West Indies, 1 1/2s, 48s		6 95

ONTARIO MARKETS

TORONTO, March 19.—The markets generally show a firmer feeling in many lines in which there has been a tendency to shade prices slightly. This is particularly noticeable in dried fruits and canned goods. Coffee is higher and tea is ruling with a better tone.

New Freight Rates
on Sugar; Down IIC

Toronto.
SUGAR.—The new summer schedule of equalized freight rates on sugar has been issued, and this will mean a reduction at some points of as much as 11c per 100 lbs., whereas others will not show quite this amount. This change in equalized freight rates became effective March 17. There is no change in the Montreal basis. Quotations which will prevail in Toronto will now be \$10.16 per 100 pounds. Refiners report the movement of sugar very much better, and from indications which have been given out it would appear that the outlook generally is considered much more favorable. Supplies so far are ample, and

there is no report of any shortage whatever.

Atlantic, extra granulated	\$10 16
St. Lawrence, extra granulated	10 16
Acadia Sugar Refinery, extra granulated	10 16
Can. Sugar Refinery, extra granulated	10 16
Dom. Sugar Refinery, extra granulated	10 16
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.	
Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.	
Acadia's granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.	

Price on Tobacco
Named; Other Lines

Toronto
TOBACCO, ETC.—A new line of tobacco is being placed on the market

Tomatoes, Chicken
Haddie Shaded

Toronto.
CANNED GOODS.—A price on Aylmer tomatoes, 2 1/2s, of \$1.65 per doz., is being quoted in some quarters this week. Lily chicken haddie, in cases of four dozen, is being quoted at \$8.00 per case, in dozen lots at \$2.10 per doz. As a whole the market on canned goods is being very well maintained. There seems little disposition to shade prices to the same extent as was shown about a month or so ago. The export movement, it is understood, is still continuing in very good volume, canned vegetables and jams representing, perhaps, the greatest volume of sales to-day. A general reduction in all grades and sizes

pork and beans is reported by one manufacturer.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, 1/2s, doz.	2 40	2 60
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., 1/2s, doz.	1 35	1 50
Cohoos, 1/2-lb. tins	1 35	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s, dozen	2 30	2 35
Lobsters, 1/2-lb., doz.		3 75
Whale Steak, 1s flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 90	2 15
Canned Vegetables—		
Beets, 2s.	1 90	2 20
Tomatoes, 2 1/2s	1 65	1 75
Peas, standard	1 50	1 95
Peas, early June	1 67 1/2	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42 1/2	3 45
Asparagus butts	2 00	2 02 1/2
Corn, 2s, doz.		2 35
Pumpkins, 2 1/2s	0 90	1 00
Spinach, 2s, doz.		1 90
Do., 2 1/2s, doz.	2 52 1/2	2 80
Do., 10s, doz.		10 00
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02 1/2
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 06	2 07 1/2
Do., standard, 10s, doz.	4 50	4 52 1/2
Peaches, 2s		2 87 1/2
Pears, 2s	2 35	2 87 1/2
Plums, Lombard, 2s	1 97 1/2	2 22 1/2
Plums, Green Gage	2 17 1/2	2 87 1/2
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each		0 82
Gooseberry, 4s, each		0 84
Peach, 4s, each		0 82
Red currants, 16 oz., doz.		3 45
Raspberries, 16 oz., doz.	3 90	4 25
Do., 4s, each		0 96
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each		1 08

Prunes, Raisins
Show Activity

Toronto.
DRIED FRUITS. — It is understood that there was a buyer from the United States in the city towards the end of last week trying to secure both prunes and raisins. As far as can be learned he got some supplies, but the indications are that there are comparatively few prunes available. Those who may have any will undoubtedly wish to supply their regular customers, and most certainly there is no surplus around. It is understood that there have been some Thompson seedless raisins sold for this market, and that the shipments which will be coming through will represent the clean-up of stocks at the Coast. It looks very much as though practically all lines of dried fruits will be cleaned up this year, not only from the producer's standpoint, but from the jobber's and retailer's as well.

Apples, evaporated, Ontario	0 16 1/2	0 17
Apricots, unpitted		0 16 1/2
Do., fancy, 25s		0 30
Do., choice, 25s		0 23
Do., standard, 25s		0 22 1/2
Candied Peels, American—		
Lemon	0 38	0 43 1/2
Orange		0 45 1/2
Citron	0 47	
Currants—		
Grecian, per lb.	0 26	0 28
Australiana, resealed, lb.		0 30
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case		7 00
Dromedary dates, 3 doz. in case		8 00
Figs—		
Taps, lb.		
Malagas, lb.		

Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case		6 00
Cal., 5 oz., 20s, case		3 25
Cal., 10 oz., 12s, case		2 25
Prunes—		
30-40s, per lb.		0 18
40-50s, per lb.		0 19
50-60s, per lb.	0 16 1/2	0 18
60-70s, per lb.	0 16	0 17
70-80s, per lb.	0 14 1/2	0 16
80-90s, per lb.	0 13 1/2	0 14 1/2
90-100s, per lb.	0 11 1/2	0 12 1/2
100-120s, per lb.	0 09 1/2	0 10 1/2
Peaches—		
Standard, 25-lb. box, peeled		0 24
Choice, 25-lb. box, peeled		0 25
Fancy, 25-lb. boxes		0 22
Practically peeled, 25-lb. boxes		0 22 1/2
Extra choice, 25-lb. box, peeled		0 26
Raisins—		
California bleached, lb.	0 17	0 18
Extra fancy sulphur bleached, 25s		0 17
Seedless, 15 oz. packets	0 14 1/2	0 14 1/2
Seeded, fancy, 1-lb. packets	0 15 1/2	0 16
Seeded, 15 oz. packets	0 13	0 15
Seedless, Thompson's, 25s	0 14	0 16
Seedless, 16-oz. packets	0 14 1/2	0 15
Do., Bakers, Thompsons	0 16	0 17 1/2
Do., Bakers, Thompsons, 50s	0 15	0 16
1 Crown Muscatels, 25s		0 13

Firmer Undertone
to Tea Markets

Toronto.
TEAS.—From all quarters the report comes that there is a much better feeling in the situation in regard to teas. Importers report a very fair business being done, and there is not the hesitancy in specifying for goods that was known a couple of months ago. Prices have a firmer undertone as a result of this better demand.

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

Coffee Prices
Revised Upward

Toronto.
COFFEE.—Continued strength marks the situation as it applies to coffee. Primary points are firm, and there is no indication that interests there are ready to lower prices as yet. There has been an advance locally in Dalton's French drip coffee, 1s now selling at 56c per pound and 1/2s at 58c per pound. Prices on other grades have been revised, and even at figures shown below it does not look as though peak had been reached.

Coffee—		
Java, Private Estate	\$.	0 48
Java, Old Government, lb.	0 41	0 45
Bogotas, lb.	0 41	0 43
Guatemala, lb.	0 40	0 41
Maracalbo, lb.	0 38	0 39
Mexican, lb.	0 39	0 40
Jamaica, lb.	0 34	0 36
Blue Mountain Jamaica		0 48
Mocha, lb.	0 41	0 43
Mocha, Arabian, lb.		0 45
Rio, lb.	0 30	0 32
Santos, lb.	0 34	0 36
Santos, Bourbon, lb.	0 36	0 37
Ceylon, Plantation, lb.	0 41	0 42
Chicory, lb.		0 30
Cocoa—		
Pure, lb.	0 24	0 28
Sweet, lb.	0 24	0 28

Market in Spices
Feverish; Some Lower

Toronto.
SPICES.—The market is feverish and some slight recessions have been made.

There seems to be some export demand for peppers developing. Cream of tartar is weak and quotations to the trade are easier at 80c to 85c per pound.

Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 65	0 80
Ginger	0 80	0 45
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 42	0 44
Peppers, white	0 40	0 58
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s		0 85
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole		0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 70	0 75
Tumeric		0 30
Cream of Tartar—		
French, pure	0 80	0 85
American high test		
2-oz. packages, doz.		3 00
4-oz. packages, doz.		3 50
8 oz. tins, doz.		0 75

Walnuts Show
Decided Strength

Toronto.
NUTS.—Some indications as to the strength of the nut market may be gathered from the fact that one importer, who had a considerable block of shelled walnuts bought in New York, was given a premium of 6c per pound to cancel his order. There does not seem to be any weakness in the nut market, rather is a reverse being shown, prices showing a fairly steady advance. Stocks do not appear to be very heavy, and it looks as though available supplies will be snapped up fairly quickly.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.		0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 28	0 30
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 18	0 20
Pecans, lb.		0 30
Cocoanuts, Jamaica, sack		7 50
Peanuts, Jumbo, roasted	0 19	0 20
Brazil nuts, lb.	0 30	0 32
Shelled—		
Almonds, lb.	0 45	0 50
Filberts, lb.	0 39	0 45
Walnuts, lb.	0 79	0 80
Peanuts, Spanish, lb.	0 16	0 17
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.		0 85

Tapioca Reaches
Lower Levels

Toronto.
RICES.—The market on tapioca has sagged to quite an extent and prices today are being named at from 11 1/2 to 12 1/2c per pound. The market generally on rice is fairly well held with no surplus stocks around and indications that there is a fair amount of business passing.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.		12 00
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 00
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.		8 75
Do., Simiu		11 00
Do., Mujin, No. 1		10 50
Do., Paking		10 00
Tapioca, per lb.	0 11 1/2	0 12 1/2
White Sago	0 11 1/2	0 12 1/2

Prices on Beans
Go Still Lower

Toronto.
BEANS.—Weakness seems to be the

dominating factor in the bean outlook. Rangoons are being quoted at from \$3.00 to \$3.25 per bushel and Japanese Kotenashis are being offered as low as \$4.50 per bushel. Canadian beans are also easier, as will be shown by the quotations below. The demand is within a rather narrow limit and no immediate prospects of great activity.

Ontario, 1-lb. to 2-lb. pickers, bu. \$....	\$3 75
Do., hand-picked	4 25
Japanese Kotenashi, per bush.....	4 50
Rangoons, per bushel	3 00
Limas, per pound	0 12½ 0 13

Package Peas

Show Recession

Toronto.
PACKAGE GOODS.—There is little new to the situation as it applies to the various lines of package goods. Cooker package peas, 36s, are being quoted at \$3.60 per case. Aunt Jemima Pancake Flour is, it is understood, now being put up in cartons of 18 packages and being quoted to the trade at \$3.05 per carton.

PACKAGE GOODS	
Rolled Oats, 20s round, case	\$5 60
Do., Do., 20s square, case	5 10 5 60
Do., Do., 36s, case	4 00
Do., Do., 18s, case	2 00
Corn Flakes, 36s, case	4 00 4 25
Shredded Wheat, 36s, regular, case	4 50
Porridge wheat, 36s, regular, case	6 00
Do., Do., 20s, family, case	5 80
Cooker Package Peas, 36s, case	3 60
Wheat Flakes, 24s	5 20
Cornstarch, No. 1, lb., cartons	0 11
Do., No. 2, lb. cartons	0 09½
Laundry Starch, in 1-lb. cartons	0 11½
Do., Do., in 6-lb. tin canisters	0 12½
Do., Do., in 6-lb. wood boxes	0 12½
Potato Flour, in 1-lb. pkgs.	0 20

Honey Outlook

Unchanged; Maple Syrup

Toronto.
HONEY, MAPLE SYRUP.—There have been no particularly exciting developments in the situation on honey. The demand is small and stocks are fairly heavy, and prices tend towards weakness. Maple syrup is still awaiting the outcome of the new crop and it is a little hard to say just what this will be.

Honey—	
Clover, ½-lb. tins	\$0 28
5-lb. tins	0 27
10-lb. tins	0 25 0 26
60-lb. tins	0 25 0 26
Buckwheat, 60-lb. tin, lb.	0 21
Comb, No. 1, fancy, doz.	3 75 4 25
Do., No. 2, doz.	3 00

Few Apples Here;

Grapefruit Firm

Toronto.
FRUITS.—Local apples seem to be cleaning up pretty well and it looks very much as though the trade will have to depend on boxed apples, of which there is only a limited supply. Some importers had hoped for some shipments from Tasmania, but there is nothing definite to work on as yet. The auctions in the United States markets show continued strength on oranges. There are no heavy supplies coming through locally, and those arriving are running very largely to the large sizes. However, prices are holding firm and the quality is still very good. Outside of navels there are a few Mexicans coming, a shipment being expected this week. Florida grapefruit

seems to be firming up and supplies which are due from Cuba are rather irregular; the strike situation, both in Cuba and in New York, are factors which provide this uncertainty as to when delivery may be expected. There is some California grapefruit coming through, and it is expected that there will be a moderate supply for the next few weeks. Jamaica is expected to start shipping here about the end of the month. Lemons are unchanged with the tendency slightly easier; no Messinas are reported arriving as yet. Bananas show some increased strength.

Apples—	
Do., Rome Beauty, box	3 50 3 75
Do., Winesaps, box	4 25
Do., Spys, box	3 50
Do., in Barrels. No. 1 No. 2 No. 3	
Spys	10 00 9 00
Bananas, per lb.	0 07½
Grapes—	
Do., Malagas, bbl.	13 00 14 00
Grapefruit—	
Florida, 46s	4 75
Do., 54s	5 00 5 75
Do., 64s	5 50
Do., 70s	6 00
Do., 80s, 96s	6 50
Do., 126s	6 00
Cuban, 54s	4 50 5 25
Do., 64s	5 00 5 50
Do., 70s, 80s	6 50
Oranges—	
California navels, 100s	5 50 6 00
Do., 126s	6 25
Do., 150s	6 50
Do., 176s	6 50 6 75
Do., 200s, 216s, 250s	6 50 7 00
Do., 288s	6 50
Lemons, Cal., 300s, case	5 00
Pears, Cal.	5 50
Pineapples, 24s, 30s, case	8 00
Strawberries, box	1 00

Potatoes Firmer;

Onions High

Toronto.
VEGETABLES.—Potatoes show a firmer tendency this week. There have been some exported to United States markets from Ontario and dealers feel now that there is really no surplus. Should more be moved across the line, stiffer prices are a probability. Onions remain very firm. No new onions are looked for prior to middle of April, when first Texas should be on the market. It is reported that heavy rains in Florida have damaged crop of tomatoes, but how serious this may be is still problematical. Prices on goods rolling have advanced and no more is expected to start until extent of damage is determined. Arrivals so far have been very good quality.

