

CANADIAN GROCER

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

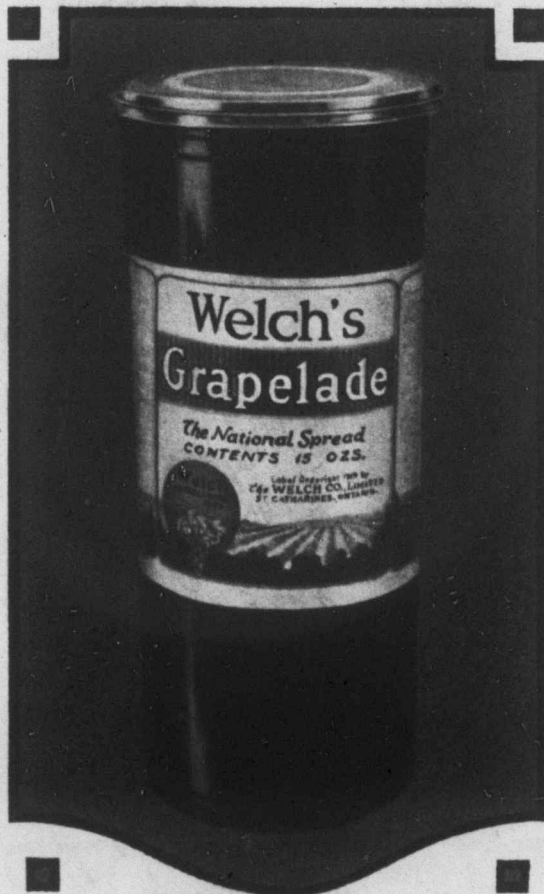
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV.

PUBLICATION OFFICE: TORONTO, FEBRUARY 6, 1920

No. 6

Welch's Quality Fruit Jams



Other Welch Quality pure fruit products

Fruitlade

(Grape-Raspberry and other combinations with grape)

Peachlade

Plumlade

Cherrilade

All packed in 15 oz. glass jars.

WELCH'S Grapelade is the smoothest grape jam you ever tasted—or sold. It contains all the richness and goodness of fresh ripe grapes, without seeds or skins. The acid crystals are removed by the Welch patented process. The addition of pure sugar only enhances its wonderfully delicate flavor of fresh grapes. This superiority in quality is found in every one of the Welch Quality Fruit Jams. Finer fruit, carefully selected, more exacting methods and handsomer packing make this a line of which any retailer may be proud. It is a business-building, profit-making line.

Vigorous advertising, both in national publications and leading city newspapers, now begun, will show its effect on retail sales. If you are not amply stocked, let us urge you to order from your wholesaler, at once. All Welch Quality Jams are packed in 15 ounce glass jars and in 4 lb. tins. Grapelade may be had also in 9 ounce tumblers and in 3 sizes of enamel-lined tins.

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

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



The Seed to Sow —

FOR A RICH HARVEST OF PROFITS

EXPERIENCE teaches us—everyone of us—that “we reap what we have sown.” Poor seed is expensive—it never brings a real crop.

In the merchandising world, as in the experience of the farmer, it is amply demonstrated that haphazard methods are unfruitful—that intelligent effort, with careful selection of the “seed you sow,” is an essential of success.

All merchants have similar soil to work on—your soil is the great consuming public of Canada. No matter where your business is located you have a nice section of this big “field” to cultivate.

What seed will you use?

One dependable type of seed is found in the O-Cedar Products. To “plant” such seed in that rich soil which is the combined purchasing power of your customers, is to have an abundant harvest of sales.

Being “Quality Products,” backed by a continuous advertising campaign which keeps their merits fresh in the minds of the people, O-Cedar Polish and O-Cedar Polish Mops require but little effort on the part of the dealer to ensure their “taking root.”

It is only necessary for you to introduce them to your customers—in the natural course of events these products will bring forth a harvest of those repeat sales which are such important factors in creating a good profit.

The housewife, after once experiencing the beautifying effects of O-Cedar Polish, will wish to use it regularly to keep her home as it should be kept—she’ll come back steadily for more “O-Cedar Polish.”

She will also want it repeatedly for her O-Cedar Mop, which becomes soiled by continuous use and so must be washed and re-treated every few months.

When you make an O-Cedar sale to a new user of these products, you plant a seed that is certain to result in a harvest of “repeat orders.”

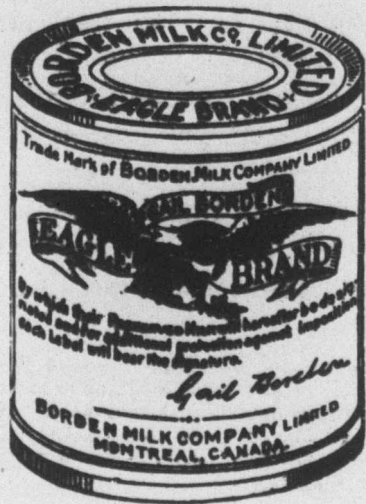
SPECIAL NOTICE

Due to the ever-advancing cost of materials we have found it necessary to charge the consumer 25c extra for the O-Cedar Mop Handle, which has formerly been given free with the purchase of a Mop.

Beginning February 1st, 1920, all orders for O-Cedar Polish Mops will be subject to an extra charge for Mop Handles, the charge being made of twenty-five cents (25c), less such discounts as those worthy may be entitled to.

O-Cedar Polish

CHANNELL CHEMICAL CO., LIMITED, TORONTO, CANADA



Success comes quickest with standard goods such as *Borden's*

Three generations of physicians have prescribed them for their absolute fidelity to purity, quality and wholesomeness.

Three generations of mothers have proven their worth and goodness.

And to-day Borden's is one of the strongest and surest sellers in your line.

It is a year-round seller that quality dealers from coast to coast find worth stocking. Are you well supplied?

Any good wholesaler will ship you Borden's, and a trial means that you'll sell it right along.

BEGIN TO-DAY

SIX CANADIAN FACTORIES

The
Borden
CO., LIMITED

Leaders of Quality

MONTREAL

VANCOUVER

You're Next!

The Board of Commerce attacked the Packers, and there was, on the whole, general rejoicing. The Packers were few—those who enjoy bacon many. Doubtless many—in ignorance of the facts—thought the Packers were “gouging.”

Then one of the Commissioners criticized the farmers. It was a false step—a skid which he has probably lamented and has endeavored to repair, for it has lost him much popularity.

Now the Board of Commerce is setting prices for the retailer. It has dealt with some grocery lines—with clothing.

THE FINANCIAL POST brings out the dangers of the Board of Commerce's course. Dealing with this price fixing, THE POST'S expert writes:

“For instance, the percentage of profit on bacon and boned ham is set at 20 per cent. The merchant naturally asks on what basis he is to reckon his 20 per cent., and there is nothing in the published report of the ruling to assist him. Does it mean 20 per cent. on the price he actually pays for the goods? That is probably the viewpoint that any court would take of the matter, yet as every sound merchant knows, 20 per cent. on a buying price is just 16 2-3 per cent. of the selling price, and it is only the profit on the selling price that represents the actual profit to the merchant.

and on bacon selling for 60 cents a pound the retailer on the basis of profit outlined above loses 1 4-5 cents on every pound of bacon sold. If he slices the bacon he is permitted to take 2 cents a pound more; that would seem almost to let him out even.

“There is, however, the large element of waste to be considered here; the ends of the ham or bacon must, of necessity, be a complete loss, which the merchant who slices his bacon has himself to meet. That the two cents per pound margin is pitifully small to cover these items of loss is illustrated by the fact that the New York City fair price list sets the margin for slicing bacon at 5 cents a pound, believing that it requires that amount to cover the element of loss in the process.”

“The lowest cost of business for such retail stores is between 18 and 21 per cent., according to the class of business done. Take the cost of doing business at the modest average of 19 per cent.

If you are a grocer or a clothing merchant you want to follow the actions of this Board—to have the clear light of understanding brought home as THE POST brings it home. If you haven't been touched yet—well, “You're Next” and equally you require to be informed.

To this end subscribe for this business man's paper—

THE FINANCIAL POST

For its wide information on business—for its news on financial matters, but perhaps most of all for its sane, balanced viewpoint THE POST has value for you.

THE FINANCIAL POST dares to stand out against any popular, but unsound movement or action. Those who appreciate courage and conviction appreciate THE POST whether they always agree with it or not.

Make sure of THE FINANCIAL POST for 1920 now by filling in and returning this coupon.

Subscription price \$3.00 per year (52 issues)

THE FINANCIAL POST

143-153 UNIVERSITY AVE., TORONTO

MONTREAL

WINNIPEG

Annual Subscription \$3.00.

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

Please enter me a regular subscriber, commencing at once. I ^{forward} _{enclose} \$3.00 to pay for my subscription for the first year.

Name

Address

Please write plainly



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

The above is a view of the business home of J. Aron & Co., Inc., at Santos, Brazil. It is located in the heart of the coffee district of the world's greatest coffee port.

This modern building contains every facility for giving green coffee buyers adequate service. It is an important link in our direct Santos-New York-New Orleans service to green coffee buyers.

There all coffees are carefully roasted and tested—in the cup—before shipments are made to roasters. The care with which these tests are made is one of the many reasons why our shipments are so uniform in quality.

THIS CONSTITUTES ARON'S SUPERSERVICE

J. ARON & COMPANY, Inc. **NEW YORK**

Canadian Representatives:

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

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 & Laflamme, Ltd.
500 St. Paul Street West, Montreal.

ONTARIO

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

MANITOBA, SASKATCHEWAN and ALBERTA

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

BRITISH COLUMBIA

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

NEWFOUNDLAND and LABRADOR

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

HUNTLEY & PALMERS, LIMITED READING AND LONDON, ENGLAND

**-our sales increased
at least forty percent...**

Phelps Dodge Mercantile Company, Bisbee, Arizona



The Phelps Dodge Mercantile Company of Bisbee, Arizona—aggressive retailers—had a windowful of oranges on display.

One of our employees noticed it and wrote to the firm to learn what the results had been.

"This window," said the reply, "was on the main street, there was much favorable comment in regard to it.

"We are confident that our sales for the week of the display increased at least 40%."

Every Fruit Retailer's Opportunity

There is an equal or better opportunity for every retailer to increase his sales of oranges and lemons. And it is greatly to his advantage to do so because of the possibilities of profit.

With a margin of 25% figured on the selling price, oranges and lemons will net 5% on sales; and if you buy only what you can sell out each week

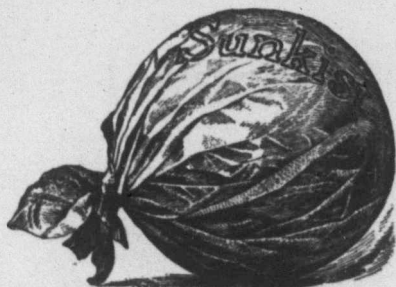
you can make that 5% net *fifty-two times per year!*

That means nearly 350% net return on the capital invested.

What other lines in your store will yield as much.

Think what it would mean if you could make the same percentage on your total capital investment.

Learn How We Help—



Mail coupon for new book "Salesmanship in Fruit Displays," also Display Material Option List which gives you your choice of attractive selling helps for window and counter use.

We will also answer any questions with regard to fruit retailing methods that you may care to ask.

California Fruit Growers Exchange

A Non-Profit, Co-operative
Organization of 10,000 Growers
Los Angeles, California

**California
Fruit Growers
Exchange**

Los Angeles, California

Please send me your book "Salesmanship in Fruit Displays" and "Merchants Display Material Option List," without obligation on my part.

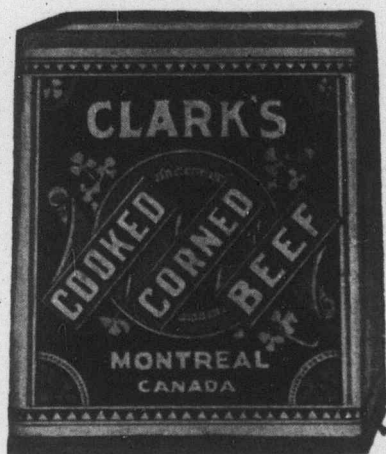
Name.....

Street.....

City..... Province.....

CLARK'S PREPARED FOODS

*Quality
For
Your
Customer*



*Good
Profit
For
YOU*

Pork and Beans, Concentrated Soups and Other Good Things

Think for a moment, Mr. Grocer—

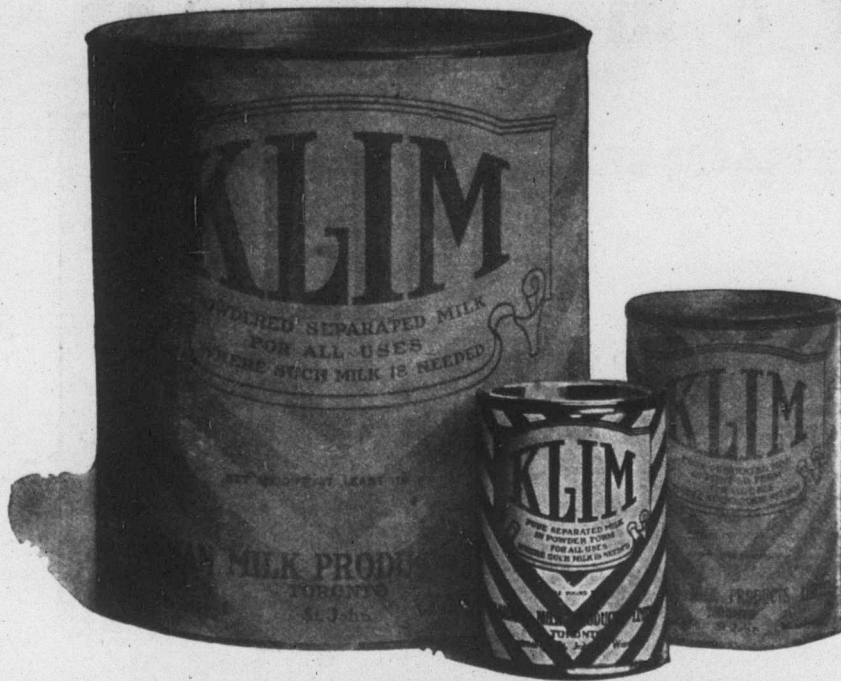
CANADIAN capital employing CANADIAN labor in the manufacture of CANADIAN products, mean prosperity not only for Canada but prosperity for *YOU*. Sell your customers CANADIAN goods, keep their money in Canada, thereby reducing the rate of exchange and incidentally the cost of living.

Make your country a SELLER, not a BUYER.

W. Clark, Limited



Montreal



ANNOUNCING The New HALF-POUND Tin

TO standardize the Klim tins to a more uniform and convenient size, we are discontinuing the 4-oz. or sample tin, and packing a new size tin containing one-half pound.

Grocers will find the new size tin a big seller to new customers who have never used Klim. It is a big-looking package and sells at a price that gives a generous profit. Regular users of Klim will undoubtedly continue to buy the one-pound and ten-pound tins.

The new half-pound tin is being shipped to the wholesale houses. Place your order for a case or two and secure a lot of new Klim business.

Order from your wholesale grocer.

CANADIAN MILK PRODUCTS LIMITED

TORONTO

ST. JOHN

MONTREAL

WINNIPEG

From the waters of Norway

are now arriving
fresh shipments
of

King Oscar Brand Sardines

Those well-known and much-desired Norwegian Sardines, packed only from selected fish in purest Olive Oil. The supply, however, is very limited.

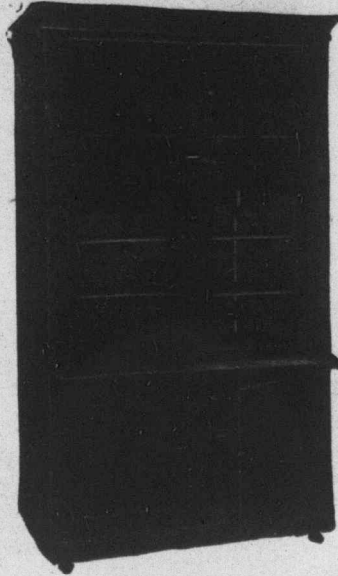
Consult your wholesaler.

Canadian Agents

John W. Bickle & Greening
Hamilton Ontario

EUREKA

NAME REGISTERED
PATENTS—1886—1900—1910—1914—1917



All grocers must have a reliable Refrigerator, with the lowest possible expense in up-keep.

The Eureka Grocer models embody (all) these vital points along with others of great importance.

There are four Reasons why you should order your Eureka Refrigerator right away:

1. Materials will take another jump in price before summer comes.
2. You need your Refrigerator before summer sets in, so to be ready for the first hot days.
3. We have in stock today a full line of all grocers' models, ready for immediate shipment.

4. If you delay we may not be able to give you such good service later on.

Write for information—NOW!

Eureka Refrigerator Co., Limited

Head Office: OWEN SOUND

Branches: Toronto, Hamilton, Montreal

NON-PAREIL BRAND

Our prices are the lowest for guaranteed

ROLLED OATS

ROLLED WHEAT

SPLIT PEAS

STANDARD OATMEAL

*Write for prices of Oat Feed, Shorts
and Hominy Feed*

The Parkinson Cereal Co.

THORNBURY, ONT.

Selling Agents:

T. M. Sibbald & Son

311 King Street East
TORONTO

BAGS

PAND COTTON LINERS



The Highest Prices Paid

for Jute Sugar Bags and Cotton Liners—in large or small quantities. Just gather them together to-day before you forget—and send to us.

Scientific Reclamation of Commercial Waste

E-PULLAN

TORONTO

DESICCATED COCOANUT

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

Our agents are:

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

Dodwell & Co., Ltd.

Importers & Exporters
VANCOUVER

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

Red Arrow Biscuits!

Suppose you knew we had a New Factory
at Regina?



We are now able to give
splendid deliveries to our
prairie customers.

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

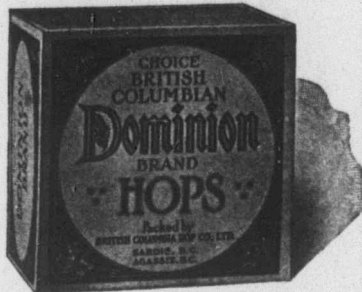


HOPS

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

Ranches located at
 Sardis, Agassiz,
 B. C.

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



Largest Hop Growers in Canada

Write for Prices—Samples

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

You can now make a substantial profit on

FLAT FISH SOLES, BRILLS

Specify "Rupert" Brand to Your Wholesaler

SPEED UP YOUR FISH DEPARTMENT

It can be made the most profitable one in your store. Grocers everywhere are awakening to the value and the quick profits to be derived from handling "Rupert" Brand Fish. There is no waste time, no trouble when you handle "Rupert" Brand Frozen Fish. Caught in the clear, cold waters of the Northern Pacific Ocean, cleaned, headed, ready-to-cook and rapidly frozen in

The World's Largest and Most Modern Fish Cold Storage Plant

"Rupert" Brand Frozen Fish, Brills, Soles and Halibut will meet with your customers' quick appreciation.

Retailers East of Winnipeg

Procure your supply of "Rupert" Brand Fish from Toronto or Hamilton wholesale Dealers.

Retailers of Winnipeg and Points West

If you cannot get "Rupert" Brand Fish from your local wholesaler, please advise us.

TO THE RETAIL TRADE:

Should there be any point on the handling or selling of "Rupert" Brand frozen fish, on which you desire information, please write us. We value your co-operation and stand ready to give you all possible support.

CANADIAN FISH & COLD STORAGE CO., LIMITED

PRINCE RUPERT, BRITISH COLUMBIA

THE TRADE MARK

On SALMON Brands is in 4 different colors.

White H — For Extra Fancy Red. For Fancy Red.

Blue H — For Extra Choice Red. For Choice Red.

Green H — For Choice Pink.

Yellow H — For Standard White.



Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.

Vancouver
Canada

Importers — Exporters

Car Lot Handlers: Beans, Nuts, Potatoes

C. T. NELSON

Grocery Broker and Manufacturers' Agent

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

VICTORIA - VANCOUVER

PETER LUND & COMPANY

Manufacturers' Agents

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

British Columbia Territory

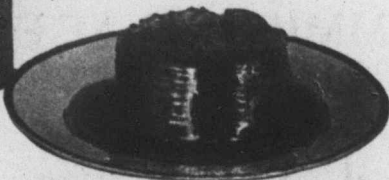
Interested manufacturers please communicate.

505 Metropolitan Bldg., Vancouver, B.C.

Reference: Merchants Bank of Canada, Vancouver, B.C.



EVERY MORSEL EDIBLE
AND DELICIOUS



YOU STAKE YOUR REPUTATION ON EVERY SALE YOU MAKE
THE QUALITY STANDARD WE MAINTAIN ON
"ALBATROSS" PILCHARDS
WILL NEVER LET YOU DOWN

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.

The Secret of Our Success Laid Bare



By any good
Can-opener

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

A. M. Maclure & Co.MALTESE CROSS BUILDING
WINNIPEGIMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALIES**ALEX. BAIRD LTD.**Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited**THE McLAY BROKERAGE CO.**WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS*Take advantage of our Service*
WINNIPEG MANITOBA**W. L. Mackenzie & Co., Ltd.**

Head Office: Winnipeg

Branches at
Regina, Saskatoon, Calgary, Edmonton**C. H. GRANT CO.**Wholesale Commission Brokers and
Manufacturers' Agents810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.**F. MANLEY**Manufacturers' Agent
42 Sylvester-Willson Building
WINNIPEG

When Writing Advertisers Please Mention
This Paper

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

Herewith are Some Facts on Product Marketing

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field, in a way that it has never before been marketed—with the paramount of success.

Get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Bakers' and Candy Manufacturers' Supplies
533-537 Henry Ave., Winnipeg

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG

and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

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

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

We represent some of the best manufacturers and will give your line the same attention. Pugsley Dingman & Co., Ltd. John Taylor & Co. and John Bull Mfg. Co.

ALBERTA

PACIFIC CARTAGE CO.

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

B. M. Henderson Brokerage, Ltd.

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

Calgary Storage & Cartage Co., Limited

Warehousing and Distributing
Our Specialty
Office: 304 11th Ave. East
CALGARY ALTA.

BAKER & REID

MANUFACTURERS' AGENTS
If you want Results, try us
CALGARY - ALBERTA

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



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

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

ONTARIO

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

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

J. K. McLauchlan
Manufacturers' Agent and
Grocery Broker
Biscuits, Confectionery, Jams,
Cereals, Grocery and Drug
Specialties
45 FRONT ST. EAST, TORONTO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

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

ESTABLISHED 1899

We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 SCIENTIFIC SPECIALTY SALESMEN

Who are anxious to introduce your lines

W.H. ESCOTT Co. Limited

WINNIPEG, MAN. | Calgary, Alta.
Saskatoon, Sask. | Ft. William, Ont.
Regina, Sask. | Edmonton, Alta.

Wholesale Grocery Brokers and Importers

Consignments solicited. Write or wire us.

OCEAN BLUE
In Squares and Bags

.....

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

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

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

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

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

ROSE & LAFLAMME
LIMITED
*Commission Merchants
Grocers' Specialties*
MONTREAL TORONTO

EPPS COCOA
From now on
J. C. Thompson Co. F. E. Robson Co.
Montreal Toronto

AGENCIES WANTED
For Food Products, Confectionery, etc.
For the Dominion Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

PAUL F. GAUVREAU
WHOLESALE BROKER
Flour, Feeds and Cereals
84 St. Peter Street, - QUEBEC
If you need potatoes wire or write me for prices.
Will quote good prices delivered your Station.

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

Manufacturers' Agents
with an energetic sales force covering all Eastern Canada, selling to wholesalers, want lines of canned goods, jams or any other similar lines on commission basis. Address Dominion Sales Company, 412 Birks Bldg., Montreal.

WANTED
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

MANUFACTURERS
Place your merchandise with a modern up-to-the-minute Agency in 1920.
O. M. SOLMON
MANUFACTURERS' AGENT, IMPORTER, EXPORTER, COMMISSION MERCHANT
Is open to represent several new progressive manufacturers in the New Year.
4492 St. Catherine St. W., Montreal

Richardson & Green
Manufacturers' Agents
Calling upon the Grocery, Hardware and Drug trade. Operating in Winnipeg, Regina, Saskatoon, Calgary and Edmonton.
We work the retail trade.

BRITISH GUIANA
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara, British Guiana
Exporters: Coconuts, Coffee, Rice, Cocoa.

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.

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

Dominion Spring Clothes Pins 
An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.
The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

TOMATO PASTE
MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.
P. PASTENE & CO., LIMITED
340 ST. ANTOINE STREET - - - MONTREAL, QUE.





YOU WILL BE DELIGHTED

with the high quality as well as proud of the bakings you will invariably obtain, if you use

REGAL FLOUR

White and Pure as the Lily
THE BEST IN THE WORLD

Made with the choicest Canadian Wheat in the finest and most modern flour mills, under the direction of expert millers. **REGAL FLOUR**, always fine, for pastries, cakes, pies, pancakes, etc.

Use it regularly and you will never experience the disappointment following baking failures.

Ask your grocer for and insist in getting **REGAL FLOUR**. Sold in 7-14-24-49 and 98 lbs. bags and in 98 and 196 lbs. barrels.

ST. LAWRENCE FLOUR MILLS CO., Limited
MONTREAL.

Regal Flour

THIS IS A REPRODUCTION of one of the advertisements which will appear in all the newspapers of the Province of Quebec in favor of

REGAL FLOUR

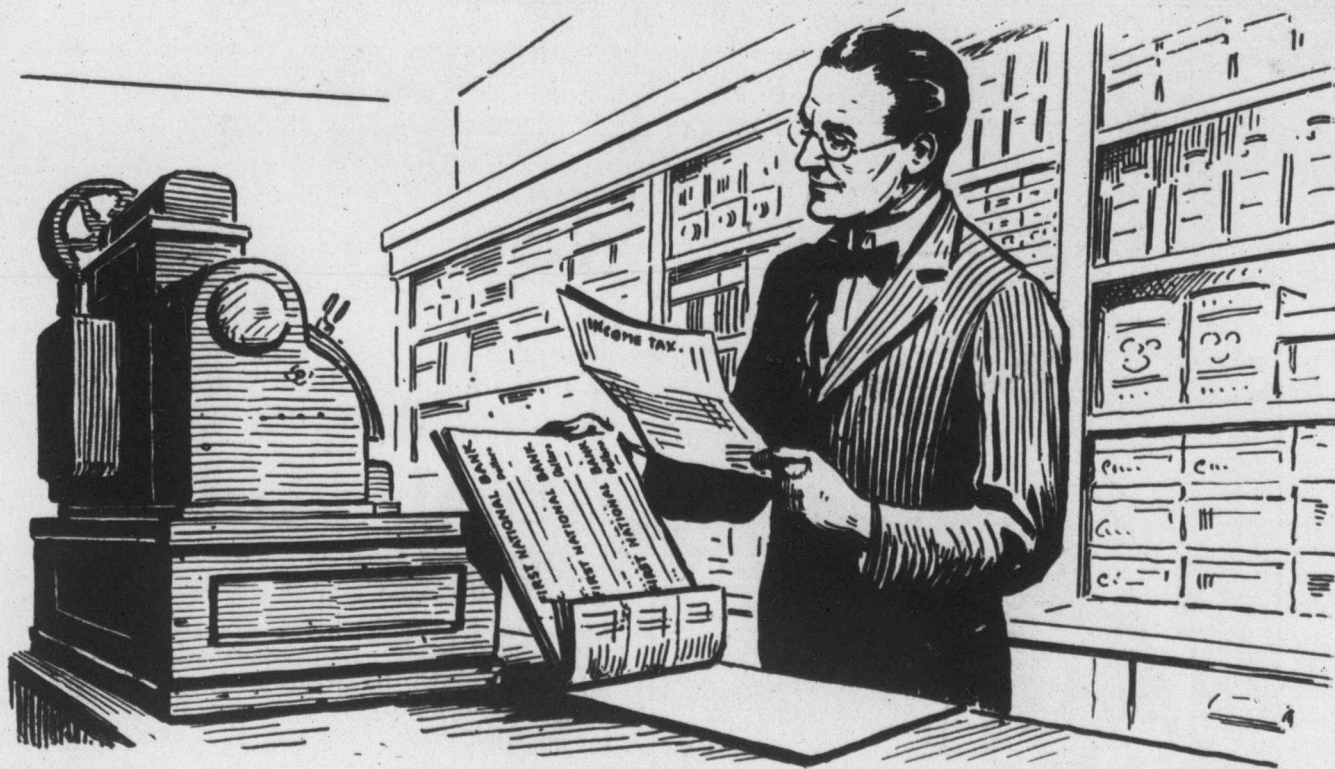
White and Pure as the Lily

You can, with full confidence, recommend it to your customers. No other flour will make better cakes and pastry.

A large demand will naturally follow this advertising campaign. So be sure that your stock of Regal Flour is sufficient to meet all demands.

On sale everywhere in 7, 14, 24, 49 and 98 lbs. bags. Also in 98 and 196 lbs. barrels.

St. Lawrence Flour Mills Co., Limited, Montreal



This merchant finds it easy to make out his income tax report

HE has a checking account at the bank and he uses an up-to-date National Cash Register.

From his bank check book and his bills he gets the cost of running the store, cost of merchandise bought, and a record of payments made.

From his National Cash Register he gets a record of (1) cash sales, (2) charge sales, (3) received on account, (4) petty cash paid out, and (5) clerks' sales.

These records give him the figures he needs for his income tax. They also give him control over his business every day of the year.

This merchant knows that his register records are complete and accurate, whether they are made when business in his store is quiet or when there is a rush of selling.

Without an up-to-date National Cash Register, these necessary figures would be hard to get, hard to keep, impossible to verify, and expensive to record.

An up-to-date National Cash Register will give you the records you need to control your business

The National Cash Register Company of Canada, Limited

Factory: Toronto, Ontario

Branch Offices:

CALGARY.....714 Second Street, W.
 EDMONTON.....5 McLeod Bldg.
 HALIFAX.....63 Granville Street
 HAMILTON.....14 Main Street, E.
 LONDON.....350 Dundas Street
 MONTREAL.....122 St. Catherine Street, W.
 OTTAWA.....306 Bank Street

QUEBEC.....133 St. Paul Street
 REGINA.....1820 Cornwall Street
 SASKATOON.....265 Third Avenue, S.
 ST. JOHN.....50 St. Germain Street
 TORONTO.....40 Adelaide Street
 VANCOUVER.....524 Pender Street, W.
 WINNIPEG.....213 McDermot Avenue

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.
\$19.00 doz.



32 oz.
Screw Top Jar.
1 doz. to case.
\$5.50 doz.



16 oz.
Mason Jar Screw Top
1 doz. to case.
\$3.50 doz.



1 Pt.
Fibre Carton.
1 doz. to case.
\$2.60 doz.



Half Pint.
Fibre Carton.
4 doz. to 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

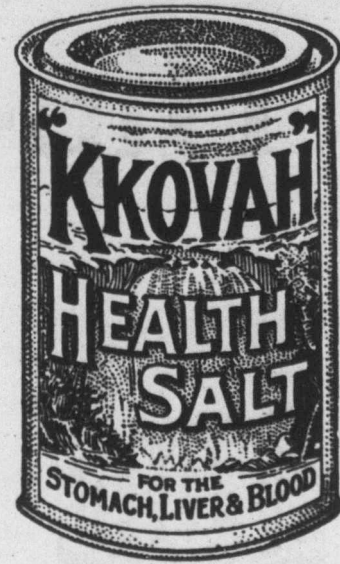


"KKOVAH" CUSTARD

An exceptionally fast selling line that is a general favorite with housewives everywhere.

"KKOVAH" HEALTH SALT

A pleasant and effective saline remedy for stomach, liver and blood. A very popular seller that is always in demand.



The profits on every sale are unusually attractive.

Sole Agents for Canada :

MACLURE & LANGLEY, LIMITED

WINNIPEG

::

TORONTO

::

MONTREAL

JAMS MARMALADES PEELS

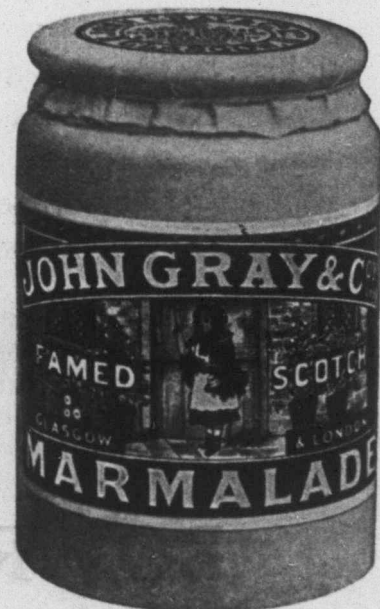
John Gray & Co., Ltd., Glasgow

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

DIRECT

SHIPPERS



Field & Co

(FRUIT MERCHANTS) 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 Elite 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

This Line is Complete Fills Every Requirement

We mean just that—you need no other line of dyes when you carry

Sunset Soap Dyes

Twenty-two beautiful, full-toned colors are in the Sunset assortment—more than any other line offers. They cover the full gamut of tone and shade from lightest blue to deepest black.

