

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV.

PUBLICATION OFFICE: TORONTO, APRIL 16, 1920

No. 16

Gosse-Millerd's

Your Repeat Sales Show You the Greatest Profit



PACKED
96 ½-lb. Flats per case.
48 1-lb. Flats per case.
48 1-lb. Talls per case.



PACKED
96 ½-lb. Flats per case.
48 1-lb. Talls per case.



PACKED
96 ½-lb. Flats per case.



PACKED
96 ½-lb. Flats per case.
48 1-lb. Flats per case.
48 1-lb. Talls per case.



PACKED
96 ½-lb. Flats per case.



PACKED
96 ½-lb. Ovals per case.
48 1-lb. Ovals per case.



PACKED
96 ½-lb. Ovals per case.
48 1-lb. Ovals per case.

It is a well-known fact that the initial sale of any article requires the greatest expenditure of time and effort.

It is, therefore, the course of wisdom for which you feel assured your customers will come back and ask.

Gosse-Millerd Quality is Guaranteed

GOSSE-MILLERD PACKING COMPANY, LIMITED

Salmon and Herring Canners and Packers

Head Office, 597 Hastings St. West, Vancouver, B.C., Canada

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



O-Cedar "Reflections"

The goodness of O-Cedar Polish is "reflected" in the finely polished furniture of a million Drawing and Sitting Rooms.

The quality of the O-Cedar Polish Mop and of the polish that makes it so effective, is "reflected" in the brilliant floors of a large percentage of the best homes—in the clean, sparkling condition of hard and soft wood floors—in the fresh, "new" look of linoleums and oilcloths.

The satisfaction obtained by housewives, from the steady use of O-Cedar Products is "reflected" in their constantly-increasing sales to the most particular women in Canada.

The advantage to be derived by a merchant from identifying his store with the O-Cedar line, is "reflected" in the increased business reported by those dealers who have linked their stores with the O-Cedar national advertising.

It is the far-sighted, keen merchandisers of Canada who are to-day giving greatest prominence to O-Cedar in their windows and in their local advertising. They are not doing this for any other reason than the prestige and profit they secure by such a policy. It's a policy that pays—it has paid them—it will pay you.

REFLECT upon it—then act.

Channell Chemical Company, Limited, Toronto, Ont.

CLEANS AS IT POLISHES

O-Cedar
Polish



Borden's Now and always the Standard of Quality

Borden's Milk Products have won and maintained their leadership for over 63 years and their unequalled quality reputation is well-known to Canadian housewives.

Get up an attractive Borden display and realize on the peerless selling power of the name Borden's.

Your wholesaler will supply you.

SIX CANADIAN FACTORIES

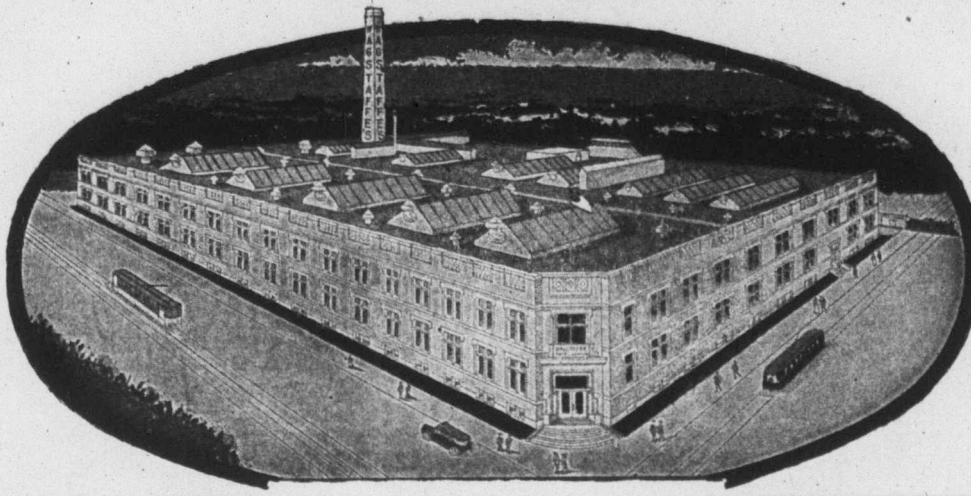
The
Borden
CO., LIMITED

Leaders of Quality

MONTREAL

VANCOUVER

WAGSTAFFE'S



WAGSTAFFE LIMITED
HAMILTON - ONTARIO - CANADA

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

New
Season's
Seville
Oranges
just arrived

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

Seville Orange Marmalade

All Orange and Sugar, No Camouflage

Order from Your Wholesale Grocer

Wagstaffe Limited

Pure Fruit Preservers

Hamilton

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Canada

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

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

SPICES

We offer for prompt shipment from source—documents reading, in transit to Vancouver—also from San Francisco and New York, in bond, the following spices:

PEPPERS

Singapore Black
Singapore White
Lampong Black
Muntok White
Aleppey
Tellicherry

GINGERS

Jamaica
African

PAPRIKA

Spanish
Hungarian

Quotations Upon Application

J. ARON & COMPANY, Inc.
NEW YORK

Canadian Representatives:

A. T. CLEGHORN,
Vancouver, B. C.

HENRY M. WYLIE,
Halifax, N. S.

NICHOLSON-RANKIN, LTD.,
Edmonton, Alta.

NICHOLSON-RANKIN LTD.,
Winnipeg, Man.

ALEX. F. TYTLER,
London, Ont.

J. T. PRICE & CO.,
Hamilton, Ont.

LIND BROKERAGE CO. LTD.,
Toronto, Ont.

JAMES KYD,
Ottawa, Ont.

HUGHES TRADING CO.
OF CANADA, LTD.,
Montreal, Que.

DASTOUS & CO., REG.,
Sherbrooke, Que.

SCHOFIELD & BEER,
St. John, N. B.

O. N. MANN,
Sydney, N. S.

THE BISCUITS OF HUNTLEY & PALMERS, Limited READING AND LONDON

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

Amongst their greatest favourites are the following:—

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

Representatives :

NOVA SCOTIA and PRINCE EDWARD ISLAND

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

NEW BRUNSWICK

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

QUEBEC

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

ONTARIO

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

MANITOBA, SASKATCHEWAN and ALBERTA

W. Lloyd Lock & Co.
104 Princess Street

**BRITISH COLUMBIA—
MAINLAND**

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

VANCOUVER ISLAND

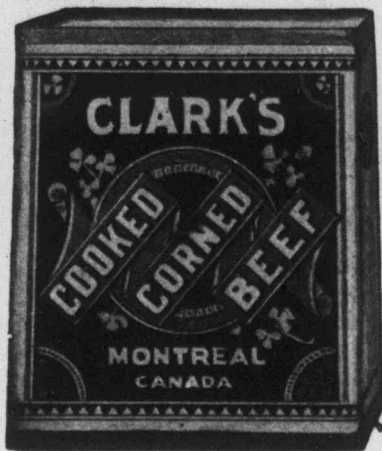
R. P. Rithet & Co., Ltd.
Victoria, B.C.

NEWFOUNDLAND and LABRADOR

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

HUNTLEY & PALMERS, LIMITED

READING AND LONDON, ENGLAND



CLARK'S CORNED BEEF

Ready to Serve—Slices Perfectly

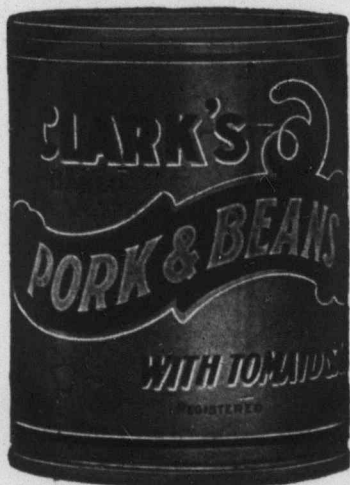
An Excellent Seller for Spring and Summer
Seasons



CLARK'S SOUPS A FULL LINE

Unsurpassed in quality and flavor

See the price—and don't forget that "economy" is
a big word with your customers to-day.



CLARK'S PORK and BEANS

with Tomato, Chili or Plain Sauce

are still
THE LEADING SELLERS
Their Quality Tells

All The CLARK GOOD THINGS Are

MADE IN CANADA BY CANADIANS

W. CLARK, LIMITED, - MONTREAL



"It has the Nip"

*The well-known
"made in Canada"*

White Swan Mustard

Why pay more for imported mustards, Mr. Grocer, when you can buy this better mustard at a better price.

White Swan Mustard is made from the finest English seed in our own Canadian factory, and its superior flavor and greater strength have made it the leader in its line.

White Swan Mustard is attractively packaged in:—

1/4 pounds \$2.25

1/2 pounds 3.50

**White Swan Spices & Cereals
Limited**

Toronto

Canada

DIRECT

SHIPPERS



Field & Co

(F.M.) LTD.

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

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

There are plenty of fine fish in the sea, but the best of all Sardines are the

OBAYO REAL SARDINES

The Élite of the Sea

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

Obayo Real Sardines

will bring

**BIGGER AND BIGGER
REDOUBLED AND REDOUBLED
SARDINE BUSINESS**

When next you order Sardines,
ORDER

Obayo Real Sardines

Direct Importers:

FIELD & CO. (F.M.), Ltd.,
40-42, King William St., London, E.C. 4

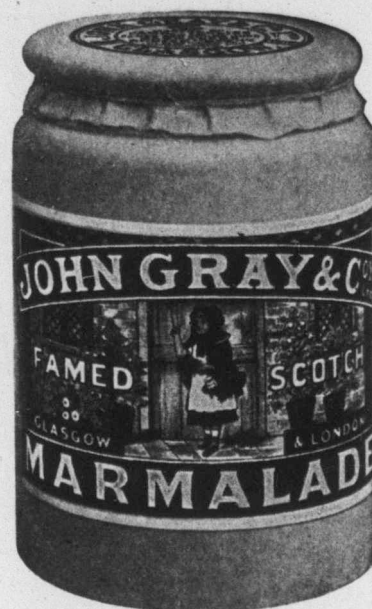
JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

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

CONFECTIONERY MARZIPAN CHOCOLATE



Agents:

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

Lind Brokerage Co., Ltd., Toronto

Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.

Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.

Limited
Fawley Mills, Tottenham Hale
LONDON, N. 17.
England

Try a sample order of WHEAT GOLD BREAKFAST CEREAL

(Formerly "Wheatine")

Get in touch with your wholesaler and try a small sample order of this high-grade Canadian hard wheat breakfast cereal.

Wheat Gold is a most nutritious and healthful all-wheat breakfast food. It is rich in gluten and makes delicious porridge, puddings, pancakes, gems, etc.

tively packaged in a cleverly-designed carton that makes excellent displays, and if present orders are any indication of the future it is bound to be a leader in world of breakfast cereals.

W. B. Browne & Co.
TORONTO, ONTARIO

50% MORE PROFIT ON DIAMOND DYES

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

Have Clerks ask 15c a Package

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

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

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

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST.

::

::

MONTREAL, P.Q.

FAMILY ADE

The Delicious True Fruit Drink

Now Manufactured in Canada by

POWER-KEACHIE

LIMITED

Duncan and Pearl Streets, TORONTO

Telephone: Adelaide 5523

Order From Your Jobber

Packed in display cartons, 1 doz., 1 flavor, in each carton.
\$3.00 doz. f.o.b. your jobber.
Special discount on gross quantities.

Lime
Lemon
Orange
Raspberry
Cherry



HOPS

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

Ranches located at
 Sardis, Agassiz,
 B. C.

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



Largest Hop Growers in Canada

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

"The Pink of Perfection"

CASCADE SALMON

EVERY TIN IS GUARANTEED



Pounds and Half Pounds

British Columbia Packers' Association
 Vancouver, B.C.



AprOI SELLING IDEA No. 1

MAKE A DISPLAY ON YOUR COUNTER
 Now is the time to push Sales

Every Housewife will need AprOI for making **SALADS.** Its delicious.

Tell her how good it is for **BAKING** purposes.

It's absolutely Pure, made from Ripe Fruits.

Be sure your Stock is complete.

YOUR WHOLESALER HAS IT

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

THE PUBLIC LIKES QUAKER

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



We need the Grocers' friendly co-operation

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

Malt Extract

For Making Home-Made Beer

Every Grocery Store in Canada can sell Malt Extract **without a license.**

We require representatives in every Province. Good proposition. Big Sales.

CANADIAN MALT EXTRACT CO., Reg'd
 298 St. Urbain St., Montreal

Packed Where They Are Caught



If carried any distance, herrings will become bruised by their own weight and lose that firmness that distinguishes

“Wallace’s”

WALLACE FISHERIES LIMITED
VANCOUVER

DESICCATED COCOANUT

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

Our agents are:

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

Dodwell & Co., Ltd.

Importers and Exporters
VANCOUVER

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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



“PINK ROSE” Brand CANNED SALMON

is caught and packed right on the fishing grounds!

FRESH from SEA to CAN!

The
BRAIN, BLOOD, BONE & MUSCLE
FOOD.



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada

Wholesale Purchasing Brokers
Exporters and Importers

C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.

In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

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

British Columbia Territory
Interested manufacturers please communicate.
505 Metropolitan Bldg., Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.

JOHN PRITTY
Merchandise Broker and Manufacturers' Agent
Head Office: REGINA, SASK.

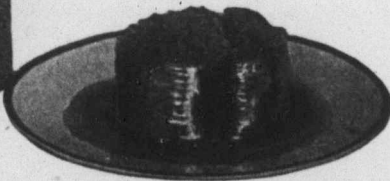
We sell in car lots:
Butter Poultry Oyster Shells
Eggs Rice Cattle Molasses
Potatoes Beans Cattle Cake
Etc. Etc.

A Live Western Organization

LET CANADIAN GROCER
Sell It For You



EVERY MORSEL EDIBLE
AND DELICIOUS



OVERHEARD

Salesman— I can sell you some pilchards 75c a case cheaper than "Albatross."

Wise Dealer— What's the matter with them?

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:

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



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



Mr. Grocer— It invariably works out like this.

Made in
Vancouver



Made in
Regina

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

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

Richardson Green, Limited
MANUFACTURERS' AGENTS

Calling upon the Grocery, Hardware and
Drug Trade.

Winnipeg Regina
Edmonton
Calgary Saskatoon

We work The Retail Trade

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

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

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

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

HERALD BROKERAGE CO.

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

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

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

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

LET US SHOW YOU.

Head Office : WINNIPEG, MAN.

Branches at:
REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B. C.

ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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



The Largest in Western Canada

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

Williams Storage Co.
 WINNIPEG
 and
 Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

SCOTT-BATHGATE CO., LTD.

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

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

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

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

C. DUNCAN & SON

Manufs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG Etab. 1899

The Advertisers would like to know where you saw their advertisements—tell them.

W. H. ESCOTT CO. LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—
Commission Merchants

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

SALES FORCE

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

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

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. Saskatoon, Sask.
Fort William, Ont.
Calgary, Alta. Edmonton, Alta.

The Norcanner Brand



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

Bravo Brand Sild Sardines



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

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg. Montreal A. S. May & Co. Toronto Donald H. Bain Co. Winnipeg

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

MACLURE & LANGLEY

LIMITED

Manufacturers' Agents

Grocers, Confectioners and Drug Specialties

12 FRONT ST. EAST, TORONTO

J. K. McLAUHLAN

Manufacturers Agent and Grocery Broker

Kellog's Toasted Corn Flakes, Waddell's Jam, McLauchlan's Biscuits and Confectionery.

45 Front St. East, TORONTO.

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

W. G. PATRICK & CO.

Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.

TORONTO

Established 1885

SUGARS

FRUITS

ALBERTA

B. M. Henderson Brokerage, Ltd.

Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)

Dried Fruits, Nuts, Beans, Jams,
Cereals, Fresh Fruits and
Vegetables

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

Jam Manufacturers, Confectioners and Picklers, etc.

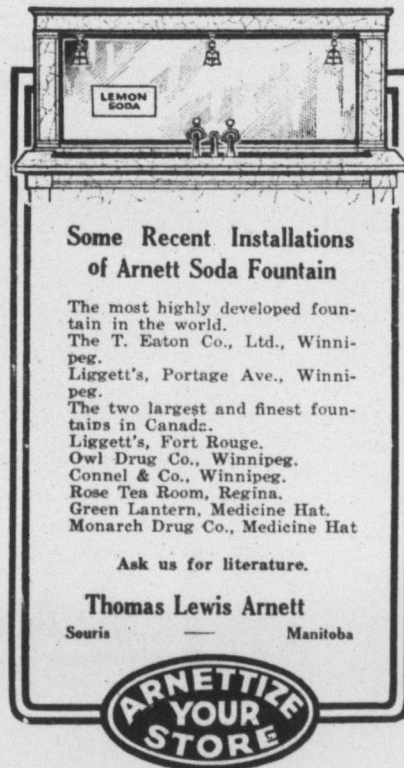
Fruit pulps of all kinds, Canned Goods,
Tomato Puree, Anchovies, Nuts, Peels in
Brine, etc., etc.

F. KESSELL & COMPANY
7-8 Railway Approach,
London Bridge, S.E. 1, England

Calgary Storage & Cartage Co., Limited

Warehousing and Distributing
Our Specialty

Office: 304 11th Ave. East
CALGARY ALTA.



LEMON SODA

Some Recent Installations
of Arnett Soda Fountain

The most highly developed fountain in the world.
The T. Eaton Co., Ltd., Winnipeg.
Liggett's, Portage Ave., Winnipeg.
The two largest and finest fountains in Canada.
Liggett's, Fort Rouge.
Owl Drug Co., Winnipeg.
Connel & Co., Winnipeg.
Rose Tea Room, Regina.
Green Lantern, Medicine Hat.
Monarch Drug Co., Medicine Hat

Ask us for literature.

Thomas Lewis Arnett
Souris — Manitoba

ARNETTIZE YOUR STORE

You Try This

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



MACARONI

The pure food that builds Muscle and Bone at small expense

The Meat of The Wheat

Manufactured by the

Columbia Macaroni Co., Limited

LETHBRIDGE, ALTA.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

MONTREAL TORONTO

PAUL F. GAUVREAU

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

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

WANTED

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

SILCOX & DREW
33 NICHOLAS ST., MONTREAL

TELEPHONE MAIN 7143

ST. ARNAUD FILS CIE

GROCERY BROKER

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MANUFACTURERS' AGENT, IMPORTER,
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Potatoes, Oats, Peas, Beans, Hay, Etc.
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*General Produce & Lumbermen's
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Grocer, it will identify you.

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE
TOMATOES HEAVILY CONCENTRATED,
AND HAS EIGHT TO TEN TIMES THE
STRENGTH OF CANNED TOMATOES.

Packed in 12-ounce tins—100 tins per case.
Samples and quotations submitted upon request.

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Sell "Arm & Hammer" Brand Sal Soda

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(TRADE MARK, REGISTERED)

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The sale of **Sani-Flush** runs into millions of sales each year. Are you selling your share?

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

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

Order from your Wholesaler.

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

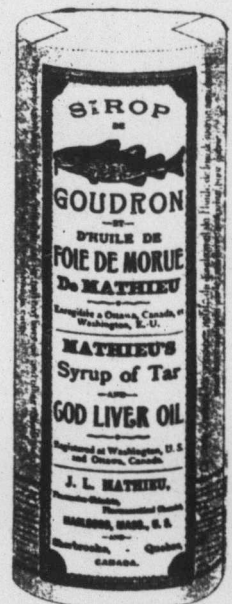
Western Agents: Hargreaves (Canada) Ltd., c-o H. L. Perry & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon; Hargreaves (Canada), Ltd., c-o Johnston Storage Co., Vancouver, B.C.

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will reward your efforts if you suggest to your customers that they use

Mathieu's Syrup of Tar and Cod Liver Oil

for cure and prevention of colds. Keep your stock of this excellent remedy well displayed. It will pay you well.



Mathieu's Syrup of Tar and Cod Liver Oil—a splendid body builder.

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ALL YOUR VINEGAR
REQUIREMENTS

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"SECOND TO NONE."

Grimble's Vinegar Breweries
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We'll pay you the highest price for them in any quantities, small or large. Just gather them together to-day, tie them up and put a tag on them.



Scientific Reclamation of Commercial Waste

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6 Maud Street, TORONTO

Owing to the high
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CONTINUE TO IMPORT
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SPRATT'S

DOG CAKES

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CANARY & PARROT MIXTURES

Etc.,

through **SPRATT'S**

PATENT (AMERICA) LIMITED
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24-25 Fenchurch St., London, E.C. 3, Eng.

NO! THE MAN WHO KNOWS "SALADA" TAKES NO SUBSTITUTES

HE KNOWS from experience that only the finest teas, from the finest tea-producing gardens in the world—are in "SALADA" Tea.

HE KNOWS he can trust "SALADA" to serve his customers with always the best tea, always perfectly fresh tea, all the time, now or years hence.

HE KNOWS "SALADA" is the maximum of quality at the minimum of cost. He knows that there are 30 years of experience back of "SALADA" in buying, blending and packing teas. The value of this experience is proved by the enormous sale that "SALADA" has.

HE KNOWS that he makes good profits because they are quick profits with "SALADA" because it is an ever ready seller—sure, too, because the sale is absolutely guaranteed.

SALADA TEA COMPANY OF CANADA, Limited

"NOBILITY"
 "PEERLESS"
 "ELGIN"

Three brisk and profitable trade getters

These high quality chocolates are made from the purest materials and their excellent flavor and quality together with their reasonable price form a selling combination that is irresistible.

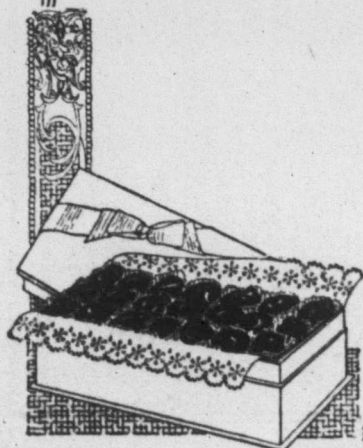
Send for our prices on box and bulk chocolates and pan candies. You'll find our quotations very attractive.

NOBILITY CHOCOLATES, LIMITED
 ST. THOMAS, ONT.

Selling Agents:

Scott & Thomas, Foy Bldg., Front St. W., Toronto

Maclure & Langley, Limited
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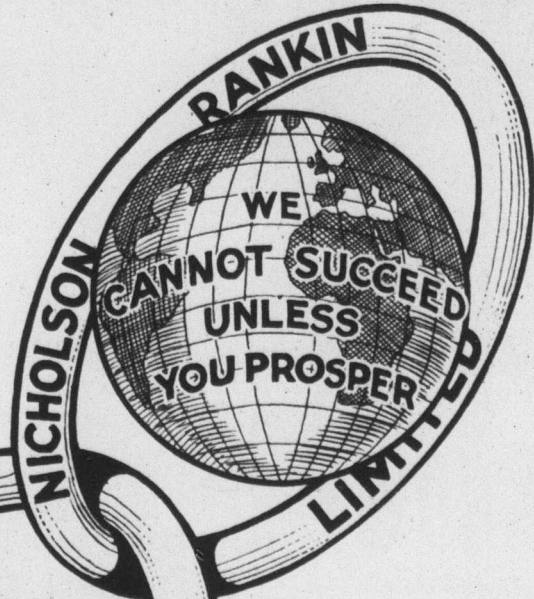
A Message to Manufacturers

Two Aggressive Western
Brokerage Houses Have
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The efficiency of our combined organizations, and the valuable connections which we entertain with leading Manufacturers, Exporters, and Importers, enables us to offer you exceptional facilities for rendering you increased service.



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that Means
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Opportunities
for You**



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Quality always Brings Results

Not the big ads for Red Rose Tea in the newspapers to-day, but the accumulated result of twenty-five years of consistent advertising, and twenty-five years of steadily growing public appreciation of *quality*, account for the immense sale of Red Rose. Are you taking full advantage of the good will to Red Rose Tea that has been built up among the tea drinkers of Canada?



The T. H. ESTABROOKS COMPANY, LIMITED

St John, Montreal, Toronto, Winnipeg, Calgary,
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What's your salary Mr. Clerk?

This is not a personal question—rather do we wish to be a source of help and encouragement to you in increasing the bulk of your weekly pay envelope whatever its present size may be.

In your line to-day, as in every other, it's the trained men that are going ahead. Men who study their business and possess ideas and initiative for creating sales, men who know the goods they handle sufficiently well to talk intelligently about them to the customer—such men do not have to ask for a "raise." It comes to them.

Why not put yourself in this class of big salary earners? Make your services worth more to your employer by reading the advertising columns and the specialized editorial information in CANADIAN GROCER every week. Ask your employer to pass it along to you; or better subscribe yourself.

It just costs you \$3.00 for 52 issues—less than 6 cents a week—and it will prove a splendid investment in the greater money-making knowledge you will acquire from it.

In any event, plan on reading CANADIAN GROCER regularly. It's the surest road to advancement.

CANADIAN GROCER

Publication Office: 143-153 University Ave., Toronto. Other Offices at Montreal, Winnipeg, Vancouver.



Robinson's
 "Patent" Barley
 and
 Robinson's
 "Patent" Groats



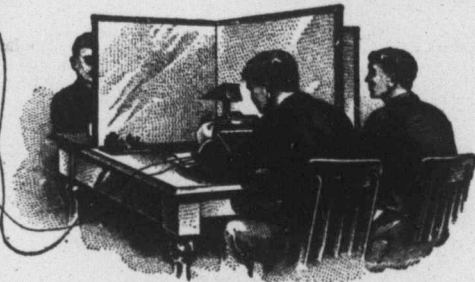
From coast to coast these "All-British" quality lines have won the confidence and approval of the Canadian housewife—a fact that is today spelling big turnovers for Canadian grocers.

MAGOR, SON & CO., LIMITED

191 ST. PAUL ST., MONTREAL

30 CHURCH ST., TORONTO

NICHOLSON - RANKIN LTD.



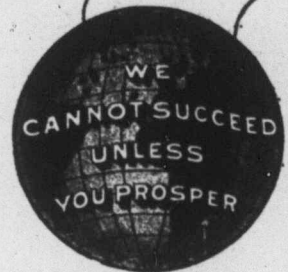
"IN TOUCH WITH THE WORLD'S MARKETS"
 ALL QUOTATIONS SUBJECT TO CONFIRMATION
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**WHOLESALE
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**IMPORTERS
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OFFICES-707-708 CONFEDERATION LIFE BLDG.

WINNIPEG, CANADA.



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

**WE REPRESENT—not merely handle accounts.
 May we REPRESENT YOU.**

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

NICHOLSON-RANKIN LIMITED

WINNIPEG

THE SERVICE BROKERS

CANADA

CANADIAN GROCER

VOL. XXXIV

TORONTO, APRIL 16, 1920

No. 16

Are Grocers Losing Their Farm Trade?

Merchants in Towns Where U.F.O. Stores Are Established Complain of Diminished Country Business—The Experience of Some Grocers in This Regard

The establishment of United Farmers' stores in various parts of the Province has meant in a good many cases, the diversion of the country trade from the regular grocery stores to these new founded places of the farmers' organization. For some grocers who previously had carried on an extensive business with farming communities, it has meant the cutting off of a productive source of revenue. Just what the grocers' attitude should be towards these organizations, is hard to define, but it would seem, that it calls for a good deal of tact and sound judgment. From the accompanying article, it appears that farmers, as a whole have not gone over to the farmers' stores, and some, already showing dissatisfaction, have returned to their former grocery. Advices from some parts of the United States point to the co-operative movement in merchandise as being foredoomed, and for the present the grocer must endeavor to meet the competition of the U. F. stores, and abide the time, until the movement has proved its stability or otherwise.

“WHAT is the average grocer doing in the towns and cities where the United Farmers' Organization has established stores to meet this competitor?” The question is one that is perplexing many a merchant. That grocers have lost their farm trade, to some extent, there seems to be no doubt, and more than one man throughout the Province of Ontario has intimated that the opening of these U. F. O. groceries has meant the wiping out of accounts with people in the farming communities.

