

FEATURING ARTICLES FROM HAMILTON MERCHANTS

CANADIAN GROCER

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THE MACLEAN PUBLISHING COMPANY, LIMITED

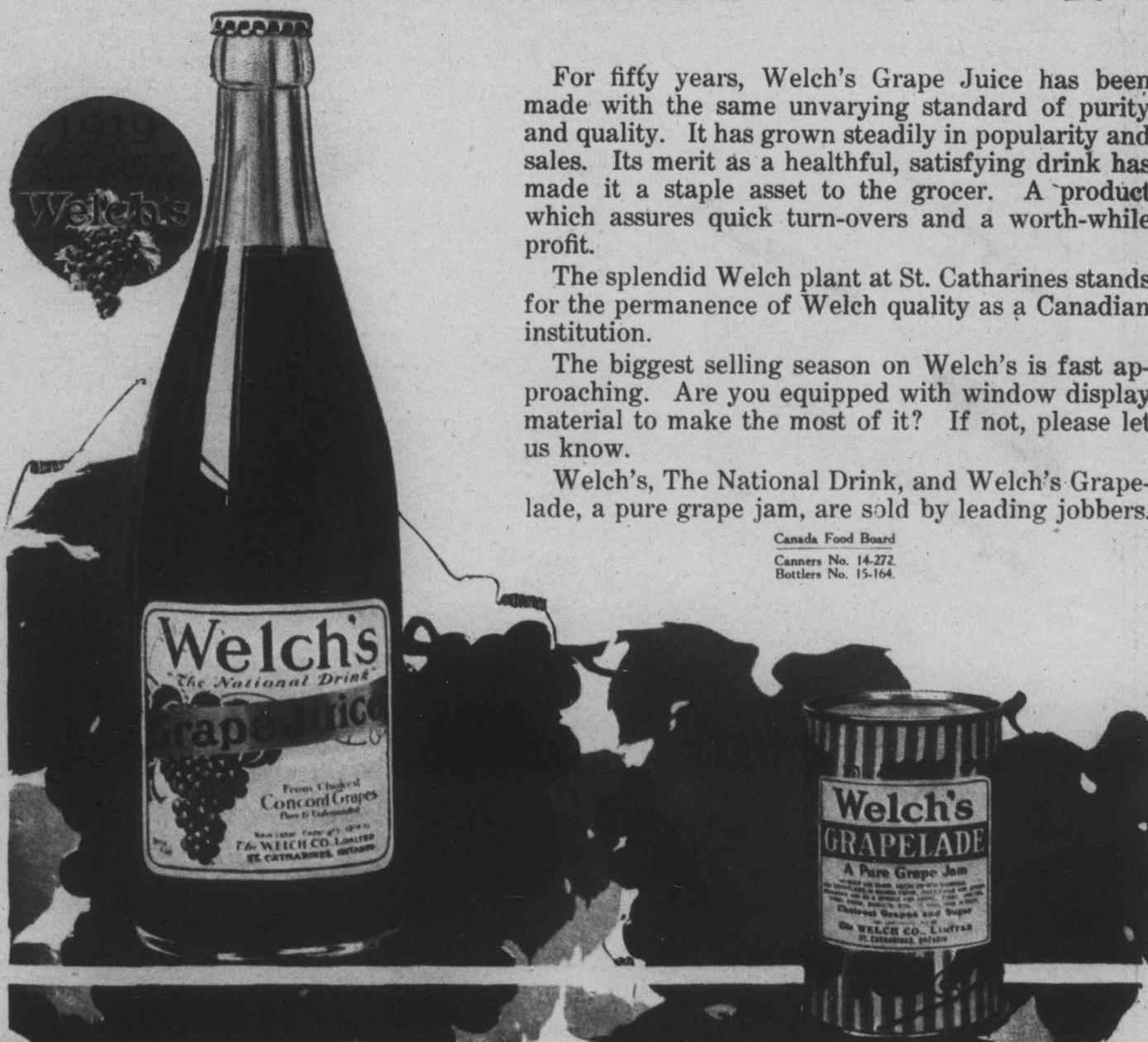
Vol. XXXIII

PUBLICATION OFFICE: TORONTO, MARCH 7, 1919

No. 10

Welch's

"THE NATIONAL DRINK"



For fifty years, Welch's Grape Juice has been made with the same unvarying standard of purity and quality. It has grown steadily in popularity and sales. Its merit as a healthful, satisfying drink has made it a staple asset to the grocer. A product which assures quick turn-overs and a worth-while profit.

The splendid Welch plant at St. Catharines stands for the permanence of Welch quality as a Canadian institution.

The biggest selling season on Welch's is fast approaching. Are you equipped with window display material to make the most of it? If not, please let us know.

Welch's, The National Drink, and Welch's Grape-Jade, a pure grape jam, are sold by leading jobbers.