Your customer can match almost any color from the Sunset Color Card.

The selling arguments for Sunset are complete and convincing. They are fast—will not crock, fade or wash out. They dye all fabrics—silk, cotton, linen or wool or any combination at the same time in the same dye bath, with perfect results.

They do not soil the hands or stain utensils. Every woman will value such a feature.

The Sunset Counter Container
Holds, Attracts and Sells
The Best Dye in the World.

Harold F. Ritchie & Co., Inc.
NEW YORK - TORONTO

North American Dye Corporation, Ltd.
Toronto, Canada Mount Vernon, N.Y.



Malcolm Milk Products



MADE-IN-CANADA

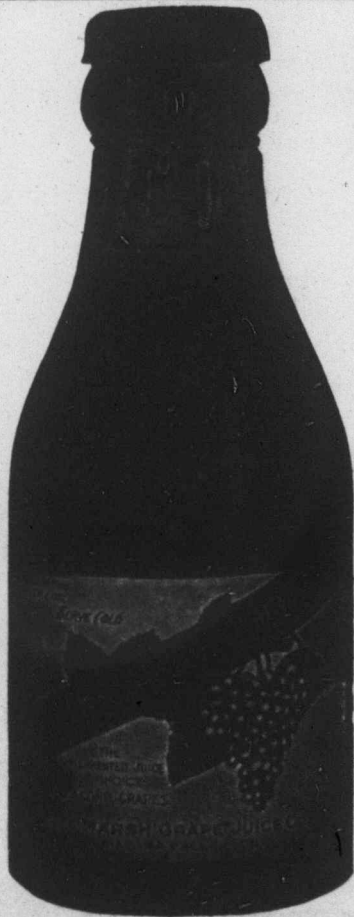
Little Ships

With each sale you make you launch a little ship of good-will on the ocean of public confidence. The question is then, will those ships come home or will they be dashed on the rocks of public disapproval?

Sink or swim—it all depends on the lines you carry.

In selling Malcolm Milk Products you need not worry about good-will for Malcolm products radiate good-will. They have won the hearts of Canadian women through purity, dependability and quality and their conquests are increasing every day.

Malcolm Condensing Co., Limited
ST. GEORGE ONTARIO



Marsh's

The Grape Juice that brings her in again for further supplies.

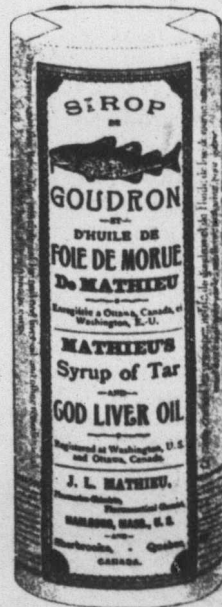
Give Marsh's a trial and see it make good.

The Marsh Grape Juice Company

NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:

The McLaren Imperial Cheese Company Limited
Toronto and Montreal



For Winter's Coughs and Colds

You cannot recommend a more reliable and well-known cough remedy than Mathieu's Syrup of Tar and Cod Liver Oil.

There is a handsome little profit waiting for you, Mr. Grocer, so why not stock up now and cash in on a big demand.

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE - QUEBEC

Pride of Canada Maple Syrup and Sugar

Will Stand The Government Test



Mr. Grocer :

You take no chances on stocking **Pride of Canada Products**. We give you a guarantee that our **Goods are absolutely Pure**. No Government Inspector can **confiscate Pride of Canada goods**. You have read in the newspapers lately that the Government had confiscated **Maple products in Ottawa**. This meant a big loss financially to the parties who had the goods in stock. You can buy all the **Pride of Canada Maple products** you require and feel sure that you will receive **absolutely pure maple syrup and maple sugar**.

Will Always Stand the Test.

REPRESENTATIVES : W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver B.C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

Maple Tree Producers Association, Limited

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

Demand Versus Acceptance

Editorial in "Printers' Ink" Dec. 18, 1919

A prominent retail merchant walked into the office of "Printers' Ink" the other day and asked us to advise advertisers to go easy on the you'll-have-calls-for-my-goods argument. According to this man, this plea does more harm than good.

He says that too often it is the concern that advertises only in flashes for the sole purpose of impressing the retailer, that is the loudest in talking about calls. The buyer discounts these promises, because he knows from experience that the few calls that such advertising may produce can be safely ignored.

When an article is well advertised, it may be taken for granted that the retailer will receive calls for it. But to emphasize this too much is dangerous. There is nothing easier than for the buyer to declare that he is not receiving calls. That is always his pet objection, and an overmastering one it is. Most salesmen give way before it.

As a matter of fact, the call argument is fallacious, both from the standpoint of the man who uses it to make a sale and also from the standpoint of the prospect who tries to get out of buying by saying he never had a call. Demand is not always expressed vocally. Advertising accumulates a host of desires in most persons that they do not express until a favorable occasion for the purchase of the desired article arises.

The chances are they may never ask for the product at all. Some time when they see it displayed, they will buy it merely by saying, "I will take one of those." Every

experienced advertiser knows that advertising is vastly more potent in creating consumer acceptance of a product than it is in bringing oral demand for that product.

Recently one of Hart, Schaffner and Marx's largest dealers told us that it is seldom a man comes into his store and asks for this brand of clothes. This retailer is widely known as a Hart, Schaffner and Marx distributor. Customers who come in take it for granted that they will be given these clothes. They do not call for the brand; they accept it. Nine times out of ten that is the way advertising works.

It is a mistake to pin too much faith on the "call" theory. It is rarely a reliable guide. We heard a druggist not long ago say that he had greatly increased his sales since he stopped waiting for "calls" and began to handle everything that he thought his trade should buy. One illustration that he gave is graphic. He declared that he always carried dental floss, but did not display it because "there were so few calls for it." In an entire year he sold only a gross of floss. However, a salesman one day induced him to group all his dental goods in an imposing display. The sale of all this merchandise immediately increased. Almost everyone who came in picked something off the counter. The increase in the floss sales was particularly noticeable. Picking up a package his customers would say, "My dentist told me to use this. I did not know that you handled it." He now sells twenty-four gross of dental floss in a year. In this one case waiting for calls was euchring this druggist out of about 96 per cent. of his possible floss business.

On They Come!

Increase after increase in the sales of "SALADA" spells satisfaction to consumer and retailer alike. With sales for Toronto Branch well over the hundred-thousand-pounds mark for the week ending January 24th, another decided advance over the corresponding week of last year was registered.

THIS IS THE TRIUMPH OF STERLING GOOD VALUE AND
IMPARTIALLY FAIR TRADING

SAME
PRICES
TO ALL



GUARANTEED
SALE OR YOUR
MONEY BACK

"SALADA" TEA COMPANY OF CANADA

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.

Pancake Tuesday



TECO Tuesday - Pancake Day

Announcement by

The Teco Chap

I come before you, members of the grocer trade, to tell you why this year is bound to be a particularly big year for you and for me.

But before doing so, I want to thank you for your splendid co-operation in bringing Teco flour so successfully to the attention of your customers.

I have reason to believe, gentlemen, that Teco pancake flour will have a record sale this year and I propose to point out the reason for this confidence—firstly, secondly and thirdly in the good old-fashioned way.

Firstly.—There is a vast difference in pancake flours. True, they are nearly all made from much the same grains, but Teco pancake flour has one unique ingredient of its own, quite aside from the high quality of the cereals selected. That unusual element is **Buttermilk**—powdered, malted buttermilk. No wonder Tecos have such a tempting savory different taste.

Secondly.—I am telling your customers through the leading daily newspapers just how "scrumptiously" good Teco pancakes are. I am inaugurating a Pancake Tuesday Campaign. Your customers will think there should be seven Tuesdays in each week—every day pancake day. I'm sharpening the pancake appetites of this good old Canada of ours, and just as sure as my name is Teco Chap, I'll make two pancakes disappear where only one has gone before. There is "nothing else to it," gentlemen, this will be a whopping big pancake season just as sure as butter melts on hot cakes.

In closing this little speech of mine, I want to answer, for your benefit, a question that has often been asked of me—how to account for the quick and universal success of Teco. In one sense the "Buttermilk does it," because it's the powdered, malted buttermilk that gives Teco pancakes their wonderful lightness and savory flavor. But in another sense it's you grocers who have made "Teco" so successful. For you have been swift to recognize its real superiority and to recommend it to your very best customers.

I want you to know that I appreciate your help, gentlemen, and I will always do all in my power to reciprocate.

Gentlemen, I thank you.

THE TECO CHAP.

**Two kinds of Flour
— White Wheat and
Buckwheat,
different in taste, but
twins in quality.**

*The Buttermilk
Does it*

It's in the Flour

*Your jobber has Teco Pancake Flour in Stock—Order a case to-day
and be ready for the demand for Shrove Tuesday—Pancake Tuesday*

TECO PANCAKE FLOUR is made in our own mill at BELLEVILLE, CANADA.

TECO COMPANY, Limited

DISTRIBUTORS AND JOBBERS

**H. D. MARSHALL, Ottawa, Montreal, Quebec. W. G. PATRICK CO., Ltd., Toronto and Western
Ontario. KENT BROKERAGE CO., Winnipeg.**

**Uniform fine Quality and extensive advertising
have made Red Rose Tea as staple as our currency.**



No dead stock--Always worth the full retail price

A Good Position for the Right Man

A \$5,000 a Year Man

One with a thorough knowledge of the grocery trade, who has made a success in the grocery business and who is willing to start in a new line, with all the hard work this would entail—because it would lead to a bigger future. While an inexperienced salesman of advertising might probably not reach the \$5,000 amount the first year, yet the possibilities permit of this in a few years' time. An appetite for selling, resourcefulness, some knowledge of advertising and a thorough acquaintance with the grocery business are qualifications that will help more quickly to attain the above-mentioned figure or more. Apply first by mail to

CANADIAN GROCER

143-153 University Ave.

Toronto

Yes,
**British
Made**



For
**Canadian
Trade**

"It's the best
Food for

Infants and
Invalids"

Stock the best, "it pays" and means repeat business

Robinson's Patent Barley

has stood the test for One Hundred Years. Are you selling as much as you should?

MAGOR, SON & CO., LIMITED

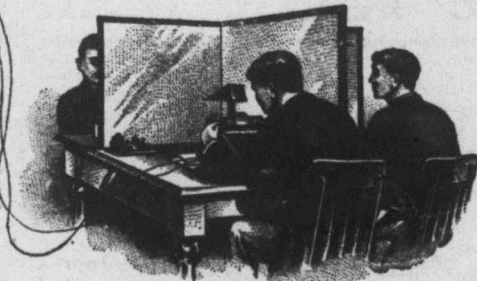
191 St. Paul Street, W., MONTREAL

30 Church Street, TORONTO

NICHOLSON - RANKIN LTD.

**WHOLESALE
GROCERY BROKERS**

**IMPORTERS
EXPORTERS**



"IN TOUCH WITH THE WORLD'S MARKETS"
ALL QUOTATIONS SUBJECT TO CONFIRMATION
TELEPHONE MAIN 6601

OFFICES - 707-708 CONFEDERATION LIFE BLDG.

WINNIPEG, CANADA

CODES
A.B.C. 4175, 5TH EDITION
ARMSBY'S LATE ST
PRIVATE CODES

If you make good in the selection of your brokers,
your brokers will make good for 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, FEBRUARY 6, 1920

No. 6

Commerce Board Will Investigate Hamilton Grocers' Organization

Hon. W. E. Raney, Attorney-General, States That the Complaint Reaching His Office
is One Against Wholesalers and Not Particularly Against the Retailers
—Hearing Will Take Place on February 16

"The complaint that has come to this office is one against wholesalers and not against retailers," Hon. W. E. Raney, Attorney-General for Ontario, told a representative of CANADIAN GROCER, when the latter called on him in his office at the Parliament Buildings this week. "The report that has come to me," he continued, "has been that six wholesalers in the city of Hamilton have combined to hold all the trade for themselves. The claim is that two other wholesalers who are endeavoring to do business are being boycotted, and this combination of six wholesalers are endeavoring to force the retailers of the city to do business with them, to the exclusion of the other two. Such is the complaint that has come to me, and which I have instructed A. W. Roebuck, acting for the Department, to take before the Board of Commerce for investigation. The petition, I understand, has been presented to the Board, and will be heard in Hamilton on the sixteenth of the month."

"Are the retailers of Hamilton implicated?" CANADIAN GROCER asked. The GROCER representative pointed out that according to the public press statements that had been made, emanating from the Attorney-General's department, it was the new organization of the Hamilton grocers that was chiefly concerned.

"As I have already said, the report that I received was against six wholesalers, and not against retailers," the Attorney-General reiterated. "However, the complaint may go beyond wholesalers, and retailers may be involved, but, primarily, the protest was against wholesalers."

Interviewing Arthur W. Roebuck in regard to the statement of Attorney-General Raney, that the complaint was against the wholesalers, CANADIAN GROCER was informed that while the report chiefly concerned the wholesalers of Hamilton, on account of the story in the daily papers that the new Retail Grocers' organization would meet once a week to fix prices, it was felt that in including retailers in the petition, this charge of price-fixing against the organization could also be looked into at the same time. The charge against the retailers, he said, was really secondary to that of the wholesalers.

THE PETITION

Arthur W. Roebuck, attaching an affidavit of Charles Alfred Fitch, sets forth that he is informed that such a combine exists, and names the following wholesale merchants as members of the combine: Balfour, Smye & Co.; Bristol, Somerville & Co.; W. H. Gillard & Co.; MacPherson, Glassco & Co.; James Turner & Co., Ltd.; Lumsden Bros.

He also names the following manufacturers: W. C. McDonald, Reg., of Montreal, Que.; St. Lawrence Starch Co., Ltd., of Port Credit, Ont.; Surprise Soap Co., Ltd., of Toronto, Ont.; the Shredded Wheat Co., Ltd., of Niagara Falls, Ont.; Battle Creek Toasted Corn Flake Co., of London, Ont.; W. K. Kellogg Cereal Co., Toronto, Ont.; Borden Milk Co. of Montreal, Que.; Canada Starch Co., Ltd., of Montreal, Que.; Proctor & Gamble of Canada, Ltd., of Hamilton, Ont.; the Quaker Oats Co.,

Ltd., of Peterborough, Ont.; C. H. Catelli Co. of Montreal, Que.; E. W. Gillett Co., Ltd., of Toronto, Ont.

The list of merchants includes: William S. Hunter, F. W. Pankhurst, Frank Smith, A. B. Gillies, G. L. Salton, S. T. Baillie, Mr. Wilcox, Mr. Adams, Mr. Digman, Mr. Saul, F. W. Dobson, J. Hutchinson, C. E. Horning, F. W. Robinson, R. J. Thomas, and F. W. Seeley.

"All of whom are merchants of the city of Hamilton and said to be members of the Executive of a price-fixing association in the city of Hamilton, and such price-fixing association and others at present unknown," says the petition.

The Secret Rebate Question

These Hamilton wholesale grocers maintain that there are certain ethics in business that should be strictly adhered to. For instance, they are against the giving of secret rebates on articles sold

to retailers with an established wholesale price. They claim that manufacturers should not sell to wholesalers who cut these established prices by giving secret rebates, or allowing their travellers to do so. The Secret Commissions Act was passed several years ago to make this a criminal offence. Of course, this brings up the whole question of the right of a manufacturer to establish a price on his goods from wholesaler to retailer. Chief Justice Falconbridge, in his judgment in the memorable Guild case ten years ago, upheld the right of the manufacturer in such a case.

THE REASON FOR THE ORGANIZATION

Hamilton, Ont.—Feb. 4 (Special)
—The organization of the Hamilton retail grocers was prompted by the action of certain business men in that city, who believed that they were being unfairly discriminated against. A certain department store in Hamilton was selling a washing powder at ten cents a package, that the average retailer could not buy from the manufacturer under 11 1-9 cents. Approaching the manufacturer in regard to the matter, Hamilton grocers protested strongly against this condition. The manufacturer in turn took it up with the department store, the management of which refused to stop selling at a cut price. This store was then told that they would not be sold any further orders. But before any ban could be enforced, the department store had bought some 24,000 packages wherever they could be secured from the various wholesale houses, and continued to sell it at ten cents a package. It was this alleged unfair method of trading that roused the indignation of the Hamilton grocers, and resulted in the formation of the organization that is now about to be investigated.

It is quite likely that this will be an important point dealt with in the present investigation.

Welcomes Investigation

In speaking of the investigation that is to take place, H. C. Beckett, of W. H. Gillard & Co., Hamilton wholesale grocers, welcomes such an investigation, and believes that it will result in a complete understanding of the situation.

"The consumer is entitled to the fullest information regarding all matters concerning the inland trade of Canada," he said. "It is the duty of those vested with authority to insist upon investiga-

tion, not only of the grocery trade, but of other lines of trade in Canada. While consumers have, undoubtedly, cause for complaint, they are apt to put the blame on the shoulders of the wrong people. Investigation will result in commendation of some and condemnation of others. This is as it should be and must be if we are to get at the root of the trouble. As all classes of trade, therefore, need investigation, I sincerely trust that the wholesale grocers, of not only Ontario, but of the whole of Canada, will be investigated first. Then follow the same process with all other lines of trade, after which adopt a standard of sound business ethics. We will then have a

much happier state of affairs in Canada."

Can Convince the Board

W. J. Hobson, of Peebles-Hobson, retail grocers, Hamilton, and one who has been instrumental in bringing about the formation of the new Grocers' Organization, in commenting on the report of the Attorney-General, that an investigation is to take place, believed that the grocers could convince the Board of Commerce that their action was not only legal, but in the interest of business ethics and of the consumer. "The investigation will clear the air," he said, "and bring matters to a proper understanding."

Winter Wheat Flour Prices Advanced

Canadian Wheat Board Authorizes Increase in Quotations of British Columbia, Ontario and Quebec Wheat to Mills in Canada 25 Cents Per Bushel—
Flour is \$1.15 Per Barrel Higher

WINNIPEG, Feb. 1.—Effective from midnight on Saturday last and until further notice, the Canadian Wheat Board has ordered changes in the price of wheat and flour.

The price of British Columbia, Ontario and Quebec wheat to mills in Canada is now raised by 25 cents per bushel, and the Board also increases the maximum wholesale price of Government standard winter wheat flour from \$10.10 per barrel to \$11.25 per barrel, basis of f.o.b. cars Montreal.

The New Prices

The new regulation, No. 85, says the following prices now obtain:

\$2.80 per bushel, including 5 cents a bushel carrying charges, basis No. 1 Manitoba Northern and No. 1 Alberta red winter in store public terminal elevators, Fort William or Port Arthur.

\$2.70 per bushel, including 5 cents per bushel carrying charges, basis No. 1 Durum in store public terminal elevators, Fort William or Port Arthur.

\$2.58 per bushel, including 5 cents per bushel carrying charges, basis No. 1 spring, No. 1 white winter and No. 1 red winter wheat in store Montreal.

\$2.56 per bushel, including 5 cents per bushel carrying charges, basis No. 1 mixed Ontario and Quebec wheat in store Montreal.

\$2.49 per bushel, including 5 cents per bushel carrying charges, basis No. 1 commercial grade wheat in store Montreal.

\$2.50 1-2 per bushel, including 5 cents per bushel carrying charges, basis No. 1 British Columbia wheat in store Canadian Government elevator, Vancouver.

The spreads for lower grades than those above shall be the same as the spreads in the orders of the Board relating to cash payments to be paid to the producer.

The maximum wholesale prices ordered in regulation No. 69 are as follows:

DEMAND FOR FLOUR IS VERY INACTIVE.

Milling companies at the present time report operations rather quiet, and the fact that there are no orders coming through from the Wheat Board, coupled with their non-acceptance of flour already ordered, renders the milling situation rather dull. The domestic demand is not heavy, as stocks in distributors' hands are said to be fairly heavy, and with the increase in price business in flour is likely to fall to a minimum. This means that mills, even those with considerable stocks of grains on hand, are working at the most limited capacity, and there is a strong probability that, unless there is an immediate improvement there will be a general shut-down in the industry. Many mills are already closing, as the situation, as it exists, does not warrant the development of surpluses.

No advance in the price of bread has as yet been announced, and according to Mark Bredin of the Canada Bread Company, Toronto, it is not likely to take place, for the present at least. The order only affects winter wheat flour, and this is not used in the making bread, but is chiefly used for cakes and pastry. Other bakers, however, seem to think that an increase in bread prices is inevitable, as the current quotation of 12 cents a loaf is not as high as the price of flour would warrant.

1.—That the standard of flour manufactured in Canada for sale in Canada be the standard set by the Canadian Wheat Board and designated as:

(a) Government standard spring wheat flour.
(b) Government standard winter wheat flour.

2.—That maximum wholesale prices of flour from midnight January 31, 1920, inclusive, until further notice shall be:

(A) Government standard spring wheat flour, \$13.15 per barrel, basis 98 pounds net, jute bags.

(B) Government standard winter wheat flour, \$11.25 per barrel, basis 98 pounds net, jute bags.

These prices are basis f.o.b. cars Montreal.

3.—That effective from midnight, January 31, 1920, inclusive, the above maximum wholesale prices have legal authority and any sales or purchases made in excess of them will be regarded and treated as violations of the regulations of the Canadian Wheat Board.

Corn Syrups Show Sharp Advance Increases in Quotations This Week Range From 25 to 60 Cents, According to the Size of Tins—Consumption Increasing

CONSUMPTION of corn syrup has greatly increased, probably due to the higher prices of sugar. Housekeepers are commencing to realize that corn syrup can be used in place of sugar for a great many purposes. For preserving fruit and baking, it is equally as good as sugar, and far more economical.

In the issue of CANADIAN GROCER of two weeks ago, also in last week's issue, it was pointed out that corn syrups were due to reach higher prices. That advance is announced this week. Quotations are: 25 cents to 60 cents a

case higher, according to the kind and size of the cans. A new prepaid freight rate is also announced by the manufacturers. Whereas previously freight was prepaid to all points in Canada, the new rate limiting shipments to 250 pounds or less, and covering that area on the map bounded on the west and north by Sault Ste. Marie, east to Quebec, and south to Windsor. This new prepaid freight rate will mean that shipments to points further than these points in the Provinces of Ontario and Quebec will have to pay more for their corn syrup.

What Gives Pulling Power to Window?

Several Retailers Have Their Own Ideas as to the System That Develops Sales By Window Display—Some Interesting Experiences of Various Toronto Retailers

By M. DOHERTY

"MY windows are my cheapest, and, I may say, my most effective advertising," said J. W. Woodcock, manager of The Ideal Grocery, 742 Queen E., Toronto, in reply to a query regarding the value of window display.

"After twenty-three years in business I feel that a grocer can sell any article of merit if he brings it to the attention of his trade, and the quickest, easiest, most effective method of doing so is through a well-arranged window display.

"To get down to brass tacks," continued Mr. Woodcock, "these windows of mine sold ten cases of soup in less than ten days. This soup is equally as good as the more popular brands but still is a comparative stranger to the public. So far as my trade is concerned it is on the market to stay, for I have constant repeat orders for it.

"Some time ago I bought 150 cases of corn flakes. This is a rather large order for a store of this kind, and meant that we must push the sale unceasingly. We dressed our windows with this cereal for a week, and the demand was so great that even we were astonished. At the present rate of sale I believe I shall not have a package left in a few weeks' time."

Sells Twelve Cases in Three Days

E. S. Webb, 1045 Gerrard E., Toronto, believes in window display, but he is an advocate of one thing at a time.

"I don't believe in crowding a little bit of everything into the window. I find it better to play up just one item. For instance, a few days ago I dressed this window with ~~can~~ salmon, and in three days disposed of twelve cases."

Combination Windows Help to Introduce Goods

Another theory, and one held by W. Hitchinson, Earls court, Toronto, is that certain foodstuffs such as honey, marmalade and jams, sell best when displayed together.

"I put the popular brands in with the less known ones," he says, "and unless a customer asks for a variety by name I show her all the lines I carry. For instance, I have a certain new jam. It is really superior to several better known brands, but its container prejudices the public against it. In showing it to a buyer I mention this fact, at the same time dwelling on the merits of the goods and inviting her to taste a sample in a more attractive container. If the sample appears to win her favor I assure her that the tin in question is japanned and that there is no danger in using the goods from the can. These arguments often induce a trial. My displaying this with other brands and endeavoring to meet and satisfy the ob-

jections of the trade, have resulted in the sale of two cases of this fruit, where formerly I hadn't a chance to give it away. No matter how carefully my shelves or counters are arranged, I find it is the windows which eventually advertise my goods."

Seasonal Windows Effective

"I believe that a window display that anticipates seasonal appetites is the most effective," remarked A. H. Mealing, 2194 Queen E., Toronto. "Before cold weather sets in I begin to exhibit the lines that are going to appeal to my customers later on. Certain package goods of a bulky nature sell best with us if dumped indiscriminately into a window with an effective show card carrying the

slogan: 'While They Last', 'For To-day Only.' This setting a time limit is a very effective method of inducing the public to buy, but be sure you adhere strictly to your limit.

"In this locality a well-dressed window draws a good deal of transient trade. A display of honey for instance brings a number of new customers into the store. Once in, we can suggest certain other articles that go well with honey—bacon and fresh eggs, for example, self-raising flours, grapefruit—the list is limitless, depending solely on the article you are featuring strongly.

"This is the way we work the seasonal idea through the windows, and we find it a very profitable method."

Are You Making Money?

"WHERE can I obtain a ready-reckoner to enable grocers to know what percentage they could make on goods at various increases over cost and the percentage is stated on the cost; also the price. I think a wholesale grocer issued the above book some time last spring.

"Or a ready-reckoner and a percentage book showing percentages?"

The above enquiry has just been received, and as somewhat similar enquiries are being frequently received, the accompanying tables are given.

The matter of figuring profits is one that is always of importance; only by being sure of the exact percentage that is being made is it possible for the merchant to be sure that after his labor he is actually showing some profit on his business.

Herewith are reproduced two charts that should make the matter clear to everyone. Cut these out, and paste them on a bit of card, and hang them in

your office, and then there need be no danger that goods are being sold at a loss.

Are You Making Enough Money in Your Business?

Do you mark your goods, based on their cost price, and do you figure the expense of doing business on your sales? If you do, the following table may help you.

If you want to make 10 per cent. on the selling price, add 11.11 per cent. to the cost.

If you want to make more, add to cost as below:

Profit on sales	Add to Cost to Equal	Profit on sales	Add to cost to Equal
10%	11.11%	20%	25.00%
11%	12.36%	21%	26.58%
12%	13.63%	22%	28.21%
13%	14.93%	23%	29.88%
14%	16.28%	24%	31.58%
15%	17.65%	25%	33.33%
16%	19.05%	30%	42.86%
17%	20.49%	35%	53.85%
18%	21.96%	40%	66.66%
19%	23.46%	50%	100.00%

TABLE FOR FIGURING NET PROFITS

If your cost of doing business figured on sales is represented by one of the figures on the top line. And you mark your goods at one of the percentages on the first column above delivered cost.

p.c.	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25		
p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.		
25	10	9	8	7	6	5	4	3	2	1	00	1	Loss	2	Loss	3	Loss	
33	1-3	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1	00	
40	18	4-7	17	4-7	16	4-7	15	4-7	14	4-7	13	4-7	12	4-7	11	4-7	10	4-7
50	23	1-3	22	1-3	21	1-3	20	1-3	19	1-3	18	1-3	17	1-3	16	1-3	15	1-3
60	27	1-2	26	1-2	25	1-2	24	1-2	23	1-2	22	1-2	21	1-2	20	1-2	19	1-2
75	32	6-7	31	6-7	30	6-7	29	6-7	28	6-7	27	6-7	26	6-7	25	6-7	24	6-7
100	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25		

Your percentage of net profit is represented by the figures at the junction of the two columns.

EXPLANATION—If your cost of doing business is 15 p.c. of your gross sales and you mark a line at 25 p.c. above cost of goods, your net profit is 5 p.c. on sales—as shown in the diagram. If your cost of doing business is 18 p.c. and you mark a line at 60 p.c. above cost, your net profit is 19 p.c. on sales.

Grocery Sales Grow Through Display

It Doesn't Matter so Much What the Goods Are—Right and Timely Display Will Sell Them—P. Dery, of Montreal, Treats the Child as He Treats the Parent

P. DERY, a Montreal grocer, located at 417 St. Catherine Street East, believes so strongly in displaying groceries, and in fact all products which are held for sale, that he draws no line; everything that may be in reason, he endeavors to show. Particularly, if the housewife has come in with a list, she will have undoubtedly omitted some one or more items, which, if observed while in the store, she will purchase, and without seeing which, she would not buy.

During the course of an interview by CANADIAN GROCER, Mr. Dery pointed to several boxes of onions, beets, turnips, carrots, and such coarse vegetables as the average housewife wants in the winter season. He stated that, while it was not possible to make such goods appear altogether attractive, "you must show goods if you want to sell them; if you do show them, you can sell nearly anything; people want to see the goods."

Specially-Made Fixtures

Some of the best fixtures in Mr. Dery's store are those made for him by a cabinet-case manufacturer, but embodying his own ideas as to size and pattern. In this respect they are different from the regular stock designs, and because of this difference, Mr. Dery can accommodate a large variety of goods in the cases, and still make as attractive, if not a more attractive display

than with the regular type of case.

There are at least four of the display front type of cases used, the kind which combine display, storage and counter space, in the one case or cabinet. As will be seen by reference to the accompanying photograph, the cases for some goods have no fewer than 72 distinct classes of biscuits shown. This is a big advantage. "With the old display case," said Mr. Dery, "we could not show as many kinds, but with the four display sections in each division, we get 72 spaces in this case. A customer can see the kind of biscuit and the price is in plain figures right before her. These cases are much better."

Cake and Candy Cases

Many hundreds of pounds of cake are sold, and here again, Mr. Dery attributes his sales (and which are constantly increasing) to the method of display. Cakes must be shown to the best advantage, if sales are desired, and here, to attain this result, a neat little glass-pannelled case of rectangular shape is placed on the counter or on a silent salesman, and various types of jelly rolls, a layer cakes, cookies, doughnuts, etc., are contained therein. This case is used for this purpose only, and Mr. Dery is very enthusiastic regarding the development of sales. The cake is delivered to the store by the maker, and as a variety is carried, the customers have a range to select from which is

desirable to them, and profitable to the store.

Candy is displayed in a silent salesman near the entrance, and at the holiday season a special display is made in such manner as to catch the eye of the child and the parent, and a big showing of popular-priced sugar-sticks, kisses and mixed candy is shown where children, as also adults, will be sure to see it, and so want to buy.

Display Without Cost

The Dery store has a corner location. The front has several sheets of plate glass through which displays look well, when properly made, and in dressing these, care is taken to show what will likely appeal to the prospective customer at the season when displays are made. Nuts and dried fruits, for instance, make a real appeal at, and prior to the holiday season. In a recent showing, Mr. Dery arranged trimmings in the nature of a pillar and arch effect, and these, made of light material, were placed against the glass. With "roped" evergreens used, the effect, from across the street, and from nearby too, was quite different than that obtained without their use. Furthermore, these arches, or wreaths, etc., are timely at the Christmas season.

Windows, used in this way, mean display without cost, or nearly so. As a matter of fact, the right use of windows, Mr. Dery thinks, is a very im-



Exterior of the P. Dery store, St. Catherine St. E., Montreal.

portant part of retailing, and upon their use in the best sense, sales of groceries materially depend.

Thirteen Years' Growth

Asked as to the development of his business. Mr. Dery told CANADIAN GROCER that he had been in the trade thirteen years. Some eight years of this period was spent in a location a short distance from the store now occupied. Over four years ago the location was changed to that at present occupied, and here, the old customers continue to come. "My customers are well satisfied, and continue to buy from me," was Mr. Dery's way of explaining their allegiance. "It never does to fool a customer; always give them what they expect to get, or better; if you fool them once, they will not come back again."

And so, with children, the same policy is followed. The little tots were trading in the store aplenty when the representative of CANADIAN GROCER was there, and they were all smiles, and were readily waited upon, and with as close care and attention as their parents would receive were they there. No line is drawn in this respect; the wee buyer

Some Big Sellers

As an indication of what large sellers some lines of groceries are, Mr. Dery said that his sales of biscuits would total \$500 and \$600 per month. "A \$500 month would be the smallest one," he said.

At the above rate, it will be seen that sales total many thousands of dollars yearly, and for a one-line seller that has, and will greatly develop. In this development, one of the big factor has been that of the display features, and already outlined.

In connection with biscuits, Mr. Dery referred to a separate display case in which he shows important biscuits, and which have to be retailed at 75 cents per pound. "Is not this a high price, and do customers not hesitate at such a price?" asked CANADIAN GROCER. "These are the very best grades, and while some other makes will not keep fresh for three months, these goods are just as fresh in a year's time as when we get them. The flavor, too, is better, and the taste lingers in the mouth after they are eaten."