Not All Deal at U.F.O. Stores

But farmers generally, with one sweep, as it were, have not gone over to the support of the farmers' stores, and, undoubtedly, dissatisfaction on the part of some farmers with U.F.O. prices has meant the return to their former grocers. Instances of these conditions have come to the notice of CANADIAN GROCER. Farmers, who are known to be shareholders in the U.F.O., have openly stated that it was not their intention to deal with the farmers' stores. Long years of trading with their respective grocers have established connections that are not lightly thrown aside. “Why should we leave our grocer, who has always dealt fairly with us and served us with satisfaction?” they ask.

Many, for sentimental reasons, the result of long associations, have refused to link up with the U.F.O. stores.

Influence of Price Difference

Another case was related to a CANADIAN GROCER representative the other day. It is an instance of where a farmer left his grocer on the opening of the U.F.O. store in the town, but because of a price difference has since returned to his former place of buying. One day he entered his old grocery and asked for some tobacco. On handing out a dollar, which he thought was the price of the same, he was surprised to receive ten cents in exchange. “They charged me \$1 for it in the U. F. O. store,” he said. “Well, if that is the way they are doing things, they won't get any more money from me.” Just that little incident brought him back to the old store.

A story is also told of a woman from the country who went into her former grocery and endeavored to sell the merchant some eggs. She was told to take them where she bought her groceries. Now, on the face of it, this strikes the CANADIAN GROCER as poor business. It would seem that this grocer allowed his indignation to run away with his better judgment. Should it so happen that the Farmers' organization should ever

decide to discontinue the grocery business, it is more than likely that this woman in seeking a place to buy her groceries, would not think of going back to her old place. She will not soon forget this discourteous treatment, and no doubt has told the story to many of her rural neighbors, who, too, will be numbered among those who will avoid this grocery. Such treatment does not appear to be in line with a wise business policy. CANADIAN GROCER would like to have an expression of opinion from subscribers on this point.

The intimation of C. Rice-Jones of the Western Grain Growers that many of the Western farmers were not patronizing the Grain Growers' stores as they should, seems to indicate that out in Western Canada, too, the farmers are not, as a whole, transferring all their purchases to the Grain Growers' stores.

Craze is Foredoomed

That the existing craze for the co-operative distribution of merchandise at retail is foredoomed to the same failure which has characterized similar experiments in the past, is evidenced by reports from Portland, Oregon, which states that a large co-operative store started there by the Portland Central Labor Council is on the rocks financially. In

Continued on page 24

Efficient Accounting System Essential

E. F. Mason, Peterborough, Ont., Believes That the Main Weakness in the Grocery Business To-day is the Bookkeeping—"Few Grocers Can Tell Accurately What Their Business is Really Paying," He Says

E. F. MASON, of Peterborough, Ont., who has developed a large grocery business in that city, about a year ago branched into another store on the cash and carry plan. He is well pleased with the result to-date and predicts a successful future. His Grocerteria motto is "We Sell For Less." "No matter how prices go in other stores," Mr. Mason remarked recently to CANADIAN GROCER, "we strictly adhere to our motto and we believe it pleases our customers."

The store has no counters. The walls are all cabinets and shelves. There is one show-case and fruit shelf in the middle of the floor. This gives the store a very roomy and inviting appearance. The shelves are painted white, while the office-balcony and store trimmings are finished in golden oak. He uses no window display, but on the large plate windows in a green scroll are the words "GROCERTERIA. WE SELL FOR LESS." Just a representative quantity of all the stock in the various lines are on the shelves and the prices are marked distinctly on each article. The stock of the store is kept in a wareroom behind the main store. The customer on entering is given an order-blank book and from the suggestive array of the goods on the shelves writes out his or her order with the price opposite each. When the order is completed, it is torn from the book. One-half is handed to the desk to be checked up and the other half is taken by a capable staff, who fill the order from the stockroom and parcel it up. No time is lost and the customer re-

ceives her parcel soon after she has paid her bill.

The Power of Suggestion

"The best part of this system is that the power of suggestion is used to the utmost as the customer looks over the shelves," Mr. Mason remarked. "Many possible sales are lost in the ordinary store because customers suppose the price of some attractive lines to be high and dislike refusing something that admittedly interests them because the price may be high. In our new store everything has the price marked on it. Clerks are always on hand to give information or help in choice of articles, but further their services are not required.

The Accounting System

"My accounting system may be of interest to some other grocer. I feel that the main weakness in the grocery business to-day is the bookkeeping. Few grocers can tell accurately what their business is really paying. We have a very simple system, whereby we can readily figure our profits, at the same time checking up our stock and any possible losses. Every article that comes into stock is charged against the store at the selling price. Consequently at the end of every three months the value of the stock on hand plus the cash returns must balance with the amount charged to the store. Any reduction on the regular prices are credited to the store so that it does not interfere with the quarterly balance. For example: if

sixty pounds of tea selling regularly at seventy-five cents are put on sale at seventy cents, the store is credited with number of pounds actually sold multiplied by five. I find that this is a very accurate and practical scheme, which leaves no room for doubt as to where any losses occur.

Stock Under Three Heads

"In figuring our selling price from the cost we divide all the stock under three heads. First, vital necessities as bread, butter, sugar, baking powder, flour, salt and cereals; secondly, extras, as tea, coffee, cocoa, spices and canned goods; thirdly, specials, as extracts, olives, pickles, preserved fruits. On the first group we make our profits as light as possible and make slight advances on the other two groups. All our prices are figured systematically, regardless of the prevailing prices. The customer gets the benefit of our systematic organization and our careful buying. I believe this system pleases our customers, for they are the people who have to be satisfied."

LOSING THEIR FARM TRADE

Continued from page 23

less than six months' operation, this store has lost almost \$5,000 and is now in the hands of the credit bureau of the State Merchants' Association. Outlining the store's activities, the report continues:

Made Big Claims

"At the time the store opened, union labor leaders bragged that they were going to crowd retail competitors out of all trade from their members, and held out glowing promises to those who would pay a monthly membership fee for the privilege of trading there. For a short time all went well, but reports were soon prevalent that the store was in trouble, and it was soon headed for failure.

"The store was known as the State Exchange. It purported to operate on a cost plus basis, selling at a 5 per cent. margin. In addition it exacted a fee of 25 cents monthly from union men, and 50 cents monthly from others.

"The Central Labor Council, which will have to meet its obligations under an agreement that had been made, is now trying to finance a reorganization. If they succeed the store will be operated under the so-called Rochedale plan."

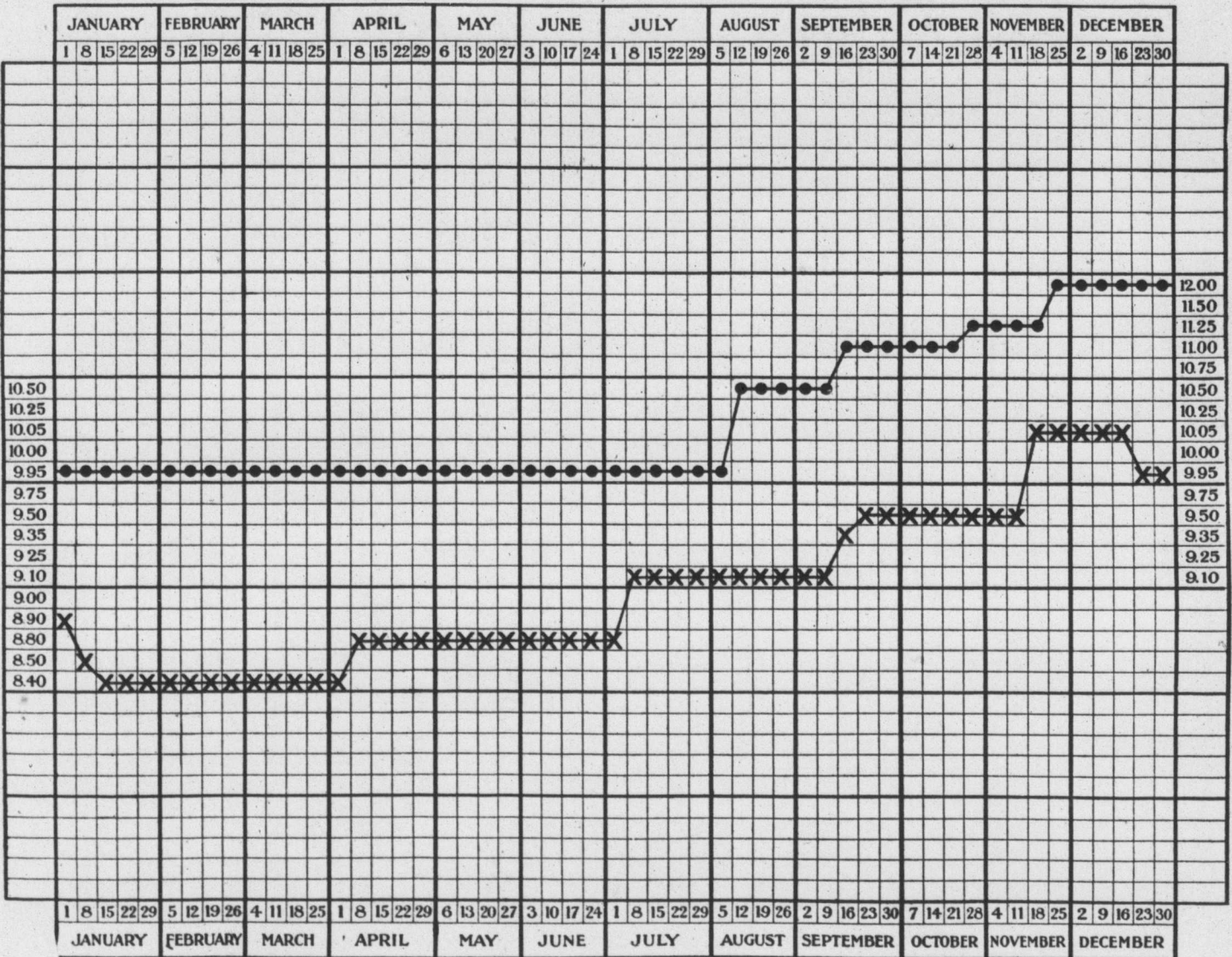
The merchants of Dunnville are closing every Wednesday afternoon from April first to September 30th.

DATE	GOODS RECEIVED	COST PER UNIT	SELLING PRICE PER UNIT	CHARGED TO STORE AT SELLING VALUE
15/12/19	50 lbs tea	.60	.75	37.50
17/12/19	1 cs. porridge Oats (20 pck)	.28	.35	7.00
17/12/19	100 lbs. sugar	.16½	.18	18.00
17/12/19	50 lbs. butter	.55	.60	30.00
		CREDIT	DEBIT	
	CREDIT DEBIT FOR CHANGE IN INVOICE PRICES	None	None	
	CASH RECEIPTS FOR MONTH	\$60.38		
	VALUE OF STOCK ON HAND AT SELLING PRICE	\$32.12		
	TOTAL	\$92.50	\$92.50	

The above is an outline of the accounting system used by E. F. Mason, of Peterboro, Ont., in connection with the cost department of his Grocerteria. All goods are charged to the store at selling price. Consequently the value of stock must balance with the total store account. Any change in selling price is credited or debited to store account.

XXXX Indicates 1918

●●●● Indicates 1919



XXXX Indicates 1918

●●●● Indicates 1919

Weekly quotations of granulated sugar, during 1918 and 1919, basis price per 100 lbs. in bags at Montreal.

Another Refiner Advances Sugar

Raw Sugar is Advancing in Leaps and Bounds —The Cuban Sugar Crop is 550,000 Tons Short

ANOTHER sugar refinery has advanced the price of refined sugar. The Dominion Refinery advanced the price \$2 per hundred on April 10 and the Acadia advanced the same amount on the first of the month, while others are expected to advance in the near future.

Raw sugars have been advancing so rapidly the past week that it is difficult to keep track of. Cuban raws were selling last week around 13 cents cost and freight, or about 14 cents duty paid, and on Friday the price was 15.30 cents duty paid. Even at these prices there was not sufficient to meet the demand, and with the keen bidding prices commenced to soar to higher levels until on Saturday some shipments were sold at 17½ cents. Coupled with these high prices is the report that the Cuban crop is some 550,000 tons short of what was at first estimated.

With the reduced estimate of the

Cuban crop and the reluctance of Cuban holders to offer sugar freely, buyers are turning their attention to other sugar producing countries, and recently business has been consummated in Philippine and Java sugars at a price around 16.50 cents duty paid.

A refiner representative stated to CANADIAN GROCER: "It looks as though prices will be higher if the present indications of the raw sugar market stand for anything, and while we cannot say just when advances will take place, it is sure to be higher."

Supplies of refined sugar have been arriving quite freely the past few weeks and is apparently going rapidly into consumers' hands. One wholesaler remarked: "We distributed last week 300,000 pounds, or 10 carloads, and it looks to me as though consumers are taking the advice of the Government to lay in their supply of sugar."

SELLS TO TWELVE OUT OF TWENTY CUSTOMERS

"I carried a sample package of a certain new cake filling and icing in my pocket the other morning when I was calling on my customers for their orders," stated Mr. French, of French & Kadwell, grocers, St. Catharines, Ont., to CANADIAN GROCER recently. "It was the first we had stocked of this new preparation, and very often I adopt this means of introducing new articles to my customers. Out of twenty people I called on, twelve ordered a package of this new icing cream. Invariably I 'push' new goods in this way. It is usually attended with a good deal of success, and I was very well pleased with the result of this effort. If the people come back for more, the sale of this article is assured. I have been talking it, and recommending it to all my customers, and the majority of them have been willing to give it a trial. It is moving freely, and I am anticipating repeat orders on the same."

Supply and Demand Still Working

Law of Compensation is Also on the Job—How It is Still Operating in the Grocery Trade

Henry Johnson, Jr., Will Talk to Toronto Grocers

Toronto, April 15—(Special).—Paul Findlay, retail merchandiser of the dealer service department, California Fruit Growers' Exchange, is coming here next week to talk to the Grocers' Section, Retail Merchants' Association, 2 College Street. Mr. Findlay is perhaps better known to the Canadian grocery trade as "Henry Johnson, Jr." He has been writing articles on buying, selling, business management, etc., for CANADIAN GROCER for several years and his fame has spread across the continent. He is as well known in Vancouver and Halifax as in Montreal and Toronto, if not personally as far as his merchandise ideas are concerned.

His talk to the Toronto grocers will be given on the evening of Thursday of next week, April 22. The subject will be along the lines of the high cost of business and will be accompanied by blackboard figures which give the theory and practice of margin computation.

He will also deal with the retailing of perishable foods.

Paul Findlay, or as the trade already knows him, Henry Johnson, Jr., spent 36 years behind the counter. He not only knows the grocery trade, but can put his knowledge clearly, concisely and fluently into words. During the past eight months he has travelled nearly 30,000 miles calling on merchants, studying their problems and helping them with his experience.

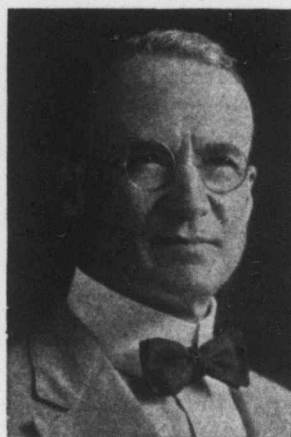
Henry Johnson, Jr., is prepared to take up any question on any phase of retail distribution. The discussion which always follows his talks never fails to evoke the liveliest interest. According to reports from other cities where he has talked, his meetings have attracted large crowds, who have found them profitable and entertaining. This meeting is open to all retail grocers—admission free. Everybody is invited by the Association, and urged to attend—and it is a brass-tacks talk.

IN our childhood we were taught that every effect was preceded by a cause. In theory it seems very reasonable. It is especially reasonable as applied to things indifferent, things which do not touch us intimately or closely. But when an effect jabs us individually in the ribs we are apt to lose our capacity to look for the cause. Thus we yell, run around in circles, and generally act foolish.

To-day we have numberless examples of the pot calling the kettle black. Storekeepers who know in their hearts that they are not guilty of profiteering and are indignant if charged with such a crime are yet ready thoughtlessly to agree that the other fellow is guilty as the devil, and they condemn him without a hearing. For example, coffee is high. Let us find out why, let us seek the cause. Then maybe we shall not condemn too readily and perhaps, too, we shall do something much more useful: we may find a way to remedy the unfortunate condition.

Why is Coffee High?

The price of coffee remained stationary all during the war. The advance has come since the armistice was signed. Why? Because there were no ships available for coffee shipment to Europe during the war. Big crops accumulated in Brazil. An unlimited supply was right next door to Uncle Sam's territory where sailings were comparatively safe and the route not very long nor tempestuous. With European markets open



Henry Johnson, Jr.

again and European supplies entirely exhausted, Brazilian prices inevitably rose from former starvation figures to such as yield a liberal profit.

Can we wonder at this? Can we blame the Brazilians? Let us remember that coffee is the only commodity which great numbers of Brazilians have to exchange for things of United States manufacture, and such items now cost the Brazilians 200 to 300 per cent. more than they did before the war. Maybe we had not thought much of that factor in the enhancement of our coffee cost. Maybe we better think of it now. Then there was a severe frost which damaged the Brazilian crop about 40 per cent. in 1919-20. That not only affects this crop, but will reduce those of the next two or three

years. It takes some time for the trees to recover after such a setback.

Law of Compensation May Help Some

Of course, and naturally, there is another side. Both American and Brazilian coffee men have taken advantage of the situation to gamble in coffee, just as men gamble in wheat or copper or any other commodity when they think the gambling is good. When such acts take a wide enough sweep and touch enough people intimately, as coffee touches the American breakfast table everywhere, some mighty interesting unforeseen and permanent results are apt to ensue.

Excessive prices caused American importers to place orders in other countries—Porto Rico, Hawaii and the Philippines. Immediately we discovered something we already knew, but had not applied practically so long as Brazilian coffee was cheap and plentiful. We found that those other coffees were milder, more fragrant, smoother, richer in real delicacy of flavor, and of vastly greater individuality of character than the product of the Santos district.

Just as Germany has forever lost dominance in the great dye, nitrate and fur industries, because she sought to dominate the world politically, so in Brazil's attempt to play the hog she seems to have overreached herself to such an extent that she has lost, not temporarily, but permanently, a dominance which undoubtedly and admittedly was hers up to two years ago or less!

(Continued on page 45)

Wholesalers Lose in Los Angeles Court

Somewhat Similar Case to That of York Trading Co. and Ontario Wholesalers Before the Federal Trade Commission—Brokers and Sugar Refiners Also Given Orders—The Decision in Detail

READERS of CANADIAN GROCER who followed the recent Wholesale Grocers' investigation proceedings at Hamilton and Toronto, will be interested in a somewhat similar case which came up recently in the Los Angeles, California courts. The Los Angeles Grocery Company, is a combination of retailers formed for the purpose of buying their goods direct. The wholesale grocers raised objections to manufacturers selling this firm on the ground that it was not a straight wholesale grocery business. The Federal Trade Commission upheld the retailers' buying organization, and gave their decision against the wholesalers. Whether this is the last word in the case, or not, is problematical, and it is likely more will be heard of it in the future. Neither is it assured that it will be considered a criterion for any decisions the Canadian Board of Commerce may make. The opinions of the Board on the York Trading Co., a similar concern, are well known. Also when a United States case of fixing the resale price was cited during the investigation, Commissioner W. F. O'Connor stated it would have no bearing on the declarations of this board here as conditions were different in the two countries.

The following description of the case, and result is taken from the "Retail Grocers' Advocate" of San Francisco, California:—

"The Federal Trade Commission has rendered its decision in the complaint made by the Los Angeles Grocery Co., a co-operative wholesale house, incorporated by members of the Los Angeles Local Association and Grocers in various cities and towns of Southern California.

"The ruling is sweeping in its effect and orders the twenty-eight respondent wholesale grocers and brokerage firms to "cease and desist" from interfering with, coercing or boycotting manufacturers for selling direct to the Los Angeles Grocery Co., which although made up of retailers, is a wholesale grocery concern.

"The ruling lays down a new definition of a wholesale grocer and establishes other new precedents concerning co-operative wholesale grocery organizations. The decision is revolutionary in its nature and provides new and drastic principles of merchandising as far as the wholesale grocers and brokers are concerned.

Declared Bona-Fide Wholesaler

"The findings of the Federal Trade Commission justify the claim of the Los Angeles Grocery Co. that it is a bona-fide jobbing house, and that it has been subjected to unfair competition on the

part of the Los Angeles jobbers and practically all of the brokers as well as the California and Hawaiian Sugar Refinery Company and the Western Sugar Refinery Company of San Francisco.

"Among the charges of the Los Angeles Grocery Co. was the claim that in many instances it was prevented from buying food products direct from manufacturers because the brokers were fearful of a jobbers' boycott if they sold direct to this co-operative wholesale house, composed of retail grocers, all of whom are members of our Southern California Retail Grocers' Association.

"When the Los Angeles Grocery Company was originally formed the plan of operation was to sell all members at cost and levy a proportionate charge as dues to cover operating expense. On January 2, 1918, the method of operation was changed to that of a regular jobbing house, selling goods to others than members at an advance over cost to cover expense.

Prevented From Buying Direct

"Application was made to all manufacturers and their brokers to be placed on the direct list which would enable the Los Angeles Grocery Co. to buy goods direct at jobbers' prices. This was prevented by some mysterious force, said to be the big stick wielded by the wholesale grocers of Los Angeles, together with their affiliations throughout the country, against many leading manufacturers.

"It was shown that approximately 38 per cent. of the goods purchased by the L. A. Grocery Co. could not be procured direct, although in some instances they were secured in a roundabout way or through a third party.

"During the hearing Manager Flavel Shurtleff testified there were 80 retail grocery firms, stockholders of the corporation, and altogether 275 customers. This year's business will approximate \$1,750,000. A gross profit of 5 per cent. is charged over the cost of the goods. The cost of doing business for the Los Angeles Grocery Co. for 1918 was 3.05 per cent.

"Customers must either put up a cash deposit—own stock in the company—or pay C.O.D. In all cases bills must be paid weekly. The only delivery service is on sugar. No regular salesmen call upon the trade but men are sent out occasionally to stimulate sales.

"It was shown during the hearing that it was necessary for certain brokers, packers and manufacturers to resort to secret rebates and other methods to equalize the price paid by the jobbers and that at which the L. A. Grocery Co. was billed.

"Although the phalanx of attorneys cross-examined the Los Angeles Grocery Co.'s witnesses in a merciless manner, few of the respondent jobbers went on the stand in their own defense.

Carload of Sugar Held Up

"One of the sugar refining companies it was shown sold and delivered a carload of sugar direct to the Los Angeles Grocery Co. through some misunderstanding of a ruling of the U.S. Food Administration. The second carload ordered, however, was held up and not delivered because of this same mysterious influence.

"This decision may be appealed from by the respondents, but no announcement to this effect has yet been made.

"The Federal Trade Commission findings in this instance will no doubt revolutionize the entire wholesale grocery business. Now that the ban is lifted and manufacturers are instructed by the Federal Trade Commission's order to recognize co-operative wholesale organizations like the Los Angeles Grocery Company and others, there is no doubt but what many such organizations will be formed by the smaller and the medium sized retailer in order to be on a par with the large chain store systems and the large preferred buyers, all of whom will now flock to the manufacturer to purchase direct.

"There are hundreds of similar co-operative wholesale houses composed of retailers scattered throughout the U. S. A., The San Francisco Grocery Co. here, after which the Los Angeles Grocery Co. was patterned, will immediately demand the right to purchase direct. The Pyramid Grocery Co., of Denver, similarly incorporated, will do likewise. The United Grocers of San Francisco, Portland and Seattle, the Oakland Wholesale Grocery Co., and many others will with slight re-organization be in a position to demand similar privileges.

"The findings are based on instances cited at the recent hearing. They include the following:

Basis of Findings

"Protests by jobbers to brokers that the Los Angeles Grocery was not conducting its business in accordance with the standards of said jobbers and should not be allowed to purchase on the same basis as themselves. Particular reference is made to sugar in this connection.

"Questioning of respondent brokers by jobbers relative to whether or not their products were sold to the Los Angeles Grocery and threats of boycott because products were secretly sold to that company.

"Demands by the respondent brokers that goods sold the Los Angeles Grocery

should be purchased indirectly through another jobber.

"Letters and telegrams by brokers to their principals objecting to sales to the Los Angeles Grocery.

"Offers by jobbers to sell certain customers of the Los Angeles Grocers at prices lower than those charged this company for similar products.

"Issuance of false statements and misrepresentations concerning the Los Angeles Grocery, its plan and manner of conducting its business.

Trade Commission's Findings

"Relative to the effect of these conditions, the report continues:

"That as a result of such agreement and conspiracy the Los Angeles Grocery Company has been compelled since and prior to January 2, 1918, to purchase approximately 38 per cent. of the products and commodities usually handled by it in the course of its business, from its competitors, and to pay its competitors for such products and commodities prices higher than those regularly charged by manufacturers to its said competitors and others engaged in similar business.

"That as a result of such agreements and conspiracy, the said Los Angeles Grocery Company has lost to its competitors, the respondent jobbers, a large volume of business, and said Los Angeles Grocery Company has suffered a further pecuniary loss by reason of its inability to obtain sugar from the respondents, Western Sugar Refinery and California and Hawaiian Sugar Refining Company.

"That the sale of sugar constitutes a large and important part of the business of a wholesale grocer or jobber. That as a result of such agreements and conspiracy, and the refusal of the respondents, Western Sugar Refinery and California and Hawaiian Sugar Refining Co. to sell sugar to the Los Angeles Grocery Company, various manufacturers' representatives engaged in selling products and commodities in the course of interstate commerce to the wholesale grocery trade of Southern California have been influenced and persuaded to refuse to sell the products and commodities handled by them respectively to the Los Angeles Grocery Company at the prices regularly charged to its competitors and others engaged in similar business.

"That as a result of such agreements and conspiracy, the Los Angeles Grocery Company has been prevented from purchasing freely in interstate commerce the goods and commodities dealt in by it upon the terms and at the prices charged to its competitors; and said company has been compelled to purchase many of the commodities dealt in by it from and through its competitors and to pay to said competitors therefor higher prices than those paid by said competitors.

Order to Cease and Desist

"The order to cease and desist is divided into four parts, one concerning the respondents generally, another affecting the jobbers, a third, the brokers, and a fourth, the sugar refiners.

The general order forbids the following:

(1) Combining and conspiring among themselves to induce, coerce, or compel manufacturers or manufacturers' agents to refuse to sell to the Los Angeles Grocery Company, or to refuse to sell to said Company upon the terms and at the prices offered and charged to competitors of said company and others engaged in similar business.

(2) Continuing or establishing any tests or standards for determining or deciding whether the Los Angeles Grocery Company shall be permitted to purchase its supplies in interstate commerce upon the same terms and at the same prices as its competitors and others engaged in similar business.

(3) Making verbal or written statements to manufacturers, manufacturers' agents, or others, that the Los Angeles Grocery Company does not conform to any test or standard established by respondents or any of them.

(4) Inducing, coercing, or compelling, or conspiring or attempting to induce, coerce or compel manufacturers or manufacturers' agents to refuse to sell to the Los Angeles Grocery Company because of any plan of organization or method of transacting business adopted by said company.

(5) Carrying on between and among themselves, or with others, communications having the purpose, tendency or effect of inducing, coercing or compelling manufacturers or manufacturers' agents to refuse to deal with or sell to the Los Angeles Grocery Company upon terms agreed upon between such manufacturers, or their agents, and said company.

(6) Combining or conspiring among themselves, or with others or using any scheme or device whatsoever to hinder, obstruct and prevent the Los Angeles Grocery Company from freely purchasing and obtaining in interstate commerce the commodities and products usually handled by it in the course of its business, or from freely competing in interstate commerce with the respondents of Haas, Baruch & Company, Stetson-Barret Co., M. A. Newmark & Co., R. L. Craig & Co., United Wholesale Grocery Company, Channel Commercial Company, California Wholesale Grocery Company, or others engaged in similar business.

(7) Hindering, obstructing, or preventing any manufacturer or manufacturers' agent from selling and shipping in interstate commerce to the Los Angeles Grocery Company.