Beets, bag	0 65
Cabbage, Can., bbl.	\$1 75
Do., Cal., 80-lb. crates	4 50
Cauliflower, Cal., case	4 50 4 75
Do., Do., pony crate	2 50
Celery—	
Carrots, bag	0 65
Do., Cal., 6 to 10 doz.	13 50

Sugar Maintains

Steady Position

Winnipeg.
SUGAR.—The sugar market is holding steady, with supplies coming forward in good regularity. No change in price is expected until a new crop of Cubas is on the market. With European countries making large purchases of

Cucumbers, doz.	4 00
Endives, dozen	0 85
Lettuce, head, Cal., 5 doz. boxes	6 00
Do., Do., Florida, large hampers	7 00
Do., leaf, dozen	0 30 0 35
Onions, Can., Yellow, 75-lb. bag	2 75
Do., Do., 100-lb. bag	4 00
Do., green Shalots, doz.	1 00
Parsley, jumbo bunches, doz.	0 65 0 75
Parsnips, bag	0 65
Potatoes, sweet kiln dried, hamper	3 50
Potatoes, Ontario, bag	1 40
Do., N.B., Delawares, bag	1 75
Spinach, Louisiana, bush, hamp's	3 00
Tomatoes, Florida, 6 baskets to case, case	7 50 9 00
Turnips, bag	0 65

Flour Business

Still Restricted

Toronto.
FLOUR.—Reports indicate that no further export business has yet been placed, though some factors looked for orders at an early date. Domestic business is very fair, but output of the mills is still restricted.

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

Sales Mill Feeds

Well Maintained

Toronto.
MILL FEEDS.—Sales are maintained at a high point and no surplus stocks of these are accumulating. Prices are holding steady and without change.

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

Corn Products Up;

Oats Firming Up

Toronto.
CEREALS.—Corn products are firming up and advances are reported in cornmeal this week. A stronger grain market on rolled oats is noticeable, but with fairly heavy stocks the reaction is not so quickly noticed here. There seems to be a better tone to business, but actual orders are still a little slow in coming.

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

Above prices give range of quotations to the retail trade.

WINNIPEG MARKETS

Cuba Rams it is evident there is no surplus of sugar in the markets of the world.

SUGAR	
Granulated—	
Best, in barrels	Per 100 lbs. \$11 00
Best, in 100-lb. bags	10 95
Best, in 50-lb. bags	11 05
Best, in bales of 5x20-lb. bags	11 20
Best, in bales, 10x10-lb. bags	11 35
Best, 5-lb. packages, 20 in case	11 40
Best, 2-lb. packages, 50 in case	11 50

Light Yellow—	
In barrels	10 50
In 100-lb. bags	10 45
In 50-lb. bags	10 55
Lump Sugar—	
Hard, 100-lb. cases	11 90
Hard, 25-lb. boxes	12 15
Tea Cubes, 25-lb. boxes	11 90
Tea Cubes, 100-lb. boxes	11 60

**Formaldehyde Prices
Named; Lower**

Winnipeg.
FORMALDEHYDE.—Quotations on formaldehyde are based on the recent big decline in price as follows: 2 lb. jugs, 50 to bbl., per jug, 85c; 5 lb. jugs, 18 to bbl., per jug, \$2; 10 lb. jugs, 10 to bbl., per jug, \$3.75; 100 lb. kegs, per pound, 34c; 200 lb. kegs, per pound, 33c; 400 lb. bbls., per pound, 32c. Bluestone in 400 lb. bbls. is being quoted at 12½c per pound.

**Activity Noted in
Canned Goods**

Winnipeg.
CANNED GOODS.—The market in canned fruits is very firm. All available stocks in the hands of canners have been cleaned out for export. The demand from Europe is very active and it is possible some quantities from jobbers' stocks will be taken for export. Canned salmon is also in a very strong market, with cohoes and other better grades reported from the coast to be cleaned up. A heavy export demand is apparent at higher prices than those ruling in Canada; some quantities of pinks are also being shipped to European markets and it is evident that stocks of desirable grades of canned salmon will not be replaced in the Canadian trade until the new pack comes in the fall.

Corn—	
2s	\$4 45
Peas—	
Standard, 24 x 2's	3 25
Tomatoes—	
2½s, Can.	3 80
3 95	
Peaches—	
Heavy Syrup, 24 x 2s	5 50
5 65	
Pears—	
Light syrup, 24 x 2s	3 90
4 15	
Plums—	
Lombard, light syrup, 24 x 2s	3 70
4 55	
Lombard, heavy syrup, 24 x 2's	3 80
3 85	
Strawberries—	
2s	8 15
8 15	
Salmon—	
Chums, 48 x 1-lb. talls	8 40
10 25	
Pinks, 48 x 1-lb. talls	13 75
16 25	
Sockeye, 48 x 1-lb. talls	16 25
10 40	
Pinks, 48 x 1-lb.	
Sardines—	
100 x ¼s	7 05

**Firm Outlook
Shown in Jams**

Winnipeg.
JAM.—The local jam market shows considerable strength, with higher prices being forecast by manufacturers for the 1919 pack. Contracts with growers are said to be at a higher rate than last year and sugar is higher. A substantial demand is keeping the jam market very firm.

**Dried Fruits
Showing Strength**

Winnipeg.
DRIED FRUITS.—Prunes, peaches and apricots are in a very strong market with all available supplies being secur-

ed for export trade at higher prices than those prevailing in Canada. To-day's prices are about 3c per pound higher than opening prices. A shortage is expected as present supplies are insufficient for normal trade requirements until new crop fruits are available. The market on evaporated apples is firm and available supplies are being secured for export at high prices. All stocks in evaporators' hands will shortly be cleaned up.

Prunes—	
40-50s, 25-lb. boxes, per lb.	0 18¾
50-60s, 25-lb. boxes, per lb.	0 16¾
60-70s, 25-lb. boxes, per lb.	0 15¾
70-80s, 10-lb. boxes, per lb.	0 16
80-90s, 25-lb. boxes, per lb.	0 14½
70-80s, 25-lb. boxes, per lb.	0 15½
Pears, choice, 10-lb. boxes, faced, lb.	0 20
Evaporated Apples, Ontario, 50s	0 17
Peaches, choice, 25-lb. boxes	0 21
Apricots, choice, 25-lb. boxes	0 25
Do., standard, 25-lb. boxes	0 22
Raisins—	
Muscatsels—	
1 Crown, 25-lb. boxes	0 12¾
Seeded—Bulk, 25-lb. boxes	0 12¾

**Tea Situation
Remains Steady**

Winnipeg.
TEA.—Package teas on the local market are steady. Quotations from London reflect very high quotations. Should the British Government continue to take 65 per cent. of the crop until the end of the year a very strong market is expected.

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

**Market on Coffee
Continues High**

Winnipeg.
COFFEE.—The market continues very firm with prices unchanged. Brazil quotations are very high and shipping space is at a premium. Prices being quoted by roasters in Western Canada at present are considerably below to-day's market levels.

**Walnuts High;
Supplies Doubtful**

Winnipeg.
NUTS.—The French Government has raised the embargo against the shipment of walnuts both in the shell and shelled meats. There is little probability of any of these walnuts being exported at present, however, as the bulk of the 1918 crop was consumed by the army. California walnuts and Manchurian walnuts are both very high.

**Best Rices None
Too Plentiful**

Winnipeg.
RICE.—The market for good grades of rice is firm and supplies are scarce. There is ample supply of poor grades but these are not being imported in any quantity. Dealers point to the possibility of an insufficient supply to meet the demand in consequence of the hesitancy of millers importing normal requirements.

Rice—	
Extra fancy, Japan, 100-lb. bags	0 13¾
Fancy Japan, 100-lb. bags	0 12¾

Siam, 100-lb. bags	0 08¾
Tapioca, lb.	0 12¾
Sago, lb., in sacks	0 10¼
Less quantities	0 10¾

**Weakness Shown
in Bean Market**

Winnipeg.
BEANS.—The bean market shows a weakness and a continuance of the recent decline is looked for. There are still reported to be heavy stocks held.

**Oranges Higher;
Grape Fruit Firm**

Winnipeg.
FRUITS.—Trading on the local fruit market is rather dull. Oranges have advanced and now range from \$7 to \$8 per case for navels. The grapefruit season is coming to a close and prices are becoming firmer. An advance on grapefruit is likely to be made very shortly. Lemons are steady in a firm market. Larger shipments of strawberries are expected within the next two weeks and prices are likely to be high.

Fruits—		
Oranges	\$7 00	\$8 00
Lemons, Cal.	7 00	7 00
Bananas, lb.	0 09	0 09
Grapefruit, case	6 50	7 50
Oranges (marmalade)	6 50	6 00
Strawberries, Florida, quart	0 85	0 85
Japanese bitter oranges	5 50	5 50
Apples—		
No. 1, bbl.	9 00	9 00
No. 3, bbl.	7 50	7 50
Boxes	4 00	4 50

**California Tomatoes
Arrive; Cabbage, Too**

Winnipeg.
VEGETABLES.—A car of California tomatoes has arrived and from now on a plentiful supply of these tomatoes will be available. Prices range from \$9 to \$10 per crate. These prices are expected to remain steady for some time. Some new cabbage has also come on the market this week, and celery shows an advance to 20c per pound, or from \$15 to \$16 per crate. Head lettuce is also plentiful. Trade is rather sluggish at present.

Vegetables—		
Cucumbers, doz.	4 50	5 50
Cabbage, Cal., new	0 06	0 06
Cabbage, lb., local	0 03	0 03
Beets, with heads on, hampers.	4 00	4 00
Carrots, with heads, hampers.	4 00	4 00
Head Lettuce, per doz.	3 50	3 50
Turnips, cwt.	2 00	2 00
Onions, silvers and yellows, lb.	0 05	0 05
Radishes, doz.	0 30	0 30
Parsley, imported, doz.	0 90	0 90
Tomatoes, Cal., crate	9 00	10 00
Celery, lb.	0 16	0 16
Cauliflower, doz.	2 75	2 75
Potatoes, 10-20 bush. lots, bush.	0 90	0 90

**Flour Cereals
Dull; Feeds Scarce**

Winnipeg.
FLOUR, FEEDS, CEREALS.—This market is rather dull at present and business is sluggish. Feed is scarce. Prices are unchanged at last week's quotations.

Government Standard Flour—

Cash carload price	\$10 40
To bakers and flour and feed dealers	10 40
To storekeepers paying cash or 30 days, ton lots	10 60
Do., less than ton lots	10 70

Credit Prices—

Manitoba points	10 50
Saskatchewan points	10 40

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., March 18.—Local new laid eggs higher, quotation from \$17.00 to \$18.00, with supplies short. Express shipments, Japanese eggs, selling for \$18.50, quality very poor. Number one creamery butter, 51c. Gallon apples, \$2.50 to \$3.00. Evaporated peaches, 20 to 22c. California Lima beans, large quoted, 15 to 18c. Raisin prices stiffening. Prunes, 90-100's, 16½c; 60-70's, 18½c; 40-50's, 21c. Australian currants arriving to sell at 17c. Local potatoes, 30 to 32c. Navel oranges, \$6.00 to \$7.75. Grapefruit, \$7.50 to \$8.50.

Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.	10 50	10 50
Rolled oats, 80s	3 65	3 75
Rice, Siam, cwt.	8 30	9 50
Rice, China mat., No. 1	4 30	4 30
Do., No. 2	4 10	4 10
Tapioca, lb.	0 10½	0 12½
Sago, lb.	0 11	0 12½
Sugar, pure cane, granulated, cwt.	11 02	11 02
Cheese, No. 1, Ontario, large	0 51	0 51
Butter, creamery, lb.	0 35	0 40
Do., dairy, lb.	18 30	18 30
Lard, pure, 3s, per case	17 00	18 50
Eggs, new-laid, local	3 60	4 25
Tomatoes, 2½s, stand. case	4 80	5 00
Corn, 2s, case	3 40	3 60
Peas, 2s, standard case	2 50	3 00
Apples, gals., Ontario, case	8 10	8 75
Strawberries, 2s, Ontario, case	8 40	8 75
Raspberries, 2s, Ontario, case	6 40	6 40
Cherries, 2s, red, pitted	0 18	0 18
Apples, evaporated, 50s, lb.	0 18	0 18½
Do., 25s, lb.	0 26	0 29
Apricots, evaporated, lb.	0 20	0 22
Peaches, evaporated, lb.	0 16½	0 18½
Prunes, 90-100s	0 18½	0 21
Do., 60-70s	9 00	10 25
Do., 40-50s	16 50	18 75
Salmon, pink, tall, case	18 50	19 00
Salmon, Sockeye, tall, case	30 00	32 00
Do., halves	6 00	7 75
Potatoes, per ton	6 00	6 50
Oranges, navels	7 50	8 50
Lemons, case		
Grapefruit		

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., March 18.—Pearl barley is selling at 6c. Japan rice, number one, \$2.15; number two, \$1.85. Salmon, pinks, \$9.50. Pilchards, \$7.50. Oranges are quoted \$7.00. Newtons, Winesaps, \$4.25. Dressed hogs, 25 to 28½c. Bacon, 48c. Hams, 39c. Margarine and cheese are up half a cent. Fresh salmon is expected in small quantities next week, as it is probable that fishermen will be resuming work to-night.