In all, about 1,500 cases of canned

MR. DERBY'S CREED

To serve little customers with same care as big.

To emphasize importance of display.

To provide modern equipment for many goods.

To treat patrons so they never will trade elsewhere.

To watch credit very closely.

To sell a better class of groceries.

goods are sold annually. This comprises fruits and vegetables, but the big sales are of the latter. Supplies of these are laid in early in the season, after the various goods are packed for shipment by the canners.

In the store, right on the floor, a huge cask of best grade Spanish wine was observed. Mr. Dery said that this was an excellent seller, and that out of a value of over \$600 worth in this cask, he had disposed of over \$300 worth within a few weeks. It would be no time, so to speak, before the balance would be sold, customers buying it in pints;

quarts, etc., and at a rate of over \$6 per gallon.

Checks Up Closely

While Mr. Dery said that a certain amount of credit is given, he uses great care to check this closely. "We do not let many have goods for more than a week. Of course there are a few old customers who pay us in thirty days. We watch credit closely."

Over the telephone come a great many orders. Mr. Dery answers many calls himself. This is important. It brings the proprietor into touch with customer's needs, and, if they have any, with complaints. But even the latter are likely to be few in number if this contact is continued. It permits of a good understanding between the grocer and his customer at all times.

Mr. Dery has well-defined ideas on selling. He takes the stand that, very often, the customer desires a certain kind of goods, and if so, it is not wise, always, to make a serious effort to substitute. There is a way of handling such matters. For instance, the stock of a certain brand of soup became scarce. Mr. Dery had another brand and which, he himself, believed to be superior. He recommended it to his customers. They bought it, and, as he said, many who had come for the other brand were now buying the one he thought better, and they had been willing to take his word for it, having confidence in him that he would not sell them an inferior product. This is but one instance to show the dependence which is placed in the grocer by his trade. He knows, or ought to know the value of goods; consequently, if he be well posted, his trade will confide in his judgment; they will depend, absolutely, upon his selection.



A view in the well-equipped interior of the P. Dery store.

Kindly send us an idea of what you think the best way of getting a dissolution sale bill out.—Clark & Clayton, Carlow, Ont.

Answer:—

Dissolution Sale

Commencing Monday, January 26th, we will sell our complete stock of high-grade Groceries, Boots and Shoes also Hardware at greatly reduced prices. This sale will be continued for one week.

Read every item below—they're interesting.

GROCERIES

Prices are rapidly advancing. It will pay you to lay in a supply at these prices.

(List of goods with prices).

BOOTS AND SHOES

Bring the whole family and let us fit them out with a pair of nice shoes. We can save you money.

(List of goods with prices).

HARDWARE

There are many lines in this department that you are using every day. All are specially priced for this SALE.

(List of goods with prices).

CLARK & CLAYTON

CARLOW, ONT.

Note—Mr. Clark is severing his connection with this firm and will in future be conducted by E. L. Clayton.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers
INFORMATION WANTED

Date..... 192..

Please give me information on the following:Name

Address

.....

.....

.....

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.

SODA FOUNTAIN EQUIPMENT

Where could we purchase soda fountains and equipment?—W. J. Hillock, Moosomin, Sask.

Answer.—J. J. McLaughlin, Toronto, Ont.; Liquid Carbonic, Chicago, Ill. (with an office in Toronto at 70 King Street West); Kent, McClain, Ltd., Toronto, manufacture other equipment for confectioners, such as display cases, etc.

WINDOW DISPLAY MAGAZINE

Could you recommend me any magazine showing how to make an up-to-date window display suitable for small windows?—Mr. J. A. Godard, 207 Rue Cascades, St. Hyacinthe, Que.

Answer.—We would refer you to the "Merchants' Record and Show Window," 431 South Dearborn Street, Chicago, Ill.

If your enquiry is regarding the grocery business, you can obtain the "Grocers' Window Book," Price \$1.50, from the Technical Book Department, MacLean Publishing Co., 153 University Avenue, Toronto, Ont.

WHERE TO BUY SYRUP PUMP

Will you please tell me where I can buy a syrup pump?—A. LeBlanc, Penetanguishene, Ont.

Answer.—These may be purchased from Wilson, Lytle & Badgerow, 112 Duke Street, Toronto, Ont., and Enterprise Manufacturing Co., Philadelphia, Pa.

PAPER BALING MACHINES

We would be obliged if you would tell us makers of paper baling machines, as well as the names of buyers of waste paper.—E. P. Crowe, Limited, Stewiacke, Nova Scotia.

Answer.—Paper balers: Climax Baler Company, Hamilton, Ont.; Stephenson, Blake & Company, 60 Front Street, Toronto; A. R. Williams Machinery Co., 64 Front Street, Toronto; Toronto Type Foundry, 70 York Street, Toronto, Ont.

Buyers of waste paper: E. Pullan, Maud Street, Toronto, Ont.; Western Rag & Metal Co., 442 King Street East, Toronto, Ont.; The Levi's, 100 John Street, Toronto, Ont.; J. Mudrick, 36 Ossington Avenue, Toronto, Ont.; Frankel Bros., Toronto, Ont.; J. H. Walker & Co., Montreal, Que.; Canada Waste Paper Co., Montreal, Que.; Factory Waste & Metal Co., Montreal, Que.; Quebec Rag & Metal Co., Quebec, Que.

REGARDING THE AUTO KNITTING CO.

Are the Auto Knitting Company, Ltd., 607 College St., Toronto, a reliable concern to invest in, as per their advertisement?—Ed. Chambers, R.R. 3, Coldwater, Ont.

Answer.—Answer has been mailed.

MANUFACTURERS OF PEANUT ROASTING MACHINE

Will you kindly give names and addresses of firms handling peanut roasting machines?—W. J. Oke, Simcoe and Bethune St., Peterborough, Ont.

Answer.—Hobart Manufacturing Co., 149 Church St., Toronto; Fletcher Mfg. Co., Hayter St., Toronto, Ont.; Kingery Mfg. Co., 420 N. E. Pearl St., Cincinnati, Ohio.

GROCERY PAPERS IN ENGLAND AND FRANCE

Kindly let us have addresses of similar publications to CANADIAN GROCER in England and France, and oblige.—Dominion Sales Company, Room 412, Old Birks Building, 14 Phillips Square, Montreal, Que.

"The Grocer and Oil Trade Review," London, England; "Grocery," London, England; "L'Alimentation," Nouvelle Administration and Reduction, 16, Rue J. J. Rousseau, Paris.

WHERE TO BUY EMPTY BAGS

Will you please tell me where I can buy empty bags, jute?—Mr. Alphonse

Clemont, Lorrainville, Comte Temiskamingue, P.Q.

Answer.—The Canadian Bag Company, Limited, 100 Paton Rd., Toronto, factories in Montreal and Winnipeg; Consumers Bag Co., 301 Euclid Ave., Toronto, Ont.; Woods Manufacturing Co., 401 Logan Ave., Toronto, Ont.; Bennis Bros. Bag Co., Winnipeg, Man.; Smart Bag Company, Montreal, Que. (Second-hand)—The Bag Metal Co., 428 Richmond St. W., Toronto, Ont.; J. Krasnon, 530 Front St. West, Toronto, Ont.

COLLECTION LETTERS

Some weeks ago I saw an advertisement (for sale) letters differently worded to send out to slow customers. I would appreciate any information.—Mr. G. Norman Willets, 85 Emilie St., Brantford, Ont.

Answer. — The only advertisements that we know of, running in CANADIAN GROCER during the last few months, are: Fidelity Collection Agency, Ltd., Canadian Bank of Commerce, Winnipeg, Man.; Toronto Stenographic Service, Webster Building, Toronto, Ont.; Nagle Mercantile Agency (Laprairie), Montreal, Que. Following are some other collection agencies: The Abell Mercantile Corp., Limited, 33 Richmond St. W., Toronto, Ont.; N. L. Martin & Company, 73 King St. West, Toronto, Ont.; S. E. Montgomery & Company, Board of Trade Building, Toronto, Ont.; New Era Service Company, Excelsior Life Building, Toronto, Ont.; T. W. Richard & Company, 23 Scott St., Toronto, Ont.

WHERE TO BUY NOVELTIES FOR SUMMER RESORTS

Kindly give me one or more addresses of some good house selling novelties, goods suitable for summer resort places, such as Banff.—Mr. L. Trono, Banff, Alta.

Answer.—Fancy Goods Co. of Canada, 468 King St. W., Toronto, Ont.; Nerlich & Co., Front St., Toronto, Ont.; Croft & Sons, Wellington St. W., Toronto.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers
INFORMATION WANTED

Date..... 1920..

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

Address

.....

.....

.....

Bankruptcy Act Says Merchant Must Keep Business Record

Many Reasons Why the Grocer Should Keep Books, Even Apart From the Law—In His Own Interests to Do So

CANADIAN GROCER has received letters from subscribers asking information as to the nature of the Bankruptcy Act which comes into effect on July the first next.

The time has come when all merchants who are not in the habit of keeping an accurate record of their affairs should immediately take steps to open such a set of books as may be necessary to record the various transactions of the particular business in which they are engaged. The size of the business makes no difference, the large departmental store, the up-to-date grocery, the country merchant and down the list to the small fruit and grocery store, all are affected by the amendment to the Criminal Code which comes into effect on July first of this year and applies to every province in Canada.

Amendment to Criminal Code

It reads as follows:

"Everyone is guilty of an indictable offence and liable to a fine of \$800 and to one year's imprisonment who,

(o) being a trader and indebted to an amount exceeding one thousand dollars, is unable to pay his creditors in full and has not kept such books of account as, according to the usual course of trade or business in which he may have been engaged, are necessary to exhibit or explain his transaction, unless he be able to account for his losses to the satisfaction of the court or judge and to show that the absence of such books was not intended to defraud his creditors, but no person shall be prosecuted under the provisions of this paragraph by reason only of his having failed to keep such books of account at a period of more than five years before the date of such inability to pay his creditors."

Why You Should Keep Books

There are many reasons apart from the law why every business should keep a record of all transactions pertaining to their business. It is a method of successfully conducting your business and a satisfaction to yourself in knowing the exact condition of your affairs. The satisfaction in knowing the value of your stock and equipment, how much money is owing to you, the amount which you owe, your delivery costs and many other incidentals that are added to the cost of "doing business" but of which you haven't the slightest idea of the amount, unless you keep a record

How Much Money Have I Made?

An accurate record of your business will enable you to ask yourself the question, "How much money have I

made?" and get the correct answer. Perhaps you think you are making a lot of money when in reality the business is just existing. The records are then carefully examined, and you find many an item that is a revelation. Your delivery is costing more than it should, or perhaps you have been selling your merchandise at too close a figure or probably you have not figured your cost correctly. Your records will show you where to locate these leaks that are eating up your profits.

May Want to Borrow

There is another reason why records should be kept and a very vital one. Perhaps you have been buying a little

heavy, or have had a loss through bad accounts or some other loss that may come, in the career of any merchant. An accommodation from your wholesaler or banker will tide you over this temporary embarrassment. Now is the time that your records will come into play. A straightforward statement of your affairs is presented to your banker or wholesaler showing how much money you owe, the amount of money on your books, the amount of your turnover, and the reasons why a loan is required, you will have very little trouble in getting a temporary accommodation.

The merchant who tries to operate his business without keeping books is in the position of a sailor trying to steer his ship without a compass. He has very little guide to his progress, and no reliable means of judging as to his success or failure.

Editor's Note.—An article dealing with the proper books to keep will be published in next week's issue of CANADIAN GROCER.

Selling Sugar at 14 Cents

Grocer in Hull, Ont., Sells Sugar Under Price Ruled by Board of Commerce—Sales Conditional on Purchase of Five Dollars' Worth of Other Goods

HULL, Feb. 4.—In view of the fact that a recent order of the Commission of Commerce had fixed the minimum price of granulated sugar at sixteen cents per pound, an advertisement which appeared in an Ottawa paper created quite a sensation among the local grocers. A Hull dealer—M. Ricard—was offering for sale last week granulated sugar at fourteen cents per pound, in quantities of not less than ten pounds. Interviewed about this matter by the representative of CANADIAN GROCER, the Hull dealer explained that

he had purchased some time ago a few thousand pounds of granulated sugar at twelve and three-quarters cents per pound and that he could well afford to sell it at fourteen cents. He added, however, that the advantage of buying at fourteen cents was conditional upon the purchase of five dollars' worth of other goods. To those who purchase sugar only, the Hull merchant sells his article at fifteen cents.

"As soon as my old stock is exhausted," says Mr. Ricard, "I will have to line up with the other dealers."

GROCER SAYS WINDOWS ARE WORTH THOUSANDS OF DOLLARS TO HIM

"Those windows are worth thousands of dollars to me," remarked M. S. Festing, King Street E., Hamilton, to CANADIAN GROCER, as he pointed to his front windows recently. The CANADIAN GROCER representative readily agreed that they were extremely advantageous for the purpose of display, and evidently Mr. Festing was making the best possible use of them. "Last Saturday," he added, "I put a case and a half of pineapples in one of them, and before evening I had sold them all. It was the first consignment of pineapples this year, and I realized I had to get them moving. Windows will sell goods very often when other effort has failed."

At the time of the visit of the representative of the CANADIAN GROCER, Mr. Festing was showing jams and marmalade, and he reported sales active. "A short time ago," he continued, "I brought in a shipment of a particular brand of corn from the United States. It was a pretty good article. I put it on display, suggesting it to my customers, and it moved very freely. I sold ten cases of it in a little over a month, and I gave repeat orders of it."

Mr. Festing cites freely numerous instances of how his windows have boosted sales of various articles that he wished to get moving. He believes they are a valuable asset.

Merchandising Through Special Sales

Sales Are Legitimate if Genuine and Most Successful Where Made a Consistent Feature

IN the midst of a busy Saturday or other day which happens to be busy, do you ever think to yourself: "My, how I wish every day might be as busy as this?"

Many years ago some bright department store men got thinking along those lines, but they were not content with merely thinking. They pursued the subject far enough to tabulate just what results were obtained from every day in the week and then proceeded to make needful changes. They found, for example, that Saturday was the big day and Tuesday the slowest, with Wednesday quiet, Thursday rather active and Friday spotty, with Monday a doubtful quantity.

They reasoned that if they could get the week to start off with a rush on Monday, the momentum probably would carry over into Tuesday, and then they could think and plan further. So they began the system of advertising Monday specials, with the result that Monday is now one of the busiest days in the week. Momentum has been carried into Tuesday. Wednesday usually has some special attention, and Friday is now Bargain Day in many stores—thus taking some of the pressure off Saturday in advance. Saturday is left alone as being amply able to take care of itself.

The result is that practically every day is a busy day in the average department store, and they make money accordingly.

A Grocer Follows Suit

A fine grocer in a large Eastern city determined to do likewise. His business is of a character the farthest possibly removed from anything on the "bargain" order, yet he has built up and now maintains a very large and profitable business amid chain store surroundings which have been deadly to service stores generally. His plan is to feature certain of his fine brands at special prices for "This Week," while advertising his own pet departments constantly.

Coffees are high now, but for years he has featured one of his coffees every week at a special price. For example, he will list:

MOROVIT COFFEE.....	29c
Smooth, mild blend of South American coffees, preferred by many discriminating drinkers.	
Regularly	32c
29c per pound.	
3 pounds 85c	

THIS WEEK

Such advertising is a study in many ways and from many standpoints. It describes the coffee; and be it noted that every blend he has is given a special line of description. The words vary a little, but a blend which is mild this week is not "pungent" or "acid" next time it is advertised. So customers get familiar with the "dope" on their own

mixtures. Next, a concession is made in price, but only enough to constitute an inducement in addition to the preference the consumer already probably has for the coffee. The blend is not thereby cheapened. Lastly, the offer is for one week only, and the price goes back automatically next week. Thus something special is doing in coffee every week, and he never has a slow week or a slow day in his coffee department!

Grocers Can Keep Busy, Too

This is just an indicator that points the way for grocers. I have followed this plan for many years. The result is that business has kept up with pleasing steadiness and there are hardly any days that I could call slow as a general thing.

Yet there come slow times in every business in every locality. A large merchant I know covers such times very well and makes use of them as follows, to quote his words:

"Times come when things seem simply to go stale. When such a time hits us I investigate to see if the condition is general. If I find that dry goods, hardware, shoes, etc., are selling sluggishly I know there is no use getting excited. It is then useless to try to boost our sales by heavy advertising, price concessions, or any other special effort. To do any of those things would be simply to waste our thunder. Moreover, we would depreciate the value of any later special offerings in the mind of the public, so we hold off until business generally begins to pick up. Then we 'hit 'em hard!' Maybe that is another way of saying that we try to give the people what they want when they seem to want it."

This grocer is a past-master in the art of holding special sales, not only of his own brands but of anything. He is a large, very successful grocer, too, so perhaps an outline of some of his ideas may be useful.

"We try," he says, "to make our special sales come on favorable days. If the indications are that the weather is going to be rainy, or so cold that folks will be off the streets, we hold off, no matter how far we may have gone with our plans. Sometimes I stop a sale when the advertising has been prepared specially and when everything has been made ready for the event, because some condition arises which would make the sale fall flat, for it is to be noted that if a sale fails, not only is the money spent in vain, but the spirit goes out of our force, and the few customers who come find us 'standing around' without trade. They are then apt to report to their friends that 'they are doing nothing at Wilkins', so our efforts are much worse than wasted."

Advance for a Decline

"In such times," he continued, "and in cold weather especially, I stiffen prices

on many things, notably on our great leader, fruits. On some pretext or other I often boost them upward from day to day, sometimes quite radically. Then when a favorable time comes I have something to cut—the cut seems worth while—I can advertise on a 'great reduction' plan and have striking 'former prices' to point to.

"You see, one can hardly hope to be a successful merchandiser unless one knows something of human nature, and of course a man cannot be a successful advertiser unless he is a good merchandiser. Advertising is simply merchandising through the printed word."

Of course there is here the question whether it is exactly good ethics to create a false condition to promote interest, but if we consider that probably few of this man's customers will buy at the advanced prices, and most of them will come in on the later decline, perhaps little harm is done.

Here is a bit of strategem from personal experience which may point the way to utilize human foibles in making sales:

Mark-Down Upwards

I had fifty cases of assorted green and yellow beans which did not move at all. They were priced 10 cents—you can see this was years ago—and that was rock bottom on my cost. Determining to see what was the matter, I took home a can of each. I found them very tender, delicate young beans, suitable for salads. Examining the label I saw that it was dingy and unattractive. I decided that the label, plus the price, which was too low to promote confidence, was the cause of the lack of sale.

I advanced the price to 15c the can, \$1.75 the dozen. Then I made a "special sale" offer of those beans: "Your choice of either green or wax," at 13c, 2 for 25c, \$1.45 the dozen, and \$2.80 the case. I also suggested in my advertising and in the store that customers try a can, and if pleased with them, buy more, only I urged that they act promptly as the line was limited and likely to move out speedily. Within two weeks my beans were all sold out and customers looking for more.

It is not very likely that you will find suggestions in this series of sales instances which will fit your business exactly. That is not the idea at all. My thought in relating these things is to get you started looking inwards into your own business for opportunities to sell things. For the trouble with most of us is that we lack the power of observation. The fine opportunities that lie all about us in our own stores are overlooked because they are so near to us that we fail to see them. Yet we must find our opportunities in our own store, in our own stocks, or we shall have none. That's as sure as shooting!

Perhaps it will not harm you to think it over.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

THE MACLEAN PUBLISHING COMPANY, LIMITED.

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

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

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

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable address, Atabek, London, England.

SUBSCRIPTION—Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c., invariably in advance.

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

VOL. XXXIV TORONTO, FEB. 6, 1920 No. 6

THE INFLUENZA EPIDEMIC

SOME of the daily papers go too far with scare headings and articles concerning epidemics. In connection with the present influenza epidemic in different parts of Canada, there have been statements made in the daily press and inferences drawn which have tended to so scare people and make them anticipate the disease that, through fear and dread of getting it, their worries actually undermine their constitutions. For instance, a heading in a prominent Canadian morning daily this week read: "Flu Epidemic Continues to Spread," and the article intimated that everybody at all susceptible to the germs would no doubt be stricken before it subsided.

CANADIAN GROCER has always favored bringing to light facts, but there are different ways of presenting facts. They can be given in a way that they can be understood properly—and this is the big difference between the reports of events in the daily and the specialized business press.

In regard to the present epidemic, publicity showing how to keep the body in good condition, how to avoid the germs as far as possible, and what to do in case the disease takes hold is good publicity. But the scare headings and morbid details could be very well eliminated.

This should be a matter for Boards of Trade of

the various centres to take up with their local papers. By pointing out to these papers how such reports, many of which are greatly exaggerated, are unsettling business in general and tending to bring about the very thing to be avoided, the Boards of Trade in Canada could do a splendid work.

KEEP A FILING SYSTEM

CANADIAN GROCER received the following letter from H. Seymour Hamilton, of G. J. Hamilton & Sons, Pictou, N.S.:

"Your Enquiry Department is real interesting, and I have cut out nearly every page of it, and filed away for future reference; also the Directory in the Spring and Fall Numbers. The articles on the different lines of fruits and other goods sold in the stores are educating, and just enough for the busy man to read. The average consumer does not know why some articles are more expensive than others. Only yesterday the question of figs was being discussed. Some nice large layers in boxes about 36 inches long were displayed in a window and a rather high price asked, but when the cooking figs were shown together with the large variety of sizes and shapes, it was very plain to see why the price was so much higher on the latter."

Mr. Hamilton is undoubtedly correct. The merchant who displays quality goods and then compares the price and quality of an inferior article, is giving his customer a service that will have a tendency to make a lasting impression and naturally more business will follow in the future.

The filing of articles of special interest to the trade for future reference is a splendid idea. Clippings of window displays, advertising, sales plans, bookkeeping systems, business laws and other articles of general interest are all valuable information. The suggestions and ideas contained in these clippings are very valuable information to the merchant. Suggestions that, if not used to-day, can be used at sometime in the future. CANADIAN GROCER knows of one Ontario grocer who has been filing clippings from this and other papers for years and has used ideas recently contained in these clippings that were filed away ten years ago. He has three loose-leaf scrap books, one for window displays, one for advertising and one for sales plans. These books are indexed and when he sees an article or an illustration he clips it out and files it away in its proper place, so that when he is getting up a special sale or window display, the scrap book under that heading is immediately referred to.



CURRENT NEWS OF THE WEEK

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

QUEBEC

H. R. Gray, of the Gunn, Langlois Co. of Montreal, has gone East on a business trip.

H. Merrill, Quebec manager of the Ogilvie Milling Co., is visiting Quebec Province on business.

Joseph Pilon, grocer, 430 Church Ave., Montreal, died on Wednesday last and was buried at Cote des Neiges Cemetery.

A. E. Cox, Quebec representative of the Cowan's Cocoa, Ltd., who has for many weeks been confined to the Homeopathic Hospital, Montreal, is reported to be making satisfactory progress.

P. S. Brenner, of Bathurst, N.B., is on a business trip in Montreal.

J. H. Grimm, of the Maple Tree Producers, Montreal, is in Quebec attending the annual convention of the Maple Syrup and Sugar Co-Operative Agricultural Association.

MONTREAL BUTCHERS PROTEST BY-LAWS

The Montreal Butchers' Association is still active with regard to its opposition to Montreal City By-law No. 679, whereby an agreement is made between the city and the abattoir company regarding certain commodities which they claim eliminate competition. The following resolution was adopted:

"That the Montreal Butchers' Association give its moral support to the Colonial Hide Company, the Butchers' Hide and Tallow Company, Ltd., and E. & A. Leduc, Ltd., in the opposition those companies wish to make to the bill to be presented by the City of Montreal to the Legislature of Quebec with effect of ratifying By-law No. 679 and that the president be charged to make enquiry from interested parties as to the nature of their support to be given."

ONTARIO

H. C. Facey, Russelldale, Ont., has disposed of his general business to T. Ferguson, of Downie, Ont., who has secured it for his son-in-law, Mr. Grant, who is a returned soldier, and who lost an arm in the war.

The Niagara District Industrial Co-operative Society of Niagara Falls received its charter from the Government, dated January 12, and the allotment of share capital preparatory to obtaining a certificate to commence business is being carried out.

A committee of the Tobacco Growers' Association met the Ridgetown council recently, and asked them what concessions they would offer for the erection of a drier and warehouses at Ridgetown in connection with the European tobacco

HIGHLY HONORED



"JACK" McLELLAN

At the annual meeting of the Dominion Commercial Travellers' Mutual Benefit Association, held in Montreal last week, John McLellan, known to his friends as "Jack," was elected to the presidency. Mr. McLellan has been associated with the benefit section of the Association for the past four years, and in this work has taken a keen interest. In addition to having been a director of the benefit section for four years, he was, for the same period, a director of the Dominion Commercial Travellers' Association, and for the past year was vice-president of the former. He covers Eastern Townships territory for the Thos. Davidson Mfg. Co., Ltd., Montreal.

market. They were promised two acres of land and exemption from taxes for a period of ten years, also any other concessions that any small town could offer.

D. W. Harmer, who went to St. Catharines from Winnipeg a year ago and purchased the Merriman wholesale grocery establishment, died Saturday last, after a brief illness, of pneumonia. In Winnipeg, he was connected with Western Grocers, Limited.

William Ketcheson, Belleville, Ont., at one time in the grocery business there, was found dead in a refrigerator car at Grafton, on January 31st. He had been in the produce business, and had gone,

on Friday last, to Grafton to ship potatoes to Belleville. It is thought that he over-exerted himself during the day. He stayed in the car overnight, and was found dead in the morning.

ONTARIO BUSINESS CHANGES

Edgar Bilton has discontinued his grocery business in the City of Toronto.

Mrs. M. Cournoyea, Stoco, Ont., has opened a new grocery store.

J. Thompkins, Hamilton, Ont., has disposed of his grocery store.

Boyce and Boyce, grocers, Ottawa, Ont., have discontinued business.

The United Farmers of Victoria County are co-operating with the labor unions of Lindsay, Ont., with the object of establishing a store.

Mrs. M. Hill, Welland, Ont., has sold her grocery store to H. H. Miner.

R. S. Vogan, grocer and confectioner, Welland, Ont., has discontinued business.

James Hunter, Warton, Ont., grocery and flour and feed, is disposing of his business.

A. G. St. Jean, Hull, Quebec, has retired from business, disposing of his stock by auction.

J. I. Steen, Carleton Place, Ont., has purchased the Knox building and will re-open his grocery there as soon as it is vacated and remodelled.

R. H. Humphries & Co., Warton, Ont., who have been in the hardware and grocery business, are offering their business for sale.

LARGE QUANTITY OF VEGETABLES STOLEN

Anthony Morton, 61 Dundas Street East, and Herbert Bontoft, 37 Sackville street, Toronto, were arrested recently on a charge of shopbreaking and theft.

It is alleged that the pair broke into the warehouse of George Ferrier, at 16 Market street, on January 8 and carted away fifty bags of potatoes and 100 bags of onions. At the present rate for these commodities the value of the haul was considerable.

MANAGER OF McCORMICK MFG. CO. IS DEAD

The death occurred suddenly yesterday, at the age of 63 years, of Mr. George M. Clarke, of 340 Beaconsfield Avenue, Montreal. Mr. Clarke was manager of the McCormack Biscuit Company for the past seven years, and had been connected with the company for the past twelve years. He was formerly a school teacher in Sarnia. He is survived by his wife and one daughter, Mrs. W. E. Workman, of Sarnia, Ont.

ADAMS GUM EMPLOYEES HAVE A GOOD TIME

An elaborate program of entertainment for the employees of the Canadian Chewing Gum Co., Toronto, is being scheduled by the A-Chicle-A Club, a social organization made up of the factory and office staff of the manufacturers of "Adams Chiclets."

The social season of 1920 was given a good start when two large vans carried the members for a sleigh ride. Those who were unable to pile into the vans remained in the club rooms, beguiling their time with sundry games of euchre and 500.

To give the members who braved the cold ride a chance to thaw out, a dance was put on after their return to the club rooms, and refreshments were served.

Among other social features planned by the A-Chicle-A Club are a Valentine Leap Year party on February 14, and an "Irish" party on March 17. These were decided upon at a recent meeting of the club, at which the following officers were elected: T. J. McElroy, president; Mrs. M. M. Heusler, vice-president; Miss A. Newlands, treasurer; W. Bateman, secretary; W. Smart, chairman entertainment committee.

MERCANTILE ASSOCIATION IN PETERBOROUGH, ONT.

The merchants of Peterborough, Ont., have organized a Mercantile Association for the development of the retail trade within the city. The merchants are meeting together in their various sections, and the president of the new organization, Frank Whitehouse, states that several important matters bearing on the development of the retail trade, will be taken up, with the object of making Peterborough the economic trading centre for miles around. All the merchants, he states, feel that they are dependent on the buying public for their business, and that they are at the service of the customers, and a good substantial basis for the Buy-at-Home Campaign will assist in developing the retail trade.

FLOUR KEG AT MONS

An interesting war souvenir was received by the County Council of Grey County, Ontario, from the Georgian Bay Milling Company. It was a bag what had contained flour from the company's mill, sent as part of Canada's first contribution to the relief of starving Belgium. Found in Mons by a Meaford, Ontario, man, a member of the First Grey County Battalion, it was brought home by him, returned to the company, and by it presented to the county.

A RECORD RAISIN CROP

FRESNO, Cal., Feb. 4.—Total payment for the 1919 raisin crop here will amount to between \$38,000,000 and \$40,000,000 to the growers, the largest return ever made, according to an announcement today by W. M. Giffen, president of the California Association Raisin Company.

Early Closing By-law is Quashed

City of Toronto, However, Will Appeal Judgment of Magistrate Kingsford in Setting Aside By-law

Magistrate Kingsford, of Toronto, has quashed the early-closing by-law for fruit and grocery stores that has been in force in Toronto since Christmas. He ruled that he was not prepared to convict in the cases which have come up recently. The city has entered an appeal against the judgment of Magistrate Kingsford, and the same will be heard this week. In the meantime the grocers of the city continue to observe the by-law and are hopeful that the appeal of the city will be sustained.

Magistrate Kingsford found that only about one-third of the grocers and fruiterers of the city had signed the petition, and stated in his finding that in his opinion the by-law would work hardship and would merely transfer some men's business to others. The law required three-fourths to sign the petition for early closing.

With the early closing in force it was Magistrate Kingsford's opinion that people living in the suburbs would purchase before 7 o'clock near their place of employment, and that this would mean driving out of business the outlying shops.

CREDITORS' LEAGUE IN ST. THOMAS

Retail Merchants Are Going to Wage War Against All "Dead Beats" of the City

St. Thomas, Feb. 4.—In conjunction with the branch of the Retail Merchants' Association of Canada, recently organized in St. Thomas, Ont., the members are forming what is to be known as a "Creditors' League," the one and all-important object being to wage a determined war against all "dead-beats" of the city. The strongest supporters of this movement are the grocers, who have suffered in greater proportion from such undesirable portions of humanity than any other branch of the retail trade.

The idea involved in the organization of the league is for every member to carefully prepare a list of his "no good" accounts, with the amounts owing in each case, and present them to the secretary of the association, who will then compile the combined lists and tender each member a printed copy for reference. In this manner, each merchant will be furnished with a complete category of all the "dead-beats" in the city. The names of the business houses submitting the lists will be omitted in the general compilation.

The league is to be introduced with plenty of publicity, explaining its aims and objects clearly to the public. And, to emphasize the point and intimidate the "dead-beats," conspicuous signs will be posted in all the stores involved, informing the general public that the pro-

prietor is a member of the "Creditors' League," and has the names of all "doubtful" customers in the municipality. By adopting such methods, the retail merchants feel that the credit system can be reduced to the minimum.

COURT ADMITTED THE ACT IS A HARDSHIP

Ottawa.—Bains, Limited, of Montreal, was convicted under the Adulteration Act of selling an article labelled maple butter which was not either pure maple sugar or maple syrup. The magistrate imposed a fine of \$25 and costs.

Both W. J. Simms, who appeared for the prosecution, counsel for the defense and the court admitted that the act was a hardship and it was admitted that the maple butter was a wholesome food, and in the nature of a godsend to the poor people, who were unable to purchase butter or oleomargarine at higher price.

CALENDAR FOR 1920

Armour & Co., Hamilton, Ont., have issued an attractive 1920 calendar for dealers. There is a different illustration for each month of the year, each illustration showing in appetizing colors various lines of foods made by this company. For instance, January shows their prepared meats in natural colors; February their canned vegetables and cereals; March, sea-foods, etc. The calendar for this month appears in the lower right-hand corner. The entire page is 20 inches by 12 inches in dimensions.