Canada Food Board
Canners No. 14-272.
Bottlers No. 15-164.

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

It Pays to Display O-Cedar



This O-Cedar Display Stand will help you to give O-Cedar its merited prominence on your counter. Free with an order for \$27 (net) worth of O-Cedar Products.



This attractive sign for window or counter comes to you complete with cord and lamp, ready to be attached to any electric light socket. Free with an order for \$40 worth of O-Cedar Products.

THE other day, a merchant told us he would like to display O-Cedar Products, but he had not room enough. After talking the matter over, however, he came to the conclusion that he couldn't afford *not* to show O-Cedar in one of the most conspicuous parts of his store.

He had forgotten to take into consideration the fact that O-Cedar Products are among his most quickly-moving specialties. Some of the lines he had been featuring most prominently would only sell to an ordinary family about once every ten years. O-Cedar Polish, on the other hand, from six to twelve times a year for the ordinary household.

When you consider the good percentage of profit that you make on each sale of O-Cedar, and multiply that by the number of sales per year to each customer, can you think of any article which better deserves the most expensive display space in your store than O-Cedar Polish, and O-Cedar Polish Mop?

If you, too, have overlooked O-Cedar Products in the arrangement of your store and window display, consider the claims of O-Cedar from the standpoint of possible profits, and you will be sure to look up the conspicuous part for showing this money-making line.

Before this day's work is over, will you instruct your clerks to give O-Cedar "preferred position" in your store.

Order from your jobber.

Channel Chemical Company, Limited

369 Spadina Ave.

Toronto

Make every day a Borden day in your store



The Original and Leading Brand since 1857.

The demand for Borden's is not limited to any particular day or confined to any particular season.

Every day everywhere people are buying **BORDEN MILK PRODUCTS** and grocers are benefiting accordingly.

A daily Borden display means big sales—repeat sales—customer satisfaction and a good, wide profit margin.

Remind your customers that you sell and recommend Borden's—the milk products of unbeatable quality.



*Keep your stock out in front.
If it needs replenishing call
up your wholesaler*



Borden Milk Co., Ltd.

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver, B.C.

Not An Egg Substitute— AN EGG POWDER

Bowes' Pure Powdered Whole Egg is made from absolutely nothing but fresh eggs, and there is no similarity between this product and so-called egg substitutes. It may cost more, but the results it gives are well worth the difference in price and your customers know and appreciate this fact.



Sell it on its merits! Tell your customers how much more economical it is than eggs in the shell, and how it will give identically the same satisfactory results.

We are making this product known to your customers. All you need do is to cater to the demand.

**ORDER A FEW TINS TO-DAY AND
SEE HOW QUICKLY THEY'LL SELL**

The Essence
of Successful
Preserving

SAFETY



Fruit Jars with
Those Essentials
Guaranteed

SANITATION

CROWN



SCREW TOP

Easy to Operate

The Rubber Ring
Seals the Jar

SIMPLICITY

PERFECT SEAL



LIGHTNING

Reliable

Extra Quality Rubber Ring
in Each Jar

GEM



SCREW TOP

Lessen Labor--Buy Good Jars--Ensure Success
Procure Your Supplies NOW Through the Jobbers

Dominion Glass Company, Limited
Toronto, Hamilton, Montreal, Wallaceburg, Redcliff

FASTENER

CLARK'S PREPARED FOODS



Corned Beef

Roast Beef

English Brawn

Boneless Pigs Feet

Stewed Ox Tail

Stewed Kidneys

Cambridge Sausage

Geneva Sausage

Corned Beef Hash

Irish Stew

Lunch Tongue

Ox Tongue

QUALITY GUARANTEED

Clark's Pork and Beans

Clark's Concentrated Soups

Clark's Peanut Butter

Clark's Potted Meats

Clark's Canadian Boiled Dinner

Etc., Etc.



Sellers All

Buy Now

**W. CLARK
LIMITED**



MONTREAL

PANCAKE TIME NOW!

Tasty, wholesome, delicious pancakes!
Was there ever a housewife that didn't
delight in treating the family to these
healthful, nutritious little cakes?
The best pancakes are made with

WHITE SWAN PANCAKE FLOUR

Self-Rising

Ready for instant use, requir-
ing only to be stirred up with
water or milk to make the
most delicious pancakes, muf-
fins or gems.



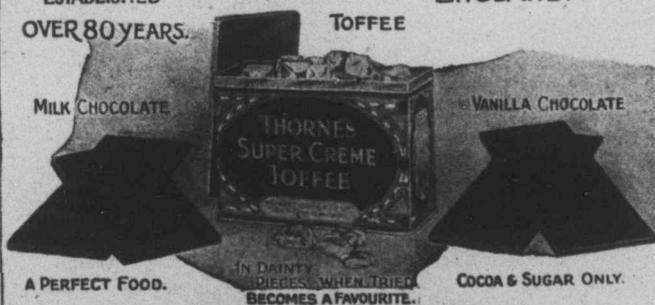
Get stocked with White Swan Pancake Flour
and recommend it.