BRITISH COLUMBIA:	
Sugar, granulated	\$10 05
Do., yellow	9 40
Do., icing	10 45
Rolled oats, 80s, each	4 40
Flour, Govt. standard, 24s	11 20

49s	11 00
98s	10 80
Cornflour, 98s, per bbl.	13 50
Cornmeal, 98s	11 50
Barley, pot, 98s	0 05½
Do., pearl	0 06
Beans, lima, Manchurian, 100s	0 13½
Do., Hma, California	0 18
Do., white, 100s	0 08
Do., Kotenashi, 100s	0 08
Rice, Siam, No. 1, per ton	160 00
Do., No. 2, per ton	160 00
Do., China, No. 1, per 40 mats	140 00
Do., No. 2, per 40 mats	226 00
Do., California	0 10½
Tapioca, 140s	0 10½
Sago, 140s	2 00
Canned tomatoes, 2½s, doz.	1 75
Do., peas, stand., 2s, doz.	1 90
Do., early June, 2s, doz.	2 45
Do., corn, 2s, doz.	2 25
Do., beans, green, doz.	2 25
Do., Do., yellow	4 10
Do., raspberries, 2s, doz.	4 25
Do., strawberries, 2s, doz.	3 75
Do., peaches, 2½s, doz.	2 10
Do., plums, 2s, doz.	3 25
Do., pineapple, 2s, doz.	1 40
Do., pumpkin, 2½s, doz.	17 50
Do., salmon, sockeye, 1s, tall, per case	14 00
Do., cohoes	9 50
Do., pinks	9 50
Do., chums	7 50
Do., pilchards	
Dried Fruits—	
Choice peaches, 25s	0 25
Do., apricots	0 22
Do., apples	0 19
Do., prunes, 70-80, 55s	0 17½
Oranges, run, per case	7 00
Lemons, per case	5 50
Grapefruit, per case	4 25
California	3 75
Bananas, lb.	0 09
Apples—Yellow Newtons, per box	4 25
Do., Winesaps, per box	4 25
PRODUCE	
Dressed hogs	0 25
Breakfast bacon, medium	0 48
Hams, medium	0 39
Pure lard, tierce basis	0 32
Do., compound	0 25
Butter, New Zealand prints	0 54
Do., Alberta Cr., prints	0 54
Margarine, prints	0 34½
Eggs, fresh	
Do., storage	
Cheese, large	0 31½
Do., twins	0 31½
Potatoes, Lilloet, per ton	36 00
Fish—	
Frozen Halibut, per lb.	0 15
Salmon, Qualla, per lb.	0 10
Salmon, Cohoe, per lb.	0 16
Salmon, Spring, per lb.	0 17

Rice, Siam, cwt.	8 40
Sago, lb.	0 12
Tapioca, lb.	0 13
Sugar, pure cane, gran., cwt.	10 99
Cheese, No. 1 Ontario, large	0 30
Butter, creamery	0 42
Lard, pure, 3s, per case	18 75
Bacon, lb.	0 47
Eggs, new-laid	0 52
Eggs, storage	0 65
Tomatoes, 3s, standard case	4 25
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18½
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	
Salmon, pink, tall, case	10 25
Pork, American clear, per bbl.	41 00
Onions, ton	59 00
Potatoes, bushel	1 15
Apples, Washington, box	2 90
Grapefruit	7 50
California oranges	6 50
Pineapples	5 75
Lemons	8 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 18.—Changes this week show a stiffer tendency in some lines, particularly fruit, with eggs showing pronounced drop. Cornmeal gran., \$5.75 to \$6.00; ordinary, \$3.25 to \$3.30; molasses, 90c to 92c; eggs, fresh, 43c; case, 40c. Evaporated apples, 18c to 18½c. Apricots, 22c to 23c. Onions, \$2.50 to \$3.50. Oranges, \$7.00 to \$8.00. Grapefruit, \$6.50 to \$7.50. Apples, box, \$5.50.

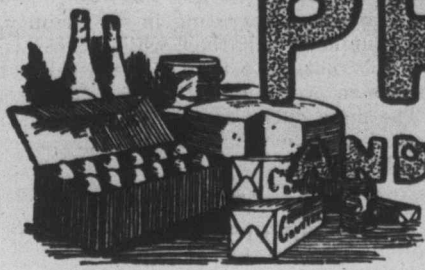
ST. JOHN, N.B.:	
Flour, No. 1 patents, bbls., Man.	\$12 50
Cornmeal, gran., bags	5 75
Cornmeal, ordinary, bags	3 25
Rice, Siam, per 100	9 00
Molasses	0 90
Sugar—	
Standard, granulated	10 25
No. 1, yellow	9 75
Cheese, Ont., twins	0 30
Eggs, fresh, doz.	0 43
Eggs, case	0 40
Breakfast bacon	0 30
Butter, creamery, per lb.	0 52
Butter, dairy, per lb.	0 47
Butter, tub	0 42
Margarine	0 33
Lard, pure, lb.	0 30
Lard, compound	0 27
American clear pork	56 00
Beef, corned, 1s	4 90
Tomatoes, 3s, standard case	4 00
Raspberries, 2s, Ont., case	8 50
Peaches, 2s, standard case	6 00
Corn, 2s, standard case	4 30
Peas, standard case	2 90
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case	8 20
Salmon, Red, spring, cases	
Pinks	11 00
Cohoos	14 50
Chums	8 50
Evaporated apples, per lb.	0 18
Peaches, per lb.	0 18½
Apricots, per lb.	0 22
Potatoes—	
Natives, per bbl.	3 25
Onions, Can., 75-lb. bags	2 50
Lemons, Cal.	6 50
Oranges, Cal., case	7 00
Grapefruit, case	6 50
Bananas, per lb.	0 09
Apples, box	5 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., March 18.—Wholesalers are now commencing shipments of fruit and vegetables to country points. Both fruit and vegetables are scarce and the price is high for this time of year. Apples are off the market. Oranges are firm. Florida grapefruit season is past and the fruit is high. Green vegetables from California is quoted on the local market: cabbage, 7c pound; lettuce, \$1.50 dozen, and cauliflower, \$3.50 per crate; onions are off the market and new supplies not expected until June.

Beans, small white Japans, bu.	5 40
Beans, Lima, per lb.	0 12½
Flour, standard, 98s	5 45
Rolled oats, bolls	3 65



PRODUCE AND PROVISIONS

Meat Dept. Means Other Business

Vegetable and Other Lines Naturally Associate Themselves With Butcher Department
—Much of This Profitable Trade is Lost to the Exclusive Grocer— Geo. A. Gow Was Without This Department For Some Months, and Noted a Marked Decline in Profits as Result

THE meat business is of value to the grocer as a business builder for many reasons," stated George A. Gow, Lock street, Hamilton. It unquestionably assists the grocery department to make a good showing, and under good management it shows a good profit for itself. But it is not so much either of these factors that make it appear of importance to me, but because along with this business usually goes the sale of vegetables, and a score of other incidentals, lines that show a good profit, a business that is usually lost to the store that has not a meat department, or at least, business that inclined to be very slim unless it is joined in some way to a meat department.

A Natural Association

Unquestionably people have come to associate certain lines of vegetables, and produce with their meat sales, and although the grocer may carry them all, it is more likely that the customer in visiting the grocery store will not think of these, as a possible purchase in the store, or if she does think of them, will probably believe that she can do better in the butcher store, where it may appear to her these goods are given more attention.

I have had a good opportunity of considering the butcher business in its relation to the grocery store, for I operated one in connection with the store for a number of years, and then because of the difficulty of getting a competent butcher, I closed this department for nine months.

Nine Months' Experience

The survey of the nine months' business when I was without this department, and presumably must have been devoting somewhat more time to the grocery department, convinced me that, it was poor business to do without it. There was a falling off in the general turnover, that was of course to be expected, but there was a falling off in proportionate profits as well. There was no room for argument. Our bus-

iness was less, and certainly less than the mere curtailment of the actual meat sales.

That experience convinced me that the association of these two departments was a beneficial one for the store, and I at once started the department again, and have found that the business has returned to its normal level.

There are of course many difficulties to be faced in managing this department. The dangers of leaks, that mean lost profit are far greater in the meat department than they are in the grocery department. An average clerk can do fairly good work selling groceries, but an average clerk in the meat department may mean a loss instead of a profit. The clerk in the meat department must use his head all the time, for goods must be sold and must be kept moving so that there shall not be an accumulation of one line of goods, that is out of proportion to the general stock. A clerk, however, who knows how to cut well, and who can keep a nice balance between the various cuts of meat, and who knows his customers, and can suggest different cuts to them, can readily make this department a very satisfactory one.

Two Adjoining Stores Not as Satisfactory

There are some merchants who believe that they get as much benefit from close association with another butcher store as they do from the actual operation of one themselves. I do not think however that this is the case. They may obtain some benefit but the butcher is going to get as much business as he can for his store, and that means that he is going to sell a good many lines that might be sold by the grocery store at a profit. He may use his influence to turn business in exclusively grocery lines to the grocery store, but what he takes away will more than offset this advantage. I am certainly of the opinion that the best results can be obtained from the combination of the two stores under the one management."

Mr. Gow's store is divided into two

separate stores but the two departments are united by a glass faced door at the front of the store, that gives the customer entering either store a clear glimpse of the other department, and at once attracts their attention in that direction. The meat department of the business and the grocery department are operated as one store, for which Mr. Gow does the buying, so that he is familiar with the amount of goods sold in each department. He estimates that about one-third of his business is done in the meat department. This however, does not take into account the large number of lines that might readily be classed as part of the trade of the meat department.

GUNNS LIMITED, SPENDING HALF MILLION ON PLANT

Gunns Limited have commenced work on additions to their plant in West Toronto that will total an expenditure of \$500,000 before the work is complete. The work is under the supervision of Henscien and McLaren, architects of Chicago, and it includes the construction of a cooler building 85 by 135 ft. with cellar and six stories, giving a large increase in accommodation in the beef chilling rooms, as well as in freezer and curing capacity. The company is also erecting a new office building, four stories and cellar, and the front of the plant is having additions made to bring it to the same height. A new tank house is also to be built, and several other changes are to be made to the existing plant.

SASKATCHEWAN CREAMERIES HAVE RECORD YEAR

Reports submitted at the annual meeting of the Saskatchewan Co-Operative Creameries, Limited, held at Regina, recently showed that the twenty odd creameries owned and operated by the company throughout Saskatchewan had manufactured during 1918 a total of 2,870,683 pounds of butter. The value of business done during the year was placed at \$1,887,318, representing an increase of

about 100 per cent. over that of the previous year. A dividend of eight per cent. on paid-up stock was declared. Officials of the company were re-elected as follows: President, W. C. Paynter, Tantalton; vice-president, C. W. Hankins, of Melfort; secretary, L. C. Wirtz, Wadena. W. A. Wilson is manager and F. M. Logan assistant manager of the company.

ARMOUR & CO. NOT ENTERING RETAIL FIELD

Deny Any Intention of Doing So, and Announce Intention of Prosecuting Anyone Spreading That Rumor

Armour & Co., after denying rumors persistent in the United States to the effect that they were going into the retail business time and time again, have decided "patience has ceased to be a virtue" by announcing their intention of tracing the rumors to their source in an effort to find out what men or firm are responsible for the false reports.

Large advertisements will be run in leading newspapers and grocery trade journals of the country informing retailers and the public in general that the rumors are deliberate falsehoods and asking that information be sent to them as to the origin of the rumors which will enable them to identify the men or firm responsible for the circulation of the reports.

MANITOBA REQUIRES PRODUCE DEALERS TO BE BONDED

Dealers whose principal business consists of handling farm produce will be required to obtain a license (\$10) from the Minister of Agriculture and furnish a \$3,000 bond according to a bill which was passed recently. This will provide some measure of protection for shippers whether they be merchants or farmers. The executive officers of the Manitoba Provincial Board of the Retail Merchants' Association of Canada took this matter up with the Government and they are greatly pleased with the result obtained.

Complaints have been received from merchants at different points throughout Manitoba against dishonest dealers and although the officials gathered information and endeavored to trace the offenders with the assistance of the Winnipeg and Provincial Police Departments, the result was disappointing.

An effort was made to secure similar legislation two years ago without success. It will be interesting to see how this Act will work out. In future, merchants should take the precaution to ascertain through the office of the Retail Merchants' Association whether licenses and bonds have been secured by firms to whom shipments are made. It is not likely that any firm will attempt to pull off another fraud equal to that of the Henry Anderson Produce Company.

WANT MANUFACTURERS SELLING DIRECT TO HAVE TRADERS' LICENSE

The Executive of the Manitoba Provincial Board of the Retail Merchants'

Association will endeavor to secure an amendment to the Municipal Act whereby manufacturers will not be allowed to sell their products to the consumer without first securing a traders' license from the municipality in which they desire to operate. As the Act now stands, a Manitoba manufacturer can sell his wares anywhere within the province without having to secure a license. This is very unfair. If a retail merchant handles a manufacturer's goods, he must pay a personal property tax or a tax on the retail value of his premises for doing business, whereas the same manufacturer may come in and enter into competition against him, selling the same line of goods and pay nothing.

This matter was discussed with members of the Provincial Government Committee dealing with municipal affairs and the suggestion was offered that this question be considered with the Union of Municipalities. Therefore, at the next Convention of Municipalities, a request will be made to have the matter discussed with a view to having it settled satisfactorily to all parties concerned. Retail merchants are not seeking special favors, all they want at any time is a square deal. Members are requested to forward information relative to all cases of manufacturers selling their goods direct to consumers.

NEW BRUNSWICK DAIRYMEN ORGANIZE

The United Dairymen of New Brunswick is the name of a new organization formed at a meeting in Fredericton, N.B., by leaders in the various branches on this industry and business. The object of the association is to secure representation on the Canadian Dairy Council, to co-operate in the purchase of supplies and to work together for the improvement of the quality of dairy produce. Milk, butter and cheese producers are well represented in the membership.