(8) Combining or conspiring together, or with others, or using any scheme or device whatsoever to hinder, obstruct or prevent manufacturers, or their agents, from dealing with the Los Angeles Grocery Company upon the terms agreed upon by such manufacturers, or their agents, and said company.

(9) Making or circulating any false or misleading statement or representations concerning said company, its plans of organization, or method of transacting its business.

(10) Combining or conspiring among themselves, or with others to compel, or attempt to compel the Los Angeles Grocery Company to purchase the commodities required for its business from or through any competitor of said company.

Jobbers are Restrained

"Respondent jobbers are restrained from:

(1) Combining and conspiring among themselves, to boycott, or threaten to boycott, or to threaten with loss of custom or patronage, any manufacturer engaged in interstate commerce, or the agent or representative of such manufacture, for selling or agreeing to sell to the Los Angeles Grocery Company at prices regularly charged competitors of said company or others engaged in similar business.

(2) Making any statements or representations, verbal or written, having the purpose, tendency or effect of preventing the Los Angeles Grocery Company from freely purchasing and obtaining in interstate commerce, the products and commodities dealt in by it in the course of its business.

Brokers are Restricted

In addition to the general order, respondent brokers are forbidden from:

(1) Combining and conspiring among themselves, or with the other respondents herein, or with other persons or parties to hinder, obstruct or prevent the Los Angeles Grocery Company from freely purchasing and obtaining in interstate commerce the products and commodities dealt in by it in the course of its business, or to induce, coerce, or compel manufacturers, producers or dealers engaged in interstate commerce to refuse to sell to said Los Angeles Grocery Company.

(2) Making or communicating to their respective principals, verbally or in writing, any statements or recommendations the purpose, intent or effect of which is to induce and persuade such principals to refuse to sell to the Los Angeles Grocery Company upon the terms and prices offered to its competitors and others engaged in similar business.

Sugar Refiners Must Sell Direct

The two sugar refiners are forbidden from:

(1) Combining or conspiring among themselves and with the other respondents herein, or with any persons or parties, to hinder, obstruct and prevent the Los Angeles Grocery Company from freely competing in interstate commerce with other persons, parties, firms, and corporations engaged in such commerce, by refusing to sell sugar to said company, upon the terms and at the prices offered to its competitors and others engaged in similar business.

(2) Using any device whatever to compel the Los Angeles Grocery Company to pay for sugar purchased by it prices higher than those charged to competitors of said company and others engaged in similar business."

Turnover Tax vs. Profits Tax

Turnover Tax Thought to be More Equitable—Sliding Scale of Percentages Would Apportion Responsibility—Profits Tax Has Tendency to Discourage Efficiency in Merchandising—Effect on Import and Export Trade

THE rumor of a tax on turnover in place of the present Federal taxation levied on excess profits, as outlined in last week's issue of CANADIAN GROCER, has caused much interest in all departments of the trade. There are a number of viewpoints to be considered in dealing with the subject, and it is only by securing all classes of opinion that a true appreciation can be had of what the turnover tax would mean and what its advantages would be. From the standpoint of the Government, there are many advantages of a tax based on a percentage of turnover. Returns will be made much more promptly, it having been suggested that monthly returns would be required. The work of Government inspectors would be greatly lessened as it would be obviously easier to establish what the turnover of a business has been for any stated period than to establish what its profits have been over and above all provision for costs, which vary greatly as between certain businesses. A sliding scale of percentages would be very necessary, for some businesses are conducted on the basis of a small profit and large turnover, and in such cases even a very small percentage added would mean a great deal.

Further there is the question of import and export trade. It is felt that the percentage of tax would not be sufficiently large to render prices so high that they would have difficulty competing in foreign markets. On the other hand, goods imported into the country would bear their share of taxation through the importer, though in that case they would only bear the one tax, whereas similar lines manufactured in the country would bear a tax at several stages.

P. C. Larkin of the Salada Tea Company told CANADIAN GROCER that he thought the proposed tax on turnover should be confined to business done within the Dominion, and that all export trade should be exempt. Mr. Larkin cited for example the case in his own business. At the present time, for instance, all credits for teas for distribution from the Salada Tea Co. in Boston are arranged from the Toronto office. They are shipped direct to Boston, but are invoiced from here. In other words the Canadian Company realizes a profit on sales of teas to Boston. The sales to foreign lands are also all made from Toronto. "Now with a tax on turnover, Boston will buy direct, and all sales to foreign lands will be made through Boston," remarked Mr. Larkin. With the cutting off of this business from Canada, the possibility of revenue from income taxes is eliminated. Thus the proposed tax on turnover is unprofitable

from the point of view, that in taxing exports, it would mean the wiping out of this trade, and with it would go the profits, from which is derived the Government income tax, which the Government does not propose to abolish. We have to have taxes, but I think in the best interests of the country, sales outside the country should be exempt. I believe it would be unwise to tax foreign trade that we are anxious to develop. My idea would be to confine it to business in Canada alone, so as not to discourage outside trade.

"This condition of affairs would apply chiefly, of course, to Canadian firms with an United States connection, as they could then have foreign business attended to, from United States houses. What is true in the case of Salada tea, might also apply to automobiles and other lines manufactured in this country, where branches are maintained in the United States."

D. W. Clark, retail grocer, Avenue Road, Toronto, considered the proposed tax on turnover a simple and direct method of taxation. While not possibly directly would the consumer have to pay it, yet in the long run it would simply mean that the tax would be added to the cost of an article and the consumer would be the sufferer. As in the grocery trade, where the turnover in some cases might be very large and the profits rather small, the proposed tax might not meet with entire approval.

"There is no simpler form of imposing a tax," stated Hugh Blain, president of the Wholesale Grocers' Guild. "While some business concerns, having a large turnover and a small profit may object to it, all these taxes have to be paid ultimately by the consumer. It is easy to see how it may be considered unequal. On the whole it is a very simple and easy form of taxation."

J. E. Ganong, president of Lever Bros., soap manufacturers, in expressing an opinion on the proposed tax on turnover, thought that it would be more or less complicated, in that so many businesses would be affected, before it ultimately reached the consumer. The whole process of handling, from the manufacturer to the consumer, would mean that all the hands through which an article passed would be taxed, and in the end the consumer would have to pay it. It would be a very simple method for the Government, but the man who was not making money would have to pay alike with the fellow who was realizing big profits. He would rather see the one who was amassing large profits pay the bigger share.

(Continued on page 30)

Shall We Divide Canada?

IN 1867 our fathers consummated at great price a union of all the provinces and interest of Canada. For over half a century the provinces of Canada have developed together, each the complement of the other.

Canada must be bound together as it is to-day, not so much by the machinery of government as by ideas held in common by all and freely exchanged, so that all sections sympathize with each other. This result has been accomplished primarily by the press, particularly the weekly and monthly periodicals and business papers.

They have no local or sectional bias. They go to all parts of the Dominion. They serve all parts alike. Their service is in bringing all provinces close together into one great nation through one common understanding.

Canada must not be split into a half dozen sections—weak with the evils of sectionalism, disastrous in the extreme—overflowing with narrow provincialism.

Emanating from we know not whither, comes an idea that will rip asunder all the good

done in over half a century of patient building.

It is proposed to tax the very thing that has bound Canada into one—to place on the nation-binding press a zone postal tax which would increase the postal charge upon national periodicals as high as 800 per cent. It means loss to you personally and a loss to your country. It will weaken, cripple and in some cases destroy Canadian national periodicals. You will be deprived of papers that have kept you informed on your country's problems. Your business problems that have helped you in your work, and such magazines as do survive will cost you much more.

The publishers are not trying to evade fair taxation. They will gladly accept any fair tax upon their profits.

But is it fair that you should be taxed out of getting journals, papers and magazines that have helped you build your business and in turn built the business of the country?

If you believe in national ideals and national periodicals, sign attached form.

Tear off and mail to-day

CANADIAN GROCER,
153 University Ave., Toronto, Canada.

I am opposed to any zone postal law which would mean charging higher subscription rates to subscribers, according to distance from office of publication.

Name

Address

CURRENT NEWS OF THE WEEK

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

QUEBEC

A. Brais has sold out his grocery business to Bruno Gargnon.

Mrs. W. Blais has sold her grocery business, 31 Houle St., to J. Parenteau.

C. Noble, Jr., of Buffalo, is spending a few days visiting the trade in Montreal.

E. Leger has moved his grocery business to his new store, 140 St. Martin St., Montreal.

H. Fournier, 496 St. James St., Montreal, has sold out his grocery business to Alfred Belzil.

A. E. Archambault is moving his grocery from 229 De La Roche St. to 242 De La Roche.

F. J. Beuvert has bought out the grocery business of E. Sorrees, 708 Mentana St., Montreal.

F. Locas has bought out the grocery business, 475 Belanger St., Montreal, formerly owned by R. Levesque.

The grocery business of Mrs. E. Seguin, 345 Des Erables St., has been moved to 37 Frontenac St., Montreal.

H. Leperle is moving his grocery from 28 Carmel St. to his new premises, corner of St. Denis and Boucher St., Montreal.

O. C. Bissell, sales manager of Atlantic Sugar Refineries, Ltd., Montreal, returned from a trip to the Maritimes.

W. M. Leith, the vice-president of the Dominion Food Products Co. of Guelph, was in Montreal on Wednesday of this week.

Sheely and Mott, 3 St. Nicholas St., have taken the Montreal agency for the products of the Dominion Food Products Co., of Guelph, Ont., namely marmalades, sauces and ketchup.

Roscoe Murphy, a member of the customs brokerage firm of Bryce & Murphy, died last week in Montreal. The late Mr. Murphy was formerly general agent of the Canadian Express Company at Montreal, and also represented several other express companies similarly.

J. H. Magor, senior member of the commission firm of Magor, Son & Co., St. Paul St., Montreal, left on Friday last for England by the S.S. Empress of France. Mr. Magor will spend a couple of months overseas, and will confer with his principals there regarding lines sold by him to the Canadian trade. Mrs. Magor accompanied her husband.

R. W. Ashcroft, who sometime ago was appointed director of publicity for the Ames-Holden, McCreedy System, has assumed the supervision of advertising for the Atlantic Sugar Refineries, Limited. Mr. Ashcroft came from the United States, where he was advertising manager of the United States Rubber Company, of New York. He came to

Montreal in January last to undertake his new work. In connection with his supervision of the Sugar Refinery advertising he succeeds Gerald E. Morrow, who recently resigned to undertake new work in New Jersey.

PREPARING FOR CONVENTION

MONTREAL.—The Executive of the Canada Fisheries Association held a meeting at the Windsor Hotel last week, with the object of making arrangements for the annual convention which is to be held this year at Vancouver, B.C., on June 4, 5, and 6. The Association expects that a large contingent from the East will avail themselves of this opportunity of visiting the Western Coast this summer. Rumors are being circulated to the effect that the members from the Coast are sparing no efforts or money to make this Convention a real success.

GIVES EMPLOYEES A SHARE

As an appreciation of the work of his employees, H. H. Malcolmson, grocer at Chatham, Ont., has given them a share in the business. The firm will henceforth be known as Malcolmson's, Limited. Mr. Malcolmson believes that interesting his employees in this way makes for permanency and betterment of service.

MONTREAL GROCER ATTACKED BY ROBBER

One night last week, Mr. Matte, grocer, 2193 Papineau Ave., Montreal, left his store early in the evening, but shortly after returned to make some alterations preparatory to the opening of business for the following day. Even before entering the store he was surprised to find the blinds of his store drawn down and on looking in noticed a light. Further inspection revealed that four panes of glass were broken. He went inside. Immediately the light which he had seen was extinguished and he was attacked by a man who wielded a hammer directing the blows on Mr. Matte. The latter succeeded in evading these, and calling for the police he attracted the attention of S. P. Hetu, who was patrolling near by and came to the assistance of the grocer. The accused, of course, was immediately arrested and a number of packages were found on his person. The case is postponed till later in the week.

Daylight saving came into force in Port Colborne at midnight, Saturday, April 10th.

G. W. Allely, Lindsay, Ont., is introducing the cash and carry system in his grocery business.

The U.F.O. are looking over locations in the town of Barrie, with a view to establishing a store there.

R. McTaggart, Fort Francis, Ont., has disposed of his grocery business to the Fort Frances Union Co-operative Co., Ltd.

Jacob Detweiller, merchant and postmaster at Kippen, Ont., has disposed of his business to Bowey Bros., of Brucefield. Robert Brownlee, another merchant, is the new postmaster.

W. B. Sparling, Lindsay, Ont., who for many years conducted a wholesale grocery in that town, and which is now operated by Medland Bros., Toronto, is moving to Toronto.

H. W. Festing, St. Catharines, Ont., has purchased the property and business of N. Warner, grocer. Mr. Festing was for many years connected with the firm of McCalla & Co., St. Catharines, Ont.

The Dominion Fish Company will rebuild their storage and freezing plant at Wiarton, Ont. The old buildings will be torn down and a new structure with concrete walls will be erected.

The merchants of Tillsonburg, Ont., have decided to close their stores on Wednesday afternoons during the months of May, June, July, August and September, excepting those weeks in which a legal holiday occurs.

Joseph McCauley, grocer and fruiterer, Gananoque, Ont., has purchased the three-storey brick block owned and occupied for a number of years past by H. Wilson & Son as offices and warehouses.

A. Macdonald, Toronto, a traveller for John McNee & Co., London, Ont., cigar merchants, died suddenly on the Peterborough-Port McNichol train, as it was approaching Lindsay, a few days ago.

The Stratford City Council has passed a by-law closing all grocery stores at seven o'clock each evening, except Saturdays, or the nights before holidays, and for ten days prior to Christmas each year.

W. M. Rae, Sarnia, Ont., was charged with a breach of the early closing by-law in that town a few days ago, but the case was adjourned. The by-law has only been in force for a week. Mr. Rae claims that he is not affected by the by-law as his is a mixed business and not a grocery.

Phillips' pure food stores at Windsor, Ont., twelve in number, have been sold by A. S. Phillips, the owner, to Mailloux and Parent, who have been operating a chain of four stores. The sixteen stores are now being conducted by the new management under the name Phillips' Pure Food Stores.

George A. Curtis, of Simcoe, Ont., a pioneer grocer of the town, has passed away. His death occurred following a brief illness. He only retired from business a few months ago, after having served the public in the retail grocery trade for fifty years.

E. J. Callaghan, Fort Frances, Ont., has organized the E. J. Callaghan Grocery Co., Ltd. Four years ago Mr. Callaghan founded the Northern Grocery Company of Fort Frances. The Company intends later to erect a cold storage plant. The new corporation has purchased from James Hartly the warehouse and other property now occupied by the Northern Grocery Co., and will take possession about July first. In the meantime they are occupying the Williams block, and will be open for business on April 15th.

Lindsay grocers met recently and strongly protested against what they claim are "unheard of and ridiculous" demands made by the Board of Commerce. Grocers recently have been asked to fill out daily reports on a large number of articles sold, and Lindsay grocers contend that they have not the time to do this work, but would have to employ a special bookkeeper.

Between 1,000 and 1,200 pounds of sugar, which was stolen from a freight car in the G.T.R. yards at the foot of Cherry street, Toronto, recently, has been recovered. Two men, James Burns, Queen street east, and Harry Massey, believed to be a citizen of Buffalo, were arrested on a charge of stealing the sugar, while a third man, Joseph Pirskey, 243 Broadview avenue, was arrested, charged with receiving the stolen property.

WM. DAVIES CO. GIVES SALESMEN MONDAY HOLIDAY

The various stores of the William Davies Company, Montreal, have announced that their retail stores will be closed all day on Mondays, giving the employees an opportunity of enjoying week-ends and the first week day as their fancy directs. This arrangement is made to apply, CANADIAN GROCER is informed by the Davies Company, to the other branches elsewhere in Canada.

JUDGMENT RESERVED IN CONSUMERS' ASSOCIATION CASE

Commissioner James Murdoch, of the Dominion Board of Commerce has reserved judgment in the long-drawn-out case against the Consumers' Association and its head, H. V. Martin, of Windsor, Ont., charged with profiteering by selling certain articles of groceries through the mails at prices higher than those charged by regular dealers.

VETERAN TRAVELLER HAS PASSED AWAY

A veteran traveller has just passed away at his home in Montreal in the person of Robert Herring. It is reported that the late Mr. Herring claimed the distinction of being the oldest traveller in Canada, and he occupied, in this respect, a unique position, coming to Canada in his 'teens upwards of seventy years ago. At that time it required no less than three weeks to reach Canada from England. Mr. Herring had many interesting experiences in the course of his work, among these early ones being that of reaching Quebec City when no wharves were built to accommodate the incoming boats. He was connected in the early days with a firm named Winks, who sold drygoods. Montreal was a small place, comparatively speaking, in his early travelling days, and he had the pleasure of witnessing great strides in the growth and expansion of the many cities he customarily visited.



EDWARD H. HUGHES

Who for the last 13 years has been in charge of the tea department of the T. Eaton Co., Winnipeg, has severed his connection with that company and has been appointed to an important position with the Hudson's Bay Company wholesale tea and coffee department. Mr. Hughes served his apprenticeship with the Morris, Jones & Co., Ltd., London and Liverpool. When 21 years old he was appointed manager for John Thomas & Co., Ltd., wholesale tea merchants, Liverpool, and for a number of years prior to coming to Canada, in 1906, was connected with the London firm of Joseph Armitage, Son & Co., Ltd., wholesale tea and coffee merchants.

FROSTS IN FLORIDA

MIAMI, FLORIDA (Special to CANADIAN GROCER)—Owing to frost the past month, the tomato crop has been seriously affected. Grapefruit and oranges have been plentiful.

A WINNIPEG AMALGAMATION

A couple of weeks ago a contest was announced in CANADIAN GROCER regarding the amalgamation of two Canadian companies. This was an announcement from the Transoceanic Trading Co. of Winnipeg. A large number of replies came in and the trade will be interested in knowing the answer. The two firms are Nicholson and Rankin Limited, Winnipeg, and the Transoceanic Trading Co., two import houses and manufacturers agents.

WESTERN CURRENT NEWS

J. Denwey, Eianerson Ave., Winnipeg, has sold his store to J. Puseteria.

I. Olmstead, Grimsby, Ont., has disposed of his meat business.

F. Deloli, 641 Sargent Avenue, Winnipeg, has sold out to N. Febro.

A. E. Sturgess, 160 Queen E., Toronto, has sold his business to Frank Brittain.

Tom Sykes, The Hugo Pure Food Market, Hugo St., Winnipeg, has sold to M. Harris.

W. B. Mathias, 656 Simcoe St., Winnipeg, has opened a grocery and provision store at the above address.

R. S. Anderson, 938 Portage Ave., Winnipeg, has disposed of his grocery and provision business to S. McBride.

Comox Milk Condensing Co., Vancouver, has closed down its plant after operating for the past five years. It was recently acquired by the Pacific Milk Co. for \$15,000.

The general store of Nemetz Bros. at Watrous, Sask., was burned to the ground a few days ago. There was nothing saved of the stock of dry goods, groceries, boots and shoes. The loss is estimated at 50,000.

CALGARY SHORT OF BUTTER

Calgary, April 12.—Calgary is facing a butter shortage that may endure for three weeks at least. The retail price of the highest grade butter in the market this morning was 80 cents a pound, with No. 1 selling at 5 cents cheaper, while No. 2 was sold at 70 cents.

SALMON CANNERY DESTROYED

The Inverness Salmon Cannery, of Prince Rupert, B.C., owned by J. H. Todd, of Victoria, along with 62 fishing boats and nets, the grocery store and last season's salmon stock, has been destroyed by fire.

Mrs. Newlywed was complaining to her grocer about the high price of mustard, but he was equal to the occasion.

"Yes'm, the high price of mustard is due to the scarcity of fuel. You see people are buying up mustard and are keeping themselves warm with poultices!"—London "Ideas."

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE situation in sugars is the feature of all markets this week. Two refiners have now advanced and others are expected to follow in the near future. All other markets are firm, with a tendency to higher, while many lines of commodities have shown advances.

MONTREAL—Continued advances are announced for many lines and the week has recorded higher prices for some staple lines. Standard spring wheat flours are 15 cents a barrel higher, the millers advancing their own grades to this extent. Some assert that this is but enough to barely cover increased costs and that there may possibly be another advance later. The increases were definitely forecast in last week's **CANADIAN GROCER**. In addition to this increase, and of much greater extent, is that of a \$6 advance for millfeeds, shorts and bran being moved upward to this extent. For all feeds there is so great a demand that the same cannot be met, and supplies are, in some cases, bringing a premium. Dominion Sugar Refineries have advanced sugar to \$18.50.

Molasses is again quoted higher to the extent of 5c per gallon with some jobbers, \$1.50 per gallon being reached, and as already forecast in special articles appearing in **CANADIAN GROCER**. Cereals are steady and quiet. Nutmegs are scarce. Potatoes have reached higher price levels and best grades are selling around \$5 per 90-lb. bag. Klim milk is reduced in price, as is broken caustic and broken rice, these being the three declines of the week.

Cotton goods are higher, twines being stiffly advanced from four to six cents a pound. Maple sugar and syrup are both commanding high prices and as yet reports are incomplete as to the run of sap this year. Some state that the run has been good; others that the results have not even been normal.

Apricots and evaporated pears are said to be scarce and are consequently in a firm position.

TORONTO—Another sugar refinery has advanced the price of sugar \$2.00 per hundred this week and with the steadily advancing market for raws, a general advance in refined sugar is not unlikely. The market for corn syrups is firmer with indications for higher prices, due to increased cost of corn and packages. Kellogg's Krumbles and bran have advanced. The demand for cereals is somewhat

falling off, due to the season of the year and both jobbers and retailers are anxious to unload surplus stocks before warm weather prevails. The market, however, is firm. Prices are not likely to be any lower in view of the strong situation in the grain market.

Teas show no improvement, quotations in primary markets continue to advance and stocks of the finer grades are difficult to obtain. Coffee is firm and while no change in price has been effected, higher prices are not unlikely. The maple syrup crop is a light one and quotations are varied, ranging from \$3.50 to \$4.25 per gallon. No improvement is shown in the rice situation. Spot stocks were never so low as at the present time and conditions in primary markets are such that higher prices can be expected. There is an active demand for all lines of canned goods. Jams are moving freely under the recent large advances. Spot stocks of shelled walnuts and almonds are fairly low and with the exchange on sterling going higher, advances are not unlikely. Halloween dates are quoted about 3 cents per pound lower. There is a scarcity reported on ginger and cream of tartar. Other spices are ruling firm. Potatoes continue to climb to higher levels. Whether this price will be maintained, dealers differ as to this. Advances have been registered on cocoa, cigars, wrapping paper, stove pipe varnish, jelly powder and salad dressing.

The produce and provision market has developed a firmer tone. Dressed beef and pork cuts are quoted higher. Fresh butter is in scant supply and quotations are two cents per pound higher. The egg market is steadier. Exporting of cheese has been resumed, which has had the effect of putting a cheerful aspect in the market.

WINNIPEG—Acadia and Dominion sugar have advanced \$2.00 per hundred. Rogers' sugar syrup has advanced, also Quaker puffed wheat. The bean market is easier. Orientals are offered at lower prices. Laundry and toilet soaps have every indication for an advance in the very near future. The prune market is very weak. The canned fruit business is brisk and moving very rapidly. Coffee is a little firmer, due to the improvement in sterling exchange. Good grades of Bourbon Santos and roasting Santos are very hard to procure. Peppers are firmer.



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QUEBEC MARKETS

MONTREAL, April 16—Jobbers state that there has been a fair, though somewhat reduced volume of business for the past week or so, a usual condition following the Easter season. Prices on nearly all lines are fully maintained, with some notable advances of price. The most outstanding increases for the week are those for sugar, flour and millfeeds.

Sugar Strengthening

Montreal.
SUGAR.—Prices on the sugar market are gaining strength daily. One other company, the Dominion Sugar Co., Ltd., have seen fit to advance their price to the new limit, \$18.50. Generally speaking, the sugar prices are strong to the breaking point this week.

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

Molasses Prices Higher

Montreal.
MOLASSES, SYRUPS. — A very strong position still characterizes the molasses market, and some are asking as high as \$1.50 per gallon. It appears that consumer demand has in no wise diminished, despite the fact that prices are so high, and in Quebec Province especially the demand is heavy. In view of the high prices obtained for molasses, syrup sales have been heavy at fully maintained prices. For the week there has been no notable change.

Corn Syrup—	
Barrels, about 700 lbs., per lb.	0 09
Half barrels	0 09 1/4
Kegs	0 09 3/4
2-lb. tins, 2 doz. in case, case	5 90
5-lb. tins, 1 doz. in case, case	6 85
10-lb. tins, 1/2 doz. in case, case	6 55
2-gal. 25-lb. pails, each	2 85
3-gal. 38 1/2-lb. pails, each	4 25
5-gal. 65-lb. pails, each	6 85
White Corn Syrup—	
2-lb. tins, 2 doz. in case, c.se.	6 50
5-lb. tins, 1 doz. in case, case	7 45
10-lb. tins, 1/2 doz. in case, case	7 15
Cane Syrup (Crystal) Diamond—	
case (2-lb. cans)	8 50
Barrels, per 100 lbs.	12 25
Half barrels, per 100 lbs.	12 50
Glucose, 5-lb. cans (case)	6 85
Barbadoes Molasses—	
Punchons	1 45
Barrels	1 50
Half barrels	1 52
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case	6 90
5-lb. tins, 2 doz. in case, case	8 25
5-lb. tins, 1 doz. in case, case	6 90
10-lb. tins, 1/2 doz. in case, case	6 65

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

Cereal Prices Steady

Montreal.
CEREALS.—Jobbing circles report that cereals are not particularly active at the present time. It appears that dealers have supplied themselves with requirements for present and near future trade, and for this reason jobbers are not receiving very heavy business. All tendencies are firm, although rolled oats are selling in one quarter as low as \$5.30 per 90 lb. sack.

CEREALS—	
Cornmeal, golden granulated	5 50
Barley, pearl (bag of 98 lbs.)	8 00
Barley, pot (98 lbs.)	7 25
Barley (roasted)	6 00
Buckwheat flour, 98 lbs. (new)	6 00
Hominy grits, 98 lbs.	6 50
Hominy, pearl (98 lbs.)	6 25
Graham flour	6 00
Do., barrel	18 25
Oatmeal (standard granulated)	6 00
Rolled Oats (bulk), 90s	5 30

Coffees Hold Firmly

Montreal.
COFFEE.—The demand for coffee has been fairly well maintained and during the week no change of consequence has manifested itself. A satisfactory amount of business is passing through jobbers' and retailers' hands, however, and deliveries are fairly well maintained.

COCOA.—A fairly reasonable demand obtains for cocoa, which is firm at unchanged prices.

COFFEE—	
Rio, lb.	0 33 1/2
Mexican, lb.	0 47
Jamaica, lb.	0 44
Bogotas, lb.	0 47
Mocha (types)	0 47
Santos, Bourbon, lb.	0 46
Santos, lb.	0 45
COCOA—	
In 1-lb., per doz.	6 25
In 1/2-lb., per doz.	3 25
In 1/4-lb., per doz.	1 70
In small size, per doz.	1 25

Apricots and Pears Scarce

Montreal.
DRIED FRUITS.—Jobbers report that apricots and pears are in short supply on this market. Peaches and apples, however, are to be had in fair quantities, and there is a reasonable demand for both. Generally speaking, dried fruit demand is a fair one and prices are quite firmly maintained on all lines. Raisins are firmer in price.