WHITE SWAN SPICES & CEREALS, LTD.

TORONTO, CANADA

REPRODUCTION of SPECIALITIES MANUFACTURED BY HENRY THORNE & CO LTD LEEDS ENGLAND.

ESTABLISHED
OVER 80 YEARS.



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

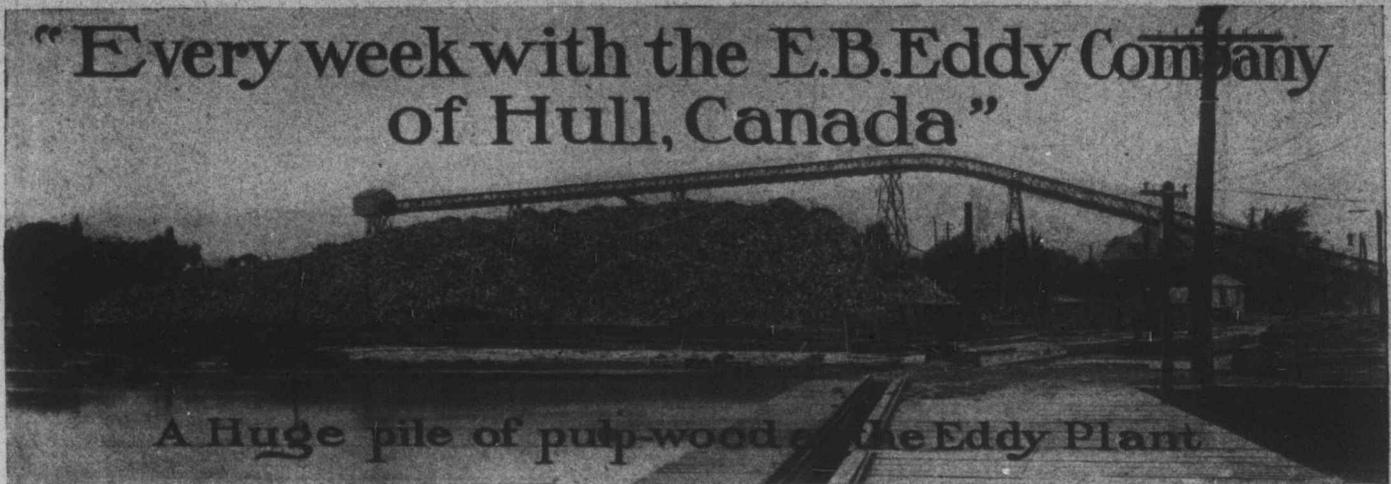


Lake Megantic, Que.



Our clothes pins are made
and designed to stay on
the line. And they do.
Dealers know that by the
way housewives are ask-
ing for them. Made of
the best wood, that in-
sures against splitting.
Splendid profits and cus-
tomers' satisfaction as-
sured to the dealer sell-
ing them. Write our nearest
agent.

AGENTS: Boivin & Grenier,
Quebec. Delorme Freres, Mont-
real. J. Hunter White, St.
John, N.B. H. D. Marshall,
Ottawa. Harry Horne Co., Tor-
onto. Tomlinson & O'Brien,
Winnipeg. Oppenheimer Bros.,
Vancouver. McFarlane & Field,
Hamilton, Canada.



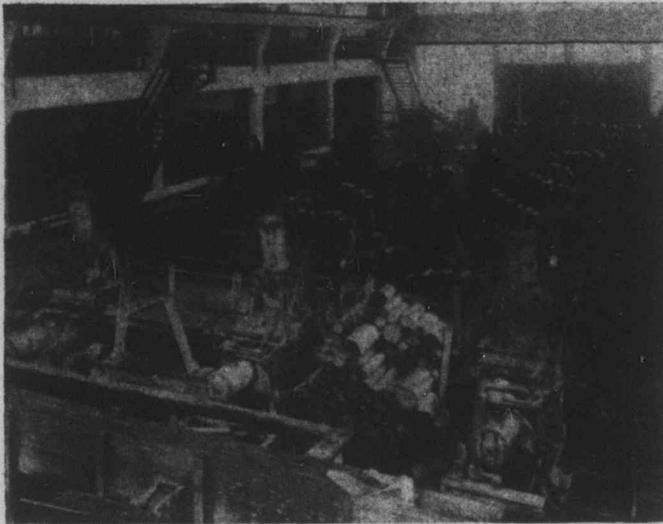
“Every week with the E.B.Eddy Company of Hull, Canada”

A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated March 7, 1919.