NEWSPRINT MARKET AFFECTS CHECK BOOKS

Merchants using counter check books should bear in mind that the difficulty in the newspaper market, and the shortage of paper will affect the sales pad situation. Many paper mills are experiencing great delays in filling orders, and some are refusing to accept orders at all for current delivery of paper.

The prices of books are bound to advance considerably over present prices because many of the mills have advanced their prices of paper from \$10 to \$25 per ton since January 1.

HOLDING BACK POTATOES

Growers in Western States Wait for Higher Prices

Investigation conducted by the U. S. Department of Justice has disclosed that thousands of tons of potatoes are held at Yakima, Wash., and at points near Seattle by growers who are waiting for higher prices.

No steps can be taken against the growers, Mr. Moore said, as the Lever Food Control Act expressly exempts them from its provisions.

Potatoes are listed to dealers at \$100 a ton here.

A NEW DELIVERY PLAN

Arthur Beland, grocer in Three Rivers, Que., recently decided to deliver only purchases of \$1 and upwards. He has also announced that he will sell for cash only.

NEWS FROM WESTERN CANADA

WESTERN

MacKenzie & Co. have moved to new premises at 2707 Main Street, Vancouver, B.C.

Finucane and Cie, Watrous, Sask., have opened a new butcher shop and grocery.

T. S. McDonald, Smith's Falls, Ont., has disposed of his business to T. Bennett.

J. F. Richardson & Son, Elora, Ont., have disposed of their business to E. C. Grimes, who has now taken possession.

Wm. Pearce, of Pearce and Sitzer, Tillsonburg, Ont., has disposed of his interest in the business. The new firm will be known as Sitzer and Curtis.

Kenneth Doolittle has taken over a general store at Outram formerly operated by Mr. Erickson. He will also act as postmaster.

The butcher business of Tom Smith, Shaunavon, has been disposed of to Thos. East. Mr. Smith intends going East on a holiday.

W. W. Thomson, director of the co-operative branch of the Saskatchewan Department of Agriculture, is advocating that Western sheep men should consider the advisability of establishing a woollen mill as a co-operative enterprise.

A co-operative store has been opened at Estevan by the View Hill Grain Growers' Association. The association has for some time been engaged in buying in car lots and selling to members of the association. They have opened a store on Fifth Street, where flour and feed and groceries will be sold. At the end of each year, customers will receive a share of the profits. Business will be done on a cash basis. J. J. Lamb is the manager.

After eight years at Steelman, as general merchant and postmaster, Lewis Hirt will take over the Leader store, at Estevan, on February 1st. He was the first merchant at Steelman, locating there prior to the G.T.P. steel being laid, and for over a year teamed his goods in by wagon. Mr. Reider, late manager of the Leader store, is retiring, after eight years in the one business. He will remain at Estevan.

At the annual meeting of the Moose Jaw Board of Trade, W. F. Thorn was elected president and W. W. Shaw, local candy manufacturer, vice-president. Among the councillors are S. D. McMicken, president of the Saskatchewan Retail Merchants' Association, and W. F. MacBean, of the Robinson, MacBean departmental store.

Wm. Sellers, proprietor of the North Side departmental store, Regina, announces the building of an addition to their store, to cost about \$50,000. The building will be basement and three

storeys brick. The basement and first floor will be used in taking care of the developing business of the firm, and the second and third will be given over to apartments. The contract has been let to Geo. Minkley, and work will be commenced in the spring.

In order to conform to the requirements of the Provincial statute, limiting the time of employment for the female staffs to 48 hours each week, the big Whyburn departmental stores of McKinnons, Limited, and F. W. Smith, Limited, have decided to close their stores in future at 12.30 o'clock on Thursday afternoons. The new arrangements came into effect on January 22.

Another important business deal was put through, a few days ago, at Humboldt, when W. Heinz disposed of the building and property, at present occupied by Mr. Duke as a bakery and confectionery, to Mr. Almaer Sigvordson, of Paswegin. The new proprietor is also a baker, and will establish a similar business about February 1.

Winnipeg.—The Crescent Creamery Company was fined \$100 in Police Court for disobeying the Board of Commerce order in respect to the price of milk. James Carruthers, general manager of the company, was fined \$1 on a similar charge. Charges against both parties of hoarding milk to enable them to increase the price were dismissed to enable a bearing in the Manitoba Court of Appeals.

Splendid Speakers For Merchants' Course

Will be Held at University of Manitoba
During the Last Week of February—
Will Embrace Many Subjects

The Third Annual Merchants' Short Course will be held at the University of Manitoba under the direction of the advisory committee on Commercial Education during the last week of February 1920. The course will be conducted with a view to giving the best possible information on salesmanship, business building, store system, advertising, analysis of merchandising, store policies, accounting, income tax returns, window dressing, show card writing, commercial law, and the Bankruptcy Act.

A partial list of instructors and speakers include: Robert C. Line, formerly Professor of Marketing in the University of Minnesota, now conducting five general stores in Montana; Thomas Lewis Arnett, of Souris, Manitoba, manufacturer, formerly a retail merchant for many years; H. P. Grundy, K.C., solicitor for the Canadian Credit

Men's Trust Association; Edwin Loftus, K.C., lecturer for the Manitoba Law School; Thomas Baxter, expert on show card writing and window display; W. D. Glendinning, chartered accountant and instructor in accounting; C. E. Lawrence, advertising manager for Finch, Van Slyck and McConville, wholesale dry goods, St. Paul, Minn.; John S. Taylor of Minneapolis, special lecturer on salesmanship at the Y.M.C.A. of Minneapolis; John J. C. Shelly, chartered accountant, and F. C. Middleton, secretary of the Community Organization of the Social Service Council.

The Window Display Men's Association of Winnipeg will place specimens of backgrounds on the walls of the lecture room for examination by the students. During the week of the short course, the members of this organization will put in special window displays for the benefit of visiting merchants and their clerks.

NEW ACCOUNT FOR RICHARDSON AND GREEN

Richardson and Green, wholesale grocery brokers, McIntyre Block, Winnipeg, have secured the account of the United Fig and Date Co., of Chicago, importers of figs, dates, nuts, etc., also manufacturers of nut products. Their territory will be from the head of the Great Lakes to the Rockies.

U.S. GOING DRY MAKES BRITAIN PAY MORE FOR SUGAR

Prohibition in America has helped materially in raising the price of sugar two cents a pound in England, according to the economic experts. This is the way the situation is explained:

Since the American has been cut off from his cocktails, he has been consuming prodigious quantities of candy, and has been drinking oceans of nondescript but sugary concoctions which are vended over the soda fountain bar. At least, such is the observation of his British brethren. In other words, the American is making sugar a substitute for alcohol. Because of this, the United States has less sugar to export, and because there is a general shortage of sugar throughout the world.

NEW MANAGER FOR WHALING CORPORATION

VICTORIA.—Capt. George Le Marquand has been appointed manager of the Consolidated Whaling Corporation's plant, succeeding Sidney C. Ruck, who has severed his connection with the whaling concern.

B.C. BUSINESS CHANGES

Meston & Co., at Davie and Burnaby, have sold to Coats & Co.

Sam Osmundson has bought out J. J. Carson at Squamish, B. C.

The Idea Grocery has changed hands at Chilliwack. The new owners are Colling and Knox.

From Lillooet comes the word that P. Santini & Co. have sold their business to Hurley and Prosser.

L. Lashwood has purchased from H. T. Jackson the business at 6602 Victoria Road, Vancouver.

Todd and McIntyre, West Vancouver, have sold out their business to Greenwood and Crawford.

O. B. Fennell has sold his grocery business at 1806 4th W., Vancouver, to A. Johnston.

Another co-operative store is noted, the Princeton Co-operative Association having bought out A. Bell at Princeton.

C. W. Stelfox has sold out his Lynn Valley business at North Vancouver to W. J. LaBelle.

Another change is noted in West Vancouver, where J. Watt bought out T. A. Brereton.

Mrs. Murie has sold her business at 20th and Fraser, Vancouver, to Mrs. A. Swanbinck.

Golden, B. C., reports that J. T. Woods has sold out his business at that point to N. N. Bentley.

F. O. T. Hodges has sold his business at Robert and David Streets, Victoria, to T. C. Preston.

J. Presby has bought the business conducted at 3637 4th West, Vancouver, known as Healey's Yorkshire Bakery and Grocery.

Watters & Boyd, of Vananda, have taken over the business operated under the name of Watters and Lumaro at Westminster Junction.

W. H. Urquhart has acquired a very valuable location, in purchasing the grocery business of F. E. French & Co., 2441 Granville Street, Vancouver.

Hackett & Regby are the new proprietors of the store at 1205 Kingsway, Vancouver, having purchased the business from Pierce and Beasant.

The Manitoba Grocery, 2875 Manitoba Street, Vancouver, has changed hands; E. Clare having purchased from Bruish & Muhoe.

The grocery business at the corner of Hamilton and Dunsmuir Streets, Vancouver, has been sold by R. Gibson to S. Collin.

Duke's Grocery has been formed into a stock company, and this grocery business, at 1588 Commercial Drive, Vancouver, will be conducted under the new name, Duke's Limited.

Efford Brothers, probably the oldest grocers in the Mount Pleasant district Vancouver, have sold their business to A. D. Shrimpton. The premises, in the Broadway Theatre building, are being remodelled.

ALBERTA

John Atherton, Edmonton, has disposed of his business to the Sullivan grocery.

SASKATCHEWAN WILL LICENSE PRODUCE MEN**New Bill Provides Regulations for Dealing With Produce Dealers**

On and after May 1, any person desiring to carry on the business of a produce dealer in the province of Saskatchewan will have to have a license for that purpose from the Provincial Minister of Agriculture, assuming that a bill introduced in the Provincial Assembly recently becomes law at this session of the Legislature. He will also be required to enter into a bond for \$3,000, with such sureties as may be prescribed by the Lieutenant-Governor in Council, and such bond will have to be approved by the Minister of Agriculture. The Minister will also have the power to demand additional bond as he may deem necessary.

"Upon the approval of the bond and upon payment of a license fee of ten dollars, the Minister shall issue a license authorizing the applicant to carry on the business of produce dealer until the expiration of the current license year.

"The license shall be in such form as may be prescribed by the Lieutenant-Governor in Council.

"If at any time the Minister considers that it is in the public interest that a license under this act should be suspended or revoked, he may so recommend to the Lieutenant-Governor in Council, who may suspend or revoke the same.

"No person who is not the holder of a valid and subsisting license shall act or engage in business within Saskatchewan as a produce dealer."

U. S. EXPORT OF RICE INCREASES 10 TIMES

The rice growers of the United States are sending out of the country ten times as much domestic rice as in the year before the war and receiving thirty times as much money for it. The exports of rice in the ten months ending with October, 1919, the latest available figures, are 282,000,000 pounds, against 26,420,000 pounds in the ten months ending with October, 1913, the year immediately preceding the war. The value of the rice exported in the ten months ending with October, 1919, is stated by the Government at \$25,182,000, against \$833,000 as the value of the rice exported in the corresponding months of 1913.

This tremendous increase in the export of rice, says a statement by the National City Bank of New York, is due in part to an increased production and in greater part to a growing recognition abroad of the value and availability of American rice, for the selling price has trebled while the quantity exports was so enormously increasing. The export prices of American rice in the latest

months of 1919 for which figures are available averaged 10c per pound, against 3½c per pound in September and October, 1913, being thus about three times as much per pound in 1919 as in the months immediately preceding the war.

STANDARDIZING THE RETAIL TRADE

A. G. Box, president of the Manitoba Board of the Retail Merchants' Association, speaking recently on how the retail trade could be improved to meet the service now demanded by the public, stated: "In my travels throughout the West during the past number of years, I have more and more realized the fact that many of our merchants are not giving adequate service owing to lack of knowledge of the lines they are carrying. Too many enter the field with the idea that merchandising is something that anyone can go into by merely buying goods with the idea of selling them again. It takes the average man about two years to realize that he should have had previous experience to qualify to become a merchant. Times have changed; a man cannot go into business now the same as he could twenty years ago and make a success of it. The public know as much about retail prices as the merchants themselves, consequently a merchant must continuously watch the markets to see that his purchases are right.

"I am convinced that standards should be established for each line of the retail trade. What I mean is, that a man should have certain qualifications before he is allowed to enter the retail field. He should be required to have a knowledge of the merchandise he proposes to sell. He should know how to keep a record of his business. He should be required to pass a simple examination set by a trade commissioner assisted by an advisory committee in each line."

PACIFIC MILK COMPANY EXPANDS

Comox "Argus" states that the business of the Courtenay Condensed Milk Co., Vancouver, has been taken over by the Pacific Milk Co. of Ladner. Until a new building for which plans have been prepared has been erected, the Vancouver Island company will continue to operate with its present plant.

The new building will be 60 by 140 feet and will be used for condensing purposes alone.

In this plant will be installed the present plant of the Courtenay Condensed Milk Co., supplemented by more machinery.

David Connor, the salmon broker, will probably leave for the Old Country about the middle of February. When he starts out for the Old Country it is a pretty sure sign that a good many salmon will spend next winter in Europe. He says he wants his copy of the CANADIAN GROCER sent to him, care of the Union Bank of Canada, Princess Street, London.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

MARKET conditions throughout Canada have shown an inclination for higher prices. Many lines of commodities have advanced. Molasses and corn syrups are higher and the prospects are for even further advances. Rice and raisins continue to be a main feature on all markets; spot stocks of these lines are almost nil and higher prices are expected on shipments to arrive.

MONTREAL—The labor troubles in Cuba are stated to be getting worse and trade is badly hampered by the present shortage of raws. One refinery has been obliged to close down on this account and the present situation is considered serious. Local prices are unchanged and the market rules very firm. Canned goods are quiet. Prices are unchanged. Business is not heavy in this line just now, but dealers say they are doing as much as can be expected at a time of year when so many firms are busy taking inventories of their stocks on hand. Although prices remain unchanged in the dried fruit market there is a somewhat easier feeling. Spanish figs are quoted by one dealer as being the best purchase on the market at present on account of their comparatively lower price and good quality. Currants are in active demand owing to the growing scarcity of raisins. Shelled almonds are easier under an active demand and peanuts continue to hold very firm. Beans and peas are unchanged. Activity is being felt in the rice market and prices are fluctuating. Rangoons and Sparkling have advanced, but Carolina rice is unaffected and stands firm. All feeds are very firm and although no changes have been effected in the local markets, higher prices are inevitable. Rolled oats have advanced and package goods generally are very firm. Little change is shown in the spice market and the situation is pretty much as last week. General advances have been made on all corn syrups and very brisk business is reported. Oats and hay are easier and supplies are now stated to be almost normal. Teas are very firm with upward tendencies. All coffees except Rios have advanced one cent per pound and cocoa stands very firm under recently advanced prices. There is little activity in the fruit market. Oranges and lemons are in good demand and the undertone is decidedly firm. Potatoes have declined. Quotations are from \$3.75 to \$4.25 per 90-lb. bag. Onions are very scarce and prices are again advanced.

TORONTO—A number of changes have taken place in grocery commodities this week and the market generally has an upward tendency. The large advance in the price of flour this week is probably the feature of the markets; many other lines of which flour forms a part of their make-up can be expected to advance to higher levels. The sugar market remains very firm. A great deal of labor trouble is occurring in Cuba which is greatly retarding shipments of new raws. New molasses will arrive about March 1st. Brokers are not quoting prices on molasses for future delivery; the market is very firm and indications from primary markets point to higher prices. Corn syrups have advanced. Paper bags and wrapping paper is quoted five per cent. higher. Mince-meat is up in price, due to the higher cost of dried fruits and sugar. All brands of laundry soaps have advanced twenty-five cents a case. Spot supplies of raisins are almost nil; some wholesalers will not sell more than one dozen packages to a customer. One large importer of raisins told CANADIAN GROCER that it was very doubtful whether any more shipments of raisins would arrive as more money could be made by selling in the U.S.A. The tea market is showing a tendency to go higher, especially on the better grades. Coffee also has an upward trend; one line of package coffee has advanced one cent per pound.

The produce and provision market is fairly steady. Hogs and hog products are firm with a trend towards higher levels. Fresh eggs are gradually lowering in price as supplies are becoming larger. Butter remains very firm. The cheese market has a tendency to become easier, apparently waiting for export business to be resumed.

WINNIPEG—All commodities this week show an upward tendency. Sugar supplies are very limited. Molasses is expected to advance. Syrups have advanced as likewise have biscuits. Cereals are higher and the demand has been heavy. Supplies of rice are very low. Raisins and evaporated apple stocks are reported almost exhausted and prices are quoted higher. Pork and pork products have a tendency to firmness. Butter and eggs have declined. The cheese market remains steady.

QUEBEC MARKETS

MONTREAL, Feb. 4.—The Montreal markets are firm with an easier undertone to some lines. Sharp advances have been effected on corn syrups and rolled oats. Potatoes are somewhat easier, although the supplies are stated to be little improved. Sugar is steady, but the labor troubles in Cuba have so affected the output of refined sugar that there is again a shortage. Business in general is stated to be rather quiet, but this condition is expected by the trade at this season of the year.

Baking Powder Advances; Pork and Beans Also

BAKING POWDER.—Coleman's baking powder has recently advanced and the new quotations are given as follows: 4-oz. tins, \$1.30 per dozen; 6-oz., \$1.80 per dozen, and 9 and 16-oz., \$2.30 and \$3.60, respectively.

PORK AND BEANS.—3-lb. tins of Clarke's pork and beans have advanced from \$2.75 to \$2.90 per dozen, and all other sizes advanced in proportion.

Cotton Twine is Advanced

TWINE.—Several advances have been made on cotton twine and the following quotations rule:

4-ply (balls) advance 1c to 79c per pound; 3-ply (balls) advance 2c to 76c per pound; 3-ply (in cones) advance 4c to 75c per pound; 4-ply (in cones) advance 4c to 79c per pound.

By bale of 120 lbs. price is 1 cent less per pound.

Trade Curtailed by Raw Sugar

SUGAR.—The labor troubles in Cuba are said to be getting worse and the situation grows serious. One refinery informed CANADIAN GROCER that they were obliged to close down again owing to the fact that sufficient raw sugar cannot be had to continue melting. In the meantime, sugar remains very firm and business is good, but badly hampered by the shortage of raws.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	14 50
Acadia Sugar Refinery, extra granulated.	14 50
Canada Sugar Refinery	14 50
Dominion Sugar Co., Ltd., crystal granulated	14 50
St. Lawrence Sugar Refineries	14 50
Iceing, barrels	14 70
Iceing, 25-lb. boxes	15 10
Iceing, 50-lb. boxes	14 90
Do. (50 1-lb. boxes)	16 20
Yellow, No. 1	14 10
Do., No. 2 (Golden)	14 00
Do., No. 3	13 90
Do., No. 4	13 70
Powdered, barrels	14 60
Do., 50s	14 80
Do., 25s	15 00
Cubes and Dice (asst. tea), 100-lb. boxes	15 10
Do., 50-lb. boxes	15 20
Do., 25-lb. boxes	15 40
Do., 2-lb. package	16 50
Paris lumps, barrels	15 10
Do., 100 lbs.	15 20
Do., 50-lb. boxes	15 30
Do., 25-lb. boxes	15 50
Do., cartons, 2 lbs.	16 50
Do., cartons, 5 lbs.	17 00

Crystal diamonds, barrels	15 10
Do., 100-lb. boxes	15 20
Do., 50-lb. boxes	15 30
Do., 25-lb. boxes	15 50
Do., cases, 20 cartons	16 25

Canned Goods Fairly Active

CANNED GOODS.—There is not much movement this week in this market which remains firm. Dealers state that at this time of year little business in this line is expected, owing to the fact that jobbers do not seem anxious to take goods. Another reason given is that most of the trade is taking inventories of the stocks on hand. Prices are unchanged and supplies are said to be quite adequate to meet present demands.

CANNED VEGETABLES

Asparagus (Amer.), mammoth green tips	4 50	4 85
Asparagus, imported (2 1/2)s	5 50	5 55
Beans, Golden Wax	1 75	1 85
Beans, Refugee	1 70	1 75
Beets, new, sliced, 2-lb.	1 00	1 35
Corn (2s)	1 62 1/2	1 65
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2 1/2-lb. doz.	1 50	1 50
Succotash, 2 lb. doz.	1 80	1 80
Do., Can. (2s)	1 80	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	3 00	10 00
Sauerkraut, 2 1/2 lb. tins	1 60	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 50
Do., 2 1/2s	1 80	1 85
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2 1/2s (doz.)	1 50	1 55
Do., gallons (doz.)	4 00	4 00
Peas, standards	1 85	1 90
Do., Early June	1 92 1/2	2 05
Do., extra fine, 2s	3 00	3 00
Do., Sweet Wrinkle	3 00	3 00
Do., fancy, 20 os.	1 57 1/2	1 57 1/2
Do., 2-lb. tins	2 75	2 75
Peas, imported—		
Fine, case of 100, case	27 50	27 50
Ex. Fine	30 00	30 00
No. 1	23 00	23 00
Apricots, 2 1/2-lb. tins	6 25	6 50
Apples, 2 1/2s, doz.	1 40	1 65
Do., new pack, doz.	2 20	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	6 75	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, 1/2s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 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

CANNED FRUITS

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., 2 1/2s	5 25	5 25
Do., 2s (light syrup)	1 90	1 90
Pineapples (grated and sliced), 1-lb. flat, doz.	1 90	1 90
Do., 2-lb. talls, doz.	2 30	2 30
Do., 2 1/2s	4 00	4 50

Plums, Lombard	2 00	2 20
Do., in heavy syrup	2 40	2 45
Do., in light syrup	2 45	2 45
Gages, green, 2s	2 40	2 40
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—		
Chums, 1-lb. talls	2 00	2 00
Do., 1/2s, flat	1 20	1 20
Soekeye, 48, 1s, doz.	4 75	4 75
Do., 96, 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	3 65	3 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., talls	2 00	2 00
Do., 1/2s, flat	1 10	1 10
Gaape, Niobe Brand (case of 4 doz.), per doz.	2 25	2 25
Alaska, red, 1-lb. tall	4 25	4 50
Herrings, imported, tomato sauce	3 25	3 25
Do., kippered	2 85	2 90
Do., tomato sauce, 1/2s	1 85	1 85
Do., kipp., Canadian, 48, 1s	1 00	1 00
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 35
Canadian sardines, case	6 25	6 75
Whale Steak, 1-lb. flat	2 00	2 00
Pilehards, 1-lb. talls	1 90	2 00
Norwegian sardines, per case of 100 (1/2s)	24 00	25 00
Oysters (canned), 5 os., doz.	2 60	2 60
Do., 10 os., doz.	4 20	4 20
Lobsters, 1/4-lb., doz.	3 40	3 40
Do., 1/2-lb. tins, doz.	5 50	6 00
Do., 1-lb. talls	12 00	12 00
Do., 1/2-lb., doz.	6 00	6 00
Do., 1-lb. flats	12 00	12 00
Lobster pas 1/2-lb. tins	2 40	2 40
Sardines (Amer. Norweg'n style) 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 Snack, No. 2, doz.	4 50	4 50
Shrimps, No. 1	2 40	2 80
Do., 1/2s	4 50	4 50
Crabs, No. 1 (case 4 doz.)	6 75	6 75
Crab meat (Japanese), doz.	6 50	6 50
Clams (river), 1 lb., doz.	1 90	1 90
Scotch Snack, No. 1, doz., Montreal	2 35	2 35
Meats, English potted, doz.	2 00	2 00

Spanish Figs Good Sellers

DRIED FRUITS.—Although prices have not been affected, the feeling in this market is a little easier in connection with all dried fruits, save raisins. One dealer states that Spanish figs are undoubtedly the best purchase on the market just now. Prices in comparison with other fruit are lower. Dates are getting scarce. The first shipment from London, due this week, has already been sold, and one dealer at least states that prices will advance. Owing to the scarcity of raisins there is an active demand for currants, which are being sold before shipments arrive in this market. Business in all lines is very good and the local market rules firm.

Apricots, fancy	0 40	0 40
Do., choice	0 34	0 34
Do., slabs	0 30	0 30
Apples (evaporated)	0 23 1/2	0 24
Peaches, (fancy)	0 28	0 30
Do., choice, lb.	0 29	0 29
Pears, choice	0 30	0 35
Drained Peels—		
Choice	0 26	0 26
Ex. fancy	0 30	0 30
Lemon	0 45	0 45
Orange	0 45	0 45
Citron	0 38	0 38
Peels (cut mixed), doz.	3 25	3 25

Raisins —		
Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscadels, 2 Crown	0 23	0 23
Do., 1 Crown	0 25	0 25
Do., 3 Crown	0 24	0 24
Do., 4 Crown	0 19½	0 20
Cal. seedless, cartons, 16 oz.	0 23	0 23
Cal. seedless, cartons, 16 oz.	0 23	0 23
Fancy seeded	0 17	0 17
15 oz.	0 21	0 22
Currants, loose	0 23	0 26
Do., Greek, 15 oz.	0 25	0 25
Dates, Excelsior (36-10s), pkg.	0 15½	0 15½
Fard, 12-lb. boxes	3 25	3 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	0 19	0 19
Packages only, Excelsior	0 20	0 20
Figs (layer), 10-lb. boxes, 2s, lb.	0 40	0 40
Do., 2¼s, lb.	0 45	0 45
Do., 2½s, lb.	0 48	0 48
Do., 2¾s, lb.	0 50	0 50
Figs, white (70 4-oz. boxes)	5 40	5 40
Figs, Spanish (cooking), 28-lb. boxes, each	0 14	0 14
Figs, Turkish, 3 crown, lb.	0 44	0 44
Do., 5 Crown, lb.	0 46	0 46
Do., 7 Crown, lb.	0 52	0 52
Figs, mats	4 75	4 75
Do., 28 8-oz. boxes	3 50	3 50
Do. (12 10-oz. boxes)	2 20	2 20
Prunes (25-lb. boxes) —		
20-30s	0 32	0 32
30-40s	0 30	0 30
40-50s	0 27	0 27
50-60s	0 23	0 23
60-70s	0 22	0 22
70-80s (25-lb. box)	0 20	0 20
80-90s	0 19	0 19
90-100s	0 17½	0 17½
100-120s	0 16	0 17

Almonds Easier; Peanuts Firm

Montreal.
NUTS.—Shelled almonds are somewhat easier, although no definite change has been made over last week's quotation. There is stated to be a very heavy demand for almonds and business is brisk. Peanuts continue to hold very firm and higher prices may be expected. Bordeaux shelled walnuts (1919 crop) have arrived on the Montreal markets. Owing to the rate of exchange on the French franc at the present time they are selling at a slightly lower figure.

Almonds, Tarragona, per lb.	0 35	0 36
Do., shelled	0 60	0 60
Do., Jordan	0 75	0 75
Brazil nuts (new)	0 26	0 26
Chestnuts (Canadian)	0 27	0 27
Filberts (Sicily), per lb.	0 23	0 23
Do., Barcelona	0 25	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts, No. 4, Jumbo	0 25	0 25
Peanuts, Jumbo	0 24	0 24
Do., "G"	0 19	0 20
Do., Coons	0 16	0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 29
Do., Shelled, No. 1, Virginia	0 16½	0 18
Do., No. 1 Virginia	0 14	0 14
Peanuts (Salted) —		
Fancy wholes, per lb.	0 38	0 38
Fancy splits, per lb.	0 33	0 33
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 36
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	0 60	0 60
Pecans, shelled	1 60	1 70
Walnuts	0 29	0 35
Do., new Naples	0 25	0 25
Do., shelled	0 82	0 85
Do., Chilean, bags, per lb.	0 33	0 33

Beans Unchanged; Peas Remain Steady

Montreal.
BEANS.—This market remains firm on an unchanged price basis with upward tendencies. One large dealer is quoting Canadian white beans at \$5.40 per bushel.

PEAS.— There remains to be a

fairly active demand for peas, but no changes have been made this week and business is said to be reasonably good.

BEANS —		
Canadian, hand-picked, bush.	5 40	5 75
Japanese	5 25	5 50
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California	0 17	0 20
PEAS —		
White soup, per bush.	4 80	5 00
Split, new crop (98 lbs.)	5 40	5 50
Boiling, bushel	4 80	5 00
Japanese, green, lb.	0 10½	0 11

Rice Fluctuates; Rangoon's Advance

Montreal.
RICE.—There is a deal of fluctuation in this market, and while Rangoon and Sparkling have advanced, Caroline rice is unaffected and stands firm. The markets are still reported rather bare, but supplies are found to be ample to meet the demands which are not heavy just now. Rangoon "B" have advanced ¾c per pound, 14c on 100-lb. bag, and Sparkling is now selling at 1 cent more per pound. Texas broken rice has also advanced one cent per pound.

RICE —		
Carolina, ex. fancy	17 50	20 00
Do. (fancy)	17 00	17 00
Do., No. 2	16 50	16 50
Siam, No. 2	12 50	12 50
Siam (fancy)	16 00	16 00
Rangoon "B"	11 75	13 25
Rangoon CC	11 75	13 00
Mandarin	13 75	13 75
Sparkling	15 75	15 75
Japan	13 50	13 50
Do., special	9 50	9 50
Patna	0 14½-0 15½	0 17 0 18
Broken rice, fine	7 00	7 00
Do., coarse	9 00	9 00
Tapoca, per lb. (seed)	0 12½	0 16
Do. (earl)	0 12½	0 14
Do. (flake)	0 11	0 13

Note.—The rice market is subject to frequent change and the price bases is quite nominal.

Feeds Stand Very Firm

Montreal.
FEEDS.—This market is very firm, and although it is stated that advances have been effected in some quarters, the local market stands unchanged, but with undoubtedly upward tendencies. There is a continued active demand for all feeds and business is stated to be good.

FEEDS —		
Bran, mixed cars	45 00	45 00
Shorts, mixed cars	52 00	52 00
Crushed oats	63 00	71 00
Barley chop	.....	.....
Special Middlings	.....	.....
Feed Flour, 98 lbs.	3 80	3 80
Gluten Feed —		
F.o.b. Cardinal	64 00	64 00
F.o.b. Fort William	62 00	62 00

90-cent Advance On Rolled Oats

Montreal.
PACKAGE GOODS.—The outstanding change in this market is the advance that has been made on rolled oats. This advance does not come as a surprise to the trade, who, for some time past, have been expecting it. The oat market has been uncertain for some time and is still unsettled, with upward tendencies, and this feeling is reflected naturally in goods composed chiefly of oats. The market stands firm under recent advances.

PACKAGE GOODS		
Breakfast food, case 18	2 85	2 85
Cocoanut, 2 oz. pkgs., doz.	0 78½	0 78½
Do., 20-lb. cartons, lb.	0 88	0 88
Corn Flakes, 3 doz. case	3 60 3 65 3 50	4 25
Oat Flakes, 20s	5 40	5 40
Rolled 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	2 35	2 35
Hominy, pearl or granu., 2 doz.	3 65	3 65
Health bran (20 pkgs.), case	2 60	2 60
Scotch Pearl Barley, case	2 60	2 60
Pancake Flour, case	3 40	3 40
Pancake Flour, self-raising, doz.	1 50	1 50
Wheat food, 18-1½s	3 25	3 25
Buckwheat Flour, case	3 40	3 40
Wheat flakes, case of 2 doz.	2 80	2 80
Oatmeal, fine cut, 20 pkgs.	6 75	6 75
Porridge wheat, 36s, case	7 30	7 30
Do., 20s, case	7 50	7 50
Self-raising Flour (3-lb. pack.) doz.	2 95	2 95
Do. (6-lb. pack.), doz.	5 80	5 80
Corn starch (prepared)	0 11½	0 11½
Potato flour	0 16½	0 16½
Starch (laundry)	0 12	0 12
Flour, Tapioca	0 15	0 18

Winter Wheat Scores Advance

Montreal.
FLOUR.—By order of the Canadian Wheat Board, winter wheat flour was recently advanced to \$11.25 per barrel. No other changes are reported on this market, which remains very firm under a steady and heavy demand.

Standard Wheat Flour —		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (3) jute bags, 98 lbs.	13 25	13 25
Per bbl., in (2) cotton bags, 98 lbs.	13 45	13 45
Small lots, per bbl. (2) jute bags, 98 lbs.	13 55	13 55
Winter wheat flour (bbl.) Jute bags	.....	.....

Good Demand For Spices

Montreal.
SPICES.—No definite changes have been effected in the market this week and although, in one quarter, whole cloves are advanced 20c per pound, there are no general changes. The market is firm and supplies are said to be coming in better, although the volume of business is not great at this present time.

Allspice	0 22	0 22
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 20	0 20
Cinnamon —		
Rolls	0 26	0 26
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
80 lb.	0 43	0 43
100, lb.	0 40	0 40
Ground, 1-lb. tins	0 65	0 65
Pepper, blk.	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 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	2 00	2 00
Caraway (nominal)	0 30	0 35
Cinnamon, China, lb.	0 30	0 30
Do., per lb.	0 35	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 75
Pimento, whole	0 18	0 18

For spices packed in cartons add 4½ cents a

lb., and for spices packed in tin containers add 10 cents per lb.