CAN STORE FRUIT AT VERNON, B.C.

To store fruit so as to be able to benefit by the higher prices prevailing in the winter, the fruit growers of the Okanagan have almost completed a storage plant at Vernon that will store 200 cars of fruit.

The building is 400 by 80 feet, built on the most modern and scientific plans, with every device to facilitate the handling of fruit, a side track that provides trackage for twelve cars runs alongside the building and on the opposite side an unloading space of the same size is provided with a wide, covered platform the full length of the building.

PHENOMENAL HERRING RUN NEAR NANAIMO

Hundreds of thousands of herring have been cast on the shores of Protection and Newcastle Islands in the past few days.

This has occurred because the shoals of fish have been so dense that they have literally shoved one another out of the water. It is said that hardly ever before

in the history of the fishing industry have the fishermen made bigger hauls, and this despite the fact that there are but two seines operating in the vicinity, both outside the harbor, while there are probably not more than a dozen gill-net fishermen working within the harbor.

The main difficulty has been to find a market for the fish when they are caught.

WESTERN BUTTER BEING SOLD ON AMERICAN MARKETS

Saskatchewan butter is being tried out on New York market. A shipment of three cars went East this week, the butter being the product of the Saskatchewan Co-operative Creameries Ltd. A slightly higher figure than could be secured locally was received. Souris Valley Creamery has also shipped a car of creamery butter to Washington State via Vancouver.

PETITCODIAC, N.B., SWEEPED BY FIRE

The entire business section of the thriving little town of Petitcodiac, N. B., was destroyed by fire on March 14. Grocery stores burned out, with losses and insurances, were as follows:

S. C. Goggin, general stock valued at \$15,000; insurance \$9,500.

R. G. Innes, general stock, valued at \$20,000; insurance \$13,000.

H. W. Church & Co., general store building, two dwellings and stock, valued at \$16,600; insured for \$8,000; stock in warehouse worth from \$3,000 to \$4,000; insured for \$1,000.

A. M. Brown, groceries and meats, store worth \$1,500, insured at \$800; stock, \$3,000; insured for \$1,200.

S. L. Stockton & Son, general, building and stock, value \$8,000; insured for \$3,400.

BROKERAGE FIRM REORGANIZED

The firm of J. R. Genest, Montreal, has been reorganized and the firm name now is that of Genest & Genest, Limited.

The president is A. L. G. Genest, vice-president, J. R. Genest, and managing director, J. Edgar M. Genest.

The various members of the firm have spent many years in the mercantile business, and the new company will have travellers covering the Province of Quebec. They are now open to consider representation for various manufacturers of lines sold through brokerage houses.

WINDSOR, ONT., MAY ESTABLISH CIVIC DAIRY

After thorough investigation of the 23 dairies that supply milk to Windsor citizens, the Council's Fair Price Committee has come to the conclusion that the only solution of the present high prices is by the establishment of a municipal dairy. The cost of such a plant where milk would be purchased direct from farmers, cooled and pasteurized, is estimated at \$20,000.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, March 19.—Further advances for pork and beef, both live and dressed, are among the more interesting and important changes of the week. There has been a general advance all along the line on both, and with receipts rather light there has been a ready absorption of the same. Butter went to 56c for best creamery in prints, and there is a firm undertone. Lard and shortening also were revised upward from one-half to two cents per pound. Barrel pork is higher. A decline in new-laid eggs and several for various varieties of fish are noted.

Hogs and Cattle

Advance 1c-2c

Montreal.

FRESH MEATS.—The market has advanced materially for hogs and while they are selling at \$19.00 to \$19.50 to-day a price of \$20 per cwt. is anticipated, the market ruling very firm. Abattoir dressed are selling at an advance of 1½c to 2c at \$26.50 to \$27.

Cattle advanced also, the net increase over last quotations being one cent for both cows and steers. Altogether there is a fairly good demand and receipts have been picked up promptly.

Hogs, Dressed—			
Abattoir killed, small	.....	\$26 50	\$27 00
Sows	.....	24 00	25 00
Hogs (country dressed)	.....	23 50	24 00
Hogs, live	.....	19 00	19 50
Fresh Pork—			
Leg of pork	.....	.....	0 34
Loins	.....	0 36	0 38
Tenderloin, lb.	.....	0 44	0 46½
Spare ribs	.....	.....	0 22
Trimmed shoulders	.....	0 27	0 28
Fresh Beef—			
(Steers and Heifers)			
\$0 25	\$0 31	Hind quarters	\$0 21 \$0 26
0 16	0 20	Front quarters	0 15 0 17
0 31	0 36	Loins	0 26 0 29
0 21	0 29	Ribs	0 21 0 27
0 16	0 18	Chucks	0 15 0 17
0 23	0 27	Hips	0 18 0 23
Calves (as to grade)	.....	0 27	0 28
Lambs—fresh killed	.....	0 27	0 29
Do., frozen	.....	0 26	0 27
Sheep	.....	.....	0 20

Cured Meats Firm

May Go Higher

Montreal.

CURED MEATS.—The market is firm and prices may advance under the strong fresh meat advances and tendencies. One thing that has served to hold the market down is that of a somewhat small demand. Hams and bacon are leading sellers, particularly the former.

Cured Meats—			
Hams—			
Medium, smoked, per lb.—			
(Weights)	10-16 lbs.	.....	0 37
	16-20 lbs.	.....	0 36
	20-35 lbs.	.....	0 34
Bacon—			
	Plain	.....	0 43 0 44
	Boneless, per lb.	.....	0 46 0 47
Bacon—			
	Breakfast, per lb. (as to qual.)	0 40	0 45
	Roll, per lb.	0 32½	0 33½
Dry Salt Meats—			
	Long clear bacon, ton lots	0 25	0 26
	Long clear bacon, small lots	0 26	0 27
	Fat backs, lb.	.....	0 30
Barrel Pork—			
	Canadian short cut (bbl.)	.....	54 00
	Clear fat backs (bbl.) (40-50	.....	.....

pieces)	.....	60 00	.....
Do. (30-40 pieces)	.....	61 00	.....
Short cut clear pork (bbl.)	.....	53 00	54 00
Heavy mess pork (bbl.)	.....	42 00	44 00
Bean pork (bbl.)	.....	42 00	45 00

Basis Held on

Cooked Meats

Montreal.

COOKED MEATS.—There is a steady and unchanged basis for these lines. In fact there is less change for cooked meats than for any other line in the provision list. Selling is rather confined and there is just a steady, fair trade.

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

Lard Higher,

Market Firm One

Montreal.

LARD.—In accordance with the strong tendencies of the market, and to which reference was made in CANADIAN GROCER last week, lard has advanced two cents a pound. This makes tierce price 29c and that for prints 32c. It is evident that the market will follow the advances made for pork and further increase of price will not be a surprise. The demand is good.

Lard, Pure—

Tierces, 400 lbs., per lb.	.....	0 29	.....
Tubs, 50 lbs., per lb.	.....	0 30	.....
Pails, 20 lbs., per lb.	.....	0 30	.....
Bricks, 1 lb., per lb.	.....	0 32	.....

Half Cent Advance

For Shortening

Montreal.

SHORTENING.—A half-cent advance brings the price for shortening, in bricks, to 27½c to 28c per pound. This is following the tendencies on lard, though to a limited extent. A fair amount of selling is reported.

Tierces, 400 lbs., per lb.	.....	0 26	0 26½
Tubs, 50 lbs.	.....	0 26½	0 26¾
Pails, 20 lbs., per lb.	.....	0 26½	0 27
Bricks, 1 lb., per lb.	.....	0 27½	0 28

Margarine Holding

With Butter High

Montreal.

MARGARINE.—While the price of margarine has held without change, there

is, if anything, a firmer undertone, butter prices being so high. The price for best grades in prints is still around 34c per pound.

Margarine—

Prints, according to quality, lb.	.....	0 32	0 34
Tubs, according to quality, lb.	.....	.....	0 30

Creamery Butter 56c;

Selling Steadily

Montreal.

BUTTER.—Notwithstanding the very considerable increase in receipts for the past year of butter, the consumption has been so great as to absorb the product steadily and prices have again firmed here. Finest creamery is selling at 56c per pound in prints, and there is a steadily heavy demand, the consumer being willing to pay the price. The undertone is firm.

Butter—

Creamery prints (storage)	.....	0 56	.....
Creamery solids (storage)	.....	0 55	.....
Dairy prints, choice	.....	0 47	.....
Dairy, in tubs, choice	.....	0 42	.....

Cheese Moving

To Outside

Montreal.

CHEESE.—While there is a good deal of cheese bought in small lots, a considerable movement has been manifest to outside points and the price basis is steadily held. No changes of any nature have been made.

Cheese—

Large, per lb.	.....	\$0 28½	.....
Twins, per lb.	.....	0 29	.....
Triplets, per lb.	.....	0 30	.....
Stilton, per lb.	.....	0 30	0 32
Fancy, old cheese, per lb.	.....	0 30	.....

Fresh Eggs 42c;

Heavy Supplies

Montreal.

EGGS.—There is a further decline in egg prices this week, strictly new-laid being quoted at 42c to 43c per dozen. Buyers can secure any quantity in the country at around 38c and the price basis will likely be still lower. There is a heavy consumptive demand,

New-laid	0 42	0 43
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Dressed Poultry

Steady Here

Montreal.

POULTRY.—The market here is maintained on a steady and satisfactory basis without change. The considerable export of past weeks has had a real effect in maintaining a steady and firm undertone and if the same movement continues there is not much to indicate lower prices on domestic requirements.

Chickens, roast (3-5 lbs.)	.....	\$0 38	.....
Chickens, roast (milk fed)	.....	0 43	.....
Broilers (3-4 lb. pr.)	.....	0 45	.....

DUCKS—

Brome Lake	.....	0 47	.....
Young Domestic	.....	0 40	.....
Turkeys (old toms), lb.	.....	0 43	.....
Turkeys (young)	.....	0 45	.....
Geese	.....	0 30	.....
Old fowls	.....	0 36	.....
Large	.....	0 32	.....
Small	.....	0 30	.....

Various Fish

Marked Lower

Montreal.

FISH.—Various varieties of fish are marked down this week. Among these are salmon, tom cods, smelts, and some pickled fish too. The reason for this is partly owing to the better demand due to the advent of Lent having expended itself in a large way. For two weeks business was excellent, but with supplies in the dealers are not stocking now so heavily. Weather conditions also helped, but these are now unfavorable again and frozen fish will not sell so readily, larger stocks being stored away now than usual at this season.

Eels are said to be sold out. Smoked and prepared fish is in slow demand and stocks are said to be large. With softer weather a larger business is looked for in oysters, prawns, lobsters, etc.

FRESH FISH

Haddock	0 09	0 10
Steak Cod	0 10	0 11
Market Cod	0 08	0 09
Flounders	0 09	0 10
Prawns		0 40
Live lobsters	0 65	0 70

FROZEN FISH

Halibut, large and chicken	0 20	0 21
Halibut, medium	0 22	0 23
Haddock	0 07	0 07 1/2
Mackerel	0 15	0 16
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 13	0 15
Smelts, No. 2, per lb.	0 10	0 11
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 06 1/2	0 07 1/2
Whitefish, small	0 11	0 12

ONTARIO MARKETS

TORONTO, March 19.—After their meteoric flight last week, hogs seem due for a decline this week. Butter has advanced 1c per pound, and market is very firm. Eggs are slightly easier. The market on cheese has firmed right up, and higher prices are ruling. Numerous changes have been made in fish prices, smoked and dry and pickled lines being cleaned out at substantial reductions.

Hogs Tend Lower;

Beef Rules Firm

Toronto.

FRESH MEATS.—Live hogs after advancing considerably last week are trending lower again and it seems as though prices will get down to an easier basis before the week is over. The United States Food Administration has stepped in and asked that a maximum of \$18.00 be established and this will have a tendency to stabilize the market and get things on a better basis. Beef is holding firm and good grades are scarce. There is little change in prices of fresh meats but the movement in all lines has been upward. Range of quotations to-day follows:

Hogs—

FRESH MEATS

Dressed, 70-100 lbs., per cwt.	\$24 00	\$25 00
Live, off cars, per cwt.		19 00
Live, fed and watered, per cwt.		18 75
Live, f.o.b., per cwt.		17 75
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 28	0 30
Loins of pork, lb.	0 36	0 38
Tenderloins, lb.	0 42	0 50
Spare Ribs, lb.		0 20
Pienics, lb.		0 24
New York shoulders, lb.		0 27
Montreal shoulders, lb.		0 28

Ses' Herrings	0 07 1/2	0 08
Steak Cod	0 08 1/2	0 09
Gaspe Salmon, per lb.	0 24	0 26
Salmon Cohoes, round	0 17 1/2	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large		0 22
Lake Trout	0 19	0 20
Tom Cods, per bbl.	3 50	4 00
Lake Herrings, bag, 100 lbs.		6 00
Alewires	0 05 1/2	0 06

SALTED FISH

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

PICKLED FISH

Herrings (Scotch cured), barrel	12 00
Scotia, barrel	12 00
Do., half barrel	6 50
Mackerel, barrel	34 00
Salmon, Labrador (200 lbs.)	26 00
Salmon, B.C. (200 lbs.)	25 00
Sea Trout (200-lb. bbls.)	25 00
Turbot (200 lbs.)	17 00
Codfish, tongues and sound, lb.	0 15
Eels, lb.	0 16

OYSTERS

Cape Cod, per barrel	\$15 00
Batouche, per barrel	15 00
Sealops, gallon	4 00
Can No. 1 (Solids)	2 25
Can No. 3 (Solids)	6 50
Can No. 5 (Solids)	11 00
Can No. 1 (Selects)	2 50
Can No. 3 (Selects)	8 40

SUNDRIES

Crushed Oysters Shell, 100-lbs.	\$1 60
Paper Oyster Pails, 1/4-lb. per 100	2 25
Paper Oyster Pails, 1/2 per 100	1 75

Boston butts, lb.		0 32
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 22	0 27
Front quarters, lb.	0 17	0 18
Ribs, lb.	0 22	0 30
Chucks, lb.	0 13	0 16
Loins, whole, lb.	0 28	0 30
Do., short, lb.	0 37	0 38
Hips, lb.	0 22	0 24
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 23	0 26
Lambs, whole, lb.	0 28	0 32
Sheep, whole, lb.	0 20	0 22
Above prices subject to daily fluctuations of the market.		