Being No. 24 in the Series

Interior of the Eddy Co. Mechanical Pulp Mill



This is the interior of the building illustrated in last week's issue of this series. The three machines in the foreground, which look like siege guns elevated for action, are three of the great grinders. Between the two nearest grinders are piled logs of spruce and balsam which go into the machines solid, and come out liquid. The grinders get hot and steam as if boiling during the process, but the heat is due only to friction. Great stones, like millstones, do the grinding. There are no iron teeth of any kind. The logs are simply pressed hard by hydraulic rams against the revolving grindstones, and in a minute or so they become pulp. The stones do such hard work that they last only six or seven months, a year at the very longest. From the grinders the pulp goes to the strainers which free it from rough particles. It can then be pumped away for use in the manufacture of paper, and indurated ware after undergoing further improving processes.



EDDY'S

OUR GREAT SPECIALTY

THE BEST
BAG
MADE

**SELF-OPENING, BOX-SHAPED
GROCERY BAG**

Watch for articles in this series describing the making of Eddy paper bags



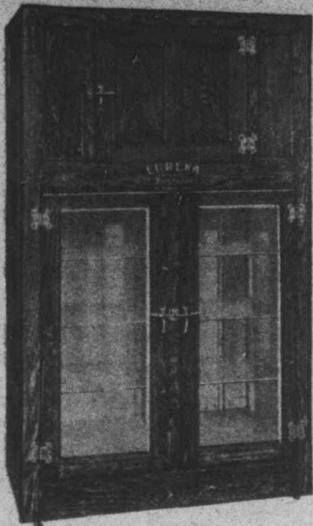
All Patriotic Grocers and Storekeepers Should Sell THRIFT Stamps

SELL Thrift Stamps, not because there is any immediate profit for you in such sales, but because the Dominion of Canada needs your patriotic co-operation in its plans to ensure Prosperity.

If the smaller savings of the people can be made available to finance Government expenditure, then the larger public investments will be free for industrial securities, thus promoting general Prosperity, in which every storekeeper is vitally interested.

Get your customers to take a Thrift Stamp in place of 25c change whenever you possibly can. Display your sign. Explain that Thrift Stamps are a means to acquire War-Savings Stamps, and people should strive to fill their Thrift Cards as quickly as possible.





EUREKA

The Standard of
Scientific Refrigeration

**SIMPLE!
EFFICIENT!
SAVES ICE!**

Eureka Principle Cold Dry
Air Circulation

Patented 1886, 1900, 1910,
1914, 1917

Purchase **Now**, we do
not want to disappoint
you on delivery.

Write for our new Catalog

Eureka Refrigerator Co., Limited

Head Office: Owen Sound

Branches: Toronto, Montreal, Hamilton

Sun-Maid Means—What?

Nowadays, when anyone says "Raisins," you know he means Sun-Maid Raisins. And when the name Sun-Maid is spoken, you know it means Raisins. This is consumer recognition of a superior product.

Sun-Maid Seedless Raisins

Through our advertising, Sun-Maid Seedless Raisins (in red packages) are becoming more and more popular.

Three kinds of Sun-Maid Raisins: Sun-Maid Seeded Raisins (seeds removed); Sun-Maid Seedless Raisins (grown without seeds); Sun-Maid Clusters (on the stem).



SUN-MAID RAISINS

CALIFORNIA ASSOCIATED RAISIN CO.

Membership 9,000 Growers
FRESNO, CALIFORNIA

Purity

TABLE
SALT



In sanitary
cotton bags and
handy free-running
packages.

You cannot recommend a better salt to any housewife than Purity
For table or dairy use there is no better salt—a fact good housewives are quick to appreciate
You'll get a good margin of profit on every sale of Purity



THE WESTERN SALT
CO., LIMITED
COURTRIGHT
ONT

A DVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

Local Newspapers Bring Orders To the Grocer



Write for a copy of "Carnation News," a 12-page newspaper full of interesting facts and pictures about Carnation Milk.



To us, advertising is an investment. We must not lose the value of what has gone before. Carnation advertising must be continuous, always compelling, always frequent.

Canadian newspapers are carrying, and will continue to carry, the Carnation message into thousands of Canadian homes. The grocer who backs up the advertising with a Carnation counter or window display will find Carnation Milk in most orders.

Your jobber has Carnation or can get it for you.

Carnation Milk Products Co.
Limited

AYLMER, ONTARIO

Seattle and Chicago, U.S.A.

Condenseries at Aylmer and Springfield, Ont.

Canada Food Board Licenses, 14-96 and 14-97

"from Contented Cows"

Carnation Milk

"MADE IN CANADA"

Remember your Jobber has Carnation Milk

Make a cross **X** in the square to show items you desire. Then mail this to California Fruit Growers Exchange, Dealer Service Department, Los Angeles, California.