General Advance in Corn Syrups

Montreal.

SYRUPS. — General advances have been made this week on corn syrups. So great is the present demand for corn syrup at this time that CANADIAN GROCER was informed by one of the largest companies that they are refusing to take fresh orders until they have caught up with the huge outstanding ones. There is no actual change in maple syrup, although the market is very firm. The new crop will be upon the market about two weeks from now and it is thought that there will be little movement manifested until then.

Corn Syrups—

Barrels, about 700 lbs., per lb.	0 08 1/2
Half barrels	0 08 1/2
Kegs	0 08 1/2
2-lb. tins, 2 doz. in case, case.	5 45
5-lb. tins, 1 doz. in case, case.	6 05
10-lb. tins, 1/2 doz. in case, case	5 75
20-lb. tins, 1/4 doz. in case, case	5 70
2-gal. 25-lb. pails, each.	2 70
3-gal. 38 1/2-lb. pails, each	3 80
5-gal. 65-lb. pails, each	6 50

White Corn Syrup—

2-lb. tins, 2 doz. in case, case.	6 30
5-lb. tins, 1 doz. in case, case.	7 15
10-lb. tins, 1/2 doz. in case, case	6 85
20-lb. tins, 1/4 doz. in case, case	6 20

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)	4 80

Prices for

Island of Montreal	
Punchcoons	1 30 1 85
Barrels	1 33 1 36
Half barrels	1 35 1 40

Fancy Molasses (in tins)—

2-lb. tins, 2 doz. in case, case.	6 00
3-lb. tins, 2 doz. in case, case.	8 25
5-lb. tins, 1 doz. in case, case.	6 80
10-lb. tins, 1/2 doz. in case, case	6 65

Note—Prices on molasses to outside points average about 8c per gallon less. In gallon lots 2c above 1/2 barrel prices.

Heavy Demand For All Teas

Montreal.

TEAS.—There is practically no change this week in this market. Prices show no change, but a decidedly upward tendency is being felt. It is stated that there is at the present time an enormous consumption of this beverage, and one dealer informed CANADIAN GROCER that in view of this heavy demand and the bare condition of the markets, higher prices are inevitable.

JAPAN TEAS—

Choice (to medium)	0 65 0 75
Early picking	0 65 0 70
Finest grades	0 80 1 00

Javas—

Pekoes	0 46 0 48
Orange Pekoes	0 49 0 51
Broken Orange Pekoes	0 48 0 50

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

Coffee Rules Firm; Cocoa Good Seller

Montreal.

COFFEE.—All coffees with the exception of Rios have been advanced one cent per pound, and brisk business is reported. Otherwise the situation is pretty much as it was last week. Supplies are still rather short, but dealers state that no difficulty is experienced in meeting the prevailing heavy demands.

COCOA.—This market stands very firm, and although prices have recently been advanced, active business is being done in this product.

COFFEE—

Rio, lb.	0 33 1/2	0 35 1/2
Mexican, lb.	0 47	0 48
Jamaica, lb.	0 44	0 46
Bogotas, lb.	0 47	0 49 1/2
Mocha (types)	0 47	0 49
Santos, Bourbon, lb.	0 46	0 48
Santos, lb.	0 45	0 47

COCOA—

In 1-lbs., per doz.	5 80
In 1/2-lbs., per doz.	3 00
In 1/4-lbs., per doz.	1 60
In small size, per doz.	1 15

Oats Are Easier; Hay is Steady

Montreal.

HAY AND OATS.—Although there is a little advance on oats (No. 2 C.W.), there is an easier feeling manifested in this market. Trade is stated to be fairly good.

HAY.—No changes have been effected this week and the market stands steady. Supplies are stated to be almost normal and the moderate demands of the present can be met. This market remains very firm.

Hay—

Good, No. 1, per 2,000 lb. ton.	28 00
Do., No. 2	27 00
Do., No. 3	24 00
Straw	15 00

Oats—

No. 2 C.W. (34 lbs.)	1 16
No. 3 C.W.	1 06
Extra feed	1 12
No. 1 feed	1 12
No. 2 feed	1 09 1/2
Tough 3 C.W.	1 09 1/2

Barley—

No. 3 C.W.	1 65
No. 3	1 65
No. 4 C.W.	1 65
Feed barley	1 65

Prices are at elevator.

Good Demand For Oranges and Lemons

Montreal.

FRUIT.—Little activity has been manifested in the local markets this week, and although prices are unchanged the undertone is decidedly firm, especially in the case of oranges and lemons, for which there is an active demand. Grapefruit, are good sellers at this season, and a general fair business is being done in all fruits.

Apples—

Baldwins	7 50 8 00
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Ben Davis, No. 1	6 00	7 00
MacIntosh Red	12 00	12 00
Fameuse, No. 1	14 00	15 00
Greenings	7 50	8 00
Gravenstein	10 00	10 00
Spies	6 50	7 00
Winter Reds	4 00	4 00
Apples in boxes	6 00	7 00
Bananas (as to grade), bunch	12 00	13 50
Cranberries, bbl.	0 75	0 75
Do., gal.	13 00	13 00
Grapes, Tokay (box), 30 lbs.	4 25	4 25
Grape, Emperor, kegs	4 25	4 25
Grapefruit, Jamaican, 64, 80, 96.	6 00	6 00
Do., Florida, 54, 64, 80, 96	6 50	6 50
Lemons, Messina	3 00	3 00
Pears, Cal.	2 75	2 75
Pomegranates (boxes of about 80), box	5 00	5 00
Keiffer Pears (box)	7 00	7 00
Pears, Cal., Valencias	7 00	7 00
Oranges, Cal., Valencias	7 00	7 50
Cal. Navels	4 00	4 00
Florida, case		

Potatoes Decline; Onions Advance

Montreal.

VEGETABLES.—Potatoes are a little easier in this market and are now quoted at from \$3.75 to \$4.25 per 90-lb. bag. Supplies are still very poor, but some little improvement is manifested. Onions are very scarce and have scored another sharp advance. Spanish are selling at \$8.50 per case and red onions are quoted at from \$8.50 to \$9.00 per 75 lbs. Montreal turnips have advanced to from \$1.50 to \$1.75 per bag. Trade is very good.

Artichokes, bag	7 00
Beans, new string (imported) hamper	2 00
Beets, new, bag (Montreal)	4 00
Cucumbers (hothouse), doz.	0 75
Chicory, doz.	7 00
Cauliflower, Am., doz. dble crate	3 50
Do., single crate	5 50
Cabbage (Montreal), barrels	1 25
Carrots, bag	13 00
Celery, Canadian, doz.	0 50
Do., California, 5-7 doz. crate.	0 20
Garlic, lb.	3 25
Horseradish, lb.	3 00
Lettuce (Boston), head crate	0 60
Leeks, doz.	1 50
Mint	4 00
Mushrooms, lb.	6 50
Do., basket (about 3 lbs.)	8 50
Onions, Yellow, 75-lb. sack	2 75
Do., red, 75 lbs.	8 50
Do., crate	8 50
Do., Spanish, case	0 50
Oyster plant, doz.	0 60
Parsley (Canadian)	0 50
Peppers, green, doz.	1 75
Parasnips, bag	3 75
Potatoes, Montreal (90-lb. bag)	4 00
Do., New Brunswick	3 50
Do., sweet hamper	0 75
Radishes, American, doz.	6 00
Spinach, barrel	2 00
Turnips, Quebec, bag	1 50
Do., Montreal	1 75
Tomatoes, hothouse, lb.	0 65

ONTARIO MARKETS

TORONTO, Feb. 6.—A general firmness is felt in the markets this week. All commodities have an upward tendency. Stocks of rice and raisins are almost nil. All laundry soaps have advanced 25 cents per case. Old Dutch Cleanser is up 25 cents a case. Corn syrups are up 60 cents per case. Flour has advanced \$1.15 per barrel. Fruits and vegetables are in good demand and prices remain firm. Bitter oranges are expected to be on the market in about two weeks.

Sugar Prices Remain Firm

Toronto.

SUGAR.—The sugar market remains very firm. Supplies are coming forward

very slowly, due to the labor troubles in Cuba, which is retarding shipments of new raws. Prices are unchanged.

St. Lawrence, extra granulated, cwt.	14 71
Atlantic, extra granulated	14 71
Acadia Sugar Refinery, extra granulated	14 71
Can. Sugar Refinery, extra granulated	14 71

Dom. Sugar Refinery, extra granulated.. 14 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, 50/2, 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, 10/10, 50c; cartons, 20/5s, 60c; cartons, 50/2, 70c Yellows same as above.

Corn Syrup
Has Advanced

Toronto.
CORN SYRUPS AND MOLASSES.—Last week CANADIAN GROCER pointed out that corn syrups would be higher. The advance has taken place, the two-pound tins are up 45 cents a case; the 5- and 10-pound tins are quoted 60 cents a case higher. Barbadoes molasses is not being quoted this week; it is practically off the market. Brokers are not quoting future prices on new molasses, which are due to arrive about March first.

Corn Syrups—		
Barrels, about 700 lbs., yellow.	0 08 1/2	
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	6 30	
Cases, 5-lb. tins, white, 1 doz. in case	7 15	
Cases, 10-lb. tins, white, 1/2 doz. in case	6 85	
Cases, 2-lb. tins, yellow, 2 doz. in case	5 70	
Cases, 5-lb. tins, yellow, 1 doz. in case	6 55	
Cases, 10-lb. tins, yellow, 1/2 doz. in case	6 25	
Cane Syrups—		
Barrels and half barrels, lb.	0 08	
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	
Molasses—		
Fancy, Barbadoes, barrels		
Choice Barbadoes, barrels		
West India, bbls, gal.	0 40	0 45
West India, No. 10, kegs	6 50	
West India, No. 5, kegs	2 75	3 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes		
Tins, 3-lb. table grade, case 2 doz. Barbadoes		
Tins, 5-lb., 1 doz. to case, Barbadoes		
Tins, 10-lb., 1/2 doz. to case, Barbadoes		
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of 1/2 doz.	3 60	6 00
West Indies, 1 1/2s, 48s	4 60	6 95

Package Oats
and Starch Higher

Toronto.
PACKAGE GOODS.—Some weeks ago CANADIAN GROCER announced that higher prices would be quoted on package rolled oats about February first. The new prices are 90 cents a case higher for the round and square package. Laundry and corn starch are a quarter cent a pound higher.

PACKAGE GOODS		
Roller 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	4 00	4 25
Porridge Wheat, 36s, regular, case	6 00	
Do., 20s, family, case	6 80	
Cooker Package Peas, 36s, case	4 20	
Cornstarch, No. 1, lb. cartons	0 12	
Do., No. 2, lb. cartons	0 10 1/2	
Laundry starch	0 10 1/4	

Laundry starch, in 1-lb. cartons	0 12 1/4
Do., in 6-lb. tin canisters	0 13 1/4
Do., in 6-lb. wood boxes	0 13 1/4
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 30
Buckwheat flour, 24s	3 30
White flour, 24s	1 65
Graham flour, 24s	

MISCELLANEOUS.—Old Dutch Cleanser is up 25 cents a case. Goblin soap now quoted at \$6.00 per case; all other laundry soaps are up 25 cents per case. Wethey's mince meat has advanced to \$1.95 per dozen. Bird gravel is higher, the large size quoted at \$1.35 per dozen, the small size at 70 cents per dozen. Paper bags and wrapping paper is quoted 5 per cent. higher. Chase and Sanborn's coffee quoted one cent per pound higher.

Clark's pork and beans have advanced 3 to 15 cents per dozen. Potted meats are up 10 cents per dozen. There is a good demand for all lines of canned fruit and vegetables. The prices for the most part remain unchanged.

Upward Tendency
on Breakfast Foods

Toronto.
CEREALS.—There is an active demand for all lines of cereals and the market remains firm, with an upward tendency.

	Single Bag Lots	
	F.o.b. Toronto	
Barley, pearl, 98s	8 00	
Barley, pot, 98s	6 50	
Barley Flour, 98s	4 50	
Buckwheat Flour, 98s	6 25	
Cornmeal, Golden, 98s	5 75	6 00
Do., fancy yellow, 98s	6 50	
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 75	6 00
Oat Flour		
Corn Flour, 98s	5 50	
Rye Flour, 98s	5 00	
Roller Oats, 90s	5 25	5 50
Roller Wheat, 100-lb. bbl.	6 50	7 25
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	9 10
Narrowleaf green peas	0 11 1/4	
Graham Flour, 98s	6 60	
Farina, 98s	6 20	

Dried Fruits
Are Very Active

Toronto.
DRIED FRUITS.—No new developments are reported in the dried fruit market this week, although the trend of the market is upwards. Stocks of raisins in wholesalers' warehouses are becoming very small. Brokers state that it will be very doubtful whether any more shipments of raisins will arrive in Canada, due to the high exchange rate. They also claim that more money can be made by selling in the United States.

Evaporated apples	0 24
Apricots, cartons, 11 oz., 48s	4 55
Candied Peels, American—	
Lemon	0 44 0 46
Orange	0 44 0 46
Currents—	
Grecian, per lb.	0 22 0 23
Australians, 3 Crown, lb.	0 22 0 23
Dates—	
Excelsior, pkgs., 3 doz. in case	5 50

Dromedary, 9 doz. in case	7 25
Fard, lb.	0 19 1/2
New Halloween dates, per lb.	0 20
Figs—	
Tape, lb.	0 17
Malagas, lb.	
Comarde figs, mata, lb.	
Smyrna figs, in bags	0 16 0 18
Cal., 4 oz. pkgs., 70s, case	5 00
Cal., 3 oz., 20s, case	3 25
Cal., 10 oz., 12s, case	2 25
Prunes—	Per lb.
30-40s, 25s	0 31
40-50s, 25s	0 28
50-60s, 25s	0 24
60-70s, 25s	0 22
70-80s, 25s	0 21 1/2
80-90s, 25s	0 17 1/4
90-100s, 25s	0 16 1/4
Sunset prunes in 5-lb. cartons, each	1 15
Peaches—	
Standard, 25-lb. box, peeled	0 26 1/2 0 28
Choice, 25-lb. box, peeled	0 27 0 30
Fancy, 25-lb. boxes	0 29 0 30
Raisins —	
California bleached, lb.	
Extra fancy, sulphur bich., 25s	0 28 1/2
Seedless, 15-oz. packets	0 26 1/2
Seedless, 15-oz. packets	0 24 0 25 1/2
Seedless, Thompson's, bulk	0 25 0 26
Crown Muscatels, No. 1s, 25s.	0 25
Turkish Sultanas	0 26 1/2 0 28 1/2

Shelled Nuts
Remain Firm

Toronto.
NUTS.—The demand for nuts is keeping up exceptionally well. The market remains firm at unchanged prices.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.		0 08
Walnuts, Cal. bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 28	0 30
Walnuts, Grenobles, lb.		0 33
Do., Marbot		0 30
Filberts, lb.		0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack		10 00
Cocoanut, unsweetened, lb.		0 45
Do., sweetened, lb.		0 45
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, large, lb.	0 32	0 33
Mixed Nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, Bordeaux lb.	0 88	0 90
Do., Manchurian		0 68
Peanuts, Spanish, lb.		0 25
Do., Chinese, 30-32 to oz.	0 18	0 19
Brazil nuts, lb.		0 88
Pecans, lb.		1 10

Canned Goods
Moving Freely

Toronto.
CANNED GOODS.—All canned goods, both fruit and vegetable, are in active demand. A shortage of canned peas is reported, but some wholesalers are practically cleaned up. New prices on jams are announced this week. Strawberries in 16 oz. sizes are quoted at \$5.10 per dozen. The fours are \$1.30. Black currants in 16 oz. sizes are \$4.85 per dozen, and the fours \$1.25 each.

Salmon—		
Sockeye, 1s, doz.	4 75	
Sockeye, 1/2s, doz.	2 75	
Alaska reds, 1s, doz.	4 25	4 50
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	1 90
Pilchards, 1-lb. tails, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2 1/2s, doz.	1 95	2 00
Peas, standard, doz.	2 35	2 50
Do., Early June, doz.		2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, dozen		1 45
Do., extra sifted, doz.	2 77 1/2	2 82 1/2
Beans, golden wax, doz.		2 00
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2 1/2s, doz.		2 50
Canadian corn	1 75	2 10
Pumpkins, 2 1/2s, doz.		1 25
Spinach, 2s, doz.		2 15
Do., 2 1/2s, doz.	2 52 1/2	2 80
Do., 10s, doz.		10 00

Pineapples, sliced, 2s, doz.	4 50	4 75
Do., shredded, 2s, doz.	4 50	4 75
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard 10s doz.	5 00	5 00
Apples, gal., doz.	6 25	6 25
Peaches, 2s, doz.	3 55	3 90
Pears, 2s, doz.	3 00	4 25
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 10	2 35
Jams—		
Apricots, 4s, each	1 03	1 03
Black Currants, 16 oz., doz.	4 85	4 85
Do., 4s, each	1 25	1 25
Gooseberry, 4s, each	0 98	0 98
Do., 16 oz., doz.	4 10	4 10
Peach, 4s, each	0 97	0 97
Do., 16 oz., doz.	4 00	4 00
Red Currants, 16 oz. doz.	4 15	4 15
Raspberries, 16 oz., doz.	4 90	4 90
Do., 4s, each	1 30	1 30
Strawberries, 16 oz., doz.	5 10	5 10
Do., 4s, each	1 30	1 30

Upward Tendencies Reported on Teas

Toronto. TEAS.—Although there are no new developments in the tea market, prices remain very firm, with an upward tendency. Supplies are coming forward very slowly and are disposed of almost immediately upon arrival. A large quantity of the poorer grades have been arriving, which are quoted at a lower price, but the better grades, which are in greater demand, show quite a firmness.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 59	0 66
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 68
Do., seconds	0 59	0 65
Hyson thirds	0 45	0 50
Do., pts.	0 68	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		

Coffee Prices Are Unchanged

Toronto. COFFEES.—Although no actual changes have been made in the prices of bulk coffee, the market is very firm. One package coffee has advanced one cent per pound.

Java, Private Estate	0 61	0 68
Java, Old Government, lb.	0 50	0 50
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 50
Mexican, lb.	0 55	0 55
Maraonbo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	0 53	0 53
Mocha, lb.	0 55	0 55
Eto, lb.	0 36	0 37
Santos, Bourbon, lb.	0 48	0 47½
Ceylon, Plantation, lb.	0 54	0 54
Chicoory, lb.	0 25	0 25
Cocoa—		
Pure, lb.	0 31	0 31
Sweet, lb.	0 31	0 31

Spices Are Decidedly Firm

Toronto. SPICES.—An unsettled condition is manifest in the spice market, due to the uncertainty of supplies. The best quality mace is quoted at \$1.00 per pound, and cream of tartar is 5 cents per pound higher.

Allspice	0 22	0 25
Cassia	0 35	0 40
Cinnamon	0 55	0 55
Cloves	0 85	0 90
Cayenne	0 35	0 37
Ginger	0 32	0 40
Herbs—		
sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	0 22	0 30
Mace	0 95	1 00
Peppers, black	0 39	0 41
Peppers, white	0 50	0 52
Paprika, lb.	0 80	0 85
Nutmegs, selects, whole 100s.	.....	.....
Do., 80s	.....	.....
Do., 64s	.....	.....
Mustard seed, whole	0 20	0 40
Celery seed, whole	.....	0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 35	0 45
Turmeric, whole	.....	0 28
Cream of Tartar—		
French, pure	0 80	0 85
American high-test, bulk	0 80	0 85
2-oz. packages, doz.	.....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	.....	5 75

Rices Remain Firm and Unchanged

Toronto. RICES.—No new developments are reported in the rice market this week. Supplies are getting low and prices are very firm.

Honduras, fancy, per 100 lbs.	.....	.....
Blue Rose, lb.	0 16	0 17
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.	.....	17 00
Do., seconds, per 100 lbs.	.....	15 00
White Sago	.....	0 14
Do., Paking	.....	14 00
Chinese, XX., per 100 lbs.	.....	.....
Do., Simiu	.....	.....
Do., Mujin, No. 1	.....	.....
Tapoca, per lb.	0 14½	0 15

Maple Syrup Has Advanced

Toronto. HONEY AND MAPLE SYRUP.—The market for honey is showing a briskness, probably due to epidemic of colds which prevails at the present time. Maple syrup is quoted higher.

Honey, Clover—		
5-lb. tins	0 28	0 28
2½s. tins	0 29	0 29
10-lb. tins	0 27	0 27
60-lb. tins	0 26	0 26
Buckwheat, 50-lb. tins, lb.	12 20	12 20
Comb, No. 1, fancy, doz.	4 50	4 50
Do., No. 2, doz.	.....	.....
Maple Syrup—		
8½-lb. tins, 10 to case, case	18 00	18 00
Wine qt. tins, 24 to case, case	23 00	23 00
Wine, 1 gal. tins, 6 to case, case	24 00	24 00
Imp. 5 gal. cans. 1 to case, case	20 00	20 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	0 29	0 29

Beans Are Quoted Higher

Toronto. BEANS.—The market for beans is fairly brisk, and the prices are quoted 50 cents a bushel higher.

Ontario, 1-lb. to 2-lb. pickers, bu.	5 25	5 50
Do., hand-picked, bu.	.....	6 00
Marrowfats, bu.	6 00	6 50
Japanese Kotosashi, per bu.	4 50	5 00
Rangoons, per bushel	3 00	3 50
Limas, per lb.	0 16	0 17
Madagascars, per lb.	0 14	0 15

Cal. Lemons Are Quoted Higher

Toronto. FRUITS.—All citrus fruits are moving very freely. California lemons are quoted \$7.00 to \$7.50 per case. This is probably due to the epidemic of flu in

the U.S.A. Canadian apples in barrels are in good demand, likewise fancy apples in boxes. Bitter oranges are expected to arrive about the 15th of the month.

Valencia Oranges—		
216s, 250s, 288s, 324s	.....	.....
Cal. Navels—		
100s, 126s, 150s, 176s, 200s	5 00	6 75
216s, 250s, 288s, 324s	.....	6 75
Florida Oranges—		
176s, 200s, 216s, 250s	5 50	6 00
Bananas, Port Limons	.....	0 07½
Lemons, Cal., 300s, 360s	7 00	7 50
Lemons, Messinas, 300s	.....	4 50
Grapefruit, 54s, 64s, 70s, 80s, 96s	4 50	5 00
Apples—		
Ontario Spys, bbl.	.....	8 00
Blenheims, bbl.	.....	7 50
Other varieties	4 50	7 00
Winesaps, box	.....	4 25
Delicious, box	.....	4 75
Kings, box	.....	3 25
Spys, Ont., box	.....	2 75
Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s	3 75	4 00
Cal. Pears	.....	5 50
Florida Tangerines, 144s, 168s,		
196s, 216s, 224s	.....	4 25
Do., Spanish Malagas, keg	15 00	17 00
Cranberry, Cape Cod, bbl.	.....	13 50
Do., half bbl.	.....	7 50
Do., boxes	.....	4 50
Pomegranates, boxes	.....	4 00

Stocks of Potatoes Are Not Heavy

Toronto. VEGETABLES.—Stocks of Canadian vegetables are about nil. Local potato stocks are just fair and the price remains steady at \$4.50 per bag. California and Florida vegetables are in brisk demand. Cauliflowers are quoted at \$4.25 per case. Cabbage at \$5.50 per case and hothouse tomatoes at 42 cents per pound.

Cabbage, bbl.	.....	.....
Carrots, per bag	.....	2 25
Parasnips, per bag	.....	2 50
Radishes, Cal., doz.	.....	0 75
Cabbages, Cal., case	6 50	7 00
Lettuce, Cal., head, crate 8 doz.	.....	5 50
Hothouse Tomatoes, lb.	.....	0 42
Onions, Yellow Danvers, 100 lb. sacks	.....	8 00
British Columbia Onions, 75 lb. sacks	.....	7 50
Spanish Onions, large cases	.....	7 50
Do., small crates	.....	2 75
Onions, white, large sacks	.....	7 50
Green Onions, doz. bunches	.....	1 00
Celery, 8 doz.	.....	7 00
Cauliflower, Cal., case	.....	4 25
Potatoes—		
Ontario, 90-lb. bags	.....	4 50
Quebec, 90-lb. bags	.....	4 50
Jersey Sweet Potatoes, hamper	.....	3 00
Do., bbl., double-headers	.....	7 50
Turnips, bag	.....	1 25
Mushrooms, 4-lb. basket	.....	3 50

Winter Wheat Flour Higher

Toronto. FLOUR.—According to an order from the Canada Wheat Board, the price of winter wheat flour has advanced \$1.15 per barrel.

Ontario winter wheat flour, in carload shipments, on track, in cotton bags

No Change in Prices of Millfeeds

Toronto. MILLFEEDS.—No change in the price of millfeeds is quoted, but an advance can be looked for, following the advance of 25 cents per bushel on wheat.

MILLFEEDS—		
Bran, per ton	.....	45 25
Shorts, per ton	.....	35 25

WINNIPEG MARKETS

WINNIPEG, Feb. 6—The markets in general grocery lines are very active. Quotations on many lines of commodities are higher. Sugar is very scarce, barely enough to meet local demands. Syrups are quoted higher and molasses is very firm with higher prices expected. The situation in the tea market is very strong and prices are sure to be higher. Rices are steadily advancing.

Granulated Sugar is Very Scarce

Winnipeg. SUGAR.—Jobbers report that it is impossible to get sufficient quantities of sugar through to fill orders. Only a very small percentage of orders are being filled in most cases. Market is very firm, but it is impossible to forecast the future market, but it looks like high prices for the balance of this year.

Syrups Show Strong Advance

Winnipeg. CORN SYRUPS.—Syrups have been showing a very strong market for some time. Report just to hand at time of writing shows an advance of 25 cents per case on 2s, and 50 cents per case on 5s and 10s, also 10 cents over and above this on Lily White. In bulk there is an advance of ¼ cent.

Sugar Syrup—	
2-lb. tins, 2 doz. to case, case	6 35
5-lb. tins, 1 doz. to case, case	7 40
10-lb. tins, ½ doz. to case, case	7 00
20-lb. tins, ¼ doz. to case, case	6 90
Corn Syrup—	
Half barrels, 350 lbs., per cwt.	
2-lb. tins, 2 doz. to case, case	6 00
5-lb. tins, 1 doz. to case, case	6 90
10-lb. tins, ½ doz. in case, case	6 65
20-lb. tins, ¼ doz. to case, case	6 65
Pure Maple Syrup—	
Quarter tins, 2 doz. to case	19 80
Half gals., 1 doz. to case	17 50
Gal. tins, ½ doz. to case	16 35
Quarter bottles, 2 doz. to case	18 55
Pint bottles, 3 doz. to case	15 60

Advance Looked For on Molasses

Winnipeg. In sympathy with advances in syrups and sugars, molasses has shown a decided firmer tendency. While the market has been steadily advancing it would not be surprising to see another sharp advance any time now.

Tea Market is Very Strong

Winnipeg. TEA.—The tea market is very strong. Higher prices are bound to come. Blenders have not advanced their prices anything like on a parity with quotations from primary markets. The world demand for tea is increasing enormously and production is far below pre-war days. Tea is exceptionally good buying at present prices. Rupee exchange is still advancing.

Coffee Steadier; Mild Coffee Firm

Winnipeg. COFFEE.—There has not been much

change the past week in the coffee market. The market is irregular but well described. Coffees are getting scarce and fetch one or two cents per pound more than ordinary quotations. All mild coffees hold very firm.

Rio, green	0 24	0 26
Santos, green	0 37	0 37
Bourbon, green	0 37	0 38
Rio, roasted	0 32	0 33
Santos, roasted	0 42	0 44
Mocha, roasted	0 44	0 46
Java, roasted	0 47	0 48

Seedless Raisins in Scant Supply

Winnipeg. DRIED FRUITS.—Seedless raisins are very closely cleaned up from first hands, Resales as previously stated have been made at an advance of 6½ cents per pound over opening prices. A continued firm market will exist. Evaporated apples are very scarce and a much firmer market is reported.

Evaporated Apples—		
Choice No. 1 stock—		
50-lb. boxes, faced, per lb.	0 25½	
25-lb. boxes, faced, per lb.	0 26	
3-lb. cartons, 16 to cs., carton	0 85	
Apricots, extra choice, 5-lb. cartons, per carton	1 85	
Currants—		
Australian, 3 crown, half case, per lb.	0 27½	
Greek Filiatras, dry cleaned, lb	0 24½	
Dates—		
Royal Excelsior, 10 oz., case	0 18½	
Do., broken cases, per pkg.	0 19	
Dromedary, 10 oz., case lots	0 22	
Do., less quantities	0 22½	
Fard, 12-lb. boxes, per box	3 15	
Figs—		
Spanish cooking, re-cleaned, mats, lb.	0 16½	
Black, in cartons, 5 lbs., carton	1 16	
California White Roedings, 25-lb. case, lb.	0 23	
Grapes, dried, black, 25-lb. boxes, per lb.	0 17	
Peaches, peeled, 25-lb. boxes, lb. Do., unpitted, whole, 25-lb. boxes, lb.	0 27½	
Pears, extra choice, 25-lb. boxes, lb.	0 22	
Prunes—		
90-100, 25-lb. case, per lb.	0 19	
80-90, 25-lb. case, per lb.	0 20	
70-80, 25-lb. case, per lb.	0 21	
60-70, 25-lb. case, per lb.	0 22	
50-60, 25-lb. case, per lb.	0 23	
40-50, 25-lb. case, per lb.	0 26	
Raisins—		
Cal. Muscatels, 3 crown, 25s, lb.	0 16	
Cal. package seeded, 11 oz., pkg.	0 14	
Do., 15 oz., pkg.	0 22	
Do., seedless, 11 oz., pkg.	0 17	
Do., 15 oz., pkg.	0 22	
Cal. bulk, seedless, 25-lb. boxes, per pkg.	0 22	
Cal. bleached Sultanias, 25-lb. box, per lb.	0 24	

Beans Continue Very Firm

Winnipeg. BEANS.—The bean market has been active the past few weeks and is showing a considerable firmness. Michigan beans, which pretty well control quotations, have been advanced. Higher prices on Canadian beans are looked for.

Rice Reported Steadily Advancing

Winnipeg. RICE.—The rice market has been holding very firm, with a slight advance noted the past week in Oriental rices. American market remains unchanged, but higher prices are looked for on all grades.

No. 1 Japan, 50-lb. sacks	0 18
Do., 100-lb. sacks	0 17½
No. 2 Japan, 100-lb. sacks	0 14
Patna, 100-lb. sacks	0 15½
Fancy head, 100-lb. sacks	0 18
Ground Rice, 50-lb. bags	0 11½
Do., 100-lb. bags	0 11
Do., 10-lb. bags, per bag	1 00
Tapioca, pearl, 160-lb. sacks, per lb.	0 18½
Sago, 180-lb. sacks, per lb.	0 18½

Cereals Show Firmer Market

Winnipeg. CEREALS.—Barley and split peas show a slight advance. All cereal lines are very firm with advances looked for.

Rolled oats, 98s	7 50
Do., 49s	3 80
Do., 24s	1 95
Standard oatmeal, 98s	6 00
Do., 49s	3 08
Do., 24s	1 55
Granulated same as standard.	
Wheat granules, 98s	6 00
Do., 49s	3 08
Do., 24s	1 55
Barley, Ont. pot, 98s	6 85
Do., 38s	3 55
Do., pearl, 98s	8 10
Do., 49s	4 10
Do., 24s	2 10
Cornmeal, yellow, half sack	2 75
Do., quarter sack	1 40
Do., bales	6 15
Dried peas, yellow, whole, per lb.	0 04
Do., green	0 10½
Split peas, 98s	8 00
Do., 49s	4 05
Do., small lots	0 09

Canned Goods Remain Unchanged

Winnipeg. CANNED GOODS.—All lines of canned goods are selling freely. Prices remain unchanged.

Strawberry, 1s, 2 doz. case, per dz.	4 50
Raspberry, 1s	4 45
Black Currant, 1s	4 45
Raspberry and Red Currant, 1s.	4 00
Strawberry, 4s, 1 doz., per tin.	1 15
Raspberry, 4s	1 10
Gooseberry, 4s	0 95
Raspberry and Red Currants, 4s	0 92
Red Currant, 4s	0 92
Plum, 4s	0 85
Assorted, 4s	1 00
Mixed Fruit and Apple—	
Apple and Strawberry, 4s, per cs.	8 60
Do and Raspberry, 4s	8 60
Do., 30-lb. pails, per lb.	0 15
Do. and Strawberry, 30-lb. pails, per lb.	0 15
Jelly, 1s, 2 doz. to case, per doz.	4 10
Preserved Fruits in Glass— per doz.	
Strawberries, 1s	6 80
Raspberries, 1s	5 90
Pears, 1s	5 80
Peaches, 1s	5 90
Cherries Red, 1s	4 90
Cherries, white, 1s	5 90
Greengages, 1s	4 40
Blue Plums, 1s	4 10

All Vegetables in Good Demand

Winnipeg. VEGETABLES.—There are no changes reported in the vegetable market this week. The demand is steady.