Apricots, fancy	0 38
Do., choice	0 34
Do., slabs	0 30
Apples (evaporated)	0 23 1/2
Peaches, (fancy)	0 26
Do., choice, lb.	0 29
Pears, choice	0 30
Drained Peels—	
Choice	0 30
Rx. fancy	0 30
Lemon	0 45
Orange	0 45
Citron	0 68
Choice, bulk, 25-lb. boxes, lb.	0 23
Peels (cut mixed), doz.	3 25

Raisins (seeded)—	
Muscatale, 2 Crown	0 28
Do., 1 Crown	0 25
Do., 3 Crown	0 24
Do., 4 Crown	0 19 1/2
Fancy seeded (bulk)	0 25
Do., 16 oz.	0 24
Cal. seedless, cartons, 12 ounces	0 21
Do., 16 ounces	0 26
Currants, loose	0 19
Do., Greek (18 oz.)	0 24
Dates, Excelisior (36-10s), pkg.	0 15 1/2
Fard, 12-lb. boxes	3 25
Packages only	0 19
Do., Dromedary (36-10 oz.)	0 19
Packages only, Excelisior	0 20
Loose	0 16
Figs (layer), 10-lb. boxes, 2s, lb.	0 40
Do., 2 1/2s, lb.	0 45
Do., 2 1/4s, lb.	0 49
Do., 2 3/4s, lb.	0 50
Figs, white (70 4-oz. boxes)	5 40
Figs, Spanish (cooking), 22 lbs. boxes, each	0 12
Figs, Turkish, 3 crown, lb.	0 44
Do., 5 Crown, lb.	0 46
Do., 7 Crown, lb.	0 52
Figs, mats	4 75
Do. (25-lb. boxes)	2 75
Do. (12 10-oz. boxes)	2 20
Prunes (25-lb. boxes)—	
20-30s	0 35
30-40s	0 30
40-50s	0 27
50-60s	0 23
60-70s	0 22
70-80s (25-lb. box)	0 20
80-90s	0 19
90-100s	0 17 1/2
100-120s	0 16

Much Tea Arriving

Montreal.
TEAS.—Rather heavy supplies of tea have been arriving from Ceylon, and much of this supply is going immediately into trade channels. The demand has been extremely brisk for many weeks past and there is no diminution in the request for tea from the consumer. Nothing but high prices are in prospect at the present time.

JAPAN TEAS—	
Choice (to medium)	0 65
Early picking	0 75
Finest grades	0 80
Javas—	
Pekoes	0 42
Orange Pekoes	0 46
Broken Orange Pekoes	0 43
Inferior grades of broken teas may be had from jobbers on request at favorable prices.	

Shelled Almonds Advance

Montreal.
NUTS. — Shelled almonds of the Valencia 3-Crown quality are much higher in one jobbing quarter, having advanced 6c to 68c per lb. in boxes of 28 pounds. There is a fair demand for nuts, seasonably speaking, and especially for peanuts in the shell.

Almonds, Tarragona, per lb.	0 32
Do., shelled	0 60
Do., Jordan	0 75
Brazil nuts (new)	0 22
Chestnuts (Canadian)	0 77
Filberts (Sicily), per lb.	0 28
Do., Barcelona	0 25
Hickory nuts (large and small), lb.	0 10
Peanuts, No. 4, Jumbo	0 35
Peanuts, Jumbo	0 24
Do., "G"	0 19
Do., Coons	0 16
Do., Shelled, No. 1 Spanish	0 24
Do., Salted, Spanish, per lb.	0 29
Do., Shelled, No. 1, Virginia	0 16 1/2
Do., No. 1 Virginia	0 14
Peanuts (Salted)—	
Fancy wholes, per lb.	0 28
Fancy splits, per lb.	0 23
Peanuts, new Jumbo, per lb.	0 32
Do., large, No. 2, polished	0 32
Do., Orleans, No. 2	0 21
Do., Jumbo	0 20
Peanuts, shelled	1 60
Walnuts	0 29
Do., new Naples	0 34
Do., shelled	0 70
Do., Chilean, bags, per lb.	0 38
Note—Jobbers sometimes make an added charge to above prices for broken lots.	

Nutmegs Very Scarce

Montreal.
SPICES.—Prices this week in all spices are exceedingly firm. There are no changes in the prices, despite the fact that nutmegs are almost unobtainable. The market demand is good and in all other spices the supply is sufficient to meet the requirements.

Allspice	0 23	0 23
Cassia (pure)	0 33	0 33
Cocoanut, pails, 20 lbs., unsweetened, lb.	0 46	0 46
Do., sweetened, lb.	0 36	0 36
Chicory (Canadian), lb.	0 30	0 30
Cinnamon—		
Rolls	0 36	0 36
Pure, ground	0 35	0 40
Cloves	0 85	0 90
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	0 40	0 40
Ginger (Cochin or Jamaica)	0 31	0 31
Mace, pure, 1-lb. tins	1 00	1 00
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	1 15	1 15
Nutmegs, whole	0 60	0 70
64, lb.	0 45	0 45
60 lb.	0 45	0 45
100, lb.	0 40	0 40
Ground, 1-lb. tins	0 40	0 40
Pepper, bl. k.	0 35	0 40
Do., special	0 32	0 32
Do., white	0 50	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 30
Paprika	0 65	0 70
Tumeric	0 25	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	2 00	2 00
Caraway (nominal)	0 30	0 35
Cinnamon, China, lb.	0 30	0 30
Do., per lb.	0 35	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 18	0 20

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

Package Goods Selling

Montreal.
PACKAGE GOODS.—Only a fair demand exists for package goods, the trade not buying these in any but small quantities. Appears that dealers have provided themselves with sufficient supplies for some little time to come and a somewhat quiet condition prevails.

PACKAGE GOODS		
Breakfast food, case 18	2 55	2 55
Cocoanut, 2 oz. pkgs., doz.	0 72½	0 72½
Do., 20-lb. cartons, lb.	0 85	0 85
Corn Flakes, 3 doz. case 3 60 3 65 3 50	4 25	4 25
Corn Flakes, 36s	4 15	4 15
Oat Flakes, 36s	5 40	5 40
Rolls oats, 20s	6 50	6 50
Do., 18s	2 42½	2 42½
Do., large, doz.	3 00	3 00
Oatmeal, fine cut, pkgs., case	6 75	6 75
Puffed rice	5 70	5 70
Puffed wheat	4 25	4 25
Farina, case	3 35	3 35
Hominy, pearl or granu., 2 doz.	2 60	2 60
Health bran (20 pkgs.), case	2 60	2 60
Scotch Pearl Barley, case	2 60	2 60
Pancake Flour, case	3 60	3 60
Pancake Flour, self-raising, doz.	1 50	1 50
Wheat feed, 18-1½s	3 25	3 25
Buckwheat Flour, case	3 60	3 60
Wheat flakes, case of 2 doz.	2 95	2 95
Oatmeal, fine cut, 20 pkgs.	4 75	4 75
Porridge wheat, 36s, case	7 00	7 00
Do., 20s, case	7 00	7 00
Self-raising Flour (8-lb. pack.)		
doz.	3 05	3 05
Do. (6-lb. pack.), doz.	6 00	6 00
Corn starch (prepared)	0 12½	0 12½
Potato flour	0 16	0 16
Starch (laundry)	0 10½	0 10½
Flour, Tartan	0 15	0 15
Shredded Krumbles, 36s	4 35	4 35
Cooked bran, 12s	2 25	2 25

Beans and Peas Quiet

Montreal.
BEANS AND PEAS.—A fairly quiet condition prevails as affecting the demand for beans. It would seem that the

season has arrived when consumption of these is somewhat decreased and the price basis notwithstanding has held steadily. Japanese and Canadian hand-picked beans are meeting with favor and quotations for same hold firm.

BEANS—		
Canadian, hand-picked, bush...	5 00	5 50
Japanese	5 50	5 75
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California	0 20	0 20
PEAS—		
White soup, per bush.	4 80	5 00
Split, new crop (98 lbs.)	8 25	9 00
Boiling, bushel	4 80	5 00
Japanese, green, lb.	0 10½	0 11

Flour Advances 15 Cents

Montreal.
FLOUR.—The feature of the week in the flour market is that of an advance of 15c per barrel for spring wheat flour and which is now quoted in straight or mixed cars of 50,000 lbs. minimum on the track, at \$13.40. Price per bbl., in cotton bags, is now \$15.60, and that for flour in jute bags, \$13.70, usual terms.

Millers feel that this increase, small as it is, will be ample to take care of the increased cost to them of the product for the time being. Some feel that higher prices should have been asked, and while definite indication obtains at the moment, higher prices might prevail in the not distant future. There is a fair domestic demand for flour.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	13 40	13 40
Per bbl., in (2) cotton bags, 98 lbs.	13 60	13 60
Small lots, per bbl. (2) jute bags, 98 lbs.	13 70	13 70
Winter wheat flour (bbl.) Jute bags	....	....

Broken Rice Lower

Montreal.
RICES.—Jobbers are enjoying an active request for rice of the various varieties, and all prices are holding decidedly firm, excepting on broken rice. Despite the high class basis that has been reached, consumer demand has not diminished appreciably. With a world situation of considerable strength, little promise is given of lower price basis for some time to come.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	18 00	18 00
Rangoon "B"	14 50	14 50
Rangoon "CC"	14 25	14 25
Broken rice, fine	10 00	10 00
Tapioca, per lb. (seed)	0 12½	0 13½
Do. (pearl)	0 12½	0 13½
Do. (flake)	0 11	0 12½

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

Mill Feeds Advanced

Montreal.
MILL FEEDS.—Higher prices are this week named on mill feeds. Bran has been advanced to \$51 per ton, and shorts to \$58. This was not unexpected with flour prices decontrolled and with maximum prices named on mill feeds, as already announced by the Canadian Wheat Board. There is decidedly active demand for feeds, and millers cannot, in point of fact, meet the requirements of the stockmen, and the trade.

FEEDS—		
Bran, mixed cars	51 00	51 00
Shorts, mixed cars	58 00	58 00
Crushed oats	70 00	78 00
Barley chop	80 00	82 00

Special Middlings	....	....
Feed Flour, 98 lbs.	8 90	8 90
Gluten Feed—		
F.o.b. Cardinal	66 00	66 00
F.o.b. Fort William	64 00	64 00

Grains Very Firm

Montreal.
HAY AND GRAIN.—Prices have firmly held on both hay and grain. The highest prices known to the trade are said to now obtain for various grains, oats being particularly strong. In the matter of hay delivery, difficulty is still reported in getting adequate supplies forwarded from the farmers. With road conditions unlikely to improve, it is very unlikely that quotations will soon be reduced.

Hay—		
Good, No. 1, per 2,000 lb. ton	28 00	28 00
Do., No. 2	27 00	27 00
Do., No. 3	24 00	24 00
Straw	15 00	15 00
Oats (bulk)—		
No. 2 C.W. (34 lbs.)	1 22	1 22
No. 3 C.W.	1 18	1 18
Extra feed	1 18	1 18
No. 1 feed	1 17	1 17
No. 2 feed	1 15	1 15
Tough 3 C.W.	1 16	1 16
Barley—		
No. 3 C.W.	....	....
No. 3	....	....
No. 4 C.W.	....	....
Feed barley	1 60	1 60

Prices are at elevator.

Oranges Very Active

Montreal.
FRUITS.—The movement of fruits is an active one, as far as oranges and grapefruit are concerned. Prices are maintained on all fruits, and apples of the better grade are becoming daily scarcer. Many of the varieties are fast disappearing. Cranberries are practically finished for the season.

Apples—		
Baldwins	7 50	8 00
Ben Davis, No. 1	6 00	7 00
Greenings	7 50	8 00
Gravenstein	....	....
Apples in boxes	5 00	5 50
Bananas (as to grade), bunch	6 00	7 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	8 00
Pears, Cal.	....	5 00
Oranges, Cal., Valencia	9 00	9 50
Cal. Navels	....	9 00
Florida, case	....	6 00
Cocoanuts	....	2 00

Potatoes Higher Again

Montreal.
VEGETABLES.—Very high prices are being asked for potatoes in this market and the tendency will be upward, some think, while transportation is poor, roads being impassable in some sections. Some dealers are paying around \$5 the bag for what they require.

In a general sense the trend of prices on coarse vegetables is upward. Onions, for instance, are quoted at \$9 per sack of 75 lbs. Canadian radishes are to be had at \$1 per doz. Beans, horseradish, lettuce, celery, and new cabbage are all moved to higher levels.

Beans, new string (imported)		
hamper	8 00	9 00
Beets, new bag (Montreal)	....	3 00
Cucumbers (hothouse), doz.	....	4 00
Chicory, doz.	....	0 50
Cauliflower, Am., doz/ dble crate	....	7 00
Do., single crate	....	3 75
Cabbage (Montreal), barrels	....	6 00
Carrots, bag	....	1 75
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Lettuce (Boston), head crate	....	5 00
Leeks, doz.	....	4 00
Mint	....	0 60

Mushrooms, lb.	1 00
Onions, Yellow, 75-lb. sack	9 00
Do., red, 75 lbs.	9 00
Do., crate	3 00
Do., Spanish, case	7 50
Oyster plant, doz.	0 50
Parsley (Canadian)	0 75
Peppers, green, doz.	0 50
Parsnips, bag	1 75
Potatoes, Montreal (90-lb. bag)	4 25
Do., New Brunswick	5 00
Do., sweet hamper	3 50
Canadian Radishes, doz.	1 00
Spinach, barrel	6 00
Turnips, Quebec, bag	2 00
Do., Montreal	1 50
Tomatoes, hothouse, lb.	0 40
Florida lettuce (hamper)	6 00
American parsley, doz.	2 00
Florida Celery (4-doz. crate)	8 50
Watercress (per doz.)	0 75
Lettuce (curly), 3 doz. in box	5 00
Parsley (American)	1 50
Tomatoes (Florida), crate	7 50
New Cabbage, Florida, crate	8 00

Brisk Sales Canned Goods

Montreal.
CANNED GOODS.—Much activity is reported, on the part of jobbers, for canned goods. Canned tomatoes, corn and peas are especially active and supplies of some of these are getting short. Some grades of peas are to be had only in small quantities, although there seems to be ample supply of standards. There is a brisk demand also for canned fruits of various kinds and of which there is a good supply.

Sardines are somewhat firmer this week and this is due to the increased cost of containers and also to a high price basis of olive oil.

CANNED VEGETABLES

Asparagus (Amer.), mammoth green tips	4 50	4 00
Asparagus, imported (2 1/4)	5 50	5 50
Beans, Golden wax	2 00	2 00
Beans, Refugee	2 00	2 00
Beets, new, sliced, 2-lb.	1 35	1 35
Corn (2s)	1 70	1 75
Carrots (sliced), 2s	1 45	1 70
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 35	2 30
Squash, 2 1/2-lb., doz.	1 50	1 50
Succotash, 2 lb., doz.	1 30	1 30
Do., Can. (2s)	1 30	1 30
Do., California, 2s	3 15	3 50
Do. (wine gain)	8 00	10 00
Sauerkraut, 2 1/2 lb. tins	1 45	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 50
Do., 2 1/2s	1 80	1 95
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2 1/2 (doz.)	1 50	1 55
Do., gallons (doz.)	4 00	4 00
Peas, standards	1 35	1 30
Do., Early June	1 95 1/2	2 00
Do., extra fine, 2s	2 00	2 00
Do., Sweet Wrinkle	2 00	2 00
Do., fancy, 20 oz.	1 87 1/2	1 87 1/2
Do., 2-lb. tins	2 75	2 75
Peas, Imported—		
Fine, case of 100, case	27 50	
Ex. Fine	30 00	
No. 1	23 00	

CANNED FRUITS

Apricots, 2 1/2-lb. tins	6 25	6 50
Apples, 2 1/2s, doz.	1 40	1 45
Do., new pack, doz.	2 20	2 20
Do., 3s, doz.	1 90	1 90
Do., new pack	6 75	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, 1/2s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. tins, doz.	1 35	1 40
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.	16 00	16 00
Cherries, red, pitted, heavy syrup		
No. 2 1/2	4 80	5 15
No. 2	20 00	20 00
doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	2 75	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gallon, "Pie," doz.	9 50	9 50
Do., gallon, table	10 00	10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	1 90	1 90
Do., 2 1/2s	5 25	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	1 90	1 90

Do., 2-lb. tins, doz.	2 80	2 80
Do., 2 1/2s	4 00	4 50
Plums, Lombard	2 00	2 30
Do., in heavy syrup	2 40	2 45
Do., in light syrup	2 45	2 45
Gages, green, 2s	2 40	2 45
Raspberries, 2s, black or red, heavy syrup	4 50	4 60
Strawberry, 2s, heavy syrup	4 50	4 65
Rhubarb, 2-lb. tins	2 25	2 25

CANNED FISH, MEATS, ETC.

salmon—		
Soakeye, 4s, 1s, doz.	4 75	4 75
Do., 9s, 1/2s, doz.	2 50	2 50
Red Springs, 1-lb. tall	4 10	4 30
Do., 1/2 lb.	2 00	2 00
Cohoos, 1-lb. tall	8 65	8 65
Do., 1/2-lb. flat	1 90	1 90
Pinks, 1 lb.	2 60	2 60
Do., 1/2 lb.	1 30	1 30
White Springs, 1s	2 00	2 00
Chums, 1 lb., tall	2 00	2 00
Do., 1/2s, flat	1 20	1 20
Do., 1/4s, flat	1 10	1 10
Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	2 25
Alaska, red, 1-lb. tall	4 25	4 60
Herrings, imported, tomato sauce	2 25	2 25
Do., kippered	2 85	2 85
Do., tomato sauce, 1/2s	1 85	1 85
Do., kipp., Canadian, 4s, 1s	1 50	1 50
Do., plain, case of 4 doz.	6 75	6 75
Do., 1/2s	1 65	1 65
Haddies (lunch), 1/2-lb.	1 00	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 25
Canadian sardines, case	6 25	6 75
Whale Steak, 1-lb. flat	2 00	2 00
Filehards, 1-lb. tall	1 90	2 00
Norwegian sardines, per case of Oysters (canned), 5 oz., doz.	2 00	2 00
100 (1/2s)	24 00	25 00
Do., 10 oz., doz.	4 40	4 40
Lobsters, 1/2-lb., doz.	3 40	3 40
Do., 1/2-lb. tins, doz.	5 50	6 00
Do., 1-lb. tall	12 00	12 00
Do., 1/2-lb., doz.	6 00	6 00
Do., 1-lb. flats	12 00	12 00
Lobster pie, 1/2-lb. tins	2 40	2 40
Sardines (Amer. Norweg'n style)	14 50	14 50
Do., Canadian brands (as to quality), case	6 25	17 50
Do., French	32 00	34 00
Do. (gen. Norwegian)	21 00	22 25
Do., Portuguese, case	24 00	24 00
Scallops, 1-lb., doz.	3 25	3 25
Do., Eastern trade	2 65	2 65
Do., Winnipeg and Western	2 85	2 85
Scotch Snacks, No. 2, doz.	4 50	4 50
Do., No. 1, doz., Montreal	2 85	2 85
Shrimps, No. 1	2 40	2 80
Do., 1 1/2s	4 50	4 50

Crabs, No. 1 (case 4 doz.)	6 75
Crab meat (Japanese), doz.	6 50
Clams (river), 1 lb., doz.	2 25
Meats, English potted, doz.	2 00

Some Lines Decline

Montreal.
MISCELLANEOUS.—The price of some brands of evaporated milk have had a slight decline this week. The two hundred pound barrel is now 25c per lb., in place of the old price, 29 1-10 cents per lb. The fifty pound drum is now quoted at 27c per lb., instead of 31 1/2c per lb.

Broken caustic in 100 lb. drums is now quoted at \$5.85, a decline of 65c per cwt.

Bags and Twine Higher

Montreal.
TWINES.—Cotton twines have experienced an advance in price this week, due to the strong cotton market and heavy demand put upon it. Advances are from 4 to 6 cents per pound. The discount on Standard and automatic self-opening, square bottom paper bags has decreased from 22 1/2 per cent. to 20 per cent. This is also the case in the decreased discount on heavy kraft paper from 30 per cent. to 25 per cent. This virtually means an increase in price of these paper products.

Sugar Reports Incomplete

Montreal.
MAPLE PRODUCTS.—Reports on the sap run are still incomplete. Some districts appear to have had satisfactory "runs," while others do not claim to have had a big season. Prices are high, syrup selling at \$3.50 to \$4.00 per Imperial gallon, and sugar at 30 to 35c per pound.

ONTARIO MARKETS

TORONTO, April 16—The markets in general groceries are firm to higher. Dominion sugar has advanced \$2.00 per hundred and with the steadily increasing cost of raws, other refineries will likely follow. Corn syrups are firm and indications point to higher prices. Cereals are firm, but show little movement. Teas and coffees show no improvement and higher prices are not unlikely. Advances have been registered on Fry's cocoa, cigars, wrapping paper, Clark's pork and beans, dried beef, Norwegian sardines, jelly powder and butter color.

Refined Sugar Advances

Toronto.
SUGAR.—The Dominion Refinery has advanced the price of their sugar \$2.00 per hundred. The raw sugar market is moving upwards very fast; last week sales were made as high as 16 1/4 cents, f.o.b. Cuba, and Porto Ricos at 17 1/2 cents. These high prices of raws are indicative of higher prices for refined. Supplies of granulated are fairly light, but jobbers are of the opinion that this is immaterial, as there have been large sales of sugar made to both the retailer and consumer, and, consequently, the demand is not as brisk as it was in the past few weeks.

St. Lawrence, extra granulated, cwt.	16 71
Atlantic, extra granulated	16 71
Acadia Sugar Refinery, extra granulated	18 71
Dom. Sugar Refinery, extra granulated	18 71
Canada Sugar Refinery, extra granulated	16 71
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.	
Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.	
Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.	

Syrups Are Firm to Higher

Toronto.
CORN SYRUPS.—The market for corn syrup is firmer, with indications for higher prices, due to the higher cost of

corn and packages. There is a large increase in the consumption of corn syrup, and this, with the greater cost of raw material, has a tendency toward an advance in prices.

MOLASSES.—No change has been effected on molasses. Prices are maintained under an active demand.

Corn Syrups—	
Barrels, about 700 lbs., yellow	0 09
Half barrels, 1/4 c over bbls.; 1/4 bbls., 1/2 c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	6 50
Cases, 5-lb. tins, white, 1 doz. in case	7 45
Cases, 10-lb. tins, white, 1/2 doz. in case	7 15
Cases, 2-lb. tins, yellow, 2 doz. in case	5 90
Cases, 5-lb. tins, yellow, 1 doz. in case	6 85
Cases, 10-lb. tins, yellow, 1/2 doz. in case	6 55
Cane Syrups—	
Barrels and half barrels, lb.	0 08
Half barrels, 1/4 c over bbls.; 1/4 bbls., 1/2 c over.	
Cases, 2-lb. tins, 2 doz. in case	7 00
Molasses—	
Fancy, Barbadoes, barrels, gal.	1 45
Choice Barbadoes, barrels	1 50
West India, bbls., gal.	0 56
West India, No. 10, kegs.	6 50
West India, No. 5, kegs.	3 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	8 95
Tins, 10-lb., 1/2 doz. to case, Barbadoes	8 60
Tins, No. 2, baking grade, case 2 doz.	4 20
Tins, No. 3, baking grade, case of 2 doz.	5 50
Tins, No. 5, baking grade, case of 1 doz.	4 60
Tins, No. 10, baking grade, case of 1 1/2 doz.	4 25
West Indies, 1 1/2, 48s	4 60
	6 95

Package Goods Steady

Toronto.
PACKAGE GOODS.—All package goods are ruling firm under a normal demand. Kellogg's krumbles have advanced to \$4.35 per case, and Kellogg's bran has also advanced to \$2.25 per doz.

PACKAGE GOODS	
Rolled Oats, 20s, round, case	6 50
Do., 20s, square, case	6 50
Do., 36s, case	4 85
Do., 18s, case	2 42 1/2
Corn Flakes, 36s, case	3 90
Porridge Wheat, 36s, regular, case	6 00
Do., 20s, family, case	6 80
Cooker Package Peas, 36s, case	4 20
Cornstarch, No. 1, lb. cartons	0 12 1/2
Do., No. 2, lb. cartons	0 11
Laundry starch	0 10 1/2
Laundry starch, in 1-lb. cartons	0 12 1/2
Do., in 6-lb. tin canisters	0 14 1/2
Do., in 6-lb. wood boxes	0 14 1/2
Potato Flour, in 1-lb. pkgs.	0 16
Fine oatmeal, 20s	6 75
Cornmeal, 24s	3 65
Farina, 24s	2 90
Barley, 24s	2 60
Wheat flakes, 24s	5 60
Wheat kernels, 24s	4 50
Self-rising pancake flour, 24s	3 70
Buckwheat flour, 24s	3 70
Two-minute Oat Food, 24s	3 75
Puffed wheat, case	4 60
Puffed Rice, case	5 70
Health Bran, case	2 60
F.S. Hominy, gran., case	3 85
Do., pearl, case	3 85
Scotch Pearl Barley, case	2 60

Cereals Are Unchanged

Toronto.
CEREALS.—The demand for cereals is somewhat falling off, due to the season of the year, and both jobbers and retailers are now anxious to unload surplus stock before warmer weather arrives. The market, however, is firm and prices are not likely to be any lower, in

view of the strong situation in the grain market.

Single Bag Lots	
F.o.b. Toronto	
Barley, pearl, 98s	8 50
Barley, pot, 98s	7 25
Barley Flour, 98s	4 50
Buckwheat Flour, 98s	6 25
Cornmeal, Golden, 98s	5 50
Do., fancy yellow, 98s	6 50
Hominy grits, 98s	5 50
Hominy, pearl, 98s	5 25
Oatmeal, 98s	5 25
Oat Flour	5 50
Corn Flour, 98s	5 50
Rye Flour, 98s	5 00
Rolled Oats, 90s	5 60
Rolled Wheat, 100-lb. bbl.	6 00
Cracked wheat, bag	6 50
Breakfast food, No. 1	7 75
Do., No. 2	7 75
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 75
Peas, split, 98s	0 08 1/2
Blue peas, lb.	0 09
Marrowfat green peas	0 11 1/2
Graham Flour, 98s	7 00
Farina, 98s	6 20

Teas Show No Improvement

Toronto.
TEAS.—The market for teas shows no improvement. Quotations at primary markets continue to advance, especially on the better quality. Importers are experiencing great difficulty in getting in shipments. Orders that ordinarily take about 2 to 3 months for delivery are now taking about 6 months. Spot stocks are comparatively light.

Ceylons and Indians—	
Pekoe Souchongs	0 48
Pekoes	0 62
Broken Pekoes	0 56
Broken Orange Pekoes	0 58
Javas—	
Broken Orange Pekoes	0 58
Broken Pekoes	0 45
Japans and Chinas—	
Early pickings, Japans	0 63
Do., seconds	0 50
Hyson thirds	0 45
Do., pts.	0 58
Do., sifted	0 67
Above prices give range of quotations to the retail trade.	

Coffee Ruling Firm

Toronto.
COFFEE.—The trend of the coffee market indicates firm to higher prices. The American exchange is one cause, while the greater consumption and big demand practically clears up all stocks almost immediately upon arrival. Importers state that the condition of the primary markets does not indicate any lower prices for this year.

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

Maple Syrup Crop Light

Toronto.
MAPLE SYRUP.—The maple syrup season has practically closed and the quotations are around \$3.75 per gallon. Small's maple syrup in 32 ounce bottles are quoted at \$8.20 per dozen. Bowes' No. 3 bottles, at \$9.25 per case of 12 bottles; No. 4 bottles, in cases of 24, at \$10.80; No. 1 tins at \$21.00. Other quotations are as follows:

MAPLE SYRUP—	
2 1/2-lb. tins, 24 to case	17 35
5-lb. tins, 12 to case	0 35
8-lb. tins, 10 to case	19 95

10-lb. tins, 6 to case	15 75
5 gal. imp. tin, 1 to case	14 70
15 gal. keg, per gal.	2 90
16 oz. bottles, 24 to case	8 85
5-lb. tins, 12 to case	17 85
Pure Maple Sugar, 1-lb. blocks,	

No Improvement in Rices

Toronto.
RICE.—No improvement in shown in the rice situation. Spot stocks are light and conditions in primary markets are such that higher prices can be expected. A shipment of No. 1 Japan rice is due to arrive and quotations are out at 18 1/2 cents per pound.