Check the Ones You Want And Mail This To Address Below

Order the displays by number if you wish to keep this page

1. I am interested in getting helpful display material and selling ideas.

2. Send me **free display material** that will suggest to my customers attractive ways of serving oranges and lemons.

(CHECK THE PIECES DESIRED):

(a) Set of **4 full-color orange cards**, 11 x 21 inches.

These cards are printed in seven beautiful colors on stiff cardboard. They are highly decorative.

(b) String of **7 oranges for window hangers**.

This is an ingenious string of cardboard oranges with foliage in natural colors. The string may be hung overhead in the store with good effect. Fits anywhere.

(c) **Muslin banner** 18 x 48 inches, in colors.

This banner bears the wording "Sunkist California Oranges." It is an attention-getter.

(d) **Muslin banner** 18 x 48 inches, in colors.

This banner bears the wording "Sunkist California Lemons" and will remind your customers that you carry Sunkist fruit.

(e) Package of extremely convenient **lemon price cards**.

In attractive colors and containing space in which to write price per dozen. Each card contains an illustration showing a special use for lemons. Placed on bins or boxes, they draw attention and suggest extra buying.

3. Send me advance color proofs of full-page **Sunkist advertisements** appearing in national magazines.

These artistic advertisements, with publication dates, will enable you to anticipate and take advantage of the orange and lemon advertising. Color proofs of the latest Sunkist ads make splendid posters to hang up in your window.

4. Send me your offer under which I can get the **new fruit-box racks**.

We sell these at cost because we know they increase fruit sales and save valuable time and store space. These racks mean added profit to every fruit merchant. Don't fail to send for this circular.

5. Send me **free package of Sunkist recipe books** for my best customers.

This is the popular little art booklet, containing over 200 recipes, which has been sent to 250,000 persons. Women prize this booklet, which has been mentioned in all our advertising for two years.

6. Send me **free Sunkist electrotypes**, or cuts, for newspaper advertisements.

These cuts are used very effectively by dealers who advertise in local newspapers. They are a real decoration in any ad. If you prefer we will send you a book of proofs from which you can choose.

7. Send me information regarding **free stereopticon slides** for moving picture theaters.

These slides are different from anything you have ever seen in a picture theater. The orange color makes a powerful display on the screen. We put your name and address on each slide free.

8. Send me your **free booklets of information** on lemons and oranges.

(CHECK THE BOOKLETS DESIRED):

(a) How to display California oranges and lemons.

(b) Why California oranges and lemons are picked and shipped every day in the year.

(c) How California oranges are grown and prepared for market.

(d) How California lemons are grown and prepared for market.

(e) The food value of oranges.

(f) The health value of oranges.

(g) What the California Fruit Growers Exchange is.

**Write Your Name and Address Plainly on the Lines Below and Mail This Sheet To
CALIFORNIA FRUIT GROWERS EXCHANGE, Dealer Service Department, Los Angeles, California**

The California Fruit Growers Exchange is a co-operative, non-profit organization of 8000 fruit growers which markets the fruit of its members at absolute cost. It aims to extend its co-operation to the wholesale and retail trade. The Exchange is in position to help any fruit dealer by giving him new ideas and selling aids.

All of the material listed on this sheet has been tested for its selling value in actual stores. Since it costs considerable money, its distribution is worth while only if it helps you to sell more fruit. We aim to use strict economy in distributing it and urge, therefore, that you ask only for the material which you can actually use to advantage.

Name

Street and Number

City State

**Mail this to
CALIFORNIA FRUIT GROWERS EXCHANGE, Dealer Service Dept., Los Angeles, Cal.**

Everybody's Favorite

Make it your
big Summer
Seller



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

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

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

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

The Marsh Grape Juice Co.

NIAGARA FALLS, ONT.

Distributors

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

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.

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

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

WESTERN PROVINCES

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

Winnipeg Warehousing Co.
Winnipeg
Prompt and Efficient
SERVICE
Ship your consignments in our care.
We have adequate trade facilities to
handle any amount of business
promptly. Goods distributed in Win-
nipeg or re-shipped to points west.
**WAREHOUSING
DISTRIBUTING
STORAGE**

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
Distri-
bution

Donald H. Bain Co.
WHOLESALE GROCERY COMMISSION AGENTS

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

Head Office: WINNIPEG
Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

W. H. ESCOTT CO., LIMITED, Fort William, Ont.

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED, Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

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

Write Us



Connect with the Western Market Through This House

Here is an organization fully equipped in every way to introduce your product and push it in a way that spells quick, profitable returns. Some of our salesmen do retail selling exclusively.

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

SCOTT-BATHGATE CO., LTD.