Beets, per lb.	0 03
Turnips, per lb.	0 02½
Carrots, per lb.	0 03½

Cabbage, per lb.	0 05
Potatoes, per bushel	2 25
Onions, B.C., yellow, per sack	6 00
Man. Red, per sack	5 50
Valencia Onions, per sack	9 00
Tomatoes, per case, six boxes	17 00
Cauliflower, per case	4 25
Celery, per case	15 00

All Confectionery Lines Advance

Winnipeg.
CONFECTIONERY.—All confectionery lines have advanced from two to three cents per pound. Other advances are looked for, manufacturers state. They are working on a smaller margin of profit than during normal conditions.

Advances Looked For in Toilet Soaps

Winnipeg.
MISCELLANEOUS. — Advances are looked for in all lines of toilet soaps. It

is reported manufacturers now have new prices under consideration as toilet soaps did not advance at the time higher prices on laundry soaps were quoted. All lines of starch, both laundry and culinary, have advanced one-quarter cent per pound.

Fresh Fruit is Selling Freely

Winnipeg.
FRESH FRUIT.—Lemons and oranges are selling quite freely. All other lines of fresh fruit are in good demand. No change in prices are noted this week.

Cal. Oranges, Navels, per case..	6 75	7 25
Valencia	7 25	7 50
Cal. Lemons	7 00	7 50
Grapefruit	5 25	6 00
Cranberries, per box	5 00	5 00
Bananas, per lb.	0 09½	0 09½
Grapes, Spanish, per keg.	16 00	16 00
Apples, B.C., Jonathans	3 00	3 50
Do., Northern Spies	3 25	3 75
Washington, wrapped	2 25	2 50

higher. Potted meats has advanced 10 cents per dozen. A further advance in soaps is expected.

Outlook For Next Season's Peaches

Vancouver.
According to C. R. McKee, of the Thompson Fruit Co., Yakima, the recent frost on the Yakima fruit crop will result in the yield being about ten per cent. of normal. He also stated that it was incorrect, as stated, that there were quantities of potatoes east of the mountains in Washington.

Lemons and Grape Fruit Selling

Vancouver.
FRUIT.—Lemons continue to be the feature of the fruit market. A further advance of 50c per case is noted this week. Apples are in fair demand at unchanged prices.

Lemons, Cal., case	8 50	
Oranges, Cal., Navels	6 75	7 00
Do., Valencia	7 25	7 50
Bananas, per lb.	0 09½	0 09½
Cranberries, per box	5 00	5 00
Grapefruit, per case	5 50	6 00
Grapes, Malaga, per keg.	15 50	16 00
Apples, B.C., 1st and 2nds	3 00	3 50
Do., Spies, 1st and 2nds	3 25	3 75
Do., MacIntosh Reds, 1st and 2nds	3 00	3 25

VANCOUVER MARKETS

VANCOUVER, Feb. 6—A general firmness is felt in the markets this week. Rice continues scarce and prices are quoted higher. Spices have all advanced. One line of baking powder is higher. New prices on marmalade are announced. Lemons have again advanced 50 cents a case. Oranges and grapefruit are in active demand and prices are expected to be higher.

Sugar Prices Ruling Firm

Vancouver.
SUGAR.—The supplies of sugar continue at low ebb, barely enough to meet local demands. The market is very firm at unchanged prices.

Package Oats Have Advanced

Vancouver.
PACKAGE GOODS.—An advance of \$1.00 per case is announced on Robin Hood and Quaker package oats. All other lines of package goods remain firm, with a steady demand.

Dried Fruits Unchanged Prices

Vancouver.
DRIED FRUITS.—There is a good demand for all dried fruits. Raisins are scarce. Prices remain unchanged.

New Prices Quoted on Marmalade

Vancouver.
MARMALADE.—The new season's marmalade is now on the market, the price being \$10.25 per dozen 4s. The Eastern marmalade is quoted at \$11.50.

Rice Market Very Strong

Vancouver.
RICE.—The situation in the rice mar-

ket is very acute, stocks are becoming small and prices are advancing. Number one Siam quoted at \$260 a ton. Number two Siam quoted at \$257. Number one Japan at \$290, and China Simiu at \$330.

Beans Are in Active Demand

Vancouver.
BEANS.—Spot stocks of beans are very low and prices remain firm and unchanged.

White, hand-picked, selected, 100-lb. bags	7 75
Limas, 80-lb. sacks, per lb.	0 13
Lentils, Chelsea, 200-lb. sacks	0 16½

Honey Market Reported Active

Vancouver.
HONEY.—The sugar shortage is given by the wholesalers as the reason for an unusual demand for honey. Honey is selling very freely.

Upward Tendency in Many Lines

Vancouver.
MISCELLANEOUS. — Old Dutch Cleanser has advanced 25 cents per case. Magic baking powder, 20 cents to \$1.80 per dozen. A general advance of 15 to 25 cents per dozen on all package spices. Bulk peas are 3 cents a pound higher. Sheet gelatine now quoted at \$1.75 a pound. Jelly powders have advanced to \$1.60 per dozen. Pork and beans are

Vegetables Are in Brisk Demand

Vancouver.
VEGETABLES. — There are no changes in the vegetable market this week. The demand is brisk for all lines. Potatoes are firm, with no prospect of a decline.

Potatoes, bush.	2 00	2 25
Carrots, per lb.	0 03½	0 03
Beets, per lb.	0 03	0 02½
Turnips, per lb.	0 02½	0 05
Cabbage, per lb.	0 05	6 00
Onions, B.C., sack	6 50	9 00
Do., Man., sack	9 00	7 25
Valencia Onions, sack	9 00	0 70
Head lettuce, Cal., case	7 25	15 00
Do., leaf, per doz.	0 70	3 00
Tomatoes, per case	15 00	4 25
Celery, per dozen	3 00	4 25
Cauliflower	4 25	

TAKING NO CHANCES WITH THE REMAINS

A negro left his job as janitor to apply for a four-dollar-a-day job in a munition plant. Next day he came back.

"Didn't you care for your new job?" asked his boss.

"I quit befo' I got dat far," said the negro. "Yistiddy mornin' I goes over to dem munitions works and I tells de man in de little office at the gate dat I'se done come to get one of dem fo'-dollah-a-day jobs. He said, 'All right' and den he gits out a book and he axes me whut is my name? I tells him whut is my name; and den he say: 'Whar do you want de remains sent?' And I look him in de eye an' I say: 'Boss, don't you pester yo's'ef 'bout de remains, 'ca'se I'se gwine take 'em with me right now.'"

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Feb. 6.—All grocery commodities are very firm, and the tendency is for higher prices. Laundry and corn starch have advanced ¼ cent per pound. Corn syrups are quoted 25 cents per case higher. Seedless raisins in bulk are up 3 cents per pound, packages being quoted \$1 per case higher. One brand of macaroni has advanced 75 cents per case. Twine is also up 3 cents per pound. Western pack strawberry jam in 4 pound tins quoted at \$15.50 per case. Rolled oats selling at \$4.75 a bag of 80 pounds. Fresh creamery butter has declined, now selling at 68 cents per pound. New-laid eggs are in good demand, but supplies are light.

Flour, 96s, per bbl.	12 95
Beans, B.C.	7 50
Rolled oats, 80s	4 60
Rice, Siam	12 75
Japan, No. 1	15 50
Tapioca, lb.	0 14
Sago, lb.	0 13½
Sugar, pure cane, granulated, cwt	14 35
Cheese, No. 1, Ontario, large	0 32
Butter, creamery, lb.	0 67
Do., dairy, lb.	0 57
Lard, pure	21 00
Eggs, new laid, local	0 70
Do., No. 1, storage, case	17 00
Tomatoes, 2½s, standard, case	4 50
Corn, 2s, case	4 00
Peas, 2s, standard, case	4 20
Raspberries, 2s, Ontario, case	10 30
Raspberries, 2s, Ontario, case	10 30
Cherries, 2s, red, pitted	9 00
Apples, evaporated	0 22½
Do., 25s, lb.	0 26½
Peaches, evaporated, lb.	0 25½
Do., canned, 2s	7 50
Prunes, 90-100s	0 16
Do., 70-80s	0 17
Do., 50-60s	0 20
Do., 30-40s	0 22
Do., 20-30s	0 31
Raisins, bleached Sultanias	0 27
Do., bulk, seedless	0 21
Do., package, 11 oz.	0 16½
Filiatras Currants, lb.	0 26
Salmon, pink tall, case	10 25
Do., Sockeye, tall, case	17 50
Do., halves	18 00
Potatoes, Alta., per ton	65 00
Oranges	6 50
Lemons	9 00
Grapefruit	6 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Feb. 6.—The general market this week remains firm with an upward tendency. Eastern sugar is expected this week on the local market and dealers say it will retail at from 17 to 18 cents per pound. The wholesale price will be \$16.04. Klim has taken a sharp advance. Tin cheese quoted at 33 cents.

Beef has advanced 2 cents per pound, top steers bringing 18 cents per pound by the carcass. Hogs are firm.

Beans, small white, Japans, bus.	4 50
Beans, Lima, per lb.	0 12½
Rolled oats, brails	5 00
Rice, Siam, cwt.	12 00
Sago, lb.	0 11½
Flour	5 40
Tapioca, lb.	0 14
Sugar, pure cane, gran., cwt.	12 50
Cheese, No. 1, Ontario, large	0 33
Butter, Creamery	0 70
Lard, pure, 3s, per case	21 60
Bacon, lb.	0 47
Eggs, new laid	0 75
Tomatoes, 2½s, standard case	4 47
Corn, 2s, standard case	3 96
Peas, 2s, standard case	4 30
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	17 80
Salmon, pink, tall, case	10 25
Peaches, Cal., 2½s	7 00
Potatoes, bag	1 35

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Feb. 6.—The market in general grocery lines is very firm. Rolled oats are higher, now quoted at \$12.50. Soaps and milk powders are higher, also molasses has advanced. Dairy produce is somewhat easier, fresh creamery butter selling at 66 cents per pound. Dairy butter at 60 cents per pound. New-laid eggs have declined, now quoted at 70 cents per dozen. Bacon has advanced 2 cents per pound. Potatoes are holding firm at \$7 per barrel, but a break is expected. Lemons have taken a big advance, now selling at \$10 per case.

Flour, No. 1 patents, bbls., Man.	14 90
Cornmeal, gran., bags	6 00
Cornmeal, ordinary	3 85
Rolled oats	3 90
Rice, Siam, per 100 lbs.	14 75
Tapioca, 100 lbs.	13 50
Molasses	1 30
Sugar—	
Standard, granulated	14 60
No. 1, yellow	14 10
Cheese, New Brunswick	0 32
Cheese, Ont., twins	0 32
Eggs, fresh, doz.	0 70
Eggs, storage	0 58
Breakfast bacon	0 40
Butter, creamery, per lb.	0 66
Butter, dairy, per lb.	0 60
Butter, tub	0 55
Lard, pure, lb.	0 32
Lard, compound	0 31
American, clear pork	58 00
Beef, corned, 1s	4 00
Tomatoes, 2½s, standard case	4 20
Raspberries, 2s, Ont., case	4 40
Peaches, 2s, standard, case	7 25
Corn, 2s, standard, case	3 75
Peas, standard, case	4 10
Apples, gal., N.B., doz.	4 75
Strawberries, 2s, Ont., case	9 75
Salmon, Red Spring, flats, cases	19 50
Pinks	11 00
Cohoos	15 00
Chums	9 00
Evaporated Apples, per lb.	0 22½
Peaches, per lb.	0 27½

Potatoes, Natives, per bbl.	7 00
Onions, Can., 100-lb. bag	7 00
Lemons, Cal., case	10 00
Oranges, Cal., case	6 00
Grapefruit, Cal., case	6 50
Apples, Western, box	4 50
Bananas, per lb.	0 10
Grapes, Malaga, keg	11 00

PROVISION MARKETS

Continued from page 56

Candled Eggs Have Declined

Winnipeg. EGGS.—Candled eggs show decline of two cents per doz. Supplies of fresh eggs are very scarce.

EGGS—	
Fancy, in cartons, per doz.	0 71
Candled, per doz.	0 56
Strictly fresh from farmers	0 90

Fish Market is Unchanged

Winnipeg. FISH.—Fish market is holding very steady. Supplies are reported good, with fair demand.

VANCOUVER

Fish Stands Firm; a Good Seller

Vancouver. FISH.—All lines of fish are moving briskly. Chicken halibut now quoted at 17 to 18 cents. Fresh spring salmon selling at 22 cents. Long cod quoted at 8 cents. Smoked and cured fish are selling freely in a firm market.

Fresh Eggs Are 65 Cents Per Dozen

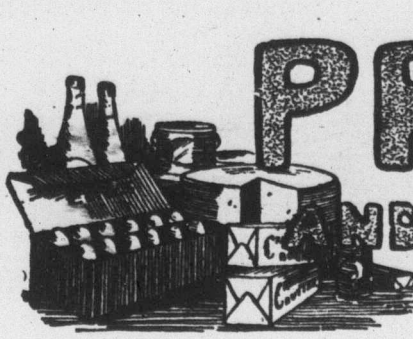
Vancouver. EGGS.—Local fresh eggs are arriving more freely and in consequence prices continue to decline. New-laid are quoted this week at 65 cents per dozen.

Butter Market Has Declined

Vancouver. BUTTER.—The market for butter this week has declined one cent per pound. Supplies are coming forward freely. There is an active demand. Prairie special quoted at 72 cents per pound.

Beef and Mutton Quoted Higher

Vancouver. FRESH MEATS.—A firmness in the fresh meat market is noted this week. Beef and mutton have advanced 2 cents per pound. Other prices remain unchanged.



PRODUCE AND PROVISIONS

Eliminates Loss in Sale of Ends of Bacon and Hams

Bradley Bros., St. Paul St., St. Catharines, Ont., Make Their Provision Department Render Its Full Share of Profit—
A Slicer is Essential if Money is to be Made

BRADLEY BROS., with two stores on St. Paul Street, St. Catharines, Ont., and one in Niagara Falls, Ont., are making a success of the provision department in their stores. Very often the assertion is made by too many grocers that it is difficult to make the provision end of the business show fit and proper returns for the investment, work and outlay, generally. But George Bradley, the senior member of the firm, believes that it can be made a very profitable end of the trade, and their stores have never encountered a loss in handling bacon and hams. Sometimes, in selling jellied cooked meats, it is not an easy matter to cut them up advantageously, and to show a good profit; but, in the disposal of hams and bacon, there is no reason why a return may not be realized that will make it worth while to the grocer.

"I think it is absolutely essential to have a slicer," Mr. Bradley remarked, in speaking of the elimination of waste. "Of course, we have had slicers in our

stores for years, and would consider the meat end of our business a losing proposition if we did not have them. Again, it is the only way to give satisfaction to the customer. The average customer demands service, and, in this regard, they want their meat cut evenly and uniform."

"How do you account for the ends of hams and bacon?" the CANADIAN GROCER representative asked.

"Well, they are not always saleable at the full price," Mr. Bradley replied; "but we always find customers who will purchase them at a fair figure, and, on the average selling price of the ham or bacon, we always reckon a profit. We do not believe in carrying any line that is not showing a fair margin of gain. The provision department is no exception, and, by watching the ends and careful slicing, we believe any possible loss can be reduced to a minimum. We are firmly convinced that, without a slicer, however, there would be no money in meats."

add flavor and improve the keeping qualities of the food. Oleomargarine comes out of the churn snowy white, and it is the butter fat added that gives it the color as it is usually seen. Pure white oleomargarine contains little or no butter fat. In the U. S. A., if coloring is added before it is sold to the consumer, an additional tax is levied by the U. S. Government. In Canada it is illegal to use any artificial coloring in the manufacture of oleomargarine. The world's annual production of this product is about 2,000,000,000 pounds. Of this amount about 150,000,000 pounds are manufactured on this North American continent. England and Germany are the largest consumers of margarine, but Denmark, a land long famous for its fine butter, is the largest consumer per capita, each person using 25 lbs. per head per year. In the U. S. the average per capital consumption of oleomargarine is only 1.5 pounds per year.

Sea Fish Are Valued at \$1,282,203

This Total For December Compares With \$1,176,288 in 1918

OTTAWA.—The total value of sea fish at the point of landing on both the coasts of Canada during the past month was \$1,282,203, as compared with a total value of \$1,176,288 in December, 1918. This is shown by the monthly statement issued from the Naval Department, which states that fishing conditions during December on the Atlantic coast were difficult owing to severe storms. The stormy weather resulted in somewhat reduced landings of cod, haddock, hake and pollock. The aggregate total of these fish during the past month was 68,000 cwt., and for December, 1918, it was 84,000 cwt. The catch of smelts, however, was greater than in the previous year, as was also the lobster catch.

On the Pacific coast the herring catch for the past month was considerably greater than in December, 1918, amounting to 248,337 cwt., as against 130,589 cwt. in the previous year. The halibut landing by both Canadian and United States vessels totalled 14,044 cwt., as compared with 4,450 cwt. in the same month a year ago. The pilchard catch was also considerably greater.

WHAT IS MARGARINE?

By J. W. Wright, Winnipeg

HAVE you ever been asked, "What is margarine?" How many merchants, who are handling this product daily, could intelligently answer this question?

One of the most important products of the modern packing house plant is oleomargarine. It is made of solid milk or butter fat, vegetable oil, neutral or hog oil and oleo oil with salt added. Here is an approximate formula of a high-grade oleomargarine, or butterine as it is sometimes called:

Oleo oil45 per cent.
Vegetable oil14 "
Neutral oil12 "

Butter fat15 "
Moisture and salt..14 "

How It Is Made

Oleo oil, which is made by melting and pressing the finest beef fat, is indisputably wholesome. The vegetable oil is either peanut or cocoanut oil, according to the formula. Neutral oil is a hog product or, in other words, the finest quality of lard which contains nothing impure or harmful. It is known as a base for many medicinal purposes, besides serving as a body for oleomargarine. Moisture is necessary for the working of the oleomargarine and salt is used to

AN ECONOMY TAX

The following article is taken from the *Bache Review*, and will be found interesting by the trade:—

In recent issues of the *Review*, we have shown how a tax of one-half of one per cent. on each sale would affect a bushel of wheat from the farm to the bread eater. This was a demonstration that the loaf of bread, under a tax of this kind, would not be affected, and that the consumer would pay no more for the loaf than he does now. We have also shown how this tax of one-half of one per cent. on beef, covering sales from the farm to the consumer, would be also so fractionally small that it would not be possible to add it to the price per pound to the customer.

We have obtained from official figures on the cost of hogs and hog products, and have estimated the tax which, under this plan, would be levied from the time the animal was sold by the farmer until the various products reached the consumer. These figures further demonstrate the economical character and the wide beneficial results which the imposition of this scientific tax would have upon the whole country. We present the following figures:—

Result on Hog—October 17, 1919

Live weight, 306 lbs. @ 14.3c	\$43.76
Expense and labor, buying, yarding, driving, killing, feeding, refrigeration, etc.	4.59
Total cost	\$48.35

Value of Products Resulting From Hog

Hams	14%	of live weight,	42.84 lbs. @ 20½c....	\$8.78
Bacon & Fat Backs	31%	"	94.86 " @ 21¼c....	20.16
Shoulders	12½%	"	38.25 " @ 22½c....	8.61
Lard	8%	"	24.48 " @ 29c....	7.10
Leaf Lard	3%	"	9.18 " @ 29½c....	2.71
Spare Ribs	1%	"	3.06 " @ 17½c....	.53
Trimnings	1½%	"	4.50 " @ 16½c....	.74
Blood	3/10%	"	1.00 " @ 2.75c....	.03
Tankage	1.12%	"	3.43 " @ 1.75c....	.06
Stick	6/10%	"	1.80 " @ 3c....	.05
Hair .....				.03

72.52% \$48.80

Profit 20c per 100 lbs. based on dressed weight.... .45
Per cent. of marketable products to live weight.... 72.52

How the Tax on Sales Would Affect the Consumer

	Price	Tax
If we analyze these figures, we find that the cost to the packer of one hog would be	\$43.76	
The tax at one-half of 1%, to be paid by the farmer or the seller, would accordingly be		\$.24
Following up the approximate 217 lbs. of consumable products of one hog, the selling price of this would be ..	48.80	
On which the tax paid by the packer would be .....		.243
The total tax which might be added thus far, first by the farmer and then by the packer, would be when the hog reached the retailing butcher		\$.483
Dividing this tax through the 217 lbs. of consumable products, we find a tax on each lb. of .....		.0022
The tax thus far on the 217 lbs. of consumable products is, as we have seen, \$.483, or at the rate of less than ¼ of one cent on each pound, and if the butcher sold the pork products at retail prices, he would receive about \$107, on which his tax would be about ¼ of one per cent. per pound, namely .....		.0025

The total tax, if added to the price to be paid by the consumer, would, in all, amount per pound to..... \$0.047
which is less than half a cent a pound on pork and pork products.

Likes to Deal at the Small Butcher Shop

Customer Expresses Preference Because She Thinks Everything Cut Sold the Same Day

Vancouver, February 4.—N. Wiecker dispensed meats in the city market, and now he has opened a combined meat and

grocery store at the corner of 12th and Main Street. Mr. Wiecker radiates good nature, and it is a study to note how quickly a customer responds to cheeriness—each customer served, while a CANADIAN GROCER representative was waiting, apparently left the store with their arms full, and well pleased with themselves, the store, and everything in general. One lady made a remark that would be a good slogan for

the small meat shop. She said: "I like to deal at the small shop, where everything that is cut is sold the same day."

OYSTERS ARE NOW CLASSED AS LUXURIES

Albany.—Oysters, once plentiful and considered a frugal repast, gradually are being classed as luxuries and soon will become a delicacy, if depletion of the natural growing areas continue, in the opinion of State Conservation Commissioner George D. Pratt, in his annual report, soon to be presented to the Legislature. Pollution of waters in which oysters ordinarily spawn is believed to be the reason for the decrease.

IMPORTS OF SHELL FISH ARE FORBIDDEN

Unless the Same Comply With Conditions Laid Down in Dominion Acts

Ottawa.—It is announced by the Department of Naval Service that on and after the first of next April imports of shell fish preserved in cans or in other sealed containers will be forbidden unless the same comply with the conditions laid down in the Acts of the Dominion. Imports must be accompanied with an affidavit that the contents comply with these conditions. Provision is made that goods may be inspected at any time in Canada, and if it is found that they do not measure up to the requirements they are liable to forfeiture. The object of this step, says the Department, is to put canners shipping food into Canada in the same position as Canadian canners themselves.

LICENSE STILL NEEDED FOR SUGAR AND WHEAT

In view of the Order-in-council, as contained in Memo., 2362-B, all previous instructions regarding licenses for exports prohibited under the War Measures Act, 1914, are hereby cancelled. Goods heretofore under such prohibition and subject to license for export may now be exported freely without license, except the following: sugar (not including maple sugar), wheat and wheat products. Licenses for the export of sugar are under the control of the Canadian Trade Commission, Ottawa. Licenses for the export of wheat and wheat products are now by statute under the control of the Canadian Wheat Board, Winnipeg.

BUYERS OF BALED WASTE PAPER

Will you kindly give me the names and addresses of Canadian firms who are buying baled waste paper?—J. S., 920 6th, Brandon, Man.

Answer.—E. Pullan, Maud St., Toronto, Ont.; Western Rag and Metal Co., 442 King St. E., Toronto, Ont.; Frankel Bros., Toronto, Ont.; Murdock & McFarlane, 36 Ossington Ave., Toronto, Ont.; Canada Waste Paper Co., Montreal, Que.; H. Gray & Co., Montreal, Que.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Feb. 3—Although in the majority of cases prices are unchanged, there is a decidedly easier feeling in the Montreal markets and it is expected that prices are more likely to decline than advance in the near future. Despite this, hogs have scored another advance and rule firm at from \$20.50 to \$20.75 per cwt. The demand for hogs in the local market is far in excess of supplies coming in and in consequence a firm tone characterizes the present situation. Cured meats are firm and although no actual changes have been made the hog market will affect this to a certain extent. Cured and cooked meats are steady. There is little movement in the cheese market and the undertone is easier. Stocks of storage eggs are getting very short. New-laid are in limited demand owing to the comparatively high prices. Butter is easier and the tone is somewhat weaker, although no changes have been effected this week. Lard is selling well at unchanged prices. There is still only a fair demand for margarine. Shortening is a good seller, but the undertone is weaker and declines are to be expected rather than further advances. Poultry is in fairly good demand and slight advances are quoted on turkeys, geese and fowls. Trade in fresh and frozen fish is very active, particularly in haddock and halibut. Supplies of fresh haddock are not very large and prices were advanced one cent last week.

Cheese Dull; Easy Undertone

Montreal.
CHEESE.—The cheese market is decidedly dull, and there is nothing new to report on the situation except that the undertone is easier. Prices remain steady, but little movement is reported.

CHEESE—	
New, large, per lb.	0 31
Twins, per lb.	0 31
Triplets, per lb.	0 31
Stilton, per lb.	0 35
Fancy, old cheese, per lb.	0 35

Storage Eggs Almost Finished

Montreal.
EGGS.—Stocks of storage eggs are stated to be very low at the present time, but all demands for eggs have been filled. New-laid are coming into the market, but the prevailing high prices are found to greatly restrict the sales. Within the next three or four weeks it is expected that storage eggs stocks will be about finished and new-laid will not be cheaper until about that time.

EGGS—	
No. 2	0 50
No. 1	0 53
Selects	0 62
New laid	0 80

Butter Easier; Price Unchanged

Montreal.
BUTTER.—Although the condition of the butter market is unchanged and prices rule on the same level, the tone is not as firm as that of last week. Brisk business is reported, and while supplies are none too plentiful, there is enough on the market to meet all demands.

BUTTER—	
Creamery, prints, quality storage	0 65
Creamery, solids, quality storage	0 63
Dairy, in tubs, choice	0 55
Dairy prints	0 55
Bakers'	0 55

Brisk Demand Made For Lard

Montreal.
LARD.—There is a continued active demand for lard which remains steady on an unchanged price basis. As with shortening, it is not expected that more advances are to be expected for some time to come, although the hog situation shows little improvement.

LARD—	
Tierces	0 30½
Tubs	0 31
Pails	0 31½
Bricks	0 32½

Margarine is Fair Seller

Montreal.
MARGARINE.—The situation is little changed from that of last week. Dealers state there is but a limited demand for this commodity, and are at a loss to ac-

Live Hogs Are Again Advanced

Montreal.
FRESH MEATS.—Live hogs have scored a sharp advance, now being quoted at from \$20.50 to \$20.75. On account of the demand in the local market being in excess of supplies of hogs coming forward, a very firm tone characterizes this market and even higher prices may be expected in the near future.

Beef remains steady with a firming tendency. Trade is said to be fairly good for the time of year.

FRESH MEATS—			
Hogs, live (selects)	20 50	20 75	
Hogs, dressed—			
Abattoir killed, 65-90 lbs.	25 00	26 00	
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	\$0 26	\$0 28
0 12	0 14	0 15	0 17
0 27	Loins	0 38	
0 22	Ribs	0 35	
0 12	Chucks	0 14	
0 18	Hips	0 19	
Calves (as to grade)	0 22	0 28	
Lamba, 50-80 lbs. (whole carcass), lb.		0 28	
No. 1 Mutton (whole carcass), 46-50 lbs., lb.		0 18	

Cured Meats Very Firm

Montreal.
CURED MEATS.—This market is very firm and although no actual changes are made this week, the present situation in the hog market will effect prices in this, and advances are to be

expected in the near future. An active business is being transacted, and while supplies are not materially improved, there is enough on hand to meet the present demands.

Hams—	
Medium, smoked, per lb.—	
(Weights) 8-10 lbs.	0 35
12-14 lbs.	0 36
14-20 lbs.	0 35
20-25 lbs.	0 30
25-35 lbs.	0 30
Over 35 lbs.	0 28½
Boneless (for slicing), 4c advance over above prices.	
Bacon—	
Breakfast	0 48
Cottage Rolls	0 32½
Picnic Hams	0 24
Barrel Pork—	
Canadian short cut (bbl.), 25-35 pieces	54 00
Clear fat backs (bbl.), 40-50 pieces	55 00
Heavy mess pork (bbl.)	52 00
Plate Beef	30 00
Mess Beef	23 00
Bean Pork	48 00

Cooked Meats Remain Active

Montreal.
COOKED MEATS.—In view of the strong position assumed in the live and dressed hog market, cooked meat prices are firm, but there has been no advance over the week-end. This may come at any time, for there is a fairly good demand and sales have been satisfactory in spite of the high prices.

Jellied pork tongues	0 40
Jellied Pressed Beef, lb.	0 32
Ham and tongue, lb.	0 30
Veal and tongue	0 28
Hams, cooked	0 47
Shoulders, roast	0 50
Shoulders, boiled	0 43
Pork pies (doz.)	0 47
Blood pudding, lb.	0 13
Mince meat, lb.	0 15
Sausage, pure pork	0 18
Bologna, lb.	0 15

count for this apparent unwillingness to use what is undoubtedly a wholesome article of food.

MARGARINE—
Prints, according to quality, lb. 0 39 0 40
Tubs, according to quality, lb. 0 31 0 34

Shortening is Active Seller

Montreal.
SHORTENING.—There is little or no change in this market as far as prices are concerned. An easier feeling is manifest and it is felt that prices are more likely to decline than advance in the near future. Trade is very good.

SHORTENING—
Tierces, 400 lbs., per lb. 0 29
Tubs, 50 lbs., per lb. 0 29
Pails, 200 lbs., per lb. 0 29½
Bricks, 1 lb., per lb. 0 30½

Turkeys, Geese, Fowl Advance

Montreal.
POULTRY—There is a fairly good demand for poultry this week, and prices are marked higher. Turkeys (old toms), are selling at 55c, and young at 58c. Geese have advanced to 34c per pound, and fowls are quoted at two cents per pound over the prices of last week. This market stands firm, with upward tendencies.

POULTRY (dressed)—
(Selling Prices)
Chickens, roasting (3-5 lbs.).... 0 37 0 40
Chickens, roasting (milk fed).. 0 42 0 44
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 34 0 36
Do. (small) 0 36
(Buying Prices)
Chickens, light weights 0 19 0 24
Do., heavy weights 0 22 0 27
Ducks, young 0 30 0 34
Geese—
Young 0 23 0 26-0 28
Old 0 17 0 20-0 21
Fowls 0 18 0 21
Turkeys 0 43 0 48-0 50

Brisk Demand For Haddock and Halibut

Montreal.
FISH.—Trade in fresh and frozen fish is very active, particularly in haddock and halibut. Supplies of fresh haddock are not very large and prices were advanced one cent per lb. last week. Tommy cods also are scarce. Spawned cods, which are expected in about ten days' time, are quoted at \$5.50 per barrel. With the exception of codfish and herrings the demand for salt and pickled fish is comparatively small. Situation regarding bulk oysters remains unsettled. Lobsters, prawns and scallops are in fairly good demand, but selling at almost prohibitive prices.

PICKLED FISH
Herrings, Scotch cured, half bbl. 12 06
Do., Scotia, barrel 12 00
Do., half barrel 6 50
Mackerel, barrel 25 00
Salmon, B.C., 200 lbs. 25 00
Labrador Salmon, barrels 26 00
Sea Trout, 200-lb. barrels 22 00
Turbot, 200 lbs. 20 00 22 00
Codfish, tongues and sound, lb. 0 13
Eels, lb. 0 15 0 16
SMOKED FISH
Haddies, BXs, per lb. 0 11 0 12

Filleta 0 17 0 18
Bloaters, box 3 50
Kippers 2 15 2 50
Dippy Chicka, in bundles, per box 0 24
Boneless Smoked Herring, 10-lb. box, lb. 0 22

OYSTERS
Cape Cod, per barrel 13 00 15 00
Batouche, per barrel 14 00
Malpeques shell oysters, choice, bbl. 16 00
Do., XXX, bbl. 16 00
Scallops, gallon 4 00
Can No. 1 (Solids) 2 50 3 00
Can No. 3 (Solids) 7 50 8 40
Can No. 5 (Solids) 11 20 12 00
Can No. 1 (Selects) 2 40 3 00
Can No. 3 (Selects) 6 75 9 00

SUNDRIES
Paper Oyster Pails, ½ per 100... 1 50
Paper Oyster Pails, quart size, per 100 2 25
Crushed Oyster Shells, 100-lbs. 1 50

FRESH FISH
Haddock 0 11 0 12
Steak, cod 0 12 0 13
Market cod 0 08 0 09
Mackerel 0 18
Flounders 0 10 0 12
Prawns 0 40
Live Lobsters 0 70
Salmon (B.C.), per lb., Red 0 30
Skate 0 12
Shrimps 0 40
Whitefish 0 16

FROZEN FISH
Gaspereaux, per lb. 0 06½ 0 07
Halibut, large and chicken 0 18½ 0 19
Halibut, Western, medium 0 20 0 21
Haddock 0 07½ 0 08
Mackerel 0 15 0 16
Dore 0 15 0 16
Smeits, No. 1, per lb. 0 16 0 18
Smeits, No. 2, per lb. 0 11 0 12
Smeits, extra large 0 06
Pike, headless and dressed 0 11 0 12
Market Cod 0 07 0 07½
Whitefish, small 0 12 0 13
Sea Herrings 0 07 0 07½
Steak Cod 0 09 0 09½
Gaspé Salmon, per lb. 0 24 0 25
Salmon, Cohoes, round 0 19 0 20
Salmon, Qualla, hd. and dd. 0 13 0 14
Whitefish 0 15 0 16
Lake Trout 0 19 0 20
Lake Herrings, bag, 100 lbs. 4 50
Alewives 0 06½ 0 06

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

ONTARIO MARKETS

TORONTO, Feb. 6—The provision and produce market remains firm. Live hogs show a slight increase, being quoted at \$19.25 on the fed and watered basis. Hog products are in steady demand and prices are firm. New-laid eggs are declining in price, as supplies are arriving more freely. American new-laid are quoted as low as 70 cents per dozen. Storage eggs are about cleaned up, the price quoted is 60 cents per dozen, but the demand is slight. The cheese market is inclined to be easier. Butter remains firm at unchanged prices.