Cured Meats

in Active Demand

Toronto.

PROVISIONS.—A better demand is in evidence and outlook is much brighter. Domestic trade and export business show up very well and prices are well maintained with higher levels in some quarters. Changes are recorded in list below:

Hams—		
Medium	\$0 36	\$0 39
Large, per lb.	0 28	0 35
Backs—		
Skinned, rib in	0 46	0 47 1/2
Boneless, per lb.	0 49	0 52
Bacon—		
Breakfast, ordinary, per lb.	0 39	0 41 1/2

Breakfast, fancy, per lb.	0 44	0 47
Roll, per lb.	0 29	0 31
Wiltshire (smoked sides), lb.	0 34	0 35
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 27	0 28
Do., aver. 70-100 lbs.	0 26	0 26 1/2
Fat backs, 16-20, lb.		0 30
Out of pickle, prices range about 2c per pound below corresponding cuts above.		

Barrel Pork—

Mess pork, 200 lbs.	42 00	45 00
Short cut backs, bbl., 100 lbs.	53 00	55 00
Pickled rolls, bbl., 200 lbs., heavy	45 00	50 00
Do., Do., lightweight	52 00	53 00

Above prices subject to daily fluctuations of the market.

Cooked Meats

Holding Firm

Toronto.

COOKED MEATS.—The market is firmly held and a fairly active demand is shown for all lines. Prices show no quotable change.

COOKED MEATS

Boiled ham, lb.	\$0 48	\$0 49
Hams, roast, without dressing, lb.	0 47	0 48
Shoulders, roast, without dressing, per lb.	0 45	0 47
Head Cheese, 6s, lb.		0 14
Meat Loaf with Macaroni and Cheese, lb.		0 24
Choice Jellied Ox Tongue, lb.	0 50	0 52
Ham and Tongue, lb.		0 32
Veal and Tongue, lb.		0 25

Above prices subject to daily fluctuations of the market.

Lard Goes

Up Another 1c

Toronto.

LARD.—Higher prices are again in evidence on lard this week. There is a very good export demand reported and local trade is much improved. Supplies are very good but none too plentiful in view of increased business offering.

Lard, tierces, 400 lbs., lb.	\$0 29	\$0 30
In 60-lb. tubs, 1/2c higher than tierces, pails 1/2c higher than tierces, and 1-lb. prints, 2c higher than tierces.		

Shortening Firms

Up Considerably

Toronto.

SHORTENING.—The market has firmed up considerably in sympathy with the situation in lard and some factors report higher prices ruling. Supplies are good and there seems to be no difficulty now in getting shipments of cotton seed oil through from the South. The following figures, tierce basis, per pound, are quoted to-day: Easifirst, 26 1/2c; Domestic, 26c; Peerless, 25 1/2c; Cotasuet, 25 1/2c. Other brands are covered in range herewith:

Shortening, tierces, 400 lbs., lb.	\$0 25 1/2	\$0 26
In 60-lb. tubs, 1/4-1/2c per lb. higher than tierces; pails, 1/2-1/2c higher than tierces, and 1-lb. prints, 1 1/4-1 1/2c higher than tierces.		

Margarine Holds

at Unchanged Figures

Toronto.

MARGARINE.—The situation is without any material change, there being a fair demand and prices holding at unchanged figures. Stocks are considered ample.

Margarine—

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

Butter Goes

Higher; Up 1c

Toronto.

BUTTER.—There is a much better feeling in regard to butter, and prices

have firmed up one cent per pound. This applies not only to creamery, but to the dairy butter as well. Indications are that fresh made creamery is none too plentiful and is in very good demand, and consequently prices have stiffened and the situation in storage butter is in sympathy with these firmer tendencies.

Table with 3 columns: Item, Price, Price. Includes Creamery prints (storage), Creamery solids (storage), etc.

Eggs Show

Further Reductions

Toronto.

EGGS.—The market is slightly easier again this week, but whether it will go very much lower is just a question at the present time. Supplies have been coming along freely, but mild weather with fairly heavy rains has tended to put the roads in rather bad condition and it may not be so easy for the farmer to market his eggs. Quotations shown below are really subject to supply and demand and existing weather conditions.

Table with 3 columns: Item, Price, Price. Includes New-laid, in cartons, doz., New-laid, doz., etc.

Cheese Makes

Advance 1c lb.

Toronto.

CHEESE.—The market has firmed right up this week and prices have advanced a good full cent per pound. Indications are that stocks are being cleaned up fairly quickly and it will be some time yet before any new cheese is available in a sufficient quantity to affect the situation.

Table with 3 columns: Item, Price, Price. Includes New, large, Stilton (new), Twina, etc.

Market in Poultry

Well Maintained

Toronto.

POULTRY.—The market during the week shows very little change. There is very little live stuff coming to hand, and dealers report that the movement of frozen stock to the trade is fairly good. There has been some export business actually done, and efforts are being made to extend this. Just what success will attend the present efforts that are being made will not be known for a few days yet.

Table with 3 columns: Item, Price, Price. Includes Ducks, lb., Geese, lb., Turkeys, old, lb., etc.

Table with 3 columns: Item, Price, Price. Includes Hens, light, Do., heavy, Chickens, spring, etc.

Smoked Fish, Dry and Pickled Lines Easier

Toronto.

FISH.—Dealers show a tendency to clean up on their stocks of smoked fish and also on dry and pickled fish. Stocks of some lines are becoming fairly well cleaned up, and on other prices have been shaded to quite an extent. There have been some changes made in the price of fresh frozen fish also, and the full list appears below:

Table with 3 columns: Item, Price, Price. Includes Cod Steak, lb., Do., market, lb., Haddock, heads on, lb., etc.

Table with 3 columns: Item, Price, Price. Includes Cod Steak, lb., Do., market, lb., Flat Fish, B.C., lb., etc.

WINNIPEG MARKETS

Hogs Higher;

May Go Lower

Winnipeg.

PROVISIONS.—Owing to light receipts the local hog market has firmed up considerably and prices have reached the high level of 18 1/2 c. With the uncertainty which is now prevailing in the United States hog market it is questionable what the local market will show in the next few weeks, though some packers think prices will be lower. There are only sufficient hogs on the local market to meet demands, and there are not sufficient to cause fluctuation in sympathy with the United States market, which has shown decided weakness in pork products within the past few days.

Table with 3 columns: Item, Price, Price. Includes Hams, Bacon, Dry Salt Meats, Barrelled Pork, Lard, Pure, etc.

Eggs Strong; Butter, Poultry Moving

Winnipeg.

EGGS.—The local egg market is very strong and receipts are light owing to the continued cold weather. A few small shipments of eggs are coming from the South. Prices are steady at 47 to 52 cents.

BUTTER.—With the movement of

Table with 3 columns: Item, Price, Price. Includes Smelts, No. 2, lb., Do., No. 1, lb., etc.

Table with 3 columns: Item, Price, Price. Includes Herrings, Lake Superior, Do., Lake Erie, lb., etc.

Table with 3 columns: Item, Price, Price. Includes Bloaters, 40 Count, box, Cod, smoked, lb., etc.

Table with 3 columns: Item, Price, Price. Includes Cod, Acadia Strip, box, Do., Acadia Tablets, 1 lb., 20 to case, etc.

carloads of creamery butter to the seaboard for export the creamery situation has greatly improved and there is hardly expected to be sufficient supplies left to provide for local requirements. Fresh receipts are coming in very small quantities as yet. Prices range from 48 to 50 cents per pound.

POULTRY.—Receipts of fresh stock are very light. There is a better feeling regarding storage stocks with a much better movement out of storage. This situation prevails both in Canada and the United States.

Good Movement Fish Reported

Winnipeg.

FISH.—The demand for fish has been good throughout the Lenten season. Supplies of all kinds of fish are plentiful. There is no change in prices and dealers hold out little prospect of any change, at least until the fresh fish comes in.

Table with 3 columns: Item, Price, Price. Includes Whitefish (cleaned), lb., Whitefish (frozen), lb., etc.

Table with 3 columns: Item, Price, Price. Includes Frozen Halibut, lb., Fresh Halibut, lb., Frozen Salmon, lb., etc.

Table with 3 columns: Item, Price, Price. Includes Finnan Haddie (30-lb. boxes), lb., Finnan Haddie (15-lb. boxes), lb., etc.

FREEMAN Dry Air Refrigerator

Canada's First Centre Air Flue Refrigerator—patented 1918.
Canada's First Dry Air Refrigerator.
A superior Refrigerator for Butcher, Grocer and Delicatessen—
perfect for dryness of air and Economy of Ice.
Order early to avoid the hot weather rush orders.
Catalogue on request.

THE W. A. FREEMAN CO., Limited
HAMILTON - CANADA

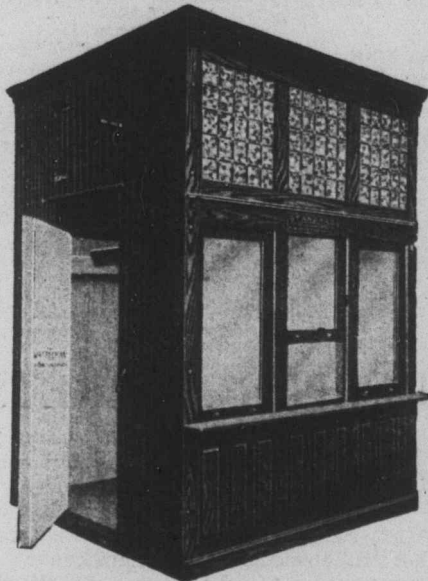
Branches at

Toronto
114 York St.

Montreal

Winnipeg
209 McDermot Ave.

Write for Catalogue



EGGS

If you want to sell
Eggs we can handle
them for you.

If you want to buy
Eggs we can supply
you.

Let us hear you calling

F. W. FEARMAN CO.
LIMITED
HAMILTON



Backed
by a reputation

—a reputation won by giving
the housewives of Canada an
absolutely pure table salt, with
fine, even grain full of savour.
This is why

Windsor
Table
Salt
Made in
Canada

is always in demand—and
why Grocers like to handle it.
It pleases every customer.

THE CANADIAN SALT CO., LIMITED 256

Ask us for

**Wrapping
Papers
and
Twines**

WALTER WOODS & CO.
HAMILTON AND WINNIPEG



Every one is a satisfaction giver

The approval of the discriminating customer is only won by featuring and recommending lines of proven quality, such as

Brunswick Brand Sea Foods

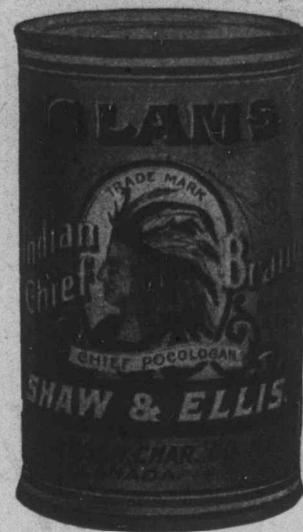
Quality is the one big idea embodied in every Brunswick Brand Product. The ideal location of our modern plant and the scrupulous care exercised in the selection and processing of the fish positively guarantee against inferior quality.

Order from this list:

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

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

Canada Food Board License No. 1-603



Indian Chief Brand Clams

Fine for your displays of canned sea foods. Always opens up fresh, sweet and tempting. A profitable line for regular display.

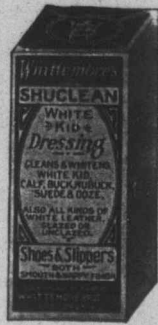
Also show

INDIAN CHIEF BRAND PREPARED HERRINGS

Ready Cooked. May be eaten right from the can or heated for a few moments in boiling water. Feature this in conjunction with INDIAN CHIEF CLAMS.



Shaw and Ellis
POCOLOGAN, N.B.



Quality **Whittemore's** Variety
Shoe Polishes
The Shine That Lasts

Bostonian Cream. The ideal cleaner for kid and calf. Brown, gray, white, in fact, any other color or shade desired.
Gilt Edge Black Self-shining Dressing. The old reliable dressing for ladies' and children's shoes.
Shuclean. For white kid, calf, buck and Nubuck leather. Will not harden the finest and lightest weight of leather.
Cleanall. The great success for cleaning velvet, silk and satin shoes and slippers, also fabrics.
Quick White. Makes dirty white canvas shoes clean and white. A well-known dressing.
Albo white cake canvas and buck dressing in metal box. 2 sizes.
Nobby Brown Paste Polish for brown shoes. **Peerless Oxblood Paste Polish** for red leather shoes.
 Ask your jobber's salesman for complete catalogue with prices, or write us at Boston, Mass. U.S.A.

Popular Brands

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

Plug Smoking

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



Trade Mark Registered



Every package we ship carries the above trade-mark.

Plug Chewing

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



Trade Mark Registered

W. C. MACDONALD, REG'D.

Established Over 60 Years
 MONTREAL, P. Q.

THE SWEETEST BREAD

Will Win The Family's Favor

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

RICE FLOUR

MOUNT ROYAL MILLING AND MANUFACTURING CO., LIMITED
MONTREAL, QUEBEC VICTORIA, B.C.



*Made-in-Canada
By An
All-Canadian
Condensed Milk
Company.*

Count on these three
for profit and customer satisfaction

Malcolm Milk Products are so delicious and so wholesome that you can safely recommend them to even the most critical.

Their goodness is not surpassed by the most widely advertised imported lines, and Malcolm's are strictly Canadian-made.