149 Notre Dame Ave. E., WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

D. J. MacLeod & Co.
*Manufacturers' Agents
and Grocery Brokers*
EDMONTON, ALTA.
Open to negotiate for new lines in Alberta
Our staff calls on wholesale trade and does
detail work.

Joseph E. Huxley & Co.
Wholesale Grocery Commission Agents
WINNIPEG CANADA

MacDONALD BROKERAGE CO.
ARE YOU SEEKING REPRESENTATION
IN ANY PART OF CANADA?
Through our complete organization we are
in a position to represent some good gro-
cery specialty lines. If interested, address
Box 494, Canadian Grocer.

Mention This Paper When Writing
Advertisers.

C. H. GRANT CO.
Wholesale Commission Brokers and
Manufacturers' Agents
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg
We represent some of the best manufacturers, of whom the undermentioned are examples. We will give your line the same
attention.
Among the lines we represent are products of Pugsley, Dingman Co., Ltd., John Taylor & Co., Ltd., and Quaker Molasses Candy
from Port Arthur to the Rockies.

**FINEST CRYSTAL
GELATINES**
Powdered and Sheet
FINE LEAF GELATINE
British Manufacture

GELATINE

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.
SOLE AGENTS FOR CANADA
F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

Introduce
every customer
to
**Mathieu's Syrup
of Tar
and
Cod Liver Oil**



With the coming of the cold wintry days comes the opportunity to sell your customers this well-known and reliable remedy. For coughs and colds in any stage there is no more reliable remedy than Mathieu's Syrup of Tar and Cod Liver Oil.

Your customers will appreciate your thoughtfulness in suggesting this splendid body builder. And you can confidently guarantee results.

J. L. Mathieu Co.,
Proprietors
SHERBROOKE : ; QUEBEC

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

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

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

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

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

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:

(payable in advance)
2c per word, first insertion.
1c per word, subsequent insertions.

5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.

In Selling a Business?
In Buying a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second-hand Fixtures?

Then you should use.
Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer
143-153 University Ave., Toronto

FISH

Pickled Lake Superior Herring, in kegs, half-kegs and pails. Trout and whitefish in kegs.

Frozen Georgian Bay Trout and Lake Superior Herring.

We Invite Correspondence

LEMON BROS.
OWEN SOUND, ONT.

To Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents' directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only \$1.60 per insertion. For two inches for the same time the cost is \$3.20 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

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

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

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

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

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

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

MARITIME PROVINCES

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

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

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

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

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

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

Man Left You, Did He?

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

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

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

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

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

Canadian Grocer Want Ads. 143-153 University Avenue
TORONTO

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The 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

C. T. NELSON GROCERY BROKER

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

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WE CAN HANDLE A FEW MORE GOOD LINES

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

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

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



ALBATROSS BRAND
FRESH
BRITISH COLUMBIA
PILCHARD

CLAYOQUOT SOUND CANNING CO. LTD.
SOLE AGENTS
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Your Customers Will Like
**ALBATROSS BRAND
PILCHARD**

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

Clayoquot-Sound Canning Co., Ltd.
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DIRECTIONS.
WHEN REQUIRED
DO NOT PLACE THE
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Watson's
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Smoked: Kippers, Bloaters, Boneless Herring, Herring Chicks. Pickled: Scotch-cured Herring (barrels and half-barrels and pails); Frozen Herring, Fish Paste in glass jars.

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We are Importers of Oriental Lines

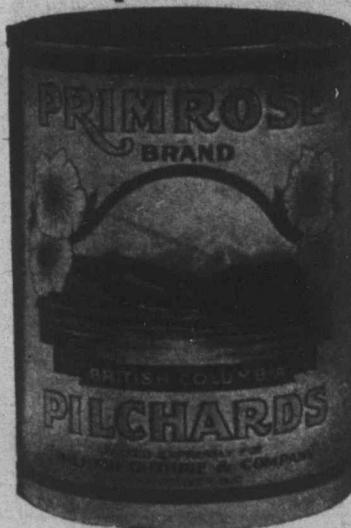
—Desiccated Cocoanut, Cocoanut Oil, Rice, Beans, Preserved Gingers, Hen Egg Albumen, Dry Hen Egg Yolk, etc., which are handled throughout Canada by the following brokers:

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

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“PRIMROSE” PILCHARDS



*Strictly Prime
Quality*

Ocean Caught

Packed Only By Hand

*Rich in flavor and high
in food value*

Defiance Packing Co., Ltd.
Head Office: VANCOUVER B.C.

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

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

Salmon Commandeered



**SNOW CAP
BRAND
PILCHARDS**

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

For Salads and
Sandwiches

*They are More of
a Dainty Than
Tuna Fish*

**“Snow
Cap”**

is Hand Packed
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Packed in 1 lb. Talls
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Sold by Your Jobber.