Hog Prices Continue to Soar

Toronto.
FRESH MEATS.—The hog market is very firm and indications point to higher prices. All other fresh pork cuts remain at the same prices. Beef supplies are arriving freely and the prices show a tendency to be easier.

FRESH MEATS
Hogs—
Dressed, 70-100 lbs., per cwt... 25 00 27 00
Live off cars, per cwt. 19 50
Live, fed and watered, per cwt. 19 25
Live f.o.b., per cwt. 18 25
Fresh Pork—
Legs of pork, up to 18 lbs. 0 30½
Loins of pork, lb. 0 35
Tenderloins, lb. 0 50
Spare ribs, lb. 0 22
Picnics, lb. 0 28
New York shoulders, lb. 0 27
Boston butts, lb. 0 31½
Montreal shoulders, lb. 0 27
Fresh Beef—from Steers and Heifers—
Hind quarters, lb. 0 24 0 26
Front quarters, lb. 0 15 0 17
Ribs, lb. 0 24 0 28
Chucks, lb. 0 14 0 16
Loins, whole, lb. 0 32 0 36
Hips, lb. 0 20 0 22
Cow beef quotations about 2c per pound below above quotations.
Calves, lb. 0 25 0 28
Spring lamb, lb. 0 28 0 33
Sheep, whole, lb. 0 18 0 23
Above prices subject to daily fluctuations of the market.

Bacon and Hams Remain Firm

Toronto.
PROVISIONS.—The market for hams

and bacon is very firm and the demand is keeping steady. Prices are unchanged.

Hams—
Medium 0 34 0 35
Large, per lb. 0 29 0 30
Heavy 0 28 0 29
Bacon—
Skinned, rib, lb. 0 49 0 50
Boneless, per lb. 0 52 0 56
Bacon—
Breakfast, ordinary, per lb. ... 0 40 0 45
Breakfast, fancy, per lb. 0 43 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
Do., av., 80-90 lbs. 0 25
Clear bellies, 15-30 lb. 0 23
Sausages in brine, keg, 35 lbs. 7 35
Fat backs, 16-20 lbs. 0 30
Out of pickle prices range about 2c per pound below corresponding cuts above.
Barrel Pork—
Mess pork, 200 lbs. 42 00
Short cut backs, bbl. 200 lbs. 50 00
Pickled rolls, bbl., 200 lbs.—
Heavy 50 00
Lightweight 60 00
Above prices subject to daily fluctuations of the market.

Jellied Meats Selling Freely

Toronto.
COOKED MEATS.—The demand for cooked meats is keeping up exceptionally well. Packers report a brisk business in all lines of jellied meats. Prices remain the same.
Boiled hams, lb. 0 47 0 50
Hams, roast, without dressing, lb. 0 50 0 52
Shoulders, roast, without dress-
Head Cheese, 6s, lb. 0 12 0 14
Choices jellied ox tongue, lb. 0 55

Jellied pork tongue 0 40 0 50
 Above prices subject to daily fluctuations of the market.

New-Laid Eggs
Lower in Price

Toronto.
 EGGS.—The bottom is gradually dropping out of the egg market as supplies of new-laid are becoming more plentiful. American new-laid are arriving quite freely, and prices are subject to daily fluctuations.

EGGS—
 No. 1 storage, doz..... 0 60
 Special new laid, in cartons.. 0 70 0 80
 Prices shown are subject to daily fluctuations of the market.

Cheese Market
Slightly Easier

Toronto.
 CHEESE.—The cheese market is very quiet and prices show a downward tendency. No exporting is being done at the present time, and stocks are fairly large.

CHEESE—
 Large 0 30 0 32
 Stilton 0 35 0 36
 Twins i.e. higher than large cheese. Triplets
 1½c. higher than large cheese.

Butter Market
Holding Steady

Toronto.
 BUTTER.—The butter market is firm and steady. Prices are unchanged.

BUTTER—
 Creamery prints (fresh made). 0 68 0 70
 Dairy prints, fresh, lb..... 0 59
 Dairy prints, No. 1, lb. 0 56

Shortening Has
Active Demand

Toronto.
 SHORTENING. — The demand for shortening is active. Prices are unchanged.

SHORTENING—
 1-lb. prints 0 31
 Tierces, 400 lbs. 0 28½

Lard Market
is Unchanged

Toronto.
 LARD.—There are no changes reported in the lard market this week. Stocks are fairly large and the demand is steady.

LARD—
 Tierces, 400 lbs. lb. 0 31½ 0 32
 In 60-lb. tubs, ½ cent higher than tierces, pails
 ¼ cent higher than tierces, and 1 lb. prints, 2c
 higher than tierces.

Smoked Fish is
Reported Scarce

Toronto.
 FISH.—There is a good demand for all kinds of fresh fish and frozen fish. Smoked fish has a tendency to be scarce. Prices are firm and unchanged.

FRESH SEA FISH.
 Cod Steak, lb. 0 12 0 14
 Do., market, lb. 0 07
 Haddock, heads off, lb.
 Do., heads on, lb. 0 08 0 11
 Halibut, chicken
 Do., medium
 Fresh Whitefish
 Fresh Herring

Flounders, lb.
 Oysters, No. 1 can 5 40
 Do., No. 3 can 10 10
 Do., No. 5 can 16 50
 Blue Point oysters, 800s 15 75
 Do., 1000s 14 00

FROZEN FISH
 Salmon, Red Spring 0 24
 Do., Cohoe 0 20 0 22
 Do., Qualla 0 13 0 14
 Halibut, chicken 0 18 0 19
 Do., medium 0 20 0 21
 Do., jumbo 0 19 0 20
 Whitefish, lb. 0 12
 Herring 0 05 0 09
 Mackerel 0 12 0 13
 Flounders 0 10 0 11
 Trout 0 17 0 18
 Pickerel, dressed 0 14 0 15
 Smelts 0 16 0 25
 Spanish Mackerel 0 30
 Pike, round 0 10
 Do., headless and dressed 0 10 0 11

SMOKED FISH
 Haddies, lb. 0 13
 Fillets, lb. 0 18
 Kippers, box 2 50
 Bloaters, box 2 50
 Ciscoes, lb. 0 20

Margarine
Selling Freely

Toronto.
 MARGARINE.—The continued high price of butter is creating a larger demand for margarine. Dealers report

a brisk sale. Prices this week remain the same.

MARGARINE—
 1 lb. prints, No. 1 0 38
 Do., No. 2 0 34 0 36½
 Do., No. 3 0 30 0 32½
 Nut margarine, lb. 0 34 0 35

Poultry is
Tending Higher

Toronto.
 POULTRY.—All poultry is selling freely, with prices slightly advanced. Supplies are fair.

Prices paid by commission men at Toronto:
 Live Dressed
 Turkeys, old, lb. \$0 35 \$0 45
 Do., young, lb. 0 35 0 45
 Roasters, lb. 0 30 0 30-0 36
 Fowl, over 5 lbs. 0 33 0 36
 Fowl, 4 to 5 lbs. 0 30 0 30
 Fowl, under 4 lbs. 0 25 0 28
 Ducklings, 3½ lbs. up 0 30 0 32
 Geese 0 25 0 26
 Guinea hens, pair 1 25 1 50
 Spring chickens, live 0 24-0 26 0 34

Prices quoted to retail trade:—
 Dressed
 Hens, heavy 0 34
 Do., light 0 28 0 32
 Chickens, spring 0 28 0 35
 Ducklings 0 34 0 35
 Geese 0 28 0 33
 Turkeys 0 50 0 58

WINNIPEG MARKETS

WINNIPEG, Feb. 6—The feature of the produce and provision market this week is the firming tendency of pork and all pork products. Storage eggs have shown a decline. Butter likewise is easier. Tallow has advanced one cent per pound. Cheese market is steady.

Pork Shows
Tendency to Advance

Winnipeg.
 FRESH MEATS.—Dressed hogs show an advance of \$1.00 per hundredweight. Select hogs quoted at \$19.50 and light hogs at \$16.00 to \$17.00. The market is reported to be firm.

Light Hams
Quoted Higher

Winnipeg.
 PROVISIONS.—Light hams have advanced this week from 38½c per lb. to 40c per lb. Other pork products remain firm, but unchanged.

Hams, average, 8-16 lbs. 0 40
 Do., 16-20 lbs. 0 40
 Do., 20-25 lbs.
 Bellies, average, 6-12 lbs. 0 38½ 0 49½
 Do., 12-14 lbs. 0 38½
 Do., 14-16 lbs. 0 36 0 47
 Cottage Rolls 0 30½
 Briskets 0 24½
 Picnics 0 21

HAMS, ENGLISH CURED.
 Hams, 8-12 lbs., average 0 40
 Do., 12-16 lbs. average 0 40
 Do., 16-20 lbs., average 0 35½
 Breakfast bacon, 4-6 lbs. average 0 41 0 51½
 Do., 8-10 lbs. average 0 41 0 51½

Lard Market
Remains Firm

Winnipeg.
 LARD.—Lard remains unchanged in price. Packers report a firmer tendency.
 1 lb. bricks 0 34½
 3 lb. tins, per case 19 50
 5 lb. tins, per case 19 43
 10 lb. tins, per case 19 85

20 lb. tins, per case 25 50
 20 lb. wood pails, each 6 90
 50 lb. tins, each 15 88
 Tierces 0 31½

Tallow Advances
One Cent Pound

Winnipeg.
 TALLOW.—Edible tallow shows an advance of one cent per pound over last week.

Creamery Butter
Market Declines

Winnipeg.
 BUTTER.—Creamery butter shows a decline of one cent per lb. Dairy butter remains unchanged, market strong.

BUTTER—
 Finest creamery, 1s 0 68
 Do., solids 0 67
 Do., choice 0 67
 Do., solids 0 66
 Dairy, finest, No. 1, prints 0 62
 Do., solids 0 61
 Margarine, 1s 0 39

Cheese Market
Remains Firm

Winnipeg.
 CHEESE. — Cheese market, while firm, remains unchanged. Heavy demand is reported with fair supplies.

CHEESE—
 Large, Ontario 0 33
 Twins, Ontario 0 33½
 Large, Manitoba 0 31
 Twins, Manitoba 0 31½

Continued on page 51



DAVIES Wiltshire Bacon

Is the Kind of Bacon that Brings
Customers Back to Your Store for More

IF YOU could see how carefully each side of Davies Wiltshire Bacon is selected and cured, then smoked just the right length of time over fragrant hardwood fires—which process not only preserves but actually *enhances* its sweet natural flavor—you would easily understand why this bacon is so much appreciated.

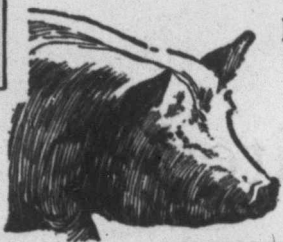
The Canadian housewife who is on the lookout for *good* bacon will be delighted to buy “Davies’ Wiltshire,” once she realizes how much superior it is to ordinary bacon—and one sale always leads to more.

Feature *Davies Wiltshire Bacon* in your provision department and watch your business grow !

THE **DAVIES** COMPANY
WILLIAM LIMITED
TORONTO

MONTREAL

CHICAGO





Sorting and Grading Brunswick Brand Sardines



The above is a reproduction of the sorting and grading machine used by Connors Bros. in their large plant at Black's Harbor, N.B.

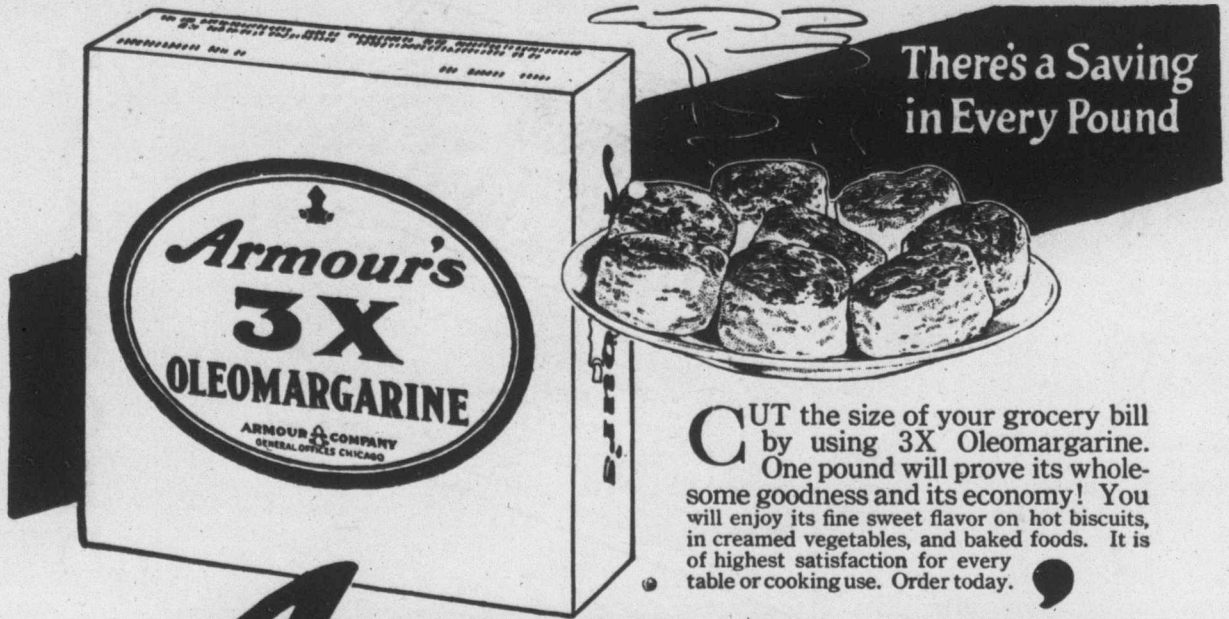
The small, freshly-caught sardines are carefully selected, then sorted and graded in sizes and quality by this machine before they are processed and packed in pure olive oil under the "Brunswick Brand" label.

Brunswick Brand Sardines have long held the record as leaders of Canadian-packed sardines.

The public has confidence in Brunswick Brand sea foods and this confidence is winning big, profitable sales for grocers.

This is the sixth of a series of advertisements depicting the most up-to-date method employed by Connors Bros., Ltd., in preparing Brunswick Brand Celebrated Fish Foods.

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



Armour's 3X OLEOMARGARINE

ARMOUR AND COMPANY

Armour Advertising Works for You

The above reproduction is one of a series of newspaper advertisements featuring Armour's 3X Oleomargarine. The advertisements work for you right in your own neighborhood.

Co-operate with their selling effort. Feature Armour's 3X Oleomargarine. And be sure to display other Armour food products. Let your customers know that you carry a generous assortment of these foods that take the guesswork out of buying.

ARMOUR AND COMPANY

General Offices and Plant:
HAMILTON, ONT.

Branch Offices:
Toronto Montreal
Sydney, N.S. St. John: N B.

Here is a partial list of other products sold under the quality guarantee of Armour's Oval Label:

Veribest Hams with the stockinet covering.

Veribest Bacon, Sides and Sliced.

Devonshire Pure Pork Sausage, Frankfurts, Dry Sausage (many kinds), Bologna, etc.

Veribest Leaf Lard.

Veribest Rolled Oats.

Veribest Corn Flakes.

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“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



SALT PLANT, WINDSOR, ONTARIO

For years and years, the purity and quality of Windsor Salt have been the standby in the grocery trade of Canada

This is why practically every grocer sells

Windsor
Table
Salt
Made in Canada

THE CANADIAN SALT CO., LIMITED
WINDSOR, ONT.

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

THIS

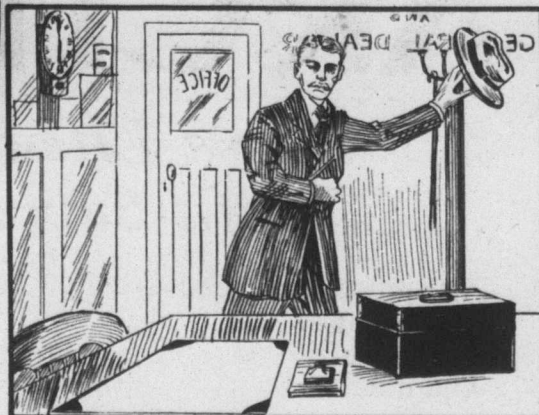


Everything disorder and worry.

*Why Spend, Money, Time and Energy
in Keeping Credit Records?*



THIS



Everything in order and contentment.

*If You Must Keep Credit Records,
Then*

THE SECURITY ENVELOPE FILE CHECK SYSTEM OF KEEPING ACCOUNTS

Will save your Money, Time and Energy and give you PROTECTION.
The cost is small, and we will be glad to send you our Catalogue explaining in detail and also tell you what our customers have to say about it.

EASTERN CANADA
The Security Envelope File Check System
29 Ontario St. - - Stratford, Ont.



WESTERN CANADA
The Western Distributors
205 McIntyre Block - - Winnipeg

KING GEORGE'S NAVY

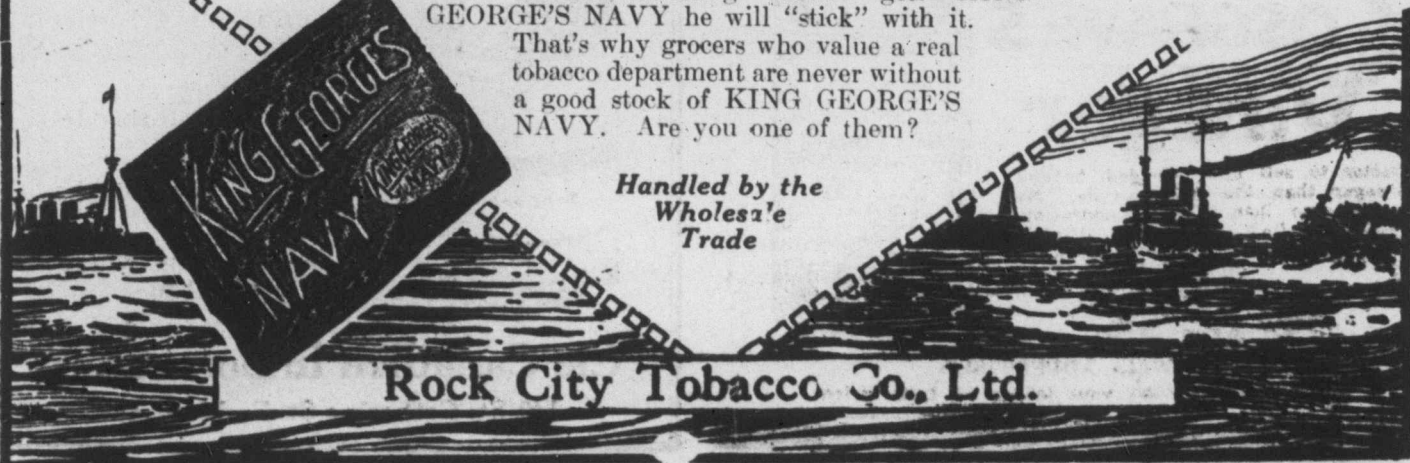
**CHEWING
TOBACCO**

**makes steady customers
of the men**

Once a discriminating chewer gets KING
GEORGE'S NAVY he will "stick" with it.
That's why grocers who value a real
tobacco department are never without
a good stock of KING GEORGE'S
NAVY. Are you one of them?

*Handled by the
Wholesalers'
Trade*

Rock City Tobacco Co., Ltd.



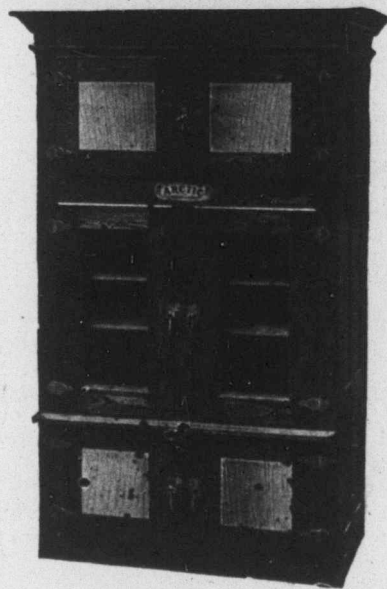
ARCTIC REFRIGERATORS

*For a Life-time of
Profit-Saving—*

A number of merchants still have in use to-day Arctic Refrigerators they bought forty or fifty years ago. Arctic Refrigerators are built that way intentionally. And the Arctic possesses the most direct system of cold, dry air circulation evenly distributed to all parts of the storage compartments.

Instal an Arctic. You may not use it forty or fifty years, but it is good to know that even after a life-time of profit-saving service an Arctic is still a useful, valuable piece of equipment.

The FREE Catalogue illustrates styles for every purpose and every size store. Write for it to-day.



JOHN HILLOCK & CO., Limited, Office, Showrooms and Factory
154 GEORGE ST., TORONTO

AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B. C.

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.



**A New Drink
Champagne de
Pomme**

Made from the juice of Canadian apples. A most delicious and refreshing drink.

Put up in pints, bottles or splits.

Every grocery store in Canada can sell this delicious beverage.

Packed 2 doz. to the case.

Order from your wholesaler or direct to

Cie Canadien Importations

140 St. Catherine St. E., Montreal

Baines Easter Eggs



Our Easter specialty will retail at 10 and 15c. There is good profit for you by featuring this dainty confection.

No additional orders will be taken after Feb. 20.

Take advantage by placing your requirements at once.

Baines Limited - Montreal

Pure St. Vincent Arrowroot. Best of all the starches. Invaluable for invalids and indispensable in the manufacture of Cocoa, Chocolate, Biscuits, etc.

Direct from manufacturer, "Byera" brand.

For price, shipment, etc., apply to

CLAUDE HADLEY

Mt. William Estate, St. Vincent, B.W.I.

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.

Man Left You, Did He ?

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

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

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

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

Send your advertisement and remittance to

Canadian Grocer Want Ads.

143-153 University Avenue
TORONTO

VLIT
THE TIME AND LABOR-SAVING FURNITURE POLISH

Vlit
Lessens
Indoor
Toil

Prevents dry rot
and fills hair cracks

Improves all wood-
work



Best and

Sold only through
Wholesalers and Jobbers

R. C. HANNAN, Manager
(Formerly with Thomas J. Lipton)

VLIT
FURNITURE & AUTOMOBILE
POLISH
Velvet Finish Instantaneous,
Lighter Labour. Troubles Over.

VLIT is guaranteed to polish Paints, Varnishes, Enamelware, Pianos, Floors and Furniture. Also Burlap, Linoleum, Fancy Leathers and other things too numerous to mention.

VLIT does not contain one drop of acid which is the great destroyer of furniture.

VLIT prevents mud from adhering to automobiles.

VLIT makes old cars look new.

VLIT licks up dirt and polishes in one movement.

VLIT must make good or we will

Made in Canada

Direction-- Shake bottle, moisten lightly a soft clean cloth, rub briskly four or five movements are sufficient, when a brilliant polish is the result DO NOT use a second cloth to polish.

The VLIT MFG. CO., Ltd.
MONTREAL

Velvet Finish
Lighter Labor
Instantaneous
Troubles Over

A genuine furniture
food

Contains no kerosene
nor acids

Non-inflammable



Goes Farthest

Order Today

THE VLIT MANUFACTURING
CO., LTD.
223 McGill St. MONTREAL
Main 4927

A
Seasonable
Line all
the
Time

There is always a demand for

SIMMS

BETTER BRUSHES AND BROOMS

This is a line that does not stick on the shelf. The consumer must have brushes and brooms all the year round, and wants nothing but the best. Stock SIMMS' famous line of Better Brushes and Better Brooms, and you have a stock that will keep moving.

Every sale means a sure repeat.

Here is our line of trade-getters—

Brooms Lather Brushes Shoe Brushes
Whisk Brooms Paint Brushes Stove Brushes
Scrubbing Brushes

Order from our nearest branch.

T. S. SIMMS & CO., LIMITED

Makers of better Brushes and Brooms for 54 years
Head Office, St. John, N.B.

MONTREAL LONDON TORONTO

Our national advertising campaign is educating your customers to the fact that this is —

*"the new way
to buy PRUNES"*



The trademarked package is the dominant idea in retailing today. It is a better way for you—and for the customer. It is directly in line with the consumer trend of today.

That's why it is to your profit-advantage to link your store with our powerful program of publicity that is making SUN-SWEET a household word. Order from your jobber—and write us for live dealer-helps.

CALIFORNIA PRUNE AND APRICOT GROWERS INC.
San Jose, California
A cooperative growing, packing and marketing association of more than 7,500 growers

SUN SWEET

CALIFORNIA'S PRUNES

NATURE-FLAVORED

SAINSBURY BROS. - Canadian Representatives - MONTREAL, TORONTO, WINNIPEG

Worthy of Your Efforts

There is a lot of satisfaction to the dealer in selling a marmalade which draws enthusiastic customers, as well as a mighty nice profit. That's what

Shirriff's

(True Seville)
Orange
Marmalade

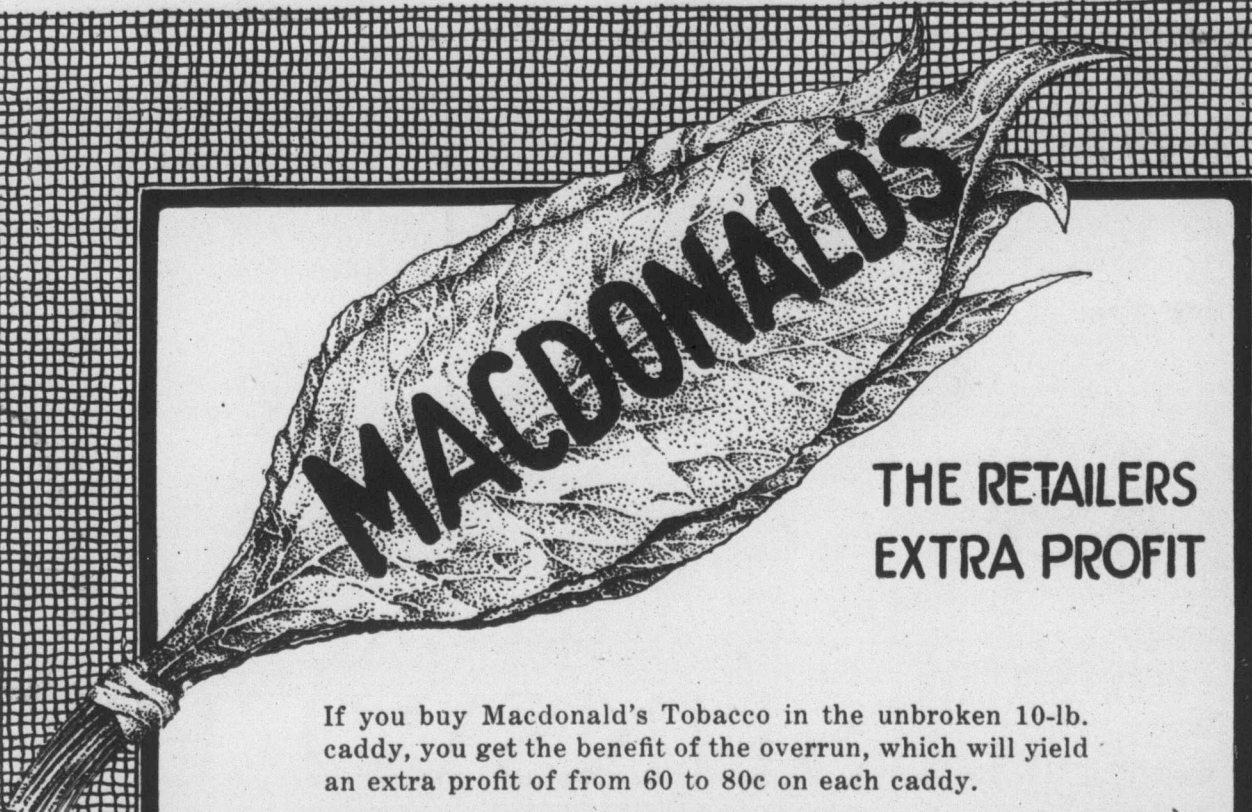


will do. Put an attractive display of Shirriff's in your window or on your shelves. When your customers just ask for "marmalade" give them Shirriff's—next time they will emphasize "Shirriff's Marmalade."

Seville oranges from Spain, pure cane sugar, and many year's experience of specializing in marmalade — that's Shirriff's.

Place your order to-day

Imperial Extract Company **Toronto, Ont.**
Selling Agents for Canada: Harold F. Ritchie & Co., Ltd., Toronto and Montreal



**THE RETAILERS
EXTRA PROFIT**


If you buy Macdonald's Tobacco in the unbroken 10-lb. caddy, you get the benefit of the overrun, which will yield an extra profit of from 60 to 80c on each caddy.

MACDONALD'S TOBACCO Smoking and Chewing

Selling Agents

Hamilton—Alfred Powis & Son.	Quebec—H. C. Fortier, Montreal.
London—D. C. Hannah.	Nova Scotia—Pyke Bros., Halifax.
Manitoba and North-West—The W. L. Mackenzie	New Brunswick—Schofield & Beer, St. John.
& Co., Limited, Winnipeg.	Kingston—D. Stewart Robertson & Sons.
British Columbia—George A. Stone, Vancouver.	Ottawa—D. Stewart Robertson & Sons.
	Toronto—D. Stewart Robertson & Sons.

W. C. MACDONALD, REG'D, Incorporated, MONTREAL



*"The Tobacco
with a heart"*

Big EASIFIRST Advertising to make sales for you

It will be good business for you to display EASIFIRST from now on. Let the people know you have it. Have your clerks bring it to your customers' attention.

In that way you will be "cashing in" on our big newspaper advertising. Many of the best papers will run these handsome, new, forceful advertisements which will make thousands of new EASIFIRST customers—and will send them to the store that displays and pushes "EASIFIRST"—the shortening that every woman likes.



Light, tasty Tea Biscuits
The EASIFIRST way

Everything you need or wish will be made delicious if you use EASIFIRST. It is the ideal shortening, above all others in high quality. Recommended by the most eminent chefs and bakers, EASIFIRST is the only shortening that makes every one's food delicious.

These things being so, it is only natural that you should use EASIFIRST.

THE RECIPES WILL PLEASE YOU

1 cup flour
1/2 cup EASIFIRST
1/2 cup sugar
1 egg
1/2 cup milk
1/2 cup water
1/2 cup butter
1/2 cup lard
1/2 cup shortening
1/2 cup oil
1/2 cup fat

Codfish Croquettes
The EASIFIRST way

A **DAINTY**, satisfying and economical dish—when properly cooked! The characteristic flavor—made with EASIFIRST—Your Codfish Croquettes will be light and delicious, indeed. Perfect because in deep frying EASIFIRST makes the outside crisp and golden, and the inside moist and tender.

Here is a Good Recipe—Try It!

1/2 cup EASIFIRST
1/2 cup flour
1/2 cup sugar
1/2 cup milk
1/2 cup water
1/2 cup butter
1/2 cup lard
1/2 cup shortening
1/2 cup oil
1/2 cup fat

Real English Plum Pudding!
The EASIFIRST way

EASIFIRST will make your Christmas pudding a real English Plum Pudding!

No man could resist this Chocolate Cake
The EASIFIRST way

It's made with EASIFIRST. You'll be surprised with the economy of EASIFIRST—you'll be delighted with the better results—the purity is the result of our own exclusive process. Moreover, EASIFIRST is prepared under the strict supervision of Government inspection.