We'll send you a 5-case lot or more and prepay freight up to 50c per 100 lbs., provided your store is situated in either Ontario, Quebec or the Maritime Provinces.

THE MALCOLM CONDENSING CO., LIMITED

An All-Canadian Condensed Milk Company

ST. GEORGE, ONT.

KING GEORGE'S NAVY

CHEWING TOBACCO

Will get you the tobacco trade

There is a distinctively different "flavor" to every chew of King George's Navy that captivates the taste of discriminating "chews." That's why selling it is so very worth while. It gets the dealer the tobacco trade and holds it, too.

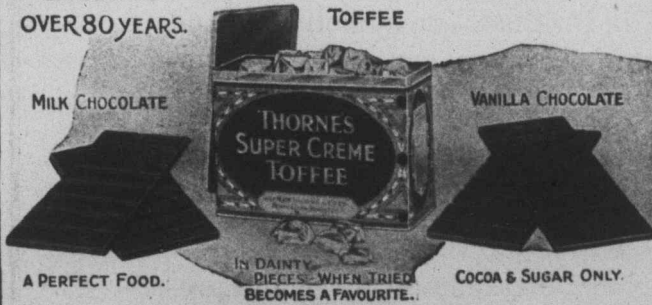
You're selling King George's Navy, of course?



Rock City Tobacco Co., Ltd.

REPRODUCTION OF SPECIALITIES MANUFACTURED BY HENRY THORNE & CO LTD LEEDS

ESTABLISHED OVER 80 YEARS. ENGLAND.



MILK CHOCOLATE

VANILLA CHOCOLATE

A PERFECT FOOD.

IN DAINTY PIECES WHEN TRIED BECOMES A FAVOURITE.

COCOA & SUGAR ONLY.

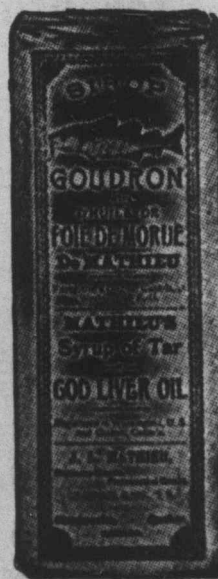


HOUSEHOLD COCOA
A PURE COCOA
OF
HIGH QUALITY.

HEALTH
COCOA
A PURE COCOA
OF HIGHEST
QUALITY.

ASSORTED CHOCOLATES
FINEST INGREDIENTS ONLY USED.

Good Live Sellers



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



J. L. MATHIEU CO.
PROPRIETORS
SHERBROOKE, QUEBEC

"Guaranteed Against Decline"

ON the copy of an order for Egg-O Baking Powder received last week from a prominent wholesale grocer in Toronto was written at the demand of the buyer — "These prices guaranteed against decline."

To this condition we could readily consent because there is no possibility of an early drop in the price of Egg-O Baking Powder.

Having maintained our present prices so long in face of the rising costs has greatly increased our sales—in fact to such an extent that our present stocks may be exhausted before a reduction takes place in the costs of raw materials.

We do not want to increase our prices, but should our stocks become exhausted before the prices of our raw materials are reduced we will be compelled to do so.

In the meantime and probably until the end of this year we can guarantee our prices against decline.



The Egg-O Baking Powder Co., Ltd.

Hamilton - Ontario

You Want a Man

Then the first thing to be considered is the kind of man you are looking for.

Your business calls for a man of keen perception; an ambitious man; a man who looks to everything that helps him become efficient in the business he has chosen.

You need just such qualities in the man you are seeking, combined with specialization in your line, and the surest, quickest and most economical way to reach him is through the "WANT AD" columns of CANADIAN GROCER.

The man who takes time to study the pages of Canada's Only Weekly Grocery Paper is ambitious, progressive, has a good understanding of the grocery trade, and is more likely to fill your particular requirements than the haphazard man who never looks beyond to-day.

CANADIAN GROCER is the Trade Show Window for more than 5,300 grocers and their staffs in all parts of Canada. Your message will be read by these wide-awake business men and your choice will be from a select field.

Furthermore, the cost is indeed a small item—2 cents a word first insertion, and 1 cent a word for each subsequent insertion. Five cents extra per insertion if replies are to be sent to Box No. in our care.

Send it right along now. Let CANADIAN GROCER find the man.

Canadian Grocer

143-153 University Avenue

TORONTO, ONTARIO

The House of Quality Fruits

THE FIRM FOR SERVICE

ESTABLISHED 1861



Guelph, where our distributing centre is located, is ideally situated as a point of quick, satisfactory deliveries.

We guarantee our patrons this service and have always on hand an ample stock of

Imported and Domestic Fruits

from which we can fill your orders on short notice.

You can always rest assured that the quality of our goods is everything you would wish for—everything your customers would wish for, too—the kind that will bring them back to you for further supplies.

**Ask us to quote you on the
quantity you require.**

OUR SERVICE SATISFIES



HUGH WALKER & SON
GUELPH, ONTARIO

"The Mysterious German Onions"

On nights when the German air raiders were out, they sent up strange, luminous balls behind their lines and anchored them above the clouds—globes of fire which could be seen for forty miles or more. What these "onions" were, or how they were kept in stationary position above the clouds, is still a profound mystery. The Allies never learned anything about them, but the Allied night bombing crews steered their course to the Rhineland by the luminous buoys thus provided.

What is known about the onions is told by Lieut. J. Vernon McKenzie in the course of an article, "Raiding the Rhineland," in MARCH MACLEAN'S. It is an intensely interesting article, telling all about the great reprisal campaign which implanted the fear of war in the German civilian heart.

"NO HOPE FOR THE WETS"

"Already the temperance forces are lined up to stop any possible break in the prohibition dam," writes J. K. Munro, in discussing what is going to happen at the coming session at Ottawa. He predicts that Union Government will hold together, but that the habit it has contracted of promising everything asked is going to make a lively session. He expects:

Dry legislation at the earliest possible moment.
The moral reform forces in control.
No change in the Divorce Law.
Tariff concessions made to the West.

*The March number, in fact, is full of live, up-to-the-minute features.
The famous Canadian Ace, Lieut.-Colonel W. A. Bishop is on the cover.*

Some of the outstanding articles and stories are:

The Transformation (a new serial)—By Frederic S. Isham.

A Canadian King-maker (the story of Lord Beaverbrook in Britain)—By Maurice Woods.

Fitting in the Returned Soldier—By George Pearson.

The Three Sapphires—By W. A. Fraser.

The Strange Adventure of the Nile Green Roadster—By Arthur Stringer.

Fakers—and Others—By E. Ward Smith.

Lend Me Your Title—By Onoto Watanna.

A Shady Deal—By Archie P. McKishnie.

The City of Lost Laughter—By Mary Josephine Benson.

The Voice of Canada Interpreted

A new department starts in this number given over to summarizing and presenting opinion in Canada on outstanding topics, as reflected in the press. In this issue the department is given over to a careful compilation of opinion on the problems of the returned soldier.

Events of the World in the Remaking

Germany Ready for Trade War
Three-Year Marriages in France
No Solution in Ireland Possible?
Controlling Booze in Britain
Is Czar Still Alive?

Did Dr. Diesel Die?
The Secret British Ferry
The Poison That Didn't
The Problem
The German Spy in Holland

The Mysterious Sinn Fein Leader
Why Harrison Fought Lloyd George
Hun Spies Outwitted
Will Trotzky Hire Huns?
The Achievements of Allenby

Over 65,000 Canadian Families Buy

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

MARCH ISSUE Now On Sale
At All News Dealers

20c PER COPY. \$2.00 PER YEAR.

Dealers who have not been handling MACLEAN'S should secure copies at once from their nearest Wholesaler

If there are no newsdealers in your town, or if your newsdealers cannot supply you, send 20 cents for a sample copy or \$2.00 for a whole year's subscription to MACLEAN'S MAGAZINE, 143-153 University Avenue, Toronto, Canada.

Safety



Sanitation

Simplicity

The Essence of Successful Preserving
Fruit Jars with those Essentials Guaranteed
EPRFECT SEAL

CROWN



Screw Top

Easy to Operate

The Rubber Ring
Seals the Jar



Lightning Fastener

Reliable

Extra Quality Rubber Ring
in Each Jar

GEM



Screw Top

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

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

It's a friend of your
customer and a friend
of yours

The packing, the neat attractive make-up, the quick sales, make **WONDERFUL SOAP** a friend that every grocer should get acquainted with.

Its moderate price, its high-grade quality, the results it produces, have made **WONDERFUL SOAP** a friend of the housewife.

Be sure you're well stocked.

Guelph Soap Co.
Guelph, Ontario



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



Lake Megantic, Que.



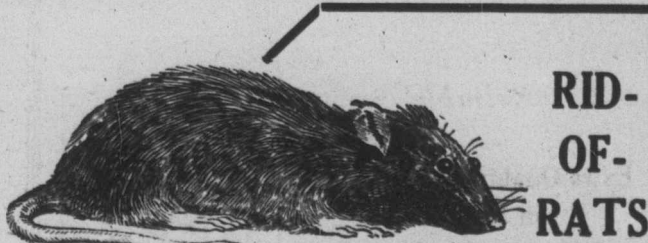
Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

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

Ask Your Jobber for
“STAR” BRAND
COTTON
WRAPPING TWINE

Agents:

WM. B. STEWART & SONS
 EMPIRE BLDG. - TORONTO



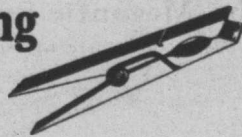
**RID-
OF-
RATS**

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about \$500,000,000.00 per annum. Use Rid-Of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, \$1.80 per doz., \$1.00 per lb. in bulk

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

**Dominion Spring
Clothes Pins**



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

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

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.

**QUOTATIONS FOR
PROPRIETARY ARTICLES**

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

JAMS

DOMINION CANNERS, LTD.

“Aymer” Pure Jams and Jellies
 Guaranteed Fresh Fruit and
 Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$5 35
Currant, Black	3 90
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

CATSUPS—In Glass Bottles

½ Pts., Aymer Quality	Per doz.
Pts., Aymer Quality	\$1 90
Gallon Jugs, Aymer Quality 1 62½	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80

PORK AND BEANS

“DOMINION BRAND”

Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce ... 1 27½	
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce ... 2 35	
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

EVAPORATED MILK

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

CONDENSED COFFEE

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

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

Compressed Corn Beef—½s, \$2.90; 1s, \$4.90; 2s, \$9.25; 6s, \$34.75.	
Lunch Ham—1s, \$7.40; 2s, \$14.50.	
Ready Lunch Beef—1s, \$4.90; 2s, \$9.00.	
English Brawn—½s, \$2.90; 1s, \$4.90; 2s, \$9.90.	
Boneless Pig's Feet—½s, \$2.90; 1s, \$4.95; 2s, \$9.90.	
Ready Lunch Veal Leaf—½s, \$2.45; 1s, \$4.45.	
Ready Lunch, Beef-Ham Leaf—½s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef Leaf—½s, \$2.45; 1s, \$4.45.	
Ready Lunch Asst. Loaves—½s, \$2.50; 1s, \$4.50.	
Geneva Sausage—1s, \$4.40; 2s, \$9.40.	
Roast Beef—½s, \$2.90; 1s, \$4.90; 2s, \$9.25; 6s, \$34.75.	
Roast Mutton—\$7.25; 2s, \$14.50; square cans, \$48.00.	
Boiled Mutton—1s \$7.25; 2s, \$14.50; \$29.90; 6s, \$45.	
Boiled Beef—1s, \$4.80; 2s, \$9.25; 6s, \$34.75.	
Jellied Veal—½s, \$3.25; 1s, \$4.30; 2s, \$9.25.	
Cooked Trips—1s, \$2.90; 2s, \$4.90.	
Stewed Ox Tail—1s, \$2.40; 2s, \$4.40.	
Stewed Kidney—1s, \$4.40; 2s, \$8.40.	
Mince Collops—½s, \$1.90; 1s, \$3.85; 2s, \$6.90.	
Sausage Meat—1s, \$3.90; 2s, \$7.80.	
Corn Beef Hash—½s, \$1.90; 1s, \$3.90; 2s, \$5.90.	
Beef Steak and Onions—½s, \$2.90; 1s, \$4.90; 2s, \$8.90.	
Jellied Hocks—2s, \$9.90; 6s, \$30.00.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.40; 2s, \$8.40.	
Boneless Chicken—½s, \$5.90; 1s, \$9.00.	
Boneless Turkey—½s, \$5.90; 1s, \$9.00.	
Ox Tongue—½s, \$3.90; 1s, \$6.40; 1½s, \$13.40; 2s, \$17.20; 3½s, \$29.70; 6s, \$45.	
Lunch Tongue—½s, \$3.90; 1s, \$6.90; Beef Suet—1s, \$6.40; 2s, \$12.40.	
Mince Meat (Tins)—1s, \$2.90; 2s, \$4.90; 6s, \$12.90.	
Mince Meat (Bulk)—5s, 17c; 10s, 16c; 25s, 15c; 50s, \$15.	
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.10; 1s, \$1.75; 2s, \$2.55; 6s, \$3.95.	
With Plain Sauce—Ind., \$1; 1s, \$1.65; 2s, \$2.40; 6s, \$3.40.	
Chateau Brand Concentrated Soups—Celery, \$1.25; Consommé \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mulligatawny, \$1.45; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Vegetable, \$1.25; Chicken, \$1.45; Mook Turtle, \$1.45; Tomato, \$1.25; Vermicelli Tomato, \$1.25; Assorted, No. 1, case, \$1.35; Soups and Bouilli, 6s, \$13.25.	
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 90c; 1s, \$1.25; 1½s, \$1.90; 2s, \$2.30; 6s, \$3.55; 6s, \$12; 12s, \$20.	
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.15; 1½s, \$1.65; 2s, \$1.95; 6s (talls), \$2.55; 6s, \$10; 12s, \$18.	