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



She'll come again for "Wedding Breakfast" Coffee

Wedding Breakfast Coffee has every good quality likely to commend it to critical people. It is worth your while to get your customers acquainted with "WEDDING BREAKFAST" Coffee because it is a sure repeater.

We also make Arrow Brand Extracts, Spices, Baking Powder, etc.

Pioneer Coffee and Spice Mills Company
VICTORIA AND VANCOUVER

ESTABLISHED 1875

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Why delay getting your product placed in this market? With an established connection of years' standing we can give you splendid service.

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IMPORTERS

Established 1905

EXPORTERS

Now a Staple Article of Food

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

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

B. B. RYE FLOUR MILLS LTD., WINNIPEG

License Nos: 4-295, 4-075





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WILL HELP YOU TO PUT YOUR
BUSINESS ON A CASH BASIS : :

OWING to the United States Government taking over our factory to turn out our coupon books for their training camps, we were unable to supply our regular trade, getting behind with some of these orders, and take this opportunity of advising our customers that we have now caught up with these orders and are in a position to handle all orders promptly, carrying a stock of our Standard Commercial Coupon Books in Winnipeg delivered to any part of Canada at the following prices:

- 100 Books and less than 500.....4 $\frac{1}{4}$ cents each
- 500 Books and less than 1000.....3 $\frac{3}{4}$ cents each
- 1000 Books and less than 5000.....3 $\frac{1}{2}$ cents each

Special printed orders on lots of 500 or more without charge. Special printed orders F.O.B. Winnipeg. Stocked by

Weidman Bros., Winnipeg Campbell Bros. & Wilson, Winnipeg Hudson Bay Co., Winnipeg
Western Grocers " Richards & Brown, " Jobin-Marrin, "

BUSINESS SYSTEMS, 216 9th Avenue, East, Calgary, Alta.

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WILLIAM T. SLOANE, 117 Alexander Avenue, Winnipeg, Man.

Wantmore PEANUT BUTTER The Finest Spread for Bread



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

R. L. Fowler & Co., Ltd.

Manufacturers

CALGARY

SASKATOON

REGINA

License No. 15-241

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

Canada Food Board License No. 4-517

If any advertisement interests you, tear it out now and place with letters to be answered.

American Steel Wool

Cleans, Smooths and Polishes Anything and Everything

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

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

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

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

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

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

Grade No. 0 is the ALUMINUM Cleanser.

Goods packed in a counter display container. One dozen in each.

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

Have your wholesale grocer supply your requirements.



W. J. CHAMBERS & Co.

Sole Agents, 43 Scott St., Toronto

KLIM

Klim has put a new value on separated milk by providing milk solids at lowest cost and in most convenient form for household use.

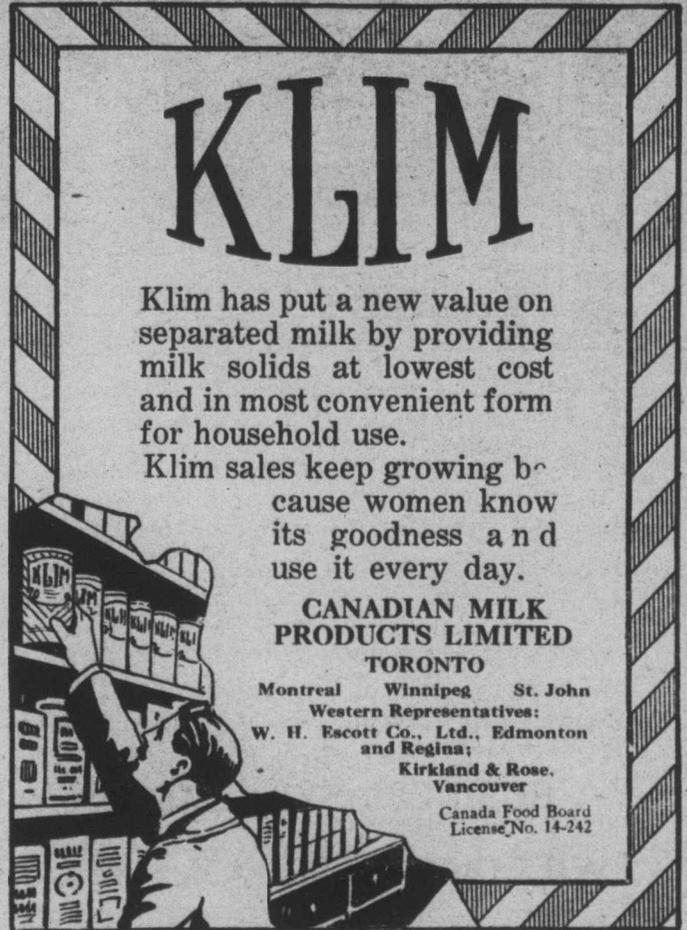
Klim sales keep growing because women know its goodness and use it every day.