Honduras, fancy, per 100 lbs.	0 20
Blue Rose, lb.	0 20 1/2
Siam, fancy, per 100 lbs.	15 00
Siam, second, per 100 lbs.	0 18 1/2
Japans, fancy, per 100 lbs.	15 00
Do., seconds, per 100 lbs.	17 00
Fancy Patna	0 13 1/2
White Sage	0 14
Do., Paking	14 00
Chinese, XX., per 100 lbs.	
Do., Simiu	
Do., Mujin, No. 1	
Tapioca, pearl, per lb.	0 12

Many Lines Advance

Toronto.
MISCELLANEOUS.—Fry's cocoa has advanced to 56 cents per pound. Norwegian sardines advance as follows: Bravo brand to \$19.75 per case, Norcaner brand to \$22.00 per case. Dandelion brand of butter color has advanced to \$2.80 per dozen. Japanese stove pipe varnish is up to \$2.00 per dozen. Ingersoll cream cheese is now quoted at \$2.45 per dozen for No. 1 size and \$1.45 for No. 2 size. Royal salad dressing, lunch size, has advanced to \$2.00 per dozen, and medium size to \$4.00 per dozen. Jello is up to \$1.50 per dozen, and Jello ice cream powder is quoted at \$1.50 per doz. Clark's pork and beans, No. 3 tins, has advanced to \$2.95 per dozen. Clark's smoked, sliced, dried beef in glass is up to \$2.45 per dozen.

Canned Goods Move Freely

Toronto.
CANNED GOODS.—There is an active demand for all lines of canned goods. Jams are moving out freely under the recent large advances. Upton's pineapple marmalade, in 16 ounce jars, has advanced to \$4.65 per doz.; No. 4 tins are up to \$1.25 each.

Salmon—	
Sockeye, 1s, doz.	4 75
Sockeye, 1/2s, doz.	2 75
Alaska reds, 1s, doz.	4 25
Do., 1/2s	2 50
Lobsters, 1/2 lb., doz.	6 50
Do., 1/4 lb. tins	3 90
Whale Steak, 1s, flat, doz.	1 75
Pilchards, 1-lb. tins, doz.	1 75
Canned Vegetables—	
Tomatoes, 2 1/2s, doz.	1 95
Peas, Standard, doz.	2 25
Do., Early June, doz.	2 40
Do., Sweet Wrinkle, doz.	2 50
Beets, 2s, dosen	1 45
Do., extra sifted, doz.	2 77 1/2
Beans, golden wax, doz.	2 00
Asparagus tips, doz.	4 25
Asparagus butts, 2 1/2s, doz.	2 50
Canadian corn	1 75
Pumpkins, 2 1/2s, doz.	1 35
Spinach, 2s, doz.	2 15
Do., 2 1/2s, doz.	2 52 1/2
Do., 10s, doz.	10 00
Pineapples, sliced, 2s, doz.	4 75
Do., shredded, 2s, doz.	4 75
Rhubarb, preserved, 2s, doz.	2 07 1/2
Do., preserved, 2 1/2s, doz.	2 65
Do., standard 10s, doz.	5 00
Apples, gal., doz.	6 25
Peaches, 2s, doz.	3 55
Pears, 2s, doz.	3 90

Plums, Lombard, 2s, doz.....	3 10	6 25
Do., Green Gage.....	3 25	3 40
Cherries, pitted, H. S.....	4 35	4 40
Blueberries, 2s.....	2 25	2 40
Strawberries, 2s, H. S.....	4 90	5 25
Blueberries, 2s.....	2 35	2 45
Jams—		
Apricots, 4s, each.....	1 08	
Black Currants, 16 oz., doz.....	5 00	
Do., 4s, each.....	1 30	
Gooseberry, 4s, each.....	1 08	
Do., 16 oz., doz.....	4 25	
Peach, 4s, each.....	1 02	
Do., 16 oz., doz.....	4 15	
Red Currants, 16 oz., doz.....	4 80	
Raspberries, 16 oz., doz.....	5 05	
Do., 4s, each.....	1 35	
Strawberries, 16 oz., doz.....	5 25	
Do., 4s, each.....	1 36	

Cigars and Paper Higher

Toronto.

CIGARS AND PAPER.—Lord Tennyson cigars have advanced to \$57.50 per M. Stonewall Jackson cigars also advanced to \$62.00 per M. Manila wrapping paper, in rolls, is up to 9 cents per pound, and broad-striped kraft paper is quoted at 14 cents per pound.

Shelled Nuts Are Firm

Toronto.

NUTS.—Spot stocks of shelled walnuts and almonds are fairly low and with the exchange on sterling going higher advances are looked for. Advices from primary markets indicate a firm tone, with higher prices not unlikely.

Almonds, Tarragonas, lb.....	0 31	0 33
Butternuts, Canadian, lb.....	0 06	0 06
Walnuts, Cal., bags, 100 lbs.....	0 40	0 45
Walnuts, Bordeaux, lb.....	0 28	0 30
Walnuts, Grenobles, lb.....	0 33	0 33
Do., Marbot.....	0 30	0 30
Filberts, lb.....	0 25	0 25
Pecans, lb.....	0 30	0 32
Cocoanuts, Jamaica, sack.....	10 50	0 43
Cocoanut, unsweetened, lb.....	0 40	0 45
Do., sweetened, lb.....	0 45	0 26½
Peanuts, Spanish, lb.....	0 32	0 33
Brasil nuts, large, lb.....	0 32	0 32
Mixed Nuts, bags 50 lbs.....	0 32	0 32
Shelled—		
Almonds, lb.....	0 65	0 70
Filberts, lb.....	0 43	0 45
Walnuts, Bordeaux, lb.....	0 78	0 80
Do., Manchurian.....	0 68	0 68
Peanuts, Spanish, lb.....	0 26	0 26
Do., Chinese, 30-32 to oz.....	0 20	0 20
Brasil nuts, lb.....	1 10	1 10
Pecans, lb.....	0 19½	0 19½

Dates and Prunes Easier

Toronto.

DRIED FRUITS.—All dried fruits are in a steady demand and prices for the most part are ruling firm with the exception of prunes, which have a slightly easier tone. A shipment of Halloween dates have arrived and are quoted at 18 cents per pound, which is a decline of about 3 cents per pound.

Evaporated apples.....	0 24	0 24
Apricots, cartons, 11 oz., 48s.....	4 55	4 55
Candied Peels, American—		
Lemon.....	0 44	0 46
Orange.....	0 44	0 44
Currants—		
Grecian, per lb.....	0 22	0 24
Australians, 3 Crown, lb.....	0 18	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case.....	6 00	6 00
Dromedary, 9 doz. in case.....	7 75	7 75
Fard, per box, 12 to 13 lbs.....	3 50	3 50
New Halloween dates, per lb.....	0 18	0 23
Figs—		
Taps-Comarde, lb.....	0 17	0 17
Layer, lb.....	0 35	0 40
Comarde figs, mats, lb.....	0 18	0 18
Smyrna figs, in bags.....	0 16	0 18
Cal., 6 oz., 50s, case.....	4 50	4 50
Cal., 8 oz., 20s, case.....	2 50	2 50
Col., 10 oz., 12s, case.....	2 00	2 00

Prunes—	Per lb.	
30-40s, 25s.....	0 31	0 31
40-50s, 25s.....	0 28	0 28
50-60s, 25s.....	0 24	0 24
60-70s, 25s.....	0 19	0 22
70-80s, 25s.....	0 18	0 21½
80-90s, 25s.....	0 20	0 20
90-100s, 25s.....	0 20	0 20
Sunset prunes in 5-lb. cartons, each.....	1 15	1 15
Peaches—		
Standard, 25-lb. box, peeled.....	0 26½	0 28
Choice, 25-lb. box, peeled.....	0 27	0 30
Fancy, 25-lb. boxes.....	0 29	0 30
Raisins—		
California bleached, lb.....	0 28½	0 28½
Extra fancy, sulphur blech., 25s.....	0 26½	0 26½
Seedless, 15-oz. packets.....	0 24	0 25½
Seedless, 15-oz. packets.....	0 24	0 25½
Seedless, Thompson's, bulk.....	0 25	0 26
Crown Muscatels, No. 1s, 25s.....	0 25	0 25
Turkish Sultanias.....	0 25½	0 28½

Cream of Tartar Scarce

Toronto.

SPICES.—There is very little movement in the spice market. There is a certain amount of difficulty in getting supplies, due to poor transportation, and spot stocks are not large. There is a scarcity reported on ginger and cream of tartar. Prices remain as listed.

Allspice.....	0 23	0 25
Cassia.....	0 35	0 40
Cinnamon.....	0 55	0 55
Cloves.....	0 85	0 90
Cayenne.....	0 35	0 37
Ginger.....	0 35	0 45
Herbs—sage, thyme, parsley, mint, savory, Marjoram.....	0 40	0 70
Pastry.....	0 35	0 38
Pickling spices.....	0 22	0 30
Mace.....	0 80	0 90
Peppers, black.....	0 39	0 41
Peppers, white.....	0 50	0 52
Paprika, lb.....	0 80	0 85
Nutmegs, select, whole 100s.....	0 55	0 55
Do., 80s.....	0 68	0 68
Do., 64s.....	0 75	0 75
Do., ground.....	0 40	0 50
Nutmegs, ground.....	0 40	0 50
Mustard seed, whole.....	0 20	0 40
Celery seed, whole.....	0 75	0 75
Coriander, whole.....	0 25	0 30
Caraway seed, whole.....	0 35	0 45
Tumeric.....	0 28	0 28
Curry.....	0 40	0 45
Curry Powder.....	0 40	0 45
Cream of Tartar—		
French, pure.....	0 80	0 85
American high-test, bulk.....	0 80	0 85
2-oz. packages, doz.....	1 75	1 75
4-oz. packages, doz.....	2 75	3 00
8-oz. tins, doz.....	5 75	5 75

Potatoes Are Higher

Toronto.

VEGETABLES.—Potatoes continue to reach higher levels. Whether these high prices will be maintained is difficult to estimate. Some dealers are of the opinion that there are still large stocks held in the country, and when these are thrown on the market, prices will drop, while others state that stocks are about cleaned up. However, supplies arriving on the local market are very light, barely sufficient to meet demands. There are large quantities of Southern vegetables arriving and an active demand noted.

Carrots, per bag.....	1 75	2 00
Parasnips, per bag.....	2 75	2 75
Radishes, Cal., doz.....	0 75	0 75
Onions, Yellow Danvers, per lb.....	0 08	0 08½
Spanish Onions, large, half cases.....	4 00	4 00
Onions, white, large sacks.....	8 50	8 50
Celery, Florida, 3 to 4 doz. crates.....	6 50	6 50
Cauliflower, Cal., standard crate.....	6 50	6 50
Potatoes—		
Ont., 90-lb. bags.....	5 25	5 50
Quebec, 90-lb. bags.....	5 25	5 50
Jersey Sweet, hamper.....	3 50	3 75
Turnips, bag.....	1 25	1 25
Mushrooms, 4-lb. basket.....	4 00	4 00

Lettuce, Cal., head, 4 to 5 doz. cr.....	4 50	5 00
Do., leaf, doz.....	0 30	0 40
Cabbage, Florida, large hamper.....	4 00	4 00
Do., Florida, bbl.....	6 00	6 00
Cabbage, Cal., case 80 lbs.....	6 00	6 00
Green Onions, doz. bunches.....	0 40	0 50
Hothouse Tomatoes, lb.....	0 45	0 45
Green Peppers, doz.....	1 00	1 00
Rhubarb, doz. bunches.....	1 25	1 25
Parsley, per dozen.....	1 00	1 25
Florida Tomatoes, case.....	6 00	7 00
Cucumbers, per doz.....	4 50	4 50
New carrots, hampers.....	3 25	3 25

Fruits Are Unchanged

Toronto.

FRUITS.—There is no change in the market for fruits. Citrus fruits are in good demand and prices remain as quoted last week. Apples are moving freely.

Cal. Navel Oranges—		
80s, per case.....	4 00	4 00
100s, per case.....	5 00	5 00
126s, per case.....	6 25	6 25
160s, per case.....	7 00	7 00
176s, 200s, 216s, 250s, per case.....	8 00	8 50
Florida Oranges—		
126s, 150s, 176s, 200s, 216s, 250s.....	0 08½	0 08½
Bananas, Port Limons.....	4 00	4 50
Lemons, Cal., 300s, 360s.....	4 00	4 50
Do., Messina, 300s.....	4 50	4 50
Grapefruit, Florida—		
36s, 46s, 54s.....	4 25	5 00
64s, 70s, 80s, 96s, 126s.....	5 00	5 50
Grapefruit, Cuban—		
54s, 64s, 70s, 80s, 96s.....	3 50	4 25
Apples, Nova Scotia—		
Baldwins.....	6 00	8 00
Starks.....	6 00	7 50
Fallawatus.....	6 00	7 50
Russets.....	7 50	8 50
Apples, Ontario—		
Spys, No. 1, bbl.....	11 00	11 00
Do., Nos. 2 and 3.....	6 50	9 00
Baldwins.....	6 00	8 00
Winesaps, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s.....	4 00	4 50
Florida Tangarines, 144s, 168s, 196s, 216s, 224s.....	15 00	17 00
Grapes, Spanish Malagas, keg.....	15 00	17 00
Cranberry, Cape Cod, ¼ bbl., cs.....	6 00	6 00

Beans Are Inactive

Toronto.

BEANS.—There is no new development to report in this market. Supplies are only fair, due to the bad condition of the roads, which greatly hampers delivery. Jobbers are of the opinion that there are still quantities of beans in the country.

Ontario, 1-lb. to 2-lb. pickers, bus.....	5 50	5 50
Do., hand-picked, bus.....	6 00	6 00
Marrowfat, bus.....	6 00	6 50
Japanese Kotenashi, per bus.....	4 50	5 00
Rangoons, per bus.....	3 00	3 50
Limas, per lb.....	0 16	0 17
Madagascars, per lb.....	0 14	0 15

Flour Advances

Toronto.

FLOUR.—Spring wheat flour has advanced 15 cents per barrel, now quoted at \$15.60. The demand is fair.

Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags.....	11 70	11 70
Ontario spring wheat flour, in jute bags, per barrel.....	13 45	13 45

Millfeeds Are Higher

Toronto.

MILLFEEDS.—Bran and shorts are still very scarce. Millers have practically more to offer. Quotations are \$6 per ton higher.

MILLFEEDS—		
Bran, per ton.....	45 25	45 25
Shorts, per ton.....	62 25	62 25

WINNIPEG MARKETS

WINNIPEG, April 16—The Acadia and Dominion Sugar refineries have advanced sugar \$2.00 per hundred. Corn syrups are firm while cane syrup has advanced. Quaker puffed wheat has advanced 35 cents per case. Peppers are firm. Raisins are scarce and any lots that are offered are quickly bought up. Oriental beans are quoted lower. Potatoes are active and quotations are higher.

Refined Sugar Advanced

Winnipeg.
SUGAR.—Raw material has advanced very sharply in New York, and at prices that would warrant a higher price. Acadia and Dominion refineries have advanced their price two dollars a hundred-weight, while one other refinery has withdrawn entirely from the market. An advance from the Montreal refineries is expected in the near future. Supplies for Manitoba are very much improved, as there is plenty in sight for present needs.

Redpath Granulated	17 55
Atlantic Granulated	17 55
St. Lawrence Granulated	17 55
Acadia Granulated	19 70
Yellow Sugar	17 05
Loaf Sugar	18 40
Powdered Sugar	18 05
Iceing Sugar	18 15

Syrups Are Strong

Winnipeg.
SYRUP.—Corn syrup is extremely strong. Rogers' sugar syrup has advanced, with every possible indication of all other lines going higher.

CANE SYRUP—

Rogers, 2s.	7 85
Do., 5s.	9 35
Do., 10s.	8 90
Do., 20s.	8 75

CORN SYRUP—

Cases, 2 lb. tins, white, 2 doz. in case	6 80
Cases, 10 lb. tins, white, 1 doz. in case	7 80
Cases, 10 lb. tins, white, 1/2 doz. in case	7 55
Cases, 2 lb. tins, yellow, 2 doz. in case	6 20
Cases, 5 lb. tins, yellow, 1 doz. in case	7 20
Cases, 10 lb. tins, yellow, 1/2 doz. in case	6 95

MOLASSES—

2-lb. tins, 2 doz. case	7 85
3-lb. tins, 2 doz. case	11 05
5-lb. tins, 1 doz. case	9 00
10-lb. tins, 1/2 doz. case	8 75

Package Goods Firm

Winnipeg.
PACKAGE GOODS.—The market for package goods is firm, with indications for higher prices, due principally to the higher cost of cartons and other containers. Quaker puffed wheat has advanced 35 cents per case, now quoted at \$4.60.

PACKAGE GOODS	
Rolled Oats, 20s, round cartons	5 35 6 50
Do., 36s, case	4 85
Do., 18s, case	2 42 1/2
Corn Flakes, 36s, case	3 60 4 25
Cooker Package Peas, 48s, case	6 00
Do., 36s, case	3 75
Cornstarch No. 1, lb pkts., per lb.	0 11
Laundry Starch in 1-lb. cartons, lb.	0 11 1/2
Do., in 6-lb. tin canister	.....
Do., in 6-lb. wood boxes	.....
Gloss Starch, 1-lb. pkt., 40 in case, per lb.	0 11 1/2 0 13 1/4
Do., 6-lb. tins, 8 to case, per lb.	..... 0 14 1/4
Celluloid Cold Starch, 1s, 45 in cs.	4 95
Potato Flour, 12 oz., 2 doz. case, per case	3 00
Cornmeal, 2 doz. case, per case	4 00
Wheat Flakes, 3 doz. case, per case	5 00
Puffed Wheat, 3 doz. case, case	4 60

Cereals Are Steady

Winnipeg.
CEREALS.—Cereals are ruling steady. Prices are unchanged.

Cornmeal, golden, 49-lb. sacks, per sack	2 40
Do., 10-lb. bags, 10 in bale, per bale	6 00
Barley, pearl, 98-lb. sack, per sack	8 00
Do., pot, 98-lb. sack, per sack	6 75
Buckwheat, Gritz, 100-lb. sacks	9 90 10 90
Rye Flour, 98-lb. sacks	5 25
Rolled oats, 80-lb. sack	4 35
Rolled wheat, 98-lb. sack	7 50
Linseed Meal, 100-lb. sacks, per lb.	0 12
Whole Yellow Peas, 60-lbs., per lb.	0 04
Do., green, 36 case, per case	3 75
Split Peas, 98-lb. sack, per sack	8 50

Peppers Are Firmer

Winnipeg.
SPICES.—All spices are firm, particularly on peppers, but prices in the meantime are unchanged.

SPICES—

Allspice, in bulk, per lb.	0 14
Do., 5-lb. boxes, per lb.	0 20
Cassia, 1 oz. bundles, per doz.	0 60
Do., 5-lb. boxes, per lb.	0 36
Cloves, per lb.	0 75
Do., 1-lb. tins, per tin	0 90
Do., 5-lb. boxes, per lb.	0 85
Ginger, Jamaica, per lb.	0 30
Do., 5-lb. boxes, per lb.	0 34
Nutmeg, 5-lb. boxes, per lb.	0 42
Do., in bulk, per lb.	0 55
Do., pkts., per doz.	0 50
Pastry spice, 5-lb. tins, per lb.	0 33 1/2
Black pepper, per lb.	0 48
White pepper, per lb.	0 55 1/2
Cayenne pepper, per lb.	0 37 1/2
Tumeric, per lb.	0 33

Raisins Are Scarce

Winnipeg.
DRIED FRUITS.—Raisins are very firm, with very few lines being offered, and any small quantities being offered are being snapped up by the trade. Prices in California are well maintained for any small lots available.

The decline in prunes has been checked and many importers now think that prunes will not be any lower.

Evaporated apples, per lb.	0 24 1/2 0 25
Do., Apricots, per lb.	0 20
Currants, 90-lb. per lb.	0 23
Do., 50-lb., per lb.	0 24
Do., 8 oz. pkts., 6 doz. to case, per pkt.	0 17
Dates, Hallowee, bulk, per lb.	0 23
Do., Tunis, per lb.	0 25
Figs, Spanish, per lb.	0 16 1/2
Do., Smyrna, per lb.	0 23
Do., Black, cartons, per carton	1 16
Do., Smyrna, table quality, box of 35	4 50
Loganberries, 4 doz. in case, pkt.	0 45
Peaches, Standard, per lb.	0 29 0 30 1/2
Do., choice, per lb.	0 29 1/2 0 30 1/2
Do., fancy, per lb.	0 34 0 35
Do., Cal., in cartons, per carton	1 60
Do., unpitted, per lb.	0 24 0 25
Pears, extra choice, per lb.	0 30
Do., Cal., cartons, per carton	1 75

PRUNES—

40-50s, per lb.	0 32 1/2 0 33
50-60s, per lb.	0 27 0 28
60-70s, per lb.	0 25 0 26
70-80s, per lb.	0 24 0 25
80-90s, per lb.	0 21 1/2 0 22 1/2
90-100s, per lb.	0 20 1/2 0 21 1/2
In Cartons, per carton	1 38

Raisins—

Cal. pkg., seeded, 15 oz. fancy, 36 to case, per pkt.	0 25
Cal. bulk, seeded, 25-lb. boxes, per lb.	0 25 1/2
Cal. pkg. seedless—	.....
11-oz., 36 to case, per pkg.	0 20
9-oz., 48 to case, per pkg.	0 18
Cal. bulk, seedless, 25-lb. boxes, per lb.	0 24
Cal. Bleached Sultanas—	.....
25-lb. boxes, bulk (fancy), lb.	0 33
50-lb. boxes, choice, fancy, lb.	0 30

Nuts Likely to Advance

Winnipeg.
NUTS.—The tendency for nuts is still toward higher prices. The market is firm.

NUTS—

Pecans, in shells, per lb.	0 80
Peanuts, in shells, roasted, lb.	0 20 0 25
Do., green, per lb.	0 18 0 23

NUTS, SHELLED—

Salted Peanuts, 10-lb. tins, tin	4 20
Spanish Valencia Almonds, lb.	0 62 0 65
Jordan Almonds, per lb.	0 75
Walnuts, Manchurian, per lb.	0 80 0 83

Coffee is Firmer

Winnipeg.
COFFEE.—Coffee is a little firmer, owing to the improvement of sterling exchange. Good grade of Bourbon Santos and roasting Santos are very hard to get. It is estimated that the next year's Brazil crop will amount to about 8 million bags. Supplies of year's crop nearly exhausted.

COFFEES—

Santos, per lb.	0 48 0 50
Bourbon, per lb.	0 49 0 53
Maracaibo, per lb.	0 50 0 54
Jamaica, per lb.	0 46 0 50
Mexican, per lb.	0 54

Primary Tea Market Firm

Winnipeg.
TEA.—The primary tea market is very firm and is expected that it will be higher at next week's auction.

INDIAN AND CEYLON—

Pekoe Souchongs	0 50 0 52
Pekoes	0 50 0 54
Broken Pekoe	0 52 0 60
Broken Orange Pekoe	0 58 0 68
Japans, bulk tea	0 50 0 57

JAVAS—

Pekoe Souchongs	0 46 0 50
Pekoe	0 48 0 52
Broken Pekoe	0 50 0 56
Broken Orange Pekoe	0 54 0 64

Beans Are Easier

Winnipeg.
BEANS.—The bean market is much easier. Oriental beans are being offered at lower prices.

White Beans, hand picked, 100-lb. bag, per bag	8 50
Do., fancy picked, 100-lb. bags, per bag	7 75
Lima beans, 80-lb. sacks, per lb.	0 13

Rice is Unchanged

Winnipeg.
RICE.—Market is unchanged, supplies are limited, no lower prices looked for, and the market may advance to even higher levels than at present.

RICE—

No. 1 Japan, 50-lb. sack, lb.	0 17 1/2
No. 1 Japan, 100-lb. sack, lb.	0 17 1/4
Siam Elephant in 50-lb. bags, lb.	0 15 1/2
Do., in 100-lb. bags, lb.	0 15 1/4
Ground, medium, per doz.	1 55
Do., No. 1, per doz.	2 15
Do., 100s, per lb.	0 11
Do., 50s, per lb.	0 18 1/2
Do., 10 x 8 lb. bags, per bag	1 00
Sago, sack lots, 130 lb. 150 lb., per lb.	0 18 1/4
Do., in less quantities	0 14
Tapioca, pearl, per lb.	0 13 0 13 1/2

Canned Goods Moving Better

Winnipeg.

CANNED GOODS.—The increased prices of sugar have a tendency to strengthen price of canned fruits, which will certainly affect next year's prices considerably. At present they are moving much better, owing to the lateness of the spring weather. Canned peaches show heavy sales.

The large export of canned vegetables and the increased consumption has had a tendency to advance some lines.

CANNED FRUITS

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

CANNED VEGETABLES

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

CANNED FISH

Shrimps, 1s, 4 doz. case, per doz.	2 70 2 75
Finnan Haddie, 1-lb., 4 doz. case	8 80 9 75
Do., 1/2-lb., 8 doz. case	10 50
Herrings (Can.), 1s, 4 doz. case, per case	7 25 8 00
Do. (imported), 1/2s, 100 to case, per case	30 00 32 50
Lobsters, 1/4s, 8 doz. case, per doz.	4 00
Do., 1/2s, 4 doz. case, per doz.	7 50
Mackerel (imported), 6-oz. tins, 100 to case	28 50
Oysters, 1s, 4-oz., 4 doz. case, doz.	2 10
Do., 2s, 8-oz., 2 doz. case, doz.	3 65
Pilchards, 1s, tall, 4 doz. case, cs.	7 50
Do., 2s	3 80
Deep Sea Trout, 1/2s, flat, 8 doz. case, per case	15 75
Salmon—	
Fancy Pink, 1s, tall, 48 in case	10 50
Do., 1/2s, flat, 96 in case	12 25
Cohoe, red, 1s, tall, 48 in case	14 50
Cohoe, red, 1/2s, flat, 96 in case	16 25
Sockeye, red, 1s, tall, 48 in case	19 50
Do., 1/2s, flat, 96 in case	19 00
Chum, 1s, tall, 48 in case	8 50
Kippered, 1s, tall, 48 in case	12 00

Fruits Are Active

Winnipeg.

FRUIT.—There is a good demand for fruit and prices are high, but goods are moving out in good volume, even better than last year. The majority of the wholesalers have had a hard time to keep an adequate supply of bananas on hand, and with real spring weather this will be accentuated.

Navel Oranges—	
80s, per case	5 50
100s, per case	6 50
126s, per case	7 50
150s, per case	8 75
176s, per case	10 00
200s, 216s, and smaller, per case	10 75
Cal. Blood Oranges, 176 and smaller, per case	10 50
Lemons, Cal., per case	7 50 8 00
Bananas, red, per lb.	0 11

Potatoes Are Scarce

Winnipeg.

VEGETABLES.—Potatoes and turnips are none too plentiful. Onions are very scarce. Shipments of California vegetables have commenced to arrive.

Tomatoes, Mex., per lug, 30 lbs.	5 00
Cabbage, per lb.	0 09 0 10
Cauliflower, per case	4 50
Fresh Rhubarb, per lb.	0 27
Head Lettuce, per case	5 50
Do., doz.	1 50
Leaf Lettuce, per doz.	0 70
Celery, per crate	14 50
Beets, per lb.	0 03
Turnips, per lb.	0 03
Carrots, per lb.	0 04
Potatoes, per bushel	3 00 3 10
Do., yellow, per lb.	0 11
Cranberries, per box	4 50
Grapefruit, Florida, 36-46s, case.	5 50
Do., 54-64s, per case	6 00
Do., 72-80s, per case	6 50
Apples, 20 1s, per box	4 50
Do., 2s, per box	4 00

VANCOUVER

Potatoes Are Firm

Vancouver.

VEGETABLES.—Potatoes are ruling firm under the advance of last week. Green vegetables from the South are not arriving, owing to railway strikes in the States.