What Dreams are Made of

There may be horrid dreams following big "helps" of mince pie or plum pudding, but only lovely ones come after a dinner where Jell-O is the dessert.

This isn't "foolishness," but good sound sense, for

JELL-O

is as wholesome as it is good to eat and beautiful. There are six flavors of Jell-O—all pure fruit flavors.

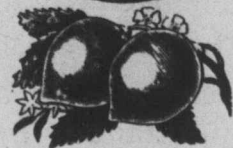
Beautiful ten-color window display material of high quality will be sent to you, free of all expense to you, of course, if you can use it to advantage, and we believe you can.

The Genesee Pure Food Company of Canada, Limited
 Bridgeburg, Ont.
 Made in Canada

Our
 Want Column
 Will Help You

A Fine
 Warm Weather
 Line ---

**Rose's
 Lime Juice**

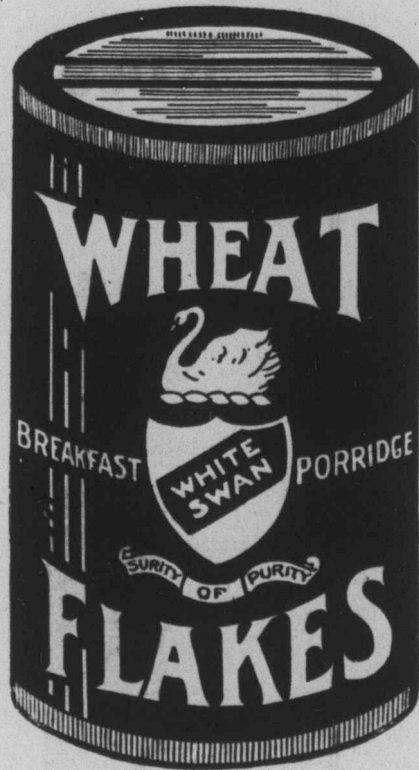


There are many lime juices on the market, but not one that you can more readily recommend than ROSE'S. A few bottles regularly displayed on your counter during the Summer weeks will get you a good portion of the strong warm weather demand for a delicious, cooling, temperance drink.

TRY ROSE'S.

Holbrooks, Ltd.
 Dominion Representatives
 Toronto and Vancouver

White Swan Wheat Flakes



are back again and going stronger than ever.

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

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

Prove it by a trial order.

White Swan Spices & Cereals
LIMITED
TORONTO CANADA

- Chili Sauce (red and gold label)—Ind., 90c; 1s, \$1.25; 1½s, \$1.90; 2s, \$2.30.
- Vegetarian Baked Beans and Tomato Sauce—2s, \$2.25.
- Sliced Smoked Beef—½s, \$2.40; 1s, \$3.40; 4s, \$24.
- Canadian Boiled Dinner—1s, \$2.40; 2s, \$5.90.
- Army Rations—Beef and Vegetables. 1s, \$3.40; 2s, \$5.90.
- Spaghetti with Tomato Sauce with Cheese—½s, \$1.40; 1s, \$1.90; 3s, \$3.30.
- Tongue, Ham and Veal Pates—½s, \$2.35.
- Ham and Veal Pates—½s, \$2.35.
- Smoked Vienna Style Sausage—½s, \$2.45.
- Pate De Foie—¼s, 75c; ½s, \$1.40.
- Plum Pudding—½s, \$2.40; 1s, \$3.90.
- Potted Beef Ham—¼s, 75c; ½s, \$1.40.
- Beef—¼s, 75c; ½s, \$1.40.
- Potted Tongue—¼s, 75c; ½s, \$1.40.
- Potted Game (Venison)—¼s, 75c; ½s, \$1.40.
- Potted Veal—¼s, 75c; ½s, \$1.40.
- Potted Meats (Assorted)—¼s, 80c; ½s, \$1.45.
- Devilled Beef Ham—¼s, 75c; ½s, \$1.40.
- Devilled Tongue—¼s, 75c; ½s, \$1.40.
- Devilled Meats (Assorted)—¼s, 80c; ½s, \$1.45.
- In Glass Goods**
- Fluid Beef Cordial—20 oz. bottle \$10; 10 oz., \$5.
- Ox Tongue—1½s, \$14.50; 2s, \$19.70.
- Lunch Tongue (in glass)—1s, \$9.90.
- Sliced Smoked Beef (in glass)—¼s, \$1.80; ½s, \$2.80; 1s, \$3.90.
- Mincedmeat (in glass)—1s, \$3.25.
- Potted Chicken (in glass)—¼s, \$2.40.
- Ham (in glass)—¼s, \$2.40.
- Tongue (in glass)—¼s, \$2.40.
- Venison (in glass)—¼s, \$2.40.
- Meats, Assorted (in glass)—\$2.45.
- Chicken Breast (in glass)—½s, \$8.90.
- Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.
- Chili Sauce—10 oz., \$3.25.
- Spaghetti with Tomato Sauce—½s, \$1.40; 1s, \$1.90; 3s, \$3.30.
- Peanut Butter—¼s, \$1.40; ½s, \$1.90; 1s, \$2.30; in pails, 5s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.

COLMAN'S OR KEEN'S MUSTARD.

- D. S. F., ¼-lb. Per doz. tins \$2 80
- D. S. F., ½-lb. 5 30
- D. S. F., 1-lb. 10 40
- F. D., ¼-lb.

- Durham, 1-lb. jar, each... \$0 60
- Durham, 4-lb. jar, each... 2 25

Canadian Milk Products, Ltd., Toronto and Montreal.

KLIM

- Hotel \$18 60
- Household size 8 25
- Small size 5 75
- F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches

- Laundry Starches—**
- Boxes
- 40 lbs. Canada Laundry09¼
- 40 lbs., 1-lb. pkg., Canada White or Acme Gloss... .09¼
- 48 lbs., No. 1 White or Blue Starch, 3-lb. cartons10¼
- 100-lb. kegs, No. 1 white... .09¼
- 200-lb. bbls., No. 1 white... .09¼
- 30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. .11¼
- 48 lbs., Silver Gloss, in 6-lb. tin canisters12¼
- 36 lbs., Silver Gloss, in 6-lb. draw lid boxes12¼
- 100 lbs., kegs, Silver Gloss, large crystals10¼
- 40 lbs., Benson's Enamel, (cold water), per case... 3.25
- Celluloid, 45 cartons, case.. 4.40

Culinary Starch

- 40 lbs., W. T. Benson & Co.'s Celebrated Prepared 11
- 40 lbs. Canada Pure or Challenge Corn09¼
- 20-lb. Cases Refined Potato Flour, 1-lb. pkgs..... .20
- (20-lb. boxes, ¼c higher, except potato flour)

GELATINE

- Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1 50
- Knox Plain Sparkling Gelatine (makes 4 pints), per doz... \$2 00
- Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. 2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND

CORN SYRUP

- Perfect Seal Jars, 3 lbs., 1 doz. in case \$4.00
- 2-lb. tins, 2 doz. in case ... 4.55
- 5-lb. tins, 1 doz. in case ... 5.15
- 10-lb. tins, ½ doz. in case.. 4.85
- 20-lb. tins, ¼ doz. in case.. 4.80

(Prices in Maritime Provinces 10c per case higher)

- Barrels, about 700 lbs. \$0.06¼
- Half bbl., about 350 lbs.07
- ¼ bbl., about 175 lbs.07¼
- 2-gal. wooden pails, 25 lbs... 2.15
- 3-gal. wooden pails, 33½ lbs. 3.25
- 5-gal. wooden pails, 65 lbs.. 5.25

LILY WHITE CORN SYRUP

- 2-lb. tins, 2 doz. in case... \$5.05
- 5-lb. tins, 1 doz. in case ... 5.65
- 10-lb. tins, ½ doz. in case.. 5.35
- 20-lb. tins, ¼ doz. in case.. 5.30
- (5, 10 and 20-lb. tins have wire handles)

INFANTS' FOOD

MAGOR, SON & CO., LTD.

- Robinson's Patent Barley— Doz 1 lb. \$4.00
- ¼ lb. 2.00
- Robinson's Patent Groats— 1 lb. \$4.00
- ¼ lb. 2.00

NUGGET POLISHES

- Polish, Black, Tan, Toney Red and Dark Brown \$1.10
- Card Outfits, Black and Tan... 4.10
- Metal Outfits, Black and Tan... 4.00
- Creams, Black and Tan ... 1.20
- White Cleaner 1.20

IMPERIAL TOBACCO CO. OF CANADA, LIMITED. EMPIRE BRANCH

- Black Watch, 10s, lb. \$1.20
- Bobs, 12s 1 00
- Currency, 12s 1 00
- Stag Bar, 9s, boxes 6 lbs.. 1 00
- Pay Roll, thick bars, 1 25
- Pay Roll, plugs, 10s, 6-lb. ¼ caddies 1 25
- Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs..... 1 00
- Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes ... 1 12
- Forest and Stream, tins, 9s, 2-lb. cartons 1 44
- Forest and Stream, ¼s, ½s, and 1-lb. tins 1 50
- Forest and Stream, 1-lb. glass humidors 1 75
- Master Workman, bars, 7s 3½ lbs. 1 20
- Derby, 9s, 4-lb. boxes 1 00
- Old Virginia, 12s 1 50
- Old Kentucky (bars), 9s, boxes, 5 lbs. 1 25

WM. H. DUNN, LTD., Montreal BABBITTS

- Soap Powder, case 100 pkgs... \$5 65
- Cleanser, case 50 pkgs. 3 10
- Cleanser (Koher), cs. 50 pkgs. 3 10
- Pure Lye, case of 4 doz. 5 95

When you say "Gold Dust," does anyone ever ask, "What is it?"

MADE IN CANADA

Let the GOLD DUST TWINS do your work.

THE N.K. FAIRBANK COMPANY LIMITED MONTREAL

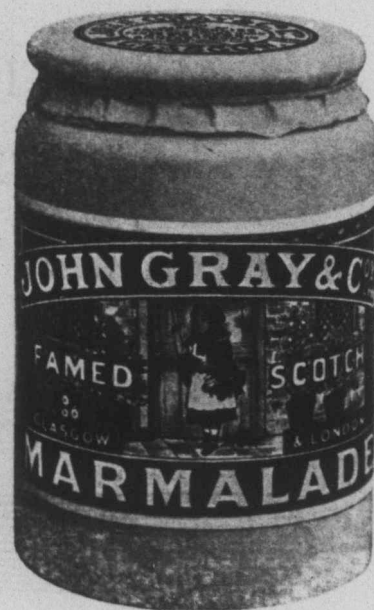
JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

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

CONFECTIONERY
MARZIPAN
CHOCOLATE



Agents
 Wm. H. Dunn, Limited, Montreal
 Maritime Provinces and Western Canada
 Lind Brokerage Co., Ltd., Toronto

NO WONDER Chicken Haddies

LILY BRAND (REGISTERED)

HAVE WON Instant Favor

They combine delightful flavor with nourishing food value.

**AND THEY GIVE YOU A WELL
WORTH-WHILE PROFIT**

Order a sample case to-day from your wholesaler and see how readily they will sell.

Packed at Canso, N.S., by the

**MARITIME FISH CORPORATION
LIMITED**

Head Office and Sales Dept.
Montreal

Plants at Canso, N.S.
and Digby, N.S.

Packers of the celebrated Maple Leaf Canned Codfish Flakes



Prunes

Our former predictions about Prunes are rapidly coming true. The market here is reaching out to the basis of the American price, although for months back we have been two to three cents below them, but with the extensive export from Canada lately to New York for Europe this fruit is now beginning to show up scarce and if you are in need for Spring and early Summer, buy now while the prices are lower than will be the case later on.

We quote :

Oregon	-	40/50	25 ^s	19½
Santa Clara	-	50/60	50 ^s	17½
Santa Clara	-	60/70	50 ^s	16
Santa Clara	-	70/80	50 ^s	15
Santa Clara	-	90/100	50 ^s	12½

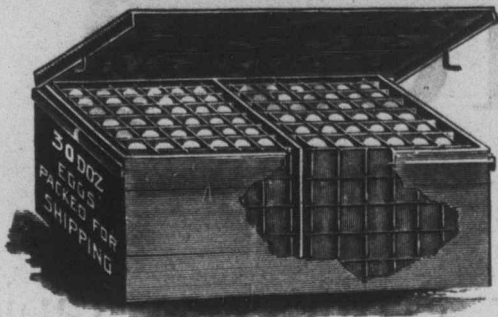
25 lb. Boxes 1-4 higher

Send us an order

H. P. ECKARDT & CO
WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

THE MILLER BROS. CO., LIMITED



Manufacturers of

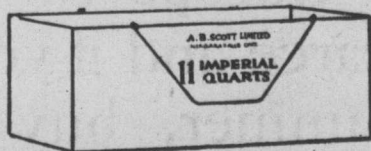
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, MONTREAL, CANADA

BUY

BUTTER BOXES, EGG CRATES
and
BASKETS

Your customers will buy them if you take the trouble to introduce them.



3-qt., \$4.50; 6-qt., \$6.50; 11-qt., \$8.00 per 100.
Send for trial order.

A. B. SCOTT, LIMITED, Niagara Falls, Ontario



Make Your Show Windows Pay Your Rent
Many Sales are made on the Sidewalk
Window Display Fixtures

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

The Fixtures you see above are only a very few of the designs that can be set up with the full set, besides hundreds of standard fixtures can be set up.

Made of Oak, either Golden, Antique or Weathered Finish. Set is put up in a Hardwood Hinged Lid Storage Chest, a good place to keep the extra Younits not in use. There are thousands of sets in daily use.

No. 20 Set has 89 Interchangeable Younits For Large Store Windows. \$38.50
No. 20½ Set has 50 Interchangeable Younits For Small Store Windows. \$23.10

Stock carried in Hamilton, Ont. Order direct or thru your jobber. Send for catalog. Patented and made in Canada.