This is the Recipe

1/2 cup EASIFIRST
1/2 cup flour
1/2 cup sugar
1/2 cup milk
1/2 cup water
1/2 cup butter
1/2 cup lard
1/2 cup shortening
1/2 cup oil
1/2 cup fat



Doughnuts that melt in your mouth!
The EASIFIRST way

It's a delicious recipe. Doughnuts that melt in your mouth!

Southern Beefsteak Delight
The EASIFIRST way

Here is the Way to Make it

Stuffed Baked Whitefish
The EASIFIRST way

THE world takes off its hat to the French chef. Why? Use of EASIFIRST.

Gingerbread that delights the kiddies!
The EASIFIRST way

Successful Cook!
Here is a Successful Gingerbread Recipe

Irresistible Lemon Pie!
The EASIFIRST way

THAT dainty, crispy, delicious pie that you have always wanted will be yours if you use EASIFIRST.

EASIFIRST is the ideal shortening—pure, always of the same high quality—economical to use and to buy. It's the thing you like to fry, more tempting and more easily digested.

Try a carton today. But, remember, use much less of it than butter or lard.

Your doctor will thank you much EASIFIRST is so good and pure.

It is worth having often.

Gunns Limited
West Toronto

Gunns
Limited
WEST
TORONTO



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

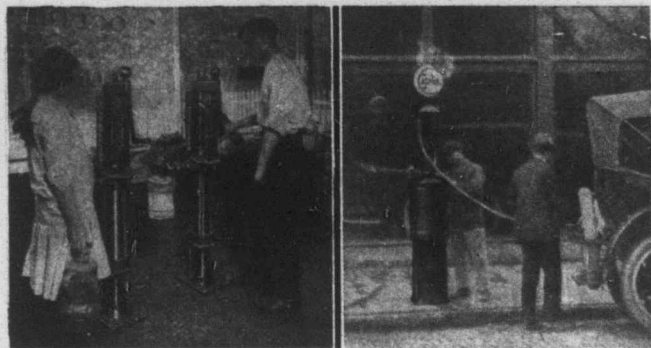
W. R. McCaw, Galley and Roncesvalles Ave.,
Toronto, had a coffee mill for sale.

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



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

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



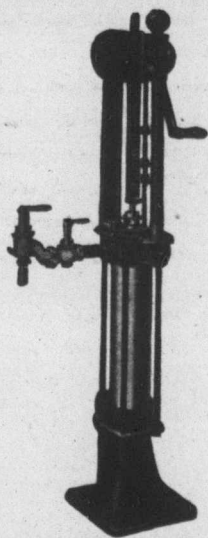
Profit in Cleanliness

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.

Selling by the million!

Are you taking advantage of the big trade boom? The demand for OXO CUBES is growing day by day and is extending to every corner of the country. Get your share before the winter is out. There must be hundreds in your town or city who would become buyers of Oxo Cubes. Handy—cheap—and good,—they make an immediate and irresistible appeal to all classes—rich and poor alike.

The Cubes that sell



OXO Limited

Montreal

356 St. Antoine Street

Toronto

441 King Street West

Winnipeg

203 Bon Accord Block



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

QUOTATIONS FOR PROPRIETARY ARTICLES

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

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

Screw Vac. Top Glass Jars, 16 oz	
Strawberry	\$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 85
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2	
doz. in case	3 15
16 oz. Glass, Screw Top, 2	
doz. in case	3 85
16 oz. Glass, Tall, Vacuum,	
2 doz. in case	3 85
2's Tin, 2 doz. per case	5 95
4's Tins, 12 pails in crate,	
per pail	0 95
5's Tin, 8 pails in crate, per	
pail	1 18
7's Tin or Wood, 6 pails in	
crate	1 64
30's Tin or Wood, one pail in	
crate, per lb.	0 23

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans,	
Plain, 75c. or with Sauce,	
4 doz. to case	\$0 85
1's Pork and Beans, Flat,	
Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat,	
Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall,	
Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall,	
Tomato or Chili Sauce, 4	
doz. to case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain,	
2 doz. to the case	1 50
2's Pork and Beans, Tomato	
or Chili Sauce, Tall, 2	
doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 85
Family, Plain, \$1.75 doz.; Family	
Tomato Sauce, \$1.95 doz.; Family,	
Chili Sauce, \$1.95 doz. The above	
2 doz. to the case.	

CATSUPS—In Glass Bottles

	Per doz.
¼ Pts., Aylmer Quality	\$1 90
12 oz., Aylmer Quality	2 85
	Per jar
Gallon Jugs, Aylmer Quality	\$1 62½
	Per doz.
Pints, Delhi Epicure	\$2 70
¼ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
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	\$9 80
Reindeer Brand, each 48 cans	9 35
Silver Cow, each 48 cans	8 60
Gold Seal, Purity, each 48 cans	8 45
Mayflower Brand, each 48 cans	8 45
Challenge Clover Brand, each	
48 cans	7 95
	EVAPORATED MILK
St. Charles Brand, Hotel, each	
24 cans	\$7 15
Jersey Brand, Hotel, each 24	
cans	7 15

Peerless Brand, small, each 24		3 15
cans		
St. Charles Brand, Tall, each		7 25
48 cans		
Jersey Brand, Tall, each 48		7 25
cans		
Peerless Brand, Tall, each 48		7 25
cans		
St. Charles Brand, Family,		6 25
48 cans		
Jersey Brand, Family, each		6 25
48 cans		
Peerless Brand, Family, each		6 25
48 cans		
St. Charles Brand, small, each		3 20
48 cans		
Jersey Brand, small, each 48		3 20
cans		
Peerless Brand, small, each, 48		3 20
cans		

CONDENSED COFFEE

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

HARRY HORNE & CO., Toronto, Ont.

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

B.C. HOPS

Dominion Brand, quarters, per		0 30
short weight pound		
Dominion Brand, halves, per		0 29
short weight pound		
Maple Leaf Brand, ¼ lb. pack-		0 40
ages, per full weight pound		
Maple Leaf Brand, ½ lb. pack-		0 39
ages, per full weight pound		

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	\$2 80
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. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

Manufacturers of the Edwardsburg Brands Starches Laundry Starches—	
Boxes	Cents
40 lbs., Canada Laundry	\$0 10
100-lb. kegs, No. 1 white	0 10½
200-lb. bbls., No. 1 white	0 10½
30 lbs., Edwardsburg Silver	
Gloss, 1-lb. chromo pkgs.	0 12
40 lbs., Benson's Enamel, (cold water), per case	3 25
Celluloid, 45 cartons, case	4 70
Culinary Starch.	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0 11½
40 lbs. Canada Pure or Challenge Corn	0 10½
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 16½
(20-lb. boxes, ¼c higher, except potato flour.)	

Big Business in Quebec and Eastern Provinces

MANUFACTURERS

if you want to market your Products in this rich territory, try our service. We guarantee to get distributions for you. Our travellers cover the country thouroughly.

WRITE US TO-DAY

WE CAN DO IT

MARTIN M. SICHEL & CO. REGD.

Merchandise Brokers

212 MCGILL STREET, MONTREAL

It sells for
25c.

It costs
18³/₄c.

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

SEASON 1919

Many of the restrictions upon the exportation of our productions during the war have now been removed, and others are about to be rescinded.

We hope shortly to again be able to ship to our Canadian friends our

"Old English Xmas Pudding," packed in tins and basins.
Silver Medal. Cream Stilton Cheese.

Particulars and enquiries from Hamblin Brereton, 256 Lemoine St., Winnipeg; Chapman, Montreal

TUXFORD & NEPHEWS, MELTON MOWBRAY, ENGLAND

RICE

RICE FLOUR

RICE MIDLINGS

**Mount Royal Milling
and**

Mfg. Coy., Limited

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

D. W. ROSS COMPANY

Agents
MONTREAL



Combine Two Sales in One

Tell customers of the delicious maple-tasting syrup they can make by diluting corn syrup with warm water and flavoring it with

Mapleine

They will enjoy the flavor Mapleine gives to cakes, frostings, desserts, candies—the maple taste the American palate craves.

Order now of your jobber or

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

M-530

S.A.P. "The World's Premier Polishes"

Write off by next mail for our advantageous terms for these excellent preserves and polishes.

S.A.P. Boot Polishes.

In three sizes, No. 1, No. 8 and No. 9, and in four colours, Black, Light Brown, Dark Brown, and Mahogany.

S.A.P. White Preparation.

In one size only. Specially prepared for canvas shoes, equipment, cricket boots, etc.

S.A.P. Furniture and Floor Polish.

In two sizes, No. 8 and No. 9. Cleans, Polishes and Preserves at the same time.

S.A.P. Prepared Wax

In one size only, No. 9. This Polish has been specially prepared for Automobile Bodywork, Upholstery, Carriages, Woodwork, Leatherwork.

S.A.P. Harness Polish.

In two sizes, No. 8 and No. 9. In two colours, Black and Brown. Specially prepared for polishing harness, accoutrements, etc.



HERBERT & CO. (S.A.P.) LTD.

Export Department
41 Finsbury Square London, Eng.

Special Appointment

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., England

Canadian Agents:

HUGH LAMBE & CO., TORONTO.
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.



Oakey's "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.

Manufacturers of

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

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

Agents:

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

Sankey & Manson, 839 Beatty Street, Vancouver.

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case... 5 45
5-lb. tins, 1 doz. in case... 6 05
10-lb. tins, 1/2 doz. in case... 5 75
20-lb. tins, 1/4 doz. in case... 5 70
(Prices in Maritime Provinces 10c per case higher.)

Barrels, about 700 lbs. 0 00 1/2
Half bbls., about 350 lbs. 0 00 1/2

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case... 5 95
5-lb. tins, 1 doz. in case... 6 55
10-lb. tins, 1/2 doz. in case... 6 25
20-lb. tins, 1/4 doz. in case... 6 20
(5, 10, and 20-lb. tins have wire handles.)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz. 1 50
INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley— Doz.
1 lb. 34 00
1/2 lb. 3 00
Robinson's Patent Groats—
1 lb. 4 00
1/2 lb. 3 00

NUGGET POLISHES

Doz.
Polish, Black, Tan, Toney Red and Dark Brown \$1 15
Card Outfits, Black and Tan 4 15
Metal Outfits, Black and Tan 4 25
Creams, Black and Tan 1 25
White Cleaner 1 25

EMPERIAL 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 lbs. 1 08
Pay Roll, thick bars 1 30
Pay Roll, plugs, 10s, 6-lb. 1/2 caddies 1 25
Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs. 1 25
Great West Pouches, 9s, 8-lb. boxes, 1/2 and 1-lb. lunch boxes 1 30
Forest and Stream, tins, 9s, 2-lb. cartons 1 44
Forest and Stream 1/2s, 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

JELL-O

Made in Canada

Assorted case, contains 4 doz. \$5 40
Lemons, 3 doz. 4 05
Orange, 3 doz. 4 05
Raspberry, 3 doz. 4 05
Strawberry, 3 doz. 4 05
Chocolate, 3 doz. 4 05
Cherry, 3 doz. 4 05
Vanilla, 3 doz. 4 05
Weight, 3 lbs. to case. Freight rate second class.

JELL-O ICE CREAM POWDERS

Made in Canada.

Assorted case, contains 2 doz. \$2 70
Chocolate, 2 doz. 2 70
Vanilla, 2 doz. 2 70
Strawberry, 2 doz. 2 70
Unflavored, 2 doz. 2 70
Weights, 11 lbs. to case. Freight rate second class.

BLUE

Keen's Oxford, per lb. 6 24
In cases 12-12 lb. boxes to case 0 24

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

COCOA

Perfection Cocoa, lbs., 1 and 2 2 doz. in box, per doz. \$5 80
Perfection, 1/4-lb. tins, doz. 1 60
Perfection, 1/2-lb. tins, doz. 3 00
Perfection, 10s size, doz. 1 15
Perfection, 5-lb. tins, per lb. 0 42
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box, doz. 3 25
Soluble Cocoa Mixture (Sweetened), 5 and 10-lb. tins, per lb. 0 28
(Unsweetened Chocolate)
Supreme Chocolate, 12-lb. boxes, per lb. 0 45
Supreme Chocolate, 10c size, 2 doz. in box, per box 2 25
Perfection Chocolate, 10c size, 2 doz. in box, per box 1 90

SWEET CHOCOLATE

Per lb.
Eagle Chocolate, 1/4s, 6-lb. boxes 0 36
Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case 0 36
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case 0 36
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 36
Diamond Crown Chocolate, 28 cakes in box 1 25

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. \$0 47
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. 0 47
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. 0 47
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. 0 47
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. 0 47
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. 0 47
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 47
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. 0 43
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. 0 43
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 43
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. 0 43
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. 0 43
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 43
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 40
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 lb. 0 47
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb. 0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 8 cakes to box, 24 boxes to case, per box 2 48
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

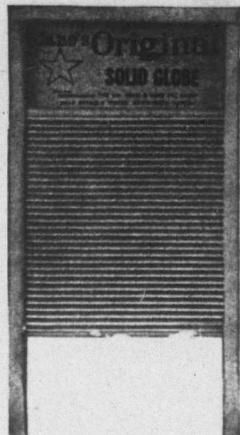
MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., 1/2 doz. in box, per doz. \$6 00
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz. 3 20
Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz. 6 00
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz. 3 20
Chocolate Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 35
Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 35
Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per box 2 05
Triumph Chocolate, 1/4s, 4-lb. boxes, 35 boxes in case, per box 2 05
Triumph Chocolate, 1/2-lb. cakes, 4 lbs., 35 boxes in case, per box 2 05
Chocolate Cent Sticks, 1/2 gr. boxes, 80 gr. in case, per gross 1 15
120-1c Milk Chocolate Sticks, 60 boxes in case 0 80

6c LINES

Toronto Prices

Per box
Filbert Nut Bars, 24 in box 60 boxes in case \$1 05
Almond Nut Bars, 24 in box, 50 boxes in case 1 05
Puffed Rice Bars, 24 in box, 50 boxes in case 1 05
Ginger Bars, 24 in box, 50 boxes in case 1 05
Fruit Bars, 24 in box, 50 boxes in case 1 05
Active Service Bars, 24 in box, 50 boxes in case 1 05
Queen's Dessert Bar, 24 in box, 50 boxes in case 1 05



Cane's Washboards
Built to last a lifetime

Skilled workmanship and the very best of materials are a guarantee of long and satisfactory service.

Try a small display to prove that they are good sellers.

The profit from this first order will convince you that Cane's Washboards are worth handling.

Write to-day.

Wm. Cane & Sons Co.
 LIMITED
 NEWMARKET, ONTARIO



UPERIOR value, greater strength and absolute purity are three reasons why Canadian housewives invariably prefer Cow Brand Baking Soda.

Cow Brand lasts longer and gives better results than any other soda on the market. It pays to keep it well displayed.

Church & Dwight, Ltd.
 MONTREAL



Canada Beaver Brand Brooms

A broom that will give satisfactory service even beyond the extent of your customers' expectations will surely be to your advantage to carry.

Household Brooms—10 Different Grades.
 Toy Brooms—3 Different Grades.
 Whisks—10 Different Grades.
 Warehouse Brooms—A Specialty.

Make out a trial order to-day.

The Canada Broom & Brush Co., Ltd.
 RIDGETOWN, ONT.

Sales Manager—M. Webber, London, Ont.

Western Sales Agency—Messrs. Nicholson-Rankin, 707-708 Federation Life Building, Winnipeg, Man.

Toronto Agents—Messrs. Scott & Thomas, Foy Bldg., 32 Front St. West, Toronto, Ont.

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

CHICKEN HADDIES

(Lily Brand)

For breakfast you could not get a more delicious dish than a fillet of tender Chicken Haddies.

Try it in your own home and we know you will suggest them to your customers. A dainty dish for the Lenten season.



Packed 48 ones to the case

Packed at Canso, N.S., by the
Maritime Fish Corporation
 Limited

Head Office and
 Sales Department, Montreal

Plants at Canso
 and Digby, N.S.

Packers of the celebrated MAPLE LEAF
 Canned Codfish Flakes

Raisins

Notwithstanding the large California crop, the extraordinary demand for Raisins in the United States has raised the market to a dizzy height. New York and Chicago are scrambling for any stocks that can be found anywhere. The prices they are paying are much above rates ruling in the Canadian market, but sooner or later their buying will compel a substantial advance here. In the meantime, anything that looks like a raisin has a value not seen for many a year. We quote:

Griffin's Fancy Seeded,	15 oz.,	-	.26
Sunmaid " "	15 oz.,	-	.26
Easter Choice " "	15 oz.,	-	.25
Choice Bulk " "	25s,	-	.24
Griffin's Seedless,	15 oz.,	-	.27
Sunmaid " "	15 oz.,	-	.27
Griffin's " "	11 oz.,	-	.22
One Crown Muscatels,	- -	-	.25
Three " "	- -	-	.24
California Sultanas,	- - -	-	.24
California Valencias,	- - -	-	.23½

Send us an order

H. P. ECKARDT & CO
WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

CANADIAN GOODS WANTED

A prominent firm of English brokers (London) with important established connections in the United Kingdom and Europe is desirous of opening direct relations with Canadian packers of CANNED GOODS, DRIED FRUITS, Etc.

A representative of the firm will arrive in Canada about end of January to interview interested parties. Will owners of reliable brands desiring active representation please write "Conflict," c/o Canadian Grocer, 143-153 University Ave., Toronto.

"FISH"

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

LEMON BROS.

Owen Sound, Ont.

We manufacture all kinds of

Box Shooks

And Can Guarantee Prompt Delivery

Write or Wire for Prices

W. C. Edwards & Co., Limited

Ottawa, Ontario

Dole Bros Hops. & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing 1/4, 1/2 or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec

15 STE. THERESE ST. - - MONTREAL

Cream Bars, 24 in box, 50 boxes in case 1 05
 Victory Bar, 24 in box, 60 Regal Milk Chocolate Bar, 24 in box, 50 boxes in case... 1 05
 Royal Milk Cakes, 24 in box, 50 boxes in case 1 05
 Maple Buds, 5c display boxes, 5c pyramid packages, 5c glassine envelopes, 4 doz. in box 2 10

W. K. KELLOGG CEREAL CO.

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, Kellogg's Shredded Krumbles, Ind. 2 00
 Kellogg's Krumbled Bran 1 85

BRODIE AND HARVIES

XXX Self-Raising Flour, 6 lb. packages, doz. 5 80
 Do., 3 lbs. 2 95
 Superb Self-Raising Flour, 6 lb. 5 60
 Do., 3 lb. 2 85
 Crescent Self-Raising Flour, 6 lb. 5 70
 Do., 3 lb. 2 90
 Perfection rolled oats (50 oz.) Brodie's Self-Raising Pancake Flour, 1 1/2 lb. pack., doz... 1 50

BLACKWOODS' BAKING POWDER

Per doz.
 8-oz. tins, 4 doz. to case... \$ 1 50
 12-oz. tins, 4 doz. to case... 2 25
 16-oz. tins, 4 doz. to case... 2 80
 Qt. Sealers, 1 doz. to case... 5 00
 3-lb. tins, 1 doz. to case... 6 50
 5-lb. tins, 1 doz. to case... 10 50

CORDIALS

Black Cherry St. Julien Claret
 Mondego Port Grape Wine
 Hot Todd Ginger Wine
 Sloe Gin Creme de Menthe
 Packed 1 doz. qts. to case.
 Per case \$4 50
 Bulk, per gallon 1 85

LIQUORS

H. T. Special Glager
 Creme de Menthe Black Cherry
 Hot Todd Port
 Grape Claret
 Sloe Gin Trench Rum
 Packed 1 doz. qts. to case. Per case... \$4 50
 Bulk, per gallon 2 85

CONCENTRATED FRUIT CIDER

Orange Cherry
 Peach Loganberry
 Lemon Strawberry
 Grape Raspberry
 Blackberry Per doz.
 Packed 24, 2 1/2-lb. tins to case... \$7 20
 Apple, pkd. 24, 2 1/2-lb. tins to case... 7 40

EXTRACTS

Blackwoods' Government Standard All flavors. Per doz.—
 2-oz. 2 1/2-oz. 4-oz. 8-oz. 16-oz.
 \$1 75 2 00 3 25 5 75 11 25
 Heather Brand. Fifty per cent. over Government Standard. Per doz.—
 2-oz. 2 1/2-oz. 4-oz. 8-oz. 16-oz.
 \$2 25 2 00 4 25 7 50 14 00

OYSTER COCKTAILS Per doz
 Packed 5-doz. 4-oz. bottles to case... \$2 25
 OLIVES Per doz
 Queens, packed 24, 8 oz. to case... \$2 20
 Queens, packed 24, 16 oz. to case... 3 25
 Pimento Stuffed, 24, 8 oz. to case... 3 00
 Pimento Stuffed, 24, 16 oz. to case... 4 50

BLACKWOODS' DE LUXE PICKLES

Ons. 10 16 18 20 Qts.
 Sr. Mix. ... 2.25 3.15 3.35 3.75 4.65
 Chow 2.35 3.25 3.40 3.85 4.90
 Onions 3.45
 Gherkins 3.50
 Sw. Mix. ... 2.50 3.35 3.60 4.00 5.15
 Sw. Onions 3.75
 Sw. Gherkin 3.75
 F.o.b. jobbing points add the following freight per dozen:—
 10 oz., 10c; 16 oz., 15c; 18 oz., 20c; 20 oz., 25c; qts., 30c.

PICKLES IN TINS Per doz.

Sr. Mix, 2 1/2-lb. tins \$3 25
 Chow, 2 1/2-lb. tins 3 40
 Sw. Mix, 2 1/2-lb. tins 3 50
 Sr. Gherkin, 2 1/2-lb. tins 4 25
 Sw. Gherkin, 2 1/2-lb. tins 4 50
 Dills, 2 1/2-lb. tins 2 50
 Kraut, 2 1/2-lb. tins 1 90

PICKLES IN BULK

Spring Top Gallen Jars
 Sr. Mix \$1 15
 Chow 1 25
 Sw. Mix 1 40
 Dills 1 10
 Pails 1 gal. 3 gal. 5 gal.
 Sr. Mix \$1 40 \$3 00 \$4 60
 Chow 1 45 3 25 4 90
 Sw. Mix 1 70 4 25 6 50

RELISHES Per doz.

Horse Radish, 10-oz. bottle... \$2 40
 English Picallili, 8-oz. 2 25

RASPBERRY VINEGAR, HEAVY SYRUP Per doz.

Packed 1 doz. Qts. to case... \$5 50
 Packed 2 doz. Pts. to case... 3 25
 Packed in bbls., 6 doz. Qts... 5 25
 Packed in bbls., 10 doz. Pts... 3 00

BRAMBLE BRAND RASPBERRY VINEGAR Per doz.

Packed 1 doz. Qts. to case... \$4 00
 Packed 2 doz. Pts. to case... 2 50
 Packed in bbls. 6 doz. Qts... 3 25
 Packed in bbls., 10 doz. Pts... 2 25

SAUCES Per doz.

Gravy Sauce, 1/2-pt. bottles... \$2 50
 B.B. Sauce, 1/2-pt. bottles... 2 25
 Worcester, 1/2-pt. bottles... 1 40
 Worcester, pt. bottles 2 00
 Mustard, 4-oz. bottles... 0 95

TOMATO BOUILLON

Packed 1 doz. qts. to case. Case... \$12 00

VINEGAR

BLACKWOODS' NO. 1 BROWN AND WHITE SPIRIT VINEGAR Per doz.
 Packed 2 doz. Qts. to case... \$2 25
 Packed 2 doz. Pts. to case... 1 50

BULK

50 O.P. Spirit, per gallon... \$0 52
 Proof Spirit, per gallon... 0 37
 Spirit, per gallon 0 28 1/2
 Cider, per gallon 0 45
 Artificial Proof, per gallon... 0 28
 Artificial, per gallon... 0 22

ARTIFICIAL HONEY

Packed 2 doz., 8-oz., per doz... \$2 50

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

Florida Cabbage

is now arriving

All fresh, new goods packed in
1/2 bbl. hampers

Also

**Florida Head Lettuce and
Cauliflowers**

**Sunkist Oranges and
Lemons**

Stripes Brand Grape Fruit

WHITE & CO., Limited
TORONTO

Winter Bananas

Our Specialty

Absolutely the best fruit you can obtain. Special packing during cold weather. Let us have a standing order for what you require.

Golden Orange Brand
Navels

Florida Grape Fruit—Bright,
heavy packing

Western Box Apples—All
Best Winter Varieties

Frozen and Smoked Fish
Oysters

Potatoes, Carrots, Beets, Parsnips,
Turnips, Cabbage,
Onions

The House of Quality

Hugh Walker & Son
Limited

Guelph

Established 1861

Ontario



Went to War
1914
Home Again.

I have my old job back, saving Mrs. Housewife all the trouble of making her coffee. I serve her instantly.

I am not de-naturalized, de-caffeinized nor de-anythinged. Oh! yes, I am DE-LICIOUS. Let me make your coffee service perfect.

I Washington's REFINED **Coffee**

Originated by Mr. Washington, 1909
Distributed by Grocers Specialty Company, 169 William Street, Montreal

ON HAND

WILLOW

CLOTHES

BASKETS

Walter Woods & Co.

Hamilton

and

Winnipeg

Sani-Flush

(TRADE MARK REGISTERED)

Sani-Flush has a very specific use. It cleans water-closets only. The sale of *Sani-Flush* does not reduce the consumption of other articles. Therefore the profit which a merchant makes on *Sani-Flush* is a profit which he would not make if he did not sell *Sani-Flush*.

Encourage your customers to buy *Sani-Flush* by calling it to their attention at every opportunity.

Harold F. Ritchie & Co.

LIMITED

10-12-14 McCaul St.
TORONTO, ONT.



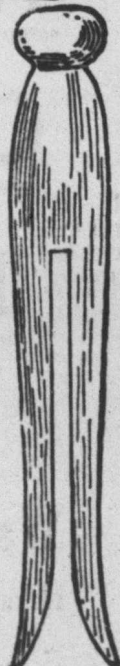
The Megantic Broom Mfg. Co., Ltd

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

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



AGENTS: Bolvin & Granier, Quebec. Delorme Freres, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Jamlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

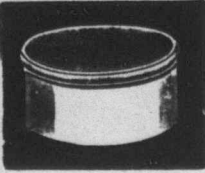
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BUYERS' MARKET GUIDE

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.

Agent:

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

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

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

BAIRD & CO., Merchants, St. Johns

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

HIGHER PRICES ON MOLASSES

Indications from primary markets point to higher prices on molasses. New stocks are due to arrive about March 1st, but no prices are being quoted for future deliveries. Barbadoes molasses is practically off the market.



CLIMAX PAPER BALERS

ALL STEEL-FIREPROOF

"Turns Waste into Profit"

12 SIZES

Send for Catalogue
CLIMAX BALER CO.
Hamilton, Ont.

FOR SALE

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

C. A. MANN & CO.

LONDON, ONT.

Phone 1577

THE STANDARD BY WHICH MANTLES ARE JUDGED

GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS.

R. M. Moore & Co. Ltd. Vancouver, B.C.
PACIFIC COAST MANTLE FACTORY.

The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:

Ice Cream Cartons, Parafined.

Butter Cartons, Parafined.

Egg Cartons; Special Egg Fillers.

Folding Candy Boxes; also handy

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
¼-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.

TRENTON - ONTARIO

Fidelity Collection Agency Ltd.

Canadian Bank of Commerce Bldg., Winnipeg

Collections and Adjustment

"We collect anything anywhere"

References: Can. Bank of Commerce and Molsons Bank

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

Wanted

Classified Advertising

Advertisement under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

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

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

FOR SALE

FOR SALE—QUICK DISPOSAL, WELL-ESTABLISHED, up-to-date general store business, post office and telephone, modern conveniences, Saskatchewan point, good class of settlers to draw trade from, to a responsible party with \$5,000 cash terms would be given on the balance; the total deal approximates \$10,000; or two young men could eliminate salary expenses; present owner in business five years, but owing to sickness this business is for sale; no opposition; country well settled; most of the farmers own cars, and farming conducted extensively; deal direct with owner (no agents). Apply first instance Box 26, Canadian Grocer, 153 University Ave., Toronto.

GOOD COUNTRY GENERAL STORE AND stock at station, store and stock about \$8,000. Good building and clean stock. Selling on account of poor health. Apply Box 916, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—GROCERY BUSINESS, STOCK and fixtures, about \$2,000; turnover about \$14,000. Will rent or sell property. Reasons for selling, other business and short of help. Address Box 393, Canadian Grocer, 143 University Ave., Toronto, Ont.

GROCERY FOR SALE. LARGE FAMILY trade. Stock all new and clean. Sell or rent building. Woodman & McKee, Coaticook, Que.

FOR SALE — A GENERAL STORE STOCK about \$10,000, on railway line; stock sold separate or with property. Apply to Alex. Shute, Holland Centre, Ontario.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 118 Sumach St., Toronto.

WANTED

WANTED—SITUATION AS CLERK IN GROCERY or general store; four years' experience. Can commence at once. OR WOULD BUY small business if right location. Apply Box 30, Canadian Grocer, 153 University Ave., Toronto.

WANTED—TO BUY A USED STENCIL CUTTING machine; must be in good condition. Shaw & Ellis, Pooleogan, N.B.

Manager Wanted for Canadian National Newspapers & Periodicals Association

To act also as Secretary-Treasurer, and carry on the Association's general work, under the direction of the President and the Board of Directors, study the interests of the various classes of publications in the Association, and plan and carry on promotion work in their interests. Applicants should understand advertising and merchandising.

Apply in writing only, stating age, full details of experience, and salary expected. Applications will be treated as confidential.

Address Acton Burrows, President, Canadian National Newspapers & Periodicals Association, 70 Bond Street, Toronto.

IS THIS YOUR YOUNG MAN?

SEVEN YEARS WHOLESALE AND RETAIL experience. High school and business college education. Practical knowledge of modern salesmanship and office routine. A hustler and thorough worker. Familiar with trade conditions. Open for immediate employment. Box 32, Canadian Grocer, 143 University Ave., Toronto.

AGENCIES WANTED

MONTREAL IMPORTER VISITING ENGLAND in spring is open to act as buying or selling agent for Canadian manufacturers. Strong connection on candies and grocery lines in England. Can undertake care of exhibits at Canadian Exhibition in London. D. F., Canadian Grocer, Southam Bldg., Montreal.

MANUFACTURERS' AGENTS, MONTREAL, are looking for agencies in connection with grocery and candy trade. 250 open accounts in Montreal. A.B.C. Canadian Grocer, Southam Bldg., Montreal.

COMMISSION AGENT CALLING ON THE mining and lumbering business in the Cobalt and Porcupine District wants a few good lines. Box 181, Canadian Grocer, 153 University Ave., Toronto, Ont.

TO MANUFACTURERS—COMMERCIAL TRAVELLER, Canadian, with experience in selling packers' products and groceries, is taking up residence in England May first and would like to handle a few good Canadian lines in that country. Personal interview can be arranged. Apply Box 36, Canadian Grocer, 153 University Ave., Toronto.



Parke's Smoke Essence

will smoke and cure meat better than the old smoke house method. It is easy to use—just apply with a brush. Keeps the meat tender, because the moisture is retained.

RETAILS 35c AND 75c.

35c size enough for about 100 lbs. is packed in compartment corrugated cases, 36 bottles in each. Price \$8.40 per case.

75c size, enough for about 300 lbs., is \$6.00 per dozen.

Parke & Parke Limited
MACNAB ST. AND MARKET SQ.
Hamilton, Ontario

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

WANTED

Two experienced specialty salesmen to handle high-class line of Store Equipment made in Canada. One for London district including territory from London to Windsor, and one for Ottawa and surrounding district. May purchase line outright or sell on commission. State age and experience. An A1 proposition. Apply Box 34, Canadian Grocer, University Ave., Toronto.



RID OF RATS

The only non-poisonous Rat 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, \$1.00 per doz., \$1.00 per lb. in bulk.

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



Get our prices on Split Peas, Pot and Pearl Barley, Manitoba Blended and Ontario Wheat Flours.

SATISFACTION, superior saleability, delicious flavor and excellent profits go hand in hand with this great big Red and Blue Package of wholesome "Porridge" Flakes.

You will find "Quality Rolled Oats" a winner of customer good-will and an excellent seller. The wholesome nut-like flavor and the thinly rolled semi-cooked flakes that cook so quickly, win favor with housewives everywhere.

Immediate delivery on any quantities

Selling Agents for Ontario

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Canadian Cereal & Flour Mills Co., Limited

TILLSONBURG, ONTARIO

Head Office - - Stratford, Ont.



Mr Merchant.



The purchasing
power of your 1920 Dollar
is as great as it was
in 1913 when invested
in Palmolive Soap on
the present basis now being
offered by your Wholesale
grocer. Ask any Wholesale
Grocer's Salesman
The Palmolive Co of Canada
Toronto.