Potatoes, Ashcroft	125 00
Do., Mainland, ton	110 00 115 00
Do., local	100 00
Carrots, per lb.	0 08 1/2

Beets, per lb.	0 08
Turnips, per lb.	0 02 1/2
Cabbage, per lb.	0 05
Onions, B.C., sacks	9 50
Do., New Zealand, crate	9 50
Valencia Onions, sack	9 00
Head lettuce, Cal., case	7 25
Do., leaf, per doz.	0 70
Tomatoes, Mexican	8 50
Celery, per dozen	3 00
Cauliflower	4 25

Strawberries Arrive

Vancouver.

FRUIT.—The fruit market is unchanged. Strawberries are selling readily at 50 cents a box. Apples are quoted at \$1.75 to \$3.00 per box. Grapefruit at \$4.25 per case and oranges at \$9.00.

Apples—	
Cooking, box	1 75
Baldwin, box	2 75
Delicious, box	4 50
Spitzenberg, box	3 50 3 75
Winesaps, box	3 25 3 75
Winter Bananas, box	3 00
Newtons, box	3 50
King David, box	2 75
Jonathans, box	2 75 3 00
Grapefruit, Florida	4 25
Oranges, Navels	9 00
Lemons	8 00

Flour Has Advanced

Vancouver.

FLOUR.—Some millers have advanced flour 15 cents per barrel and a further advance of 35 cents is predicted in some quarters.



Bushnell for Central Press Association.

ANY NIBBLES YET, NIC?

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., April 16.—Flour has advanced to \$15.10. Ordinary cornmeal has advanced to \$4.40. Molasses also higher, now quoted \$1.40 to \$1.45. Sugar has advanced \$2.00 per hundred. Eggs are plentiful and prices are lower. American clear pork also easier. Potatoes are very scarce, owing to difficulties in transportation; the price is somewhat higher now, quoted at \$8.00 per barrel.

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., April 16.—There is very little change in the market for staples this week. Sugar is quite active and increased sales are reported. Potatoes have taken a jump owing to the presence of many buyers who are offering \$2.85 per bushel and indications point to a shortage on this commodity. Fruits are firm. Vegetables are about cleaned up, with no further supply in sight for a short while until Southern new grown stuff arrives. A raise in all canned vegetables is expected.

Beans, small white, Japans, bus.	5 40
Beans, Lima, per lb.	0 12½
Roiled oats, brails	5 00
Rice, Siam, cwt.	14 75
Sago, lb.	0 11½
Flour	5 40
Tapioca, lb.	0 14
Sugar, granulated, Western	17 94
Do., Eastern	18 20
Cheese, No. 1, Ontario, large	0 30½
Butter, creamery	0 67
Lard, pure, 3s, per case	21 60
Bacon, lb.	0 55
Eggs, new laid	0 45
Tomatoes, 2½s, standard case	4 47
Corn, 2s, standard case	3 94
Peas, 2s, standard case	4 80
Apples, gal.	3 25
Apples, evaporated, per lb.	0 26
Strawberries, 2s, Ont., case	9 75
Raspberries, 2s, Ont., case	9 75
Peaches, 2s, Ontario, case	7 85
Plums, 2s, case	5 00
Salmon, finest Sockeye, tall, case	18 80
Salmon, pink, tall, case	11 25
Peaches, Cal., 2½s	7 00
Potatoes, bushel	2 00 2 75

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., April 16.—Some flour mills have advanced flour 15 cents per barrel. Good samples of Kootenashi

beans are offered at \$7.25 to \$7.50 per hundred. Ontario cheese is quoted at 27½ to 30 cents per pound. Advances have been effected on Fry's cocoa, butter coloring, twine, paper bags. Puffed wheat advanced 35 cents per case. No. 1 Japan rice is higher, now quoted at 16 to 17 cents per pound. Eggs are firmer. Local potatoes are quoted at \$100 per ton.

Flour, 96s, per bbl.	12 95
Beans, B.C.	8 00 8 50
Rolled oats, 80s	5 00
Rice, Siam	12 75 13 50
Japan, No. 1	16 00 17 00
Tapioca, lb.	0 10½ 0 12
Sago, lb.	0 12 0 14
Sugar, pure cane, granulated, cwt	16 92
Cheese, No. 1, Ont., large	0 27½ 0 30
Butter, creamery, lb.	0 70 0 74
Do., dairy, lb.	0 55 0 60
Lard pure, 3s	18 90 19 20
Eggs, new laid, local, case	13 00 13 50
Tomatoes, 2½s, standard, case	4 50 4 75
Corn, 2s, case	4 00 4 45
Peas, 2s, standard, case	4 20 4 75
Strawberries, 2s, Ontario, case	10 30
Raspberries, 2s, Ontario, case	10 30
Cherries, 2s, red, pitted	9 00 9 50
Apples, evaporated	0 22½ 0 25¼
Do., 25s, lb.	0 26¼
Peaches, evaporated, lb.	0 25¼
Do., canned, 2s	7 50
Prunes, 90-100s	0 18
Do., 70-80s	0 19
Do., 50-60s	0 20
Do., 30-40s	0 30
Do., 20-30s	0 33
Raisins, bleached Sultanias	0 27
Do., bulk, seedless	0 21
Do., package, 11 oz.	0 16¼
Filiatras Currants, lb.	0 26
Salmon, pink tall, case	10 25
Do., Sockeye, tall, case	17 50
Do., halves	18 00 19 00
Potatoes, Alta., per ton	100 00
Lemons	7 50
Oranges	8 00
Grapefruit	7 50

GOING AFTER THE TRADE BY CATALOGUE

CALGARY, Alta. — The public, it seems, likes to shop by catalogue. The immense mail order houses that this country supports have educated the householder to order "sight unseen" and there seems to be something about the practice that appeals to Mrs. Housewife. What more natural than for some enterprising merchants to "play to this audience," with profit to themselves and satisfaction all 'round. At any rate there are a number of merchants who have found it distinctly to their advantage to capitalize this feeling. H. O. Kirkham is doing it in Vancouver, and he draws tribute from quite a territory. Welsh is doing it in New Westminster and the whole Fraser Valley rings his till, as recorded in CANADIAN GROCER in an October issue. In Edmonton, Tarabain sends out catalogues and his cash register records sales from fifty miles in every direction.

In Calgary, CANADIAN GROCER called upon a young but flourishing mail order house that has a turn-over that

many might envy. Williams and Little, 117 Tenth West, Calgary, started a warehouse in Calgary to centralize the buying for their five country stores. They are situated as follows: Innisfail, Bowden, Olds, Didsbury and Champion. The first four between Calgary and Edmonton and Champion south towards Lethbridge. With the warehouse and the stock on hand, it was considered that a mail order business could be operated with the same fixed overhead, and very slight extra help. This firm mails 5,000 catalogues to customers, and is doing a very satisfactory business. At present Mr. Little does not use any illustrations in his catalogue, but he expects to do so. He should not find very much difficulty in collecting helpful cuts; the manufacturers are very much alive to the efforts of these live, wide-awake merchandisers, and as a rule are pleased to furnish small cuts of their products.

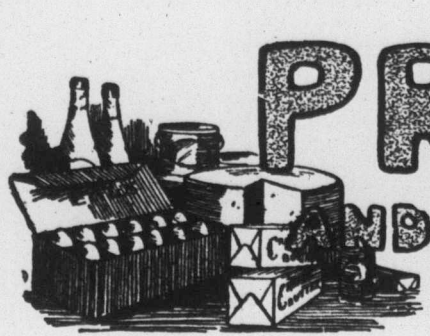
In most of the cases mentioned, the mail order department is an outgrowth of a central warehouse in connection with a chain of stores. Welsh in Westminster has three stores, and Kirkham in Vancouver has fourteen.

Williams and Little deliver any order of fifteen dollars or over within a radius of about fifty miles. The other day they received a large order from a customer who had carried one of their catalogues into the Peace River Country. While Grande Prairie is somewhat out of their zone, Mr. Little arranged to make the shipment on satisfactory terms to the customer, and a letter was received later complimenting them on the shape in which the shipment opened up.

Settling the Adjustment in the Packing Room

"That is one of the most important features," said Mr. Little, "we do lay great emphasis on proper packing. The slight differences in freights, by using heavier crates, are more than saved in the long run, by the absence of breakages and loss, and the customer certainly does appreciate having his goods arrive as he expected they would. Generous adjustments, that might show us quite a loss, always leave the customer feeling that even yet he's had the worst of the deal."

"Another thing I would urge on the trade, if they engage in the mail order business. Prompt shipment. All orders from customers have money orders attached. If a shaky firm were so inclined they could finance all their business on their customers' money by retarding deliveries." This practice is too much like kiting and the public will soon get "leary" of mail order grocery business unless this kind of activity is suppressed.



PRODUCE AND PROVISIONS

Farmers Advance Reasons for Present High Prices of Potatoes

Growers in Western Ontario Express Their Views on the Potato Situation—Some Farmers Still Have Large Supplies They Are Holding for Higher Figures—United States Buyers Have Been Heavy Purchasers

London, April 12.—“Why are potatoes \$5.25 per bag to-day when you only asked \$1.50 last fall for the same potatoes?” asked a representative of CANADIAN GROCER of a Caradoc farmer on the London market last Saturday.

“Well, it is like this. Last fall at potato digging time, we sold potatoes at the low figure, because it appeared that there was an enormous crop all over Canada and sooner than store them, we let them go at that price to save the expense of handling them two or three times and the waste of shrinkage. When digging was about half over, reports commenced to come in that frosts in the West had destroyed the crops out there and prices started to climb. Then the Americans came into the market and offered more than we could get here and naturally we sold at the higher figure; then the American buyers commenced to bid against one another and before we knew it potatoes were \$3.00 a bag. That is just how the high prices started in our section. About this time, many of us were getting wise to the fact that potatoes were not going to be cheap. Some of my neighbors refused to sell any more and put their potatoes in the cellars and root houses to await the coming of spring and higher prices. However, not many stayed there for very long because the Americans started to bring in heated cars and the loading was on again and has continued ever since. Now, I do not believe you can pick up two cars in my section. Prices at that time were being boosted so fast that many farmers did not know whether to sell or not. I have seen cars loading at Mt. Brydges start off at \$2.90 a bag, and before the car was loaded, \$4.25 potatoes were going into the car.”

Some Farmers Holding Potatoes

Caradoc Township grows the largest volume and the finest potatoes in Wes-

tern Ontario, and there was an average of ten cars a day rolled from that section to American points from the 25th of October to the 20th of November of last year. The views of these farmers on the potato situation is therefore interesting.

“No, I have not any potatoes to sell,” stated another farmer to CANADIAN GROCER. “I have just a few bags for ourselves and what I am saving for seed. I had a crop last year of about 800 bags, but sold most of them to the buyers from the United States at from \$3.25 to \$3.90 a bag. Of course I could have got more by holding on to them but I figured that it would pay me better to ship from near home than to haul them into the market here later on.”

“Are there many potatoes left in the country?” he was asked.

“Yes, I think so. I know several farmers who did not sell a potato and either put them in pits or the cellars. I do not think the price will come down. Not

very much anyhow, because I understand that there is a shortage in other parts and that the American buyers are offering as high as \$4.75, which is equal to \$5.50 hauled into the market here.”

Will Continue Higher

J. Haskett, manager of the Moore Fruit Company, London, was of the opinion that potatoes would continue selling at a high figure in view of the fact that backward weather prevails throughout the Southern States and will make that crop late, and, in consequence, the United States will continue to buy Canadian potatoes for some time to come. “Another thing,” stated Mr. Haskett, “is the fact that many of the potatoes that we distribute come from Quebec and these are getting more difficult to obtain. From the reports we get from that quarter I am firmly convinced that stocks are about cleaned up. We received a car from Alberta, but the quality was so bad that I do not think we will bring in any more.”

250,000 Cases of Chum Salmon Are Still Unsold

Decided Lack of Demand for the Lower Grades—Cannery Men Are Not Optimistic Over the Prospects for the Summer

VANCOUVER.—The skies are anything but fair for the fish canning business in British Columbia this season. While there was little difficulty in disposing of the sockeye and other high-grades of fish there was a decided lack of demand for the lower grades, with the result that there still remains about 250,000 cases of canned chum salmon on the British Columbia market.

Some of the canneries sold these chums to carrying brokers for a figure of one-half the price quoted in the open

market to-day because they were unable to finance the carrying of them in their own accounts. When the exchange rose to 15 per cent. about six weeks ago a little of this fish was unloaded on the U.S. market, but this soon stopped when the canneries in Washington learned that the move was on and that they still had over 1,000,000 cases of their own to market.

Low valuation on foreign monies in the markets which usually absorb these

cheaper grades of fish is the reason given for lack of foreign market.

A few thousand cases of chum salmon have been sold to South American buyers and to Singapore, while Egypt took one small shipment.

Recent advices from London are to the effect that there is no market in that quarter for cheap salmon, as nothing but the best will be considered in England. This has been experienced in the halibut export business recently, when the local packers of frozen halibut were confronted with their own fish coming back from England and being sold on the Atlantic coast. This had the effect of backing up the shipments from British Columbia, with the result that the pack-

ing plants have large supplies of frozen halibut on hand for which there is little or no market.

Herring Improves

The only branch of the fishing business which has exhibited any improvement for the past year has been the herring export trade. This year British Columbia dealers shipped approximately 25,000 tons of salt herring to the Oriental markets.

Cannerymen are not optimistic over the prospects for the summer and according to the present estimate only about two-thirds of those which operated last year will be running in 1920 season. This applies particularly to the Fraser river.

age cost of operation, are really highly profitable provided they are sold in correct volume, handled intelligently and with due knowledge of their correct place in the economics of business.

It is the plainest common sense that it costs less to grab a brick of butter which is weighed and wrapped at the factory and check it into an order than it does to show, describe, sell, pack, and deliver a half pound of fresh mushrooms, assuming all the risks of such a highly perishable commodity. That is why it is legitimate and proper to charge a margin of 30 per cent. on fancy Maine corn, as against 20 per cent. on standard Illinois or Iowa corn; why 35 to 40 per cent. is correct on East Indian chutney and dustless mops, while oranges move at 25 per cent. and flour at 9 to 10 per cent.; why sugar at 10 per cent. is highly remunerative, while angelique may be a losing item at 50 per cent. or more.

It is highly useful to know your average expense. It is good business to talk with your competitor on lines which will increase your mutual knowledge of the fundamentals of business as applied to any commodity. But if you gather a lot of "knowledge" which really is not so, you will be apt to land where the Brazilian coffee men seem headed for—on the rocks. Nothing will take the place of accurate knowledge of real business facts. Theories, however, pretty and alluring, will not do.

ST. THOMAS MERCHANTS WANT EARLY SATURDAY CLOSING

The Retail Merchants' Association of St. Thomas, Ont., discussed the question of nine o'clock closing on Saturday nights at a recent meeting, as a result of which, a "shop early" campaign is likely to be initiated. The change would be welcomed by every business man in the town, and the belief was expressed that if the public could be educated in this regard, the desired change could be effected. Strong opposition was expressed to closing the stores Wednesday afternoon the year round. It was contended by the opponents that such a custom would work hardships on a portion of the trade, and might be a detriment to business. There was no opposition to closing during the warm weather.

Arrangements were made for the holding of a banquet on Friday, April 30, at which two or three prominent outsiders will be present.

GOLD NUGGET COMPANY LOCATES AT GRIMSBY

The Gold Nugget Products Co., manufacturers of several lines, including cleansing powder, poultry grit, bird grit, hand cleansers, toilet powder, tooth powder, etc., etc., are locating their factory and head office at Grimsby, Ont. The trade will recollect this firm had an exhibit at the Canadian National Exhibition last year. A. T. Stone is the president of the company. The products are all made from a special kind of stone mined in Northern Ontario at Nugget Valley.

Supply and Demand Still Working

(Continued from page 26)

We have not cared much for Porto Rico coffee hitherto. Probably that is because we have little knowledge of it, for the French, who use 250,000,000 pounds a year altogether, like it best of all. May we not develop a similar preference? Hawaii produces some of the finest flavored, richest coffee in the world. Why should we not learn to like that? It is said that the Philipines once led the world in coffee production.

Let Us Produce Our Own Coffee!

Come to think of it, why would it not be a good thing to produce our own coffee in Uncle Sam's own dominions? We are the largest consumers of coffee in the world. We have in Porto Rico, Hawaii and the Philipines some of the prize coffee producing regions of the earth, with acreage enough to grow all we want and unlimited quantities for export.

Some motion in that direction is already apparent. Not only would it result in American growers making money from a new source. Not only would it even up the world's coffee supply and tend to equalize costs. It would place America in the correct economic position of producing within her own territories another article of primary importance to us.

If present circumstances should result in this desirable development and we should thereby become permanently independent of any foreign supply or manipulation, should we not have reason to feel that the good old laws of supply and demand and of compensation were all working together for our benefit? The best thing about those laws is that they work always, automatic in their operation, infallible; and that their machinery cannot be put out of commission permanently by any artificial, man-directed efforts.

Let's go!

Spreading Error Broadcast

Some association, of credit men, I think it was, issued a time ago what was called "Fourteen Points in Accounting Practice for Retailers," and the list has

been published far and wide. It spreads error, or, at best, half truth, wherever it goes, for it is misleading in the extreme. For example:

"11. When you have ascertained what the sum of all the foregoing items amounts to, prove it by your books, and you will have your total expense for the year.

"12. Divide this figure into the total of your sales and it will show you the percentage of cost to you to do business.

"13. Take this figure and deduct it from the price of any article you have sold, then subtract from the remainder what it cost you (invoice price and freight), and the result will show your net profit or loss on the item.

"14. Go over the selling prices of the various articles you handle and see where you stand as to profits, then get busy in putting your selling figures on a profitable basis, and talk it over with your competitor as well."

Items 11 and 12 are sound in that they teach a merchant to ascertain his total average expenses. But when you have that average before you, you are like the mariner who has a reliable, tested compass. You must allow for compass variation, for the fact that it points only approximately to the north, that at one time it varies to the eastward and again to the westward, and you must learn all about such variations, know when they occur, and take them into account in every calculation and in laying out your daily course. It is also necessary that you know the tides which prevail in your location, the days of the month on which they change and to what extent each day, and you must make exactly scientific allowance for all of those things or you will not "make land" where you expect to make it.

Running a business by any such arbitrary rules as those laid down above, we should show a loss on every pound of sugar, flour, butter, each dozen of eggs, every ounce of lard and compound, side meat and dozens of other staples. But we know those staples, all of which are sold on gross margins less than the aver-

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, April 16—The Montreal markets are steady this week and although no actual changes are noted, many lines tend upward. Hogs are stronger and advances have been effected, but the market is not very active. Beef is also stronger. Cured meats are very strong and advances noted on breakfast bacon and all hams. Cooked meats are practically unchanged, but the market is a very firm one. Barrelled bean pork has declined to \$48.00 per barrel. Eggs are again cheaper. New-laid are offering at 52 cents per dozen. Shortening is stated to be very slow and there are no price changes to report. The butter market has a somewhat firmer tone, although no definite changes have been effected during the past week. Pure lard is proving a good seller and prices are very firmly held in a strong market. Margarine is steady and unchanged and there is no appreciable movement in the cheese market. Lobsters are stated to be coming along much better and prices are, in consequence, lower. The fish trade is comparatively good for the time of year. There are not very many offerings of fresh fish owing to the late season. Most of the rivers and lakes are still covered with ice.

Hogs Are Higher

FRESH MEATS.—Hogs are stronger this week, although there is not a great amount of activity manifested in the local markets. Deliveries are somewhat slow and the demands from local consumers not quite as active as formerly. Hogs are quoted this week at about \$29.25.

BEEF.—Beef is somewhat stronger this week and slight advances are noted. Hind quarters are offering at from 25 to 30 cents.

FRESH MEATS

Hogs, live (selects)	20 00	20 50
Hogs, dressed		
Abattoir killed, 65-90 lbs.	29 25	
Fresh Pork		
Leg of Pork (foot on)	0 31½	
Loins (trimmed)	0 35	
Loins (untrimmed)	0 32	
Bone trimmings	0 18	0 21
Trimmed shoulders	0 25	
Untrimmed	0 23	
Pork Sausage (pure)	0 23	
Farmer Sausages	0 18	
Fresh Beef		
(Cows)		(Steers)
\$0 19 \$0 22 ..Hind quarters..	\$0 25	\$0 30
0 12 0 14 ..Front quarters..	0 15	0 18
0 27 0 27 ..Loins	0 40	0 42
0 22 0 22 ..Ribs	0 30	
0 12 0 12 ..Chucks	0 16	
0 18 0 18 ..Hips	0 24	
Calves (as to grade)	0 22	0 28
Lambs, 50-80 lbs. (whole carcass), lb.		0 28
No. 1 Mutton (whole carcass), 45-60 lbs., lb.		0 18

Cured Meats Up

CURED MEATS.—Advances are recorded this week on cured meats, which remain very firm under steady and active demands. Breakfast bacon is quoted at about 46 cents per pound and higher figures are noted on all hams.

HAMS—

Medium, smoked, per lb.—	
(Weight) 8-10 lbs.	0 35
12-14 lbs.	0 41
14-20 lbs.	0 42
20-25 lbs.	0 36
25-35 lbs.	0 31
Over 35 lbs.	0 30
Boneless (for slicing), 4c advance over above prices.	

BACON—

Breakfast	0 46
Cottage Rolls	0 34
Picnic Hams	0 28

Cooked Meats Unchanged

Montreal.

COOKED MEATS.—There is practically no change to the market this week with the exception of cooked hams, which have been advanced to 50 cents per pound. The market is a very firm one with higher tendencies.

Jellied pork tongues	0 46
Jellied Pressed Beef, lb.	0 33
Ham and tongue, lb.	0 30
Veal and tongue	0 23
Hams, cooked	0 50
Shoulders, roast	0 50
Shoulders, boiled	0 43
Pork pies (doz.)	0 75
Blood pudding, lb.	0 12
Mince meat, lb.	0 15
Sausage, pure pork	0 26
Bologna, lb.	0 14

Bean Pork Has Declined

Montreal.

BARRELLED MEATS.—Barrelled bean pork has declined in a somewhat weaker market and is being quoted at \$48 per barrel. There is no appreciable change noted in the other meats but prices are very firmly held. Plate beef is offered at \$28.

BARRELLED MEATS

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

New-Laid Eggs Are Cheaper

Montreal.

EGGS.—Further declines are noted this week on new laid eggs. Current quotations are given 52 cents per dozen. While there are considerable quantities of Canadian eggs upon the market, the

trade relies to a great extent upon the American exports.

EGGS—

New laid	0 52
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Shortening Very Slow

Montreal.

SHORTENING.—This market stands very quiet and there is practically no change to report in the matter of prices. The demand for shortening at the present time is stated to be very slow and prevailing prices show no change from those of last week.

SHORTENING—

Tierces, 400 lbs., per lb.	0 29
Tubs, 50 lbs., per lb.	0 28½
Pails, 200 lbs., per lb.	0 29
Bricks, 1 lb., per lb.	0 30

Butter Market Firmer

Montreal.

BUTTER.—A decidedly firmer tone is manifest in the butter market this week, and although no definite changes have been effected the undertone is suggestive of the reaching of higher levels within the very near future. Creamery prints are selling at from 64 to 65 cents.

BUTTER—

Creamery, prints, qual. storage	0 64	0 65
Creamery, solids, quality storage	0 65	0 66
Dairy, in tubs, choice	0 48	0 55
Dairy, prints	0 50	0 50
Bakers'	0 45	0 45

Margarine Sales Limited

Montreal.

MARGARINE.—There is no new development to report on the present situation of margarine. Prices are maintained under demands that are stated to be very limited.

MARGARINE—

Prints, according to quality, lb.	0 37
Tubs, according to quality, lb.	0 31

Poultry is Steady

Montreal.

POULTRY.—Prices are maintained this week in a comparatively steady market and there is practically no new development to report.

POULTRY (dressed)—

(Selling Prices)		
Chickens, roasting (8-5 lbs.)	0 38	0 43
Chickens, roasting (milk fed)	0 42	0 46
Ducks		
Brome Lake (milk fed green)	0 46	
Young Domestic	0 42	
Turkeys (old toms), lb.	0 55	
Do. (young)	0 58	
Geese	0 34	
Old fowls (large)	0 38	
Do., (small)	0 32	0 33

Cheese Stands Steady

Montreal.

CHEESE.—Cheese stands very steady this week and no appreciable change has appeared in the local markets. Prices are maintained under fairly good demands but there is practically no movement worth mentioning.

CHEESE—

New, large, per lb.	0 29½
Twins, per lb.	0 30
Triplets, per lb.	0 30
Stilton, per lb.	0 36
Fancy, old cheese, per lb.	0 32

Pure Lard is Selling

Montreal.

LARD.—Pure lard is proving a very good seller at the present time and good

business is reported from the various sources. The market stands very firm, although no price changes are noted. Bricks are offered at about 32 cents.

LARD—

Tierces	0 29½	0 30½
Tubs	0 29¾	0 29¾
Pails	0 30	0 30
Bricks	0 32	0 32

Lobsters in Abundance

Montreal.

FISH. — Lobsters are stated to be coming along in greater abundance and prices are lower in consequence. General fish trade is comparatively good, considering the time of the year when the passing of the Lenten season means a general falling off in business. The season is late this year and, as most of the lakes and rivers are still covered with ice, there are not many offerings of fresh fish. There are, however, a few halibut and salmon from the West and haddock and codfish from the East. Owing to the railroad trouble in the States, the bulk oyster business from the South is badly disorganized.

OYSTERS

Cape Cod, per barrel	18 00
Batouche, per barrel	15 00
Malpeques shell oysters, choice, bbl.	16 00
Do., XXX., bbl.	15 00
Scallops, gallon	4 50
Can. No. 1 (solids)	2 50 2 75
Can. No. 3 (solids)	7 00 7 50
Can. No. 4 (solids)	11 00 12 00
Can. No. 1 (selects)	3 50
Can. No. 3 (selects)	6 75 10 50

ONTARIO MARKETS

TORONTO, April 16—The produce and provision market has developed a firmer tone. Dressed beef and pork cuts have advanced. Spring lamb is scarce. Fresh butter is in scant supply and quotations are about 2 cents per pound higher. The egg market is steadier, probably due to the influence of Montreal buyers, who have appeared on this market. Exporting of cheese has been resumed, which has had the effect of putting a cheerful aspect to the market. Lard and margarine have declined. Poultry and fish are steady.

Fresh Meat Firmer

Toronto.

FRESH MEATS.—Dressed beef has advanced about \$1 per hundred. Dressed pork as well as all pork cuts have advanced one cent per pound. Calves are slightly easier, being quoted at 21 to 25 cents per pound. Spring lamb is scarce, very few being offered. The price ranges around \$15 to \$20 each.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	25 00	26 00
Live off cars, per cwt.	20 00	
Live, fed and watered, per cwt.	19 25	
Live, f.o.b., per cwt.	18 75	
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 36	
Loins of pork, lb.	0 41	
Tenderloins, lb.	0 58	
Spare ribs, lb.	0 26	
Picnics, lb.	0 25	
New York shoulders, lb.	0 30½	
Boston butts, lb.	0 33	
Montreal shoulders, lb.	0 30½	
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 25	0 28
Front quarters, lb.	0 14	0 17
Ribs, lb.	0 25	0 30
Chucks, lb.	0 14	0 16

FRESH FISH

Haddock	0 07½	0 08
Steak cod	0 11	0 12
Market cod	0 07	0 07½
Mackerel	0 18	0 18
Flounders	0 10	0 12
Prawns	0 50	0 50
Live Lobsters	0 50	0 50
Salmon (B.C.), per lb., Red.	0 40	0 40
Skate	0 12	0 12
Shrimps	0 40	0 40
Whitefish	0 20	0 20
Shad, roes, lb.	0 40	0 40
Do., bucks, lb.	0 30	0 30

FROZEN FISH

Gaspereaux, per lb.	0 06	0 07
Halibut, large and chicken	0 17	0 18
Halibut, Western, medium	0 20	0 21
Haddock	0 07	0 08
Mackerel	0 15	0 16
Dore	0 15	0 16
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	0 25	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	0 11	0 12
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 09½	0 10
Gaape Salmon, per lb.	0 24	0 25
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 12½	0 13
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	4 00	4 00
Alewires	0 07½	0 08

SALTED FISH

Codfish—		
Large bbls., 200 lbs.	18 00	18 00
No. 1, medium, bbl., 200 lbs.	15 00	15 00
No. 2, 200-lb. bbl.	14 00	14 00
Strip boneless (30-lb. boxes), lb.	0 20	0 20
Boneless (24 1-lb. cartons), lb.	0 18	0 18
Ivory (2-lb. blocks, 20-lb. boxes)	0 16	0 16
Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.	15 00	15 00
Skinless, 100-lb. boxes	16 50	16 50
Pollock, No. 1, 200-lb. barrel	13 00	13 00
Boneless cod (2-lb.)	0 23	0 23

Loins, whole, lb.	0 35	0 40
Hips, lb.	0 21	0 25
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 25	0 26
Spring lamb, lb.		
Yearling lamb, lb.	0 28	0 32
Sheep, whole, lb.	0 16	0 20
Above prices subject to daily fluctuations of the market.		