The Oscar Onkcn Co. 4850 Fourth Street Cincinnati, Ohio, U. S. A.

**Oakey's
"WELLINGTON"
KNIFE POLISH**

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

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth,
Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street
North, Hamilton, Ontario.



JELL-O

Made in Canada

Assorted case, contains 4 doz. \$5 40
Lemon, 2 doz. 2 70
Orange, 2 doz. 2 70
Raspberry, 2 doz. 2 70
Strawberry, 2 doz. 2 70
Chocolate, 2 doz. 2 70
Cherry, 2 doz. 2 70
Vanilla, 2 doz. 2 70
Weight, 8 lbs. to case. Freight rate second class

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz. \$2 70
Chocolate, 2 doz. 2 70
Vanilla, 2 doz. 2 70
Strawberry, 2 doz. 2 70
Lemon, 2 doz. 2 70
Unflavored, 2 doz. 2 70
Weight, 11 lbs. to case. Freight rate second class

"AYLMER" PURE ORANGE MARMALADE

Per doz.
Tumblers, Vacuum Top, 2 doz. in case 2 00
12-oz. Glass, Screw Top, 2 doz. in case 2 40
16-oz. Glass, Screw Top, 2 doz. in case 2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case 2 95
2's Tin, 2 doz. per case 4 45
4's Tin, 12 pails in crate, per pall 0 76
5's Tin, 8 pails in crate, per pall 0 90
7's Tin or Wood, 6 pails in crate 1 26
80's Tin or Wood, one pall crate, per lb. 0 17½

BLUE

Keen's Oxford, per lb. \$0 22
In cases 12-12 lb. boxes to case 0 21½

COCOA AND CHOCOLATE THE COWAN CO., LTD.

COCOA—

Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz. \$4 00
Perfection, ¼-lb. tins, doz. 2 45
Perfection, ¼-lb. tins, doz. 1 25
Perfection, 10c size, doz. 0 95
Perfection, 5-lb. tins, per lb. 0 27
Supreme Breakfast Cocoa, ½-lb. jars, 1 & 2 doz. in box, doz. 2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb. 0 20
Supreme Chocolate, 10c size, 2 doz. in box, per box ... 1 80

Perfection chocolate, 10c size, 2 doz. in box, per doz. 0 94

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, ¼-lb. boxes 28 boxes in case 0 30
Diamond Chocolate, ¼-lb., 6 and 12-lb. boxes, 144 lbs. in case 0 30
Diamond Chocolate, ½-lb., 6 and 12-lb. boxes, 144 lbs. in case 0 32
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case 0 30
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box 1 20

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. 0 40
Milk Medallions, 5-lb. boxes in case, per lb. 0 40
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 55

6c. LINES

Toronto Prices

Per box
Filbert Nut Bars, 24 in box, 60 boxes in case \$0 95
Almond Nut Bars, 24 in box, 50 boxes in case 0 95
Puffed Rice Bars, 24 in box, 50 boxes in case 0 95
Ginger Bars, 24 in box, 50 boxes in case 0 95
Fruit Bars, 24 in box, 50 boxes in case 0 95
Active Service Bars, 24 in box, 50 boxes in case 0 95
Victory Bar, 24 in box, 60 boxes in case 0 95
Queen's Dessert Bar, 24 in box, 60 boxes in case 0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case. 0 95
Royal Milk Cakes, 24 in box, 50 boxes in case 0 95
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box 1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz. \$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz. 0 95

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 45 cans. \$9 25
Reindeer Brand, each 45 cans. 2 75
Silver Cow, each 45 cans. 2 40
Gold Seal, Parity, each 45 cans 2 25
Mayflower Brand, each 45 cans 2 25
Challenge Clover Brand, each 45 cans 7 75

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

FLORIDA

Ripe Tomatoes
Celery
Grape Fruit
New Cabbage

Fresh Cars of the above arriving daily.

Wire or Phone Orders for Prompt Shipment.

WHITE & CO., LIMITED

TORONTO

Phone Main 6423.

FISH

Be ready for the increased demand during Lent. We offer:

Fresh Frozen Halibut
Red Springs Cohoe and Qualla
Salmon
Steak and Medium Cod
Haddock and Pollock
Lake Superior and Sea Herrings
Labrador Salt Herrings
Finnan Haddie
Get our prices. We can save you money.

DUNCAN'S LIMITED

NORTH BAY, ONT.

Branches: Sudbury, Cobalt and Timmins

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead

*When buying
insist
on this brand*

Canada Food Board License No. 14-128



Custard that compels custom

It is the fresh, delicate, creamy "home-made" flavour of Freeman's Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMAN'S DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
WATFORD MFG. Co., Ltd.
Delectaland, Watford,
England.



Short of Help? Too Bad!

But labor is scarce everywhere. The young men—most of them—are in khaki. And there you are.

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—2 cents a word. If you know any better paper, use it.

All we know is that CANADIAN GROCER gets into 5,300 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—2c per word first insertion, and 1 cent 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

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BUYERS' MARKET GUIDE

Latest Editorial Market News

Vogans Overseas
CAKE

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO



STONEWARE
Buy Now—Butter Crock, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.
The Toronto Pottery Co. Limited
Dominion Bank Bldg. TORONTO

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

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto Beach 2170

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St., (Place Royale), Montreal.

SALT
All Grades.—Carloads.
THE DOMINION SALT CO., LTD.
Manufacturers and Shippers
SARNIA :: :: ONTARIO

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

All these ads will have position on a live page each week containing reading matter.

CEREALS FIRMER

A somewhat firmer feeling is shown in cereals again this week, corn products particularly being affected. Cornmeal is up as much as 50c and higher prices are being quoted on corn flour. Oats are stronger in the grain markets, but the heavy stocks of rolled oats available has tended to keep prices on this line from reacting so quickly. However, there is not the tendency to cut prices to the same extent as before.

Hogs May Decline

The action of the United States Food Administration in asking that a maximum price of \$18.00 be named on hogs will have a tendency to stabilize the markets and will probably result in prices here being brought down from the height they reached in last week's meteoric flight. A decline of 50c to 75c per cwt. is hoped for by the end of the week at the latest.

COCOANUT

For immediate or future deliveries.

E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS.

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

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.
NUTRIENT FOOD CO., TORONTO



Now is the time to see us regarding Salted Lake Herring in pails, tubs or half barrels. Write us at once. Herring any quantity our specialty.
BOWMAN FISH CO.
66 Jarvis Street, Toronto

GROCCERS & BUTCHERS

Buy the Best
FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER
C. A. MANN & CO.
LONDON, ONTARIO
"Canada Food Board License No. 7-078"

GASOLINE ASK FOR SAMPLES & PRICES
FOR THE FINEST... BUY ANREM!
RECOGNIZED AS THE STANDARD MAKE
FOR LIGHTING SYSTEMS
FOR HANGING LAMPS
AND LANTERNS
R. M. Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY

Ship us your
BUTTER, EGGS, POULTRY
Etc.
We pay highest wholesale prices
KAVANAGH PROVISION CO.
Bleury Street, Montreal
Phones :
Uptown 4620, Uptown 4621, After 7 p.m. Uptown 1990

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

These one-inch spaces only \$1.60 per insertion if used each issue in the year.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

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

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

WANTED

WANTED — SIX-FOOT OVAL FRONT SHOW case in good condition. Israel Brubacher, Elmira, Ont.

WANTED — GROCERY BUSINESS, ANNUAL turnover not less than \$25,000. Full particulars. Apply Box 508, Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED—A GOOD MAN TO MANUFACTURE Jam, Catsup and Jellies in a factory of the Province of Quebec. State age, salary expected and give references. Box 604, Canadian Grocer, Toronto.

MANAGER WANTED BY THE SUDBURY IN- dustrial Co-operative Society, Limited, to take charge of its store recently opened. Has 224 members, approximately representing that number of families, to commence. Must have had grocery experience, accustomed to buying, and be a resourceful, efficient and economical business organizer and administrator. One with co-operative training preferred, but not essential. Splendid opportunity for capable man in growing movement. Write, in first instance, stating salary to commence and giving full information as to qualifications. The Co-Operative Union of Canada, Brantford, Ontario.

FOR SALE

MEAT BUSINESS, ANNUAL TURNOVER \$13,000. Clear title. \$1,000 will handle it. No opposition. Good town and country trade. Good reason for selling. Apply Box 402, Canadian Grocer, 143-153 University Ave., Toronto, Ont.

FOR SALE — GENERAL STORE IN SIMCOE County. Stock about \$6,000; close to railway station; nice village. Box 690, Canadian Grocer, 143 University Ave., Toronto, Ont.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

FOR SALE—ONE LARGE COFFEE GRINDER (Lane Bros.) One cheese cutter (Dayton), can be set to cut exact weight. One row of shelves, 36 flex tilting bins, twelve drawers. Two counters, 14 ft. and 12 ft., with marble top. Box 107, Burlington, Ont.

**WHITE COTTON
SUGAR LINERS
E-PULLAN
TORONTO**

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

EMPTY BAGS FOR SALE

EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax, N.S.

SUPPLIES, LIMITED, KENTVILLE, N.S. Manufacturers Agents. We have four live salesmen covering the Maritime Provinces, both the retail and wholesale trade. We are open for good lines on a commission basis.

TWO LIVE SALESMEN—EXCELLENT CON- nection in Nova Scotia East and Cape Breton are desirous of handling good grocery and confectionery lines on commission. We are producers. Correspondence solicited. Address Box 591, Sydney, N.S.

A Snap In Fish

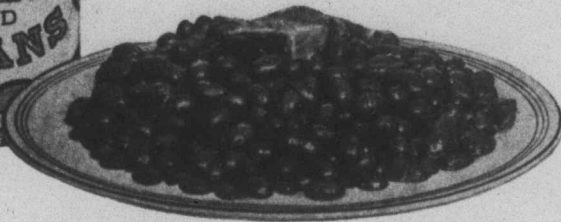
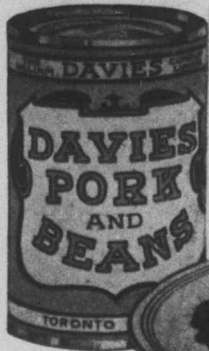
Before buying, write for our prices on Lake Superior Herring, both pickled and frozen.

We Invite Correspondence

LEMON BROS.

OWEN SOUND, ONT.

“SIMPLY
DELICIOUS!”



*Plain and
with Tomato Sauce*

That's the usual comment on Davies' Pork and Beans

It's no wonder the consumer likes this delicious healthful food product. The care exercised in hand sorting these fine choice quality beans and the pains taken to see that they are cooked exactly right, the selected piece of pork placed in every can—these are reasons why Davies Pork and Beans are creating such a demand.

Sold in three sizes—1's, 1½'s and 2's (11 oz., 16 oz. and 20 oz. respectively)—labelled attractively so as to tempt the housewife to ask for them.

Our travelling salesman can take your order—
or send it direct if you prefer.

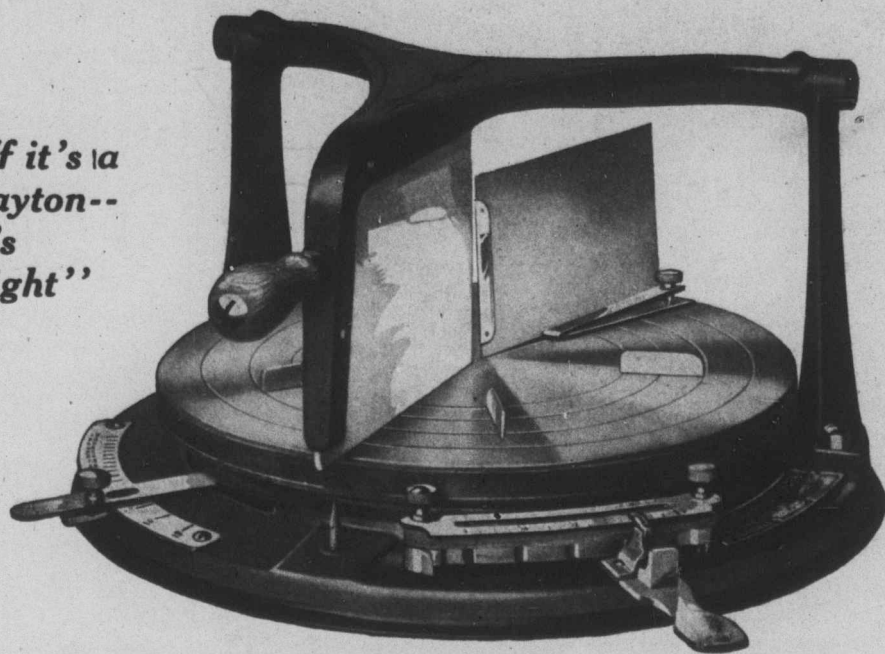
THE DAVIES COMPANY
WILLIAM DAVIES LIMITED

TORONTO

BRANCHES AT MONTREAL AND HAMILTON

Canada Food Board Packer's License No. 13-50

*"If it's a
Dayton--
It's
Right"*



Your Cheese Trade Should be a Profitable Trade---IS IT?

Too much cheese is given away in down weights. Too much cheese goes to waste through drying out and crumbling. This costs the grocer his profit. There is a way to cut and market cheese that appeals to Grocer and Customer alike—it's through the

DAYTON CHEESE CUTTER

It cuts exactly to weight or to money value—both operations are done by one stroke of the shifting lever and the cutting knife. Absolute precision. No guesswork. The cut side is guarded against evaporation. Changeable computing price chart. The least experienced clerk gets the same results as the veteran. It's a great cutter.

Let us send you our latest catalogue

DAYTON COMPUTING SCALES

Royce & Campbell Avenues, Toronto

FRANK E. MUTTON,
Vice-Pres. and Gen'l Mgr.

Division International Business Machines Co., Limited,
also Makers of International Time Recorders and
Hollerith Electric Tabulator.