Hams and Bacon Steady

Toronto.

PROVISIONS.—There are no changes to report in provisions. Prices are maintained under a steady demand.

Hams—		
Medium	0 39	0 40
Large, per lb.	0 32	0 33
Heavy	0 28	0 29
Bacon—		
Skinned, rib, lb.	0 49	0 50
Boneless, per lb.	0 53	0 56
Nacon—		
Breakfast, ordinary, per lb.	0 42	0 46
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 29	0 30
Wiltshire (smoked sides), lb.	0 33	0 35
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	0 27	0 27

Do., av., 80-90 lbs.	0 25
Clear bellies, 15-30 lb.	0 27
Sausages in brine, keg, 35 lbs.	7 25
Fat backs, 16-20 lbs.	0 20
Out of pickle prices range about 2c per pound below corresponding cuts above.	
Barrel Pork—	
Mess pork, 200 lbs.	42 00
Short cut backs, bbl. 200 lbs.	50 00
Picked rolls, bbl., 200 lbs.—	
Heavy	50 00
Lightweight	60 00
Above prices subject to daily fluctuations of the market.	

Cooked Hams Higher

Toronto.

COOKED MEATS.—Cooked hams have advanced one cent per pound, now quoted at 54 to 57 cents per pound. Other cooked meats are selling well at unchanged prices.

Boiled hams, lb.	0 54	0 57
Hams, roast, without dressing, lb.	0 55	0 57
Shoulders, roast, without dressing, lb.		
Head Cheese, 6s, lb.	0 13½	0 13½
Choice jellied ox tongue, lb.	0 55	0 60
Jellied pork tongue	0 49	0 50
Above prices subject to daily fluctuations of the market.		

Egg Market Has Steadied

Toronto.

EGGS.—The egg market has developed a steadier tone. While no local packers are buying as yet for storage purposes, it is understood that there have been buyers here from Montreal which has had the effect of firming the market. Buyers at outside points are paying 42 to 44 cents per dozen and the price to the retail trade is 50 cents per dozen.

EGGS—

Fresh	0 50
Fresh selects in cartons	0 53
Prices shown are subject to daily fluctuations of the market.	

Butter Has Advanced

Toronto.

BUTTER. — There is a scarcity of choice butter and the price has advanced about two cents per pound. First quality storage butter is becoming cleared up and prices are ranging around 63 cents per pound.

BUTTER—

Creamery prints	0 67	0 69
Dairy prints, fresh, lb.	0 59	
Dairy prints, No. 1, lb.	0 56	

Cheese Market Improves

Toronto.

CHEESE.—The cheese market has developed a more cheerful tone, attributed to the export business which is gradually easing off stocks. Prices, however, are unchanged.

CHEESE—

Large	0 27½	0 29
Stilton	0 32	0 34
Twins, 1c higher than large cheese.		Triplets 1½c higher than large cheese.

Lard is Easier

Toronto.

LARD.—Lard has declined about one cent per pound in some quarters. The market, however, is quiet.

Tierces, 400 lbs., lb.	0 29½	0 30
In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.		

Margarine Has Declined

Toronto.

MARGARINE.—Margarine has declined two to three cents per pound. This decline is attributed to the lower exchange rate on oil brought in from the U.S. that goes into the manufacture of margarine.

MARGARINE—

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

Shortening Unchanged

Toronto.

SHORTENING.—There are no changes to report for shortening. Prices and demand are steady.

SHORTENING—

1-lb. prints	0 30	0 30½
Tierces, 400 lbs.	0 27	0 29

Fish Business Quiet

Toronto.

FISH.—The end of the winter season has brought about a quiet business for fish. All surplus stocks are practically cleared up, which has the effect of holding prices steady.

FRESH SEA FISH.

FISH.—As the spring season is ap-

Cod Steak, lb.	0 11	0 13
Do., market, lb.	0 4½	0 07
Haddock, heads off, lb.	0 09	0 09
Do., heads on, lb.	0 09	0 17
Halibut, chicken	0 15	0 19
Do., medium	0 17	0 17
Fresh Whitefish	0 09	0 10
Fresh Herring	0 09	0 10
Flounders, lb.	0 09	0 10

FROZEN FISH

Salmon, Red Spring	0 24
Do., Cohoe	0 20
Do., Qualla	0 10
Halibut, chicken	0 15
Do., medium	0 18
Do., jumbo	0 18
Whitefish, lb.	0 13
Herring	0 09½
Mackerel	0 12
Flounders	0 10
Trout	0 17
Pickrel, dressed	0 14
Smelts	0 15
Spanish Mackerel	0 30
Pike, round	0 08
Do., headless and dressed	0 09

SMOKED FISH

Haddies, lb.	0 13
Filleta, lb.	0 19
Kippers, box	2 40
Bloaters, box	2 25
Ciscoes, lb.	0 20

Poultry Prices Maintained

Toronto.

POULTRY.—The demand for poultry has fallen off somewhat and prices are well maintained. Supplies of fresh poultry are arriving freely. Storage stocks are still quite large.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	\$0 30	\$0 35
Do., young, lb.	0 40	0 45
Roasters, lb.	0 25	0 30
Fowl, over 5 lbs.	0 38	0 38
Fowl, 4 to 5 lbs.	0 35	0 35
Fowl, under 4 lbs.	0 30	0 30
Ducklings	0 40	0 40
Geese	0 25	0 28
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 30	0 35

Prices quoted to retail trade:—

	Dressed
Hens, heavy	0 42
Do., light	0 28
Chickens, spring	0 28
Ducklings	0 40
Geese	0 33
Turkeys	0 50

WINNIPEG MARKETS

WINNIPEG, April 16—The markets are somewhat steadier and no important price changes have been effected. Hogs are remaining firm, while eggs are still on the down grade. Butter remains firm, while cheese is easier. Poultry prices are well maintained.

Hog Market Steady

Winnipeg.

HOGS.—The hog market is holding very steady for selects, fed and watered. No sheep or lambs on the market for the past few days.

HOGS—

Selected, cwt	20 00
Heavy, cwt.	18 00
Light, cwt.	17 00

No Change in Butter

Winnipeg.

BUTTER.—Creamery butter still holds firm, while, as indicated before, dairy butter is still very scarce.

BUTTER—

Finest creamery, 1s	0 69	0 70
Dairy, finest No. 1, prints	0 40	
Do., solids		
Margarine, 1s	0 38	

Cheese Market Easier

Winnipeg.

CHEESE.—The cheese market is considerably easier. Prices are unchanged.

CHEESE—

Ontario, large, per lb.	0 31
Do., twins, per lb.	0 31½
Manitoba, large, per lb.	0 29
Do., twins, per lb.	0 31

Eggs Remain Weak

Winnipeg.

EGGS.—Large supplies of fresh eggs are coming very rapidly to the Winnipeg market. Fresh eggs are now quoted at 43c per dozen.

Fish is Unchanged

Winnipeg.

FISH.—Large quantities of fish are

reported selling briskly, and no changes are noted in the price.

FRESH FROZEN FISH

Black Cod, lb.	0 14
Brills, lb.	0 09½
Herring, Lake Superior, 100-lb. sacks, new stock	0 17
Halibut, cases 300 lbs., chicken per bbl.	8 50
Halibut, broken cases, chicken	0 18
Jackfish, dressed	0 10
Pickrel, case lots	0 13
Salmon, Cohoe, full boxes, 300 lbs. Do., Cohoe, broken cases	0 20½
Do., Red Spring, full boxes	0 21½
Do., Red Spring, broken cases	0 23½
Soles	0 24½
Baby Whitefish or Tulibees	0 09½
Whitefish, dressed, case lots	0 12½
Whitefish, dressed, broken cases	0 13½

SMOKED FISH

Bloaters, Eastern National, case	2 60
Do., Western, 20-lb. boxes, box	2 40
Haddies, in 30-lb. cases, lb.	0 14
Do., in 15-lb. cases, lb.	0 14
Kippers, East. Nat., 20 count, per count	2 40
Do., Western, 20-lb. boxes, box	2 30
Filleta, 15-lb. boxes, box	0 20

SALT FISH

Steak Cod, 2s, Seely's, lb.	0 16
Acadia Strip Cod, 30-lb. boxes, lb.	0 16
Acadia Cod, 12-2s, wood boxes, lb.	0 16
Acadia Cod, 20-1s, tableta, lb.	0 16
Holland Herring, Milkers, 9-lb. pails, per pail	1 35
Do., Mixed, 9-lb. pails, per pail	1 25
Labrador Herring, 100-lbs. bbis.,	

Poultry Rules Firm

Winnipeg.

POULTRY.—There are no new developments to report in the poultry market. Prices are unchanged.

POULTRY—

Turkey, live weight, lb.	0 23	0 28
Geese	0 15	0 19
Duck	0 16	0 18
Chickens	0 19	0 22

VANCOUVER MARKETS

VANCOUVER, April 16—The produce and provision markets show little change this week. Meats are ruling steady at unchanged prices. Butter is firmer, but price changes have not been affected. Local fresh eggs are plentiful and the market continues weak. Cheese remains quiet.

Meats Stand Steady

Vancouver.

FRESH MEAT.—There has been no change in the market for meats. The market is ruling steady at prices listed.

Beef steers	0 24
Do., cow	0 21½
Lamb	0 40
Mutton	0 38
Pork	0 38

Butter is Firmer

Vancouver.

BUTTER.—The butter market continues firm in tone. Supplies are limited. Fresh creamery butter is quoted at 74 cents per pound.

Eggs Are Plentiful

Vancouver.

EGGS.—Local fresh eggs are arriving in large quantities and the market continues weak. Fresh eggs are quoted at 49 cents per dozen.

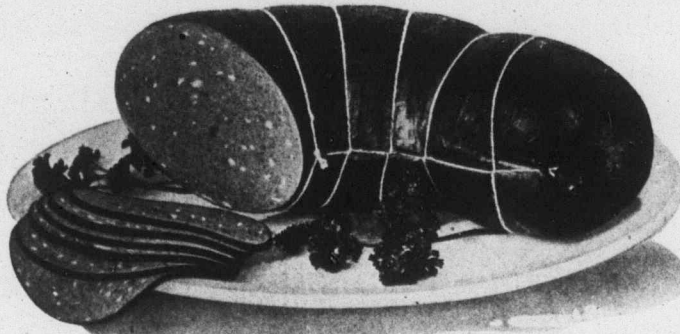
Cheese is Unchanged

Vancouver.

CHEESE.—The cheese market is still quiet. Ontario cheese is quoted on a basis of 33½ cents per pound. British Columbia is quoted on a basis of 31½ cents per pound.

CHEESE—

British Columbia	0 31½
Ontario, solids	0 33½
Do., twins	0 33½
Stilton	0 32



Seasonable ! Delicious !

You will find Davies Quality Bologna an excellent selling line to feature on your provision counter during the summer months.

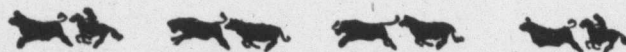
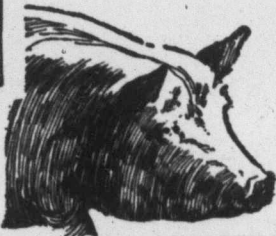
We guarantee all our bologna to contain **no artificial coloring whatsoever**. The appetizing appearance of the product is due solely to its being smoked over hickory fires, which process adds also to the appetizing delicacy of its flavor.

Davies Quality Bologna is manufactured under Government inspection, and is a product which will help you to maintain a steady, even trade during what would otherwise be a "slack" season.

You can obtain a special price if you send us your standing order for weekly shipments, and this price will remain the same until August. Here is a profitable offer on a real high grade product.

Write us for particulars—or if our salesman calls, ask him about it.

THE **DAVIES** COMPANY
WILLIAM LIMITED
TORONTO -- MONTREAL



Results!

on both sides
of the counter

On the customer's side, satisfaction, with the economy, purity, and good cooking qualities of "Easifirst."



On your side, more business, more profits, quicker sales. "Easifirst" brings many repeat orders.

Be prepared to supply "Easifirst." It will pay!

Phone Junction 3400.

GUNNS LIMITED, West Toronto

M
A
R
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G
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D



M
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D

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U. S. A.

CANADIAN DISTRIBUTORS:

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

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

Brunswick Brand Sea Foods

The Best Fish Food for our
Canadian People

Are You Selling Your Share?

Send in your orders now and be prepared
for the Spring and Summer trade. Your
Wholesaler can supply you.

CONNORS BROS.

Limited

Black's Harbor, N.B.

H.P. SAUCE

Makes Good Every Time

It is such capital value, sells freely, and shows you a good profit.
 There is a "want more" fascination about H. P.—that's the reason why the demand is constantly increasing.
 Isn't it worth your while to stock H. P.?

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



It sells for
25c.

It costs
 18 $\frac{3}{4}$ c.

It DOES
 What it is claimed to do—
ABSOLUTELY



You Can Never Offend Your
 Customer

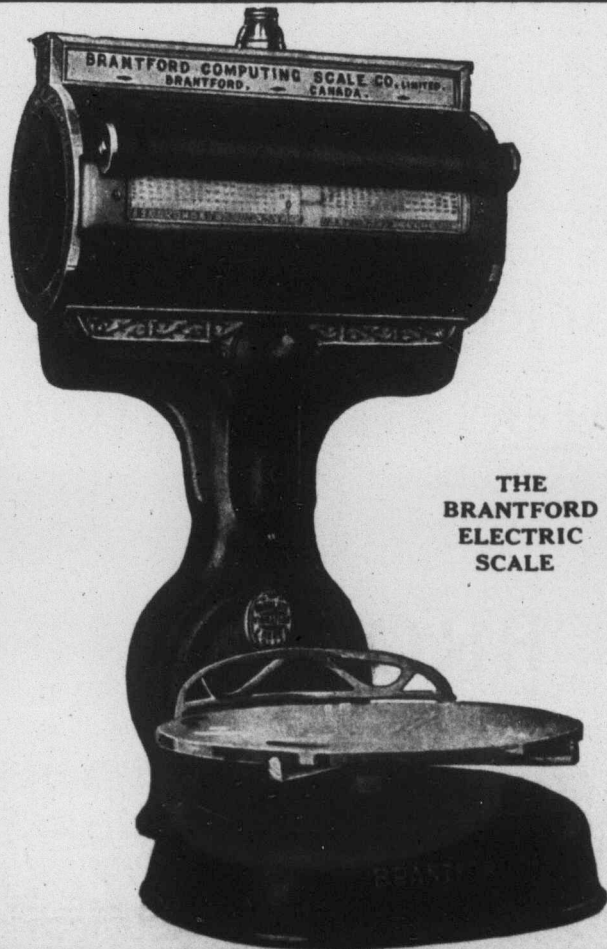
By showing her a way to save work

Magic
 Neutralizes
 Alkali

Sold through All Jobbers

Herald Brokerage Co., Winnipeg, Western Distributors.

Magic Manufacturing Co., Vancouver



THE
 BRANTFORD
 ELECTRIC
 SCALE

Brantford Computing Scales (Made-in-Canada)

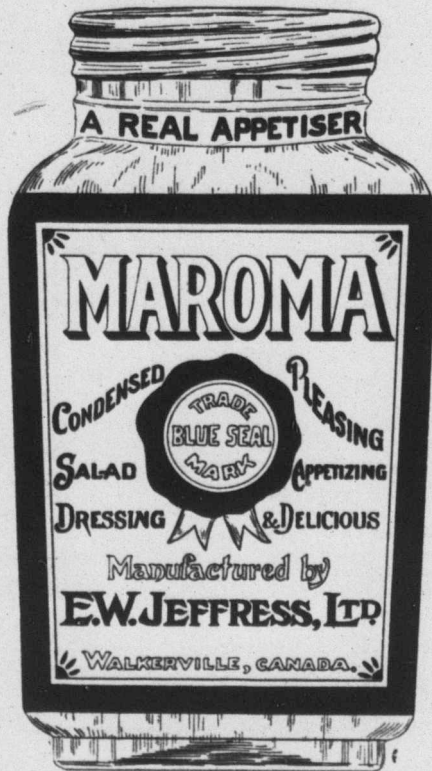
Long life and unfailing, accurate performance are built into this supreme "All-Canadian" Scale.

Its working parts are all enclosed—it is agate bearing throughout and is handsomely finished and easily cleaned. Send for our illustrated "Catalogue and find out" why the Brantford is the best buy in the world for quality scales.

Brantford Computing
 Scale Co., Limited

BRANTFORD - CANADA

Something New in Appetizers



Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

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

Maroma will captivate your most particular customer. Try a little display.

E. W. Jeffress Limited
Walkerville, Canada
W. G. Patrick & Co., Limited
Toronto and Winnipeg
Selling Agents for our Blue Seal Lines



Tasty Sausage— A provision business builder

When you sell Schneider's "Pure Meat" Sausage you are paving the way for continuous, repeat sales. **Schneider Purity and perfection** is an absolute guarantee of perfect satisfaction. Only the best of meat is used and just the right amount of seasoning to give them an exquisite "want more" flavor that spells big future sales.

Schneider's Guaranteed Bacon

Never fails to make good in a big way. If it doesn't, just send it back to us. That's a fair and safe agreement for both of us. The profits on Schneider products are very attractive and the satisfaction that they win makes selling them a pleasure.

Let your next order
be Schneider's.

J. M. Schneider & Son, Ltd.
KITCHENER, ONTARIO

Drop us a Card for Sausage and Smoked Meat Quotations.
Satisfaction guaranteed on all mail orders.



THE SALT THAT SELLS

Manufactured under ideal conditions, in the best equipped salt works in the Dominion, the Canadian Salt Company's products are equipped for quality and strength.

Salt for every need.

Windsor Table Salt

(For general household use)

Regal Table Salt

(Free running—Sold in cartons)

Windsor Dairy Salt

Windsor Cheese Salt

Made in Canada

THE CANADIAN SALT CO., LIMITED
WINDSOR, ONTARIO

PHONES:
MAIN 3984
WESTMOUNT 4315

POP CORN PRODUCTS
ICE CREAM CONES

Maple Crispette Company Limited

DIRECT IMPORTERS OF
FANCY PONCE MOLASSES
SOLE DISTRIBUTORS FOR GLOBE BRAND POP CORN
SODA STRAWS

100a AND 100b ST. ANTOINE STREET

Montreal, March 12/20 191

Canadian Grocer

Montreal.

Dear Sirs;

It might interest you to know that we have received orders direct through one advertisement in your paper amounting to about \$4000.00 and since then we have received several repeats from these same customers.

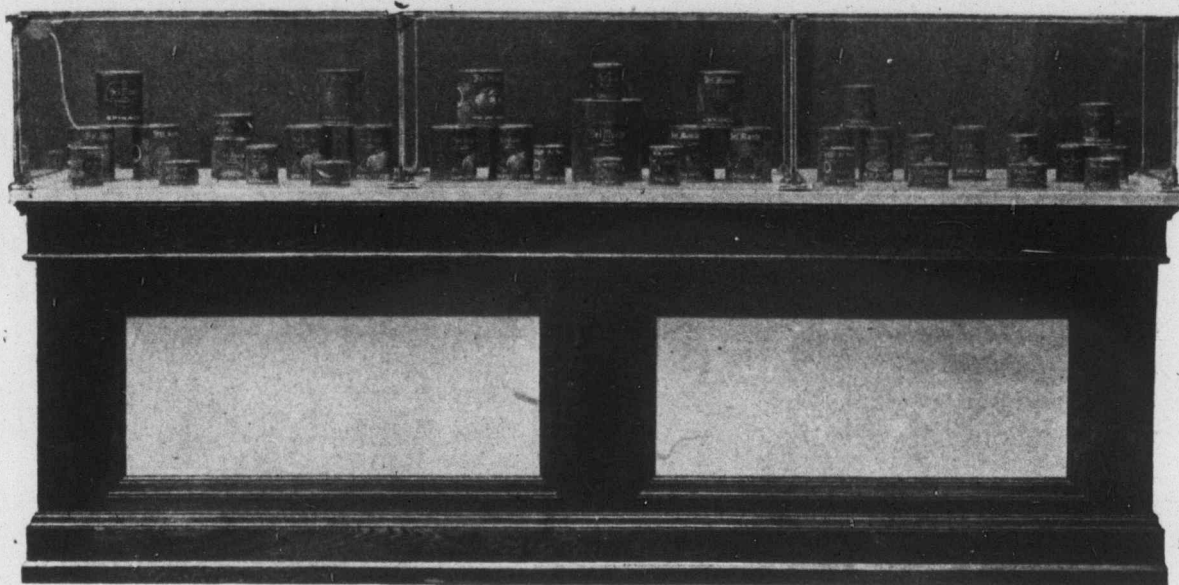
We were under the impression that we had all wholesalers and Jobbers on our list of friends and customers, but after our first advertisement appeared we found that there were a number of concerns whom we did not have on our books and from whom we received orders.

While this letter to you is not solicited by you, we think it only fair to let you know the results of our ad in your paper.

Yours very truly
Maple Crispette Co Limited

E.

The above letter demonstrates how carefully the trade reads CANADIAN GROCER each week and how necessary the use of its advertising pages is in securing national distribution. Drop a line to our nearest office for full information.



Freeman Display Cases are "100% Salesmen"

They never fail to attract attention to the goods displayed and they are always on the job. They enable you to get the biggest returns from your equipment investment. That they sell more goods quicker is being proven every day in stores throughout Canada. Get the most out of your business by installing Freeman Display Case. A size and style for every requirement.

Get details regarding our complete line of Grocers', Butchers' and Confectioners' supplies.

W. A. Freeman Co., Limited - Hamilton, Ontario

A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

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

The cost?

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

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

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



Furnivall's

FINE
FRUIT
PURE JAM

MR. GROCER,

The slogan: "Made-in-Canada" was never more in need of your full support than at the present time. This refers to all lines in general, but particularly to

CANADIAN MADE JAMS AND MARMALADE

The word "pure" on a package is your safeguard against adulteration. Look for the word "pure." Furnivall's jams and marmalade are guaranteed absolutely pure and are made under Government supervision. The quality goes in the jar before the label goes on.

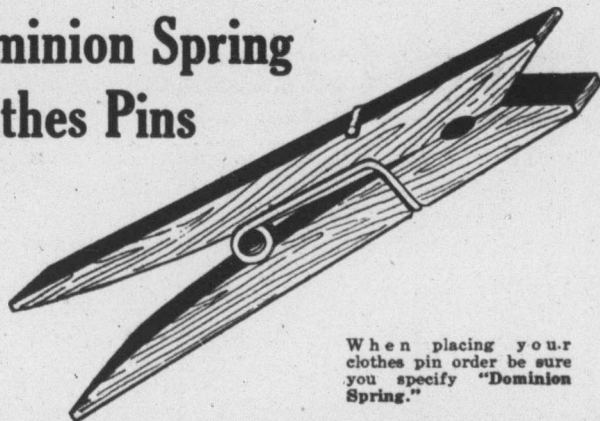
FURNIVALL-NEW

Limited

Hamilton - Canada

AGENTS—The City of Ottawa, Quebec and the Lower Provinces with the exception of Cape Breton: Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: McLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: A. D. Norman, Scott Block, Winnipeg, Man. Hamilton: J. T. Price & Co., 35 Mary St., Hamilton, Ont. Cape Breton Island, N.S.: O. N. Mann, Sydney, N.S. Saskatoon: Gilbert Stroyan, Saskatoon, Sask. Newfoundland: E. J. Godden, St. John's Newfoundland.

Dominion Spring Clothes Pins



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

There's greater Satisfaction

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

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

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

RICE

RICE FLOUR

RICE MIDDINGS

Mount Royal Milling and Mfg. Coy., Limited

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

• D. W. ROSS COMPANY
Agents
MONTREAL



POPULARIZING CANADA'S FAVORITE TOBACCO



Aggressive Advertising Campaigns are being carried on all through Canada to help the dealer increase his profits on what is already his best selling line.

W. C. MACDONALD REG'D.
Incorporated
MONTREAL

MACDONALD'S

SMOKING

CHEWING

Enquiry Department

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

SPICE MILLS

Can you tell me the names of the best firms or their representatives where manufacturers grinding and preparing spices for the Canadian market get their supply?—"Puritas," Limited, 77 St. Dominique St., Quebec, Que.

ANSWER.—White Swan Spices & Cereal Co., Ltd., 156 Pearl St., Toronto; Dalton Bros. Manufacturing Co., Front St. East, Toronto, Ont.; Pure Gold Manufacturing Co., College St., Toronto, Ont.; I. X. L. Spice & Coffee Mills, London, Ont.

COCHRANE'S POPULATION

What is the population of Cochrane, Ont.? Will you kindly give list of general stores handling groceries?—E. Quintal, 225 Marquette St., Montreal, Que.

ANSWER.—We find that Cochrane, Ont., has a population of 2,345, and the following are the general stores handling groceries: Emelina E. Caswell, Nicholas Fasano, J. B. Giroux, Wm. Leduc, S. Le-ger, Giuseppe Marasco, Piccolo Bros., Therriault & Tremblay, Amide Vallee, J. W. Young.

DRAINED CITRON PEEL

I would like to get recipe and information re the making of drained citron peel, at as early a date as possible.—Subscriber.

ANSWER.—Citron, a fruit which is cultivated chiefly for its thick spongy rind, which in candied form, then thick, tender and of delicious flavor—is popular for use in cakes, preserves, etc. It is also employed in the making of fruit syrups, liqueurs, etc. There are many varieties of the fruit, which is generally warty and furrowed in appearance, with pulp similar in flavor to that of a lemon but less acid, in the largest types attaining to a length of nine inches and weighing up to twenty pounds. It grows freely in sub-tropical climates but is seldom seen by the average consumer in

its fresh condition. A small quantity is produced in California but the bulk of the supply is imported.

The variety known as Leghorn Citron comes from Corsica and Sardinia, where the fruit is cut up, barrelled in salt pickle and shipped to Leghorn. After remaining there for a month or more in the pickle, the rind, freed of seeds, etc., is boiled until tender and then set to soak in slightly sweetened water in order to extract some of the salt. The following day it is removed to a second solution and the next day to another, the process being repeated for a week or more, each new solution being a little sweeter than that preceding. The rind is finally boiled for a short time in heavy syrup and thence goes to racks in a heated room to dry and crystallize. The following day it is ready for packing, being put up in various styles for different markets.

The unripe fruit of the ungrafted citron tree is the "Citron of the Law," used by many Jewish communities in the ceremonies during the Feast of the Tabernacles.

We would also refer you to Wagstaff's Limited, of Hamilton, Ont., as manufacturers of citron peel.

WHERE TO PURCHASE SHINGLES

As a subscriber to your paper will you be kind enough to give me the names of firms from whom I might buy shingles by the carload at wholesale prices? N. S. Laing, General Merchant, Branchton, Ont.

ANSWER.—Joseph Chew Lumber & Shingle Mfg. Co., Vancouver, B.C.; Emerson Lumber Co., Vancouver, B.C.; Hastings Shingle Mfg. Co., Vancouver, B.C.; E. H. Heaps & Co., Vancouver, B.C.; Kootenay Shingle Co., Salmo, B.C.; A. G. Lambert & Co., Nelson, B.C.; Pacific Coast Lumber Mills, Vancouver, B.C.; Woods & Spicer, Vancouver, B.C.; Metallic Roofing Co. of Canada, Toronto, Ont.; A. B. Ormsby, Toronto, Ont.; John B. Smith & Co., Toronto, Ont.

AGENTS FOR SHREDDED WHEAT

Will you please give us name of agents in Toronto for Shredded Wheat?—Subscriber.
ANSWER.—Mr. Slate, Canadian Shredded Wheat Co., Gooderham Bldg., Toronto, Ont.

U. S. GROCERY AND CONFECTIONERY TRADE JOURNALS

We shall esteem it a favor if you will kindly give us a list of the names and addresses of the publishers of grocery and confectionery trade journals throughout the United States. Also name of a similar journal devoted to the interests of flour and grain in Canada.—The Harry Horne Co., Ltd., 1297-99 Queen Street West, Toronto, Ont.

ANSWER.—As far as we know there are no journals devoted to the interests of flour and grain published in Canada. Following is a list of publishers of grocery and confectionery trade journals in the United States: Sweet's Atlantic, Georgia; Confectionery Journal, Cincinnati, Ohio; Western Confectionery, Seattle, Wash. Grocery:—Modern Merchant & Grocery World, Philadelphia, Pa.; The Tradesman, Farnam Bldg., Omaha, Neb.; The Modern Grocer, Chicago, Ill.; The New England & Grocer Tradesman, Boston, Mass.

TORONTO AGENT FOR BON AMI

Will you please give us name of agent in Toronto for Bon Ami?—S. Limited.

ANSWER.—No agent in Toronto; have to get in touch with Bon Ami people direct at New York.

DOES ANY READER KNOW?

Please give me information on the following: Mr. A. Daniels, married; I understand he travels from Halifax for a Toronto clothing firm. Would like to get in communication with him. Thanks.—Subscriber.

ANSWER.—We have been unable to locate Mr. Daniels. Possibly some reader could give you this information.

WHERE TO GET CHINA AND CROCKERY

Please send me names and addresses of china and crockery ware wholesale houses and oblige.—Mr. Thos. Steinburg, Marksville, Ont.

ANSWER.—You could get china and crockery ware from the following wholesalers: Toronto Pottery Co., Toronto; Belleville Pottery Co., Belleville; R. Campbell's Sons, Hamilton, Ont.; Canada Pottery Co., Ltd., St. Johns, Que.; John Cranston & Son, Hamilton, Ont.; British Columbia Pottery Co., Victoria, B. C.; Jas. Foley, St. John, N. B.; Medalta Stoneware Co., Medicine Hat, Alta.; Gowans Kent Co., Toronto (for chinaware).

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers
INFORMATION WANTED

Date.....1920..

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

MAIL ORDERS

Many of our customers have learned the value of our mail order department by continually using it between the calls of our salesmen. A letter, a post card or a long distance telephone call "check reversed" is a request we would make, and if you will favor us we will guarantee to give you service. Anything you require in the grocery line, we have it at prices that will be attractive. As an example here are a couple of year round favorites that will get you business particularly now that the fruit cellars are about empty.

Spanish Figs (taps about 30lb.) 8lb.
Hallowee Dates (Boxes about 60lb.) 15½lb.

"Send us an Order"

and feature them on your week-end list of specials.

H. P. ECKARDT & CO
WHOLESALE GROCERS
CHURCH STREET & ESPLANADE TORONTO


KING GEORGE'S NAVY

**CHEWING
TOBACCO**

Always repeats

That's just the secret of King George's Navy Chewing Tobacco. It repeats—because its deliciously "different" texture appeals to every man who loves a good chew.

When you consider the wide margin of profit on every sale of King George's Navy, is there any reason why you should not feature it constantly?



Rock City Tobacco Co., Ltd.



Up-to-date Grocers
are Selling Brodie's XXX
FLOUR

For making PANCAKES
MUFFINS, CAKES, PIES, "it has no equal."
Brodie's XXX Flour is advertised from Coast to Coast.

*Keep your Stock up—it's a ready Seller
Order from your Wholesaler*

BRODIE & HARVIE, LTD., MONTREAL



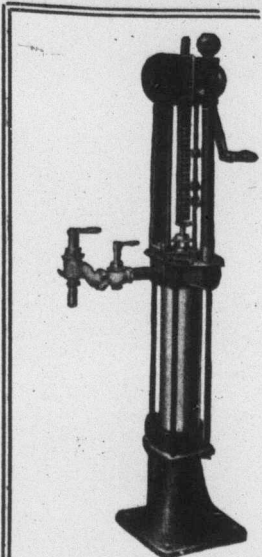
Profit in Cleanliness

If, by chance, a customer looks into your oil room, what is revealed?

Cleanliness?

Neatness and order?

Or is the look within merely depressing and disgusting?



These views show the pump portion of the Bowser kerosene and gasoline system. These tanks for kerosene are in the basement, and for gasoline buried underground to insure safety. Note the cleanliness of the store.

BOWSER SYSTEMS

installed in your store for the storage and distributing of oils, kerosene and gasoline, assures your customer the cleanliness and orderly arrangement of your oil department are characteristics of your entire establishment.

Bowser pumps are accurate, clean and economical.

Bowser tanks are safe, clean and neat. A combination that means satisfaction and profit.

Signify your interest by asking for literature.

S. F. BOWSER COMPANY, Ltd.

66-68 Fraser Ave., TORONTO, Ont.



Put Gold Dust packages where your customers can see them.

*Tips—
that come home to roost.*

Remind a woman of Gold Dust when she is ordering and you are sure of a sale. She will appreciate the reminder, too.

Our widespread advertising is creating a big demand for this "Made in Canada" product.

THE N.K. FAIRBANK COMPANY

LIMITED
MONTREAL



Century

A firm favorite with Canadian housewives because of its proven purity, its snowy whiteness and its economy. Well advertised. More and more people are asking for "Century."



SIFTO SALT

Here's the nicest thing in table salt—SIFTO, "it flows." Comes in a handsome dust-proof carton, and "as welcome as the flowers in May" to the table where clogged salt shakers are a bugbear. Your customers want it.

DOMINION SALT CO LIMITED
SARNIA ONT

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

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

QUOTATIONS FOR PROPRIETARY ARTICLES

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

It's Profitable Because—



100% PURE

COSGRAVE'S

PURE MALT Vinegar

Better to sell this branded, bottled vinegar than the bulk article. No waste—no loss—no deterioration. Easily handled—makes fine display. Quality guaranteed.

RETAILS
15c and 25c

WELL ADVERTISED

Write us or ask your jobber for trade prices.



JAMS
DOMINION CANNERS, LTD.
Haiton, Ont.

- "Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.
- Screw Vac. Top Glass Jars, 16 oz.
- Strawberry \$5 15
 - Currant, Black 5 05
 - Pear 4 40
 - Peach 4 40
 - Plum 4 20
 - Apricot 4 50
 - Cherry 4 85
 - Gooseberry 4 50

"AYLMER" PURE ORANGE MARMALADE

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

PORK AND BEANS
"DOMINION BRAND"

- | | Per doz. |
|---|----------|
| Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case | \$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, 4 doz. to the case | 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 doz. | 2 35 |
| Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case. | |

CATSUPS—In Glass Bottles

- | | Per doz. |
|-----------------------------|----------|
| ½ Pts., Aylmer Quality | \$1 80 |
| 12 oz., Aylmer Quality | 2 55 |
| Gallon jugs, Aylmer Quality | \$1.65 |
| Pints, Delhi Epicure | \$2.75 |
| ½-Pints, Red Seal | 1 25 |
| Pints, Red Seal | 1 90 |
| Qts., Red Seal | 2 40 |
| Gallons, Red Seal | 6 45 |

BORDEN MILK CO., LTD.

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

CONDENSED MILK

- Terms—Net 30 days
- Eagle Brand, each 48 cans... \$11 00
 - Reindeer Brand, each 48 cans... 10 50
 - Silver Cow, each 48 cans... 10 00
 - Gold Seal, Purity, ea. 48 cans... 9 85
 - Mayflower Brand, each 48 cans... 9 85
 - Challenge Clover Brand, each 48 cans... 9 35

EVAPORATED MILK

- St. Charles Brand, Hotel, each 24 cans \$7 15
- Jersey Brand, Hotel, each 48 cans 7 15
- St. Charles Brand, tall, each 48 cans 7 25
- Jersey Brand, tall, each 43 cans 7 25
- Peerless Brand, tall, each 48 cans 7 25
- St. Charles Brand, Family, 48 cans 6 25
- Jersey Brand, Family, each 48 cans 6 25
- Peerless Brand, Family, each 48 cans 6 25
- St. Charles Brand, small, each 48 cans 3 20
- Jersey Brand, small, each 48 cans 3 30
- Peerless Brand, small, each 48 cans 3 30

CONDENSED COFFEE

- Reindeer Brand, large, each 24 cans 6 75
- Reindeer Brand, small, each 48 cans 6 50
- Cocoa, Reindeer Brand, large, each 24 cans 6 25
- Reindeer Brand, small, 48 cans 6 50

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

Wheatgold Breakfast Cereal.

- Packages, 28-oz., 2 doz. to case, per case \$5 30
- 98-lb. jute bags, per bag 7 00
- 98-lb. jute bags, with 25 3¼-lb. printed paper bags enclosed, per bag 7 50

HARRY HORNE & CO.,
Toronto, Ont.

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

COLMAN'S OR KEEN'S MUSTARD

- | | Per doz. tins |
|---------------|---------------|
| D.S.F., ¼-lb. | \$2 00 |
| D.S.F., ½-lb. | 5 30 |
| D.S.F., 1 lb. | 10 40 |
| F.D., ¼-lb. | Per jar |

- Durham, 1-lb. jar, each... \$0 60
- Durham, 4-lb. jar, each... 2 25

CANADIAN MILK PRODUCTS, LIMITED.

Toronto and Montreal

KLIM

- 8 oz. tins, 4 dozen per case... \$12.50
 - 16 oz. tins, 2 dozen per case... 11 50
 - 10 lb. tins, 6 tins per case... 25.00
- Prices f.o.b. Toronto.

THE CANADA STARCH CO. LTD.

Manufacturers of the
Edwardsburg Brands Starches
Laundry Starches—

- | Boxes | Cents |
|---|---------|
| 40-lbs., Canada Laundry | \$0 10½ |
| 100-lb. kegs, No. 1 white | 0 11½ |
| 200-lb. bbls., No. 1 white | 0 11½ |
| 40 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. | 0 12½ |
| 40 lbs. Benson's Enamel, (cold water), per case | 3 50 |
| Celluloid, 45 cartons, case | 4 95 |
| Culinary Starch. | |
| 40 lbs., W. T. Benson & Co's Celebrated Prepared | 0 12½ |
| 40 lbs. Canada Pure or Challenge Corn | 0 11 |
| 20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. | 0 16 |
| (20-lb. boxes, ¼c higher, except potato flour.) | |

POST TOASTIES

Have the *Call*
Among Corn Flakes
Because



- They are superior in flavor and quality—they please and hold trade.
- The sale is guaranteed by steady forceful advertising.
- Post Toasties are backed by a fair, liberal sales policy, that insures good profit to grocers.

Stock Well on Post Toasties To Meet the Big Demand Ahead

POSTUM CEREAL COMPANY, Ltd., Windsor, Ontario

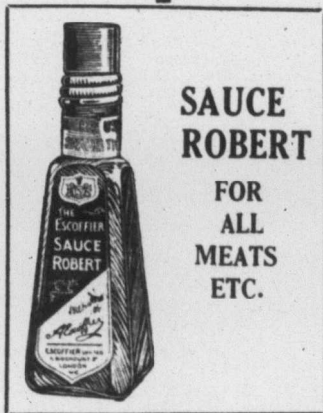


ESCOFFIER



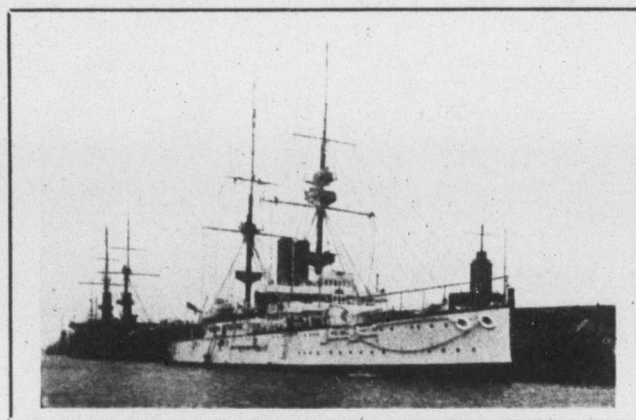
SAUCES, PICKLES, Etc.

As used by H.R.H. The Prince of Wales and Suite on their recent tour in H.M.S. "Renown"



SAUCE ROBERT

FOR ALL MEATS ETC.



SAUCE DIABLE

FOR ALL KINDS OF FISH

SAUCE MELBA
FOR PUDDINGS AND FRUIT

Sole Selling Representatives:
MESSRS. ARGYLL BUTE, LTD.
357 St. Catherine St. West, Montreal, Canada

SAUCE DERBY
FOR ALL COLD MEATS AND STEWS



In Spring the palate
craves new dishes—

Mapleine

gives to desserts a touch of novelty—a bit of maple-tasting surprise the winter-tired appetite will thoroughly enjoy.

Mapleine Syrup is a delicious dressing on fruit salads—recipe with every bottle.

When your stock needs replenishing order of your jobber or

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

TURKISH DELIGHT HAREM BRAND

The only genuine Turkish Delight.
Packed in 10 lb. Wooden Boxes, 100 lbs. to the Case.
Plain or with nuts.

Mail us your order.

DOMINION SALES COMPANY

General Sales Agents

ROOM 412, BIRKS BLDG. MONTREAL, QUE.

"FISH"

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

LEMON BROS.

Owen Sound, Ont.



Oakey's "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg

Sankey & Mason, 839 Beatty Street, Vancouver.

LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case... \$5 90
5-lb. tins, 1 doz. in case... 6 85
10-lb. tins, 1/2 doz. in case... 6 55
20-lb. tins, 1/4 doz. in case... 7 10
(Prices in Maritime Provinces 10c per case higher)
Barrels, about 700 lbs. 0 09
Half bbls., about 350 lbs... 0 09 1/4

CROWN BRAND CORN SYRUP
2-lb. tins, 2 doz. in case... 6 50
5-lb. tins, 1 doz. in case... 7 45
10-lb. tins, 1/2 doz. in case... 7 15
20-lb. tins, 1/4 doz. in case... 7 20
(5, 10, and 20-lb. tins have wire handles.)

GELATINE
Cox's Instant Powdered Gelatine (2-qt. size), per doz... \$1 76

INFANTS' FOOD
MAGOR, SON & CO., LTD.
Robinson's Patent Barley— Doz.
1-lb. \$4 00
1/2-lb. 2 00
Robinson's Patent Groats—
1-lb. 4 00
1/2-lb. 2 00

BLUE
Keen's Oxford, per lb. 0 24
In cases, 12 12-lb. boxes to case. 0 25

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

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

IMPERIAL TOBACCO CO. OF CANADA, Limited
EMPIRE BRANCH

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

THE COWAN CO., LTD.
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA
Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. \$6 25
Perfection, 1/4-lb. tins, doz... 1 70
Perfection, 1/2-lb. tins, doz... 3 25
Perfection, 10s size, doz... 1 25
Perfection, 5-lb. tins, per lb. 0 42
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box, doz. 2 25
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. 0 30

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

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

CHOCOLATE CONFECTIONS
Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. \$0 49

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

NUT MILK CHOCOLATE, ETC.

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

MISCELLANEOUS

Maple Buds, fancy, 1 lb., 1/2 doz. in box, per doz. \$6 25
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz. 3 85
Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz. 6 25
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz. 3 35
Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz. 4 50
Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 50
Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per box 2 05
Triumph Chocolate, 1/4s, 4-lb. boxes, 36 boxes in case, per box 2 05
Triumph Chocolate, 1/2-lb. cakes, 4 lbs., 36 boxes in case, per box 2 05
Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross 1 15
20-lc Milk Chocolate Sticks, 60 boxes in case 0 80

W. K. KELLOGG CEREAL CO.,
Battle Creek, Mich.
Toronto, Canada.

Kellogg's Toasted Corn Flakes, Waxtite 4 15
Kellogg's Toasted Corn Flakes, Ind. 2 00
Kellogg's Dominion Corn Flakes 4 15
Kellogg's Dominion Corn Flakes, Indiv. 2 00
Kellogg's Shredded Krumbles, 3 50
Kellogg's Shredded Krumbles, Ind. 2 00
Kellogg's Krumbled Bran 1 85

BRODIE & HARVIES, LTD.,
14 Bleury St., Montreal

XXX Self-Raising Flour, 6 lbs. packages, doz. \$6.00
Do., 3 lbs. 3.05
Superb Self-Raising Flour, 6 lb. 5.80
Do., 3 lb. 2.95
Crescent Self-Raising Flour, 6 lb. 5.90
Do., 3 lb. 3.00
Perfection Rolled Oats (55 oz) 3.00
Brodie's Self-Raising Panecake Flour, 1 1/2 lb. pack., doz... 1 50
Brodie's Self-Raising Buck-Flour, 1 1/2 lb. pkg., doz... 1.50

Cranberries

A late shipment of very fine late Homes just to hand. Sound, fine color and cheap. Packed in half-barrel cases. Just the thing for pies, sauces, etc.

*Florida Tomatoes, Celery
"Stripes" Brand*

Florida Grape Fruit

Oranges — Valencias, Seedlings and Navels.

SPECIAL — California Lemons very cheap now.

White & Co., Ltd.
TORONTO

Wholesale Fruits and Vegetables

FRESH ARRIVALS DAILY OF

New Vegetables

FROM THE SOUTH

**Cabbage Celery Tomatoes
Cauliflower Head Lettuce**

ORANGES

California Sunkist Navels
Florida Sealdsweet Oranges

GRAPE FRUIT

Florida and Cuban—All sizes

NEW MAPLE SYRUP AND SUGAR

(Guaranteed Pure)

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

The House of Quality

Hugh Walker & Son

Limited

Guelph

Established 1861

Ontario

**CLOTHES
PINS**

BROOMS

**CLOTHES
LINES**

WALTER WOODS & CO.

Hamilton and Winnipeg

Y & S

STICK LICORICE

in 10c Cartons



Everything in Licorice for all

Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company

MONTREAL



If We Eat

we are all concerned in the price of food—where it can be purchased, the quality, the quantity we get for our money, who makes it and whether it is advertised.

It is important for the manufacturer to know who is advertising his goods locally, where they are being pushed, what other brands are being advertised and how the demand is being created. We can supply this information.

The retailer who wishes to make his advertisements pull can get many real pointers from other progressive retailers' advertisements. We can send him a set of fifty ads, showing how other retailers, like himself, are putting their goods before the public.

The wholesaler and the jobber can have a traveller call on a man as soon as he fits up his store by getting our service on new stores.

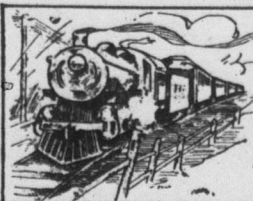
We read the newspapers as a business and can supply information on any subject. A prompt service of special news coming to your office will help your sales department and open up new fields.

Service suggestions and rates gladly given.

**Canadian
Press Clipping Service**
143-153 UNIVERSITY AVE., TORONTO

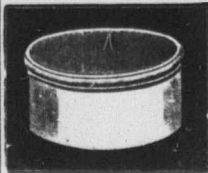
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BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE JARS

Place order for crocks before the season opens. They are going to be hard to get later. Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.

The Toronto Pottery Co. Limited
Dominion Bank Bldg.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

W. Y. COLCLOUGH, 592 Kingwood Road
Beach 2170 Toronto

J. E. TURTON, Board of Trade Building,
Montreal

OPPENHEIMER BROS., LTD.
Vancouver, B.C.

BAIRD & CO., Merchants, St. Johns

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

THE CHARLES MUELLER COMPANY

Limited

Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.

Waterloo - - - Ontario

HIGHER SARDINES LIKELY

According to advice received from the primary markets, advances are shortly to be expected on all general lines of Norwegian sardines. The reason given for this is the very high prices ruling on olive oil and the increased cost of tin plate.

THE SITUATION IN CORN SYRUPS

There is a possibility that corn syrups are due for another advance. This is attributed to the higher cost of corn and packages. Manufacturers report a big increase in the consumption and this, coupled with the higher cost of raw material, will have a tendency toward higher prices.

GROCERS

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

C. A. MANN & CO.

LONDON, ONT.

Phone 1577

The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:

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

BEANS

Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

- 30 DOZ. CASE FILLERS
- ONE DOZ. CARTON FILLERS
- 3/4-INCH CUSHION FILLERS
- CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - - - ONTARIO

Fidelity Collection Agency Ltd.

Canadian Bank of Commerce Bldg., Winnipeg

Collections and Adjustment

"We collect anything anywhere"

References: Can. Bank of Commerce and Molsons Bank

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

Wanted

Rates For Classified Advertising

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

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

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

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

FOR SALE

WHOLESALE GROCERY BUSINESS, WELL established in a good locality, in Montreal, doing good business. Full particulars given upon request. Replies confidential to P.O. Box 265, Montreal.

A PORK CURING BUSINESS AND PLANT for sale. H. Coleman, Kincairdine, Ont.

FOR SALE—BOWSER STEEL OIL TANK, 100 gallons; in use one year only. Going out of business. Price \$100. G. W. Flewelling, P.O. Box 56, Fairville, N.B.

FOR QUICK SALE, CORNER STORE, FIX- tures and stock of groceries. Suitable for large general business; also large dwelling house. Will sell separate or in block. Apply to owner W. G. Howes, Tamworth, Ont., Box 176.

MAPLE SYRUP

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

FOR SALE OR RENT—GENERAL STORE IN good dairying district. Stock about \$10,000. Cash turnover for 1919, \$32,740.33. Retiring from business. Box 114, Canadian Grocer, 153 University Ave., Toronto, Ont.

SASKATCHEWAN—ESTABLISHED GENERAL business with post office and telephone; stock approximately five thousand, fixtures approximately one thousand, property thirty-two hundred; well settled Canadian and American settlers farming on a large scale; splendid opportunity if you can put up between four and five thousand; terms on balance to responsible parties; must be sold at once; owner in poor health and wishes to retire. Box No. 676, Canadian Grocer, University Ave., Toronto.

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

WANTED

WANTED—A GROCERY BUSINESS, OUTSIDE city limits, or within 75 miles of Toronto. Give valuation of property and stock. Box 62, Canadian Grocer, Toronto.

WANTED — GROCERY BUSINESS IN NOVA Scotia town, part interest preferred. P. H. Reid, Middleton, N.S.

Opportunities
are offered
every week
on this page.

Are You
making
use of
them?

Will party who had replies addressed to Box 70 please call at Canadian Grocer office for reply.

AGENCIES WANTED

COMMUNICATION WIT. MANUFACTURERS desiring Alberta representative. To any interested firms I will be pleased to forward particulars and references. Box 108, Canadian Grocer, 153 University Ave., Toronto, Ont.

WELL ESTABLISHED FIRM OF WHOLESALE meat salesmen, owning stands and offices in all the principal wholesale markets of the United Kingdom, including Smithfield, London, Birkenhead, Liverpool, etc., on Admiralty and War Office lists, are willing to consider Sole Agency of Exporting Firm of Frozen Beef, Mutton, Offals, etc., who could supply large demands. References and Guarantees exchanged. Principals only. Address "Export," P.O. Box 1934, Montreal.

COLLECTIONS

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



**PRICE'S
RENNETH WINE**
makes the best
JUNKET

A most delicious
dessert, one tea-
spoonful is enough
for a pint of milk.

**Retails, 25c
per bottle**

Wholesale price, \$2.25
per dozen, \$24.30 per
gross.

**Manufactured by
PARKE & PARKE
Limited**

Macnab St., and Market Sq.
HAMILTON, ONT.



RID OF RATS

The only non-poisonous Kat
and Mouse exterminator in
the world

Millions are using it in all civilized countries. Fully guaranteed.
Exclusive territories granted to responsible dealers or agents.
Price—15 cents per box, \$1.50 per doz.—\$1.00 per lb. in bulk.

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

HIP-O-LITE MARSHMALLOW CREME

(Ready-to-use)

*Now Made in Canada by
Bowron Bros.*



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



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



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



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



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

ALL SIZES QUOTED ARE IMPERIAL MEASURE

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

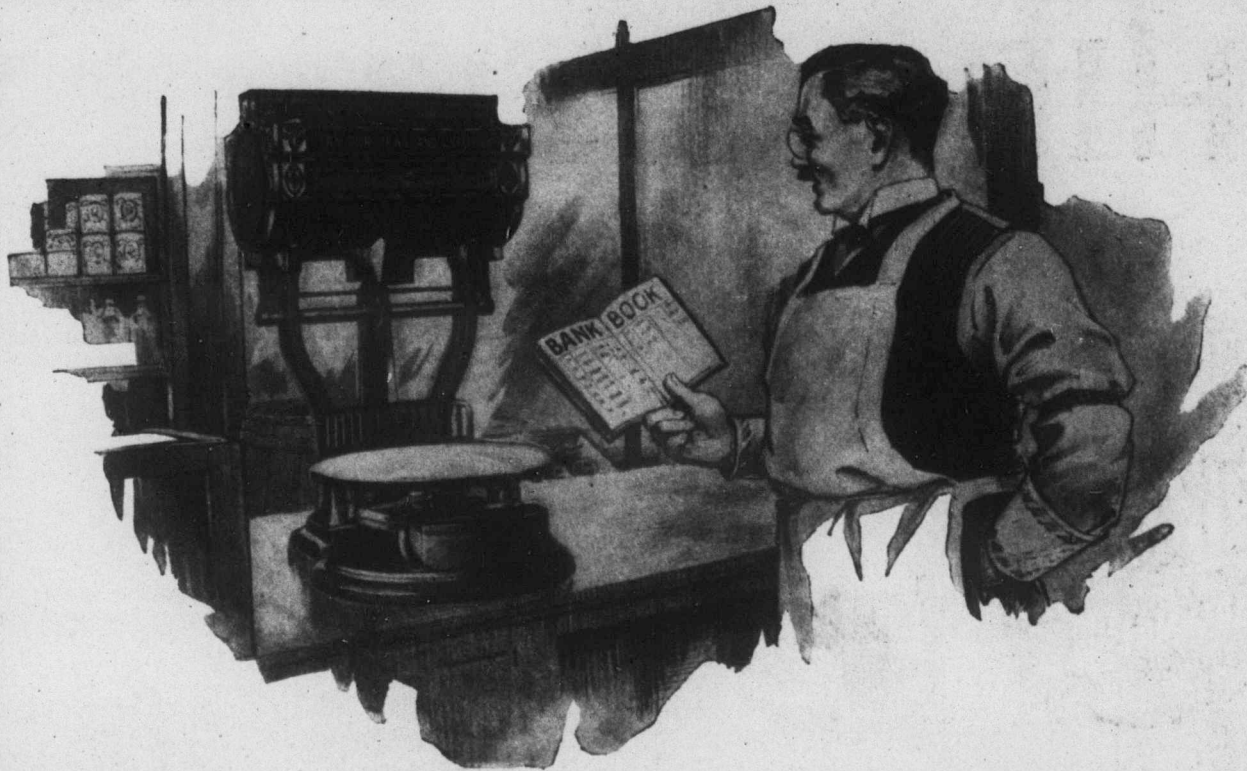
HIP-O-LITE offers an excellent profit, Take for instance the 16 oz. size jar (the big family size seller), this costs you 30c and sells for 40c.

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

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

BOWRON BROS., Limited

Hamilton, Canada



Watching the Dayton-Saved Dollars Grow

Away down at the bottom of the fag-end of the dollar lies your profit. After everybody else gets paid you get paid, Mr. Grocer. That being so, you certainly need the bull-dog justice and vigilance of the Dayton Computing Scale. It absolutely eliminates mistakes in weighing. That makes you get every fraction of every cent that is coming to you. That gives **your** bank account its chance to grow.

"If it's a Dayton, It's Right"

Made in Canada. Send for Catalogue.

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