CANADIAN MILK PRODUCTS LIMITED

TORONTO

Montreal Winnipeg St. John
Western Representatives:
W. H. Escott Co., Ltd., Edmonton
and Regina;
Kirkland & Rose,
Vancouver

Canada Food Board
License No. 14-242



The MacLean Business and Class Publications in Canada

TO SELL or buy from Canada such lines as machinery, hardware, food products, dry goods, books and stationery, paper, printing machinery and supplies and general merchandise of almost every description, raw or manufactured, use or consult the MacLean Business and Class Publications, as per list below. For special information, write the publishers. Concerning the quality of the MacLean publications, let this copy of CANADIAN GROCER which you hold in your hands speak for all. The MacLean list of 14 publications is as follows:—

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THE POWER HOUSE (Est. 1907)
BOOKSELLER AND STATIONER (Est. 1894)
THE SANITARY ENGINEER (Est. 1907)
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This fact may interest you: namely, the MacLean organization is the largest concern of its kind in the British Empire. The output of its mechanical department every working day is the equivalent of a 112-page publication of the size and type of this copy of CANADIAN GROCER.

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For over 20 years the MacLean Publishing Company has maintained a fully-staffed London office, and has rendered British and Continental manufacturers, shippers, and traders an invaluable service in many directions.

Specimen copies of the MacLean publications will be cheerfully forwarded to all asking for them.
Address us at London or Toronto.

The MacLean Publishing Company, Limited

143-153 University Avenue Toronto, Canada



Golden Orange Brand California Navels *and why you should sell them*

They are grown in one of the most fertile and best cultivated orange groves of Sunny California.

The attention the land and trees get gives to the orange a delicious flavor all its own.

They are high color—sweet and juicy.

The picking, sorting and packing is given very special attention, and only the finest of the groves are packed under this brand.

They are "Sunkist."

The international advertising campaign of "Sunkist" oranges has already created a demand for you.

They are warranted equal quality from top to bottom of box.

In drawing the attention of the trade to our very fine line of fruits and vegetables, imported and domestic, grapefruit, bananas, oranges, lemons, apples, celery, tomatoes, onions, etc., we ask you to consider the

Exceptional Delivery Facilities

which we have at our disposal in our new warehouse, including private sidings G.T.R. and C.P.R., just across tracks from all outgoing express trains.

Other Lines We Sell

The house of Hugh Walker & Son have established a reputation for quality goods that cannot be overlooked in buying your fruits, vegetables, etc.

We carry full stocks of Smoked and Frozen Fish, Oysters, Nuts, Cheese, Maple Syrup, Dates, Green Vegetables.

Let the "House of Quality" supply your trade this season. Write for prices, etc.

OUR SERVICE SATISFIES.

HUGH WALKER *and* SON

Established 1861

Guelph, - Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.

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.

PICTURE FRAME MOULDING

Where can I buy picture frame moulding and picture frames?—W. A. Ganter, Red Rapids, N.B.

Answer—Matthews Bros., Phillips Manufacturing Co., Reliance Moulding Co., Canadian Picture Frame Co., all of Toronto; Wm. Scott & Sons, Montreal.

HANDLERS OF FEATHERS

Kindly give me names of firms in Toronto and Montreal who handle feathers.—W. L. Tuerengesser, Brodhagen, Ont.

Answer—Alaska Feather & Down Co., Montreal; Dominion Flower & Feather Manufacturing Co., Montreal; Dominion Ostrich Feather Co., Toronto; Whitworth & Bestall, Toronto, Ont.

BONUS TO CLERKS

Would you kindly supply us with what information you may have on bonus systems for clerks? Also give us some information on books on retail grocery subjects?—F. Newman & Son, Stockton-on-Tees, England.

Answer—You will doubtless have noticed an article by Henry Johnson, Jr., in a recent issue dealing with this subject. As far as practical application goes, we do not know of any instance where a definite agreement of this kind has been adopted in a grocery business. In regard to retail grocery literature, our Technical Book Department stocks a large list of technical books of various kinds. If there is any particular topic in which you are interested, we would be glad to supply you with a list of the books we may have bearing on the subject.

ONTARIO REPRESENTATIVES OF WYANDOTTE

Please advise the address of Ontario agents for Wyandotte, used as a cleanser by dairymen?—Fred Newman, Picton, Ont.

Answer—There are two Ontario representatives for the product: W. G. Ryan, 195 Howard Park Ave., Toronto; R. W. Williams, 199 Pacific Ave., Toronto.

SELLERS OF EGG CRATES

Please advise where I can buy egg crates outside of the egg buyers' companies?—C. G. Elliott, Comber, Ont.

Answer—Walter Woods & Co., Hamilton; Trent Manufacturing Co., Trenton, Ont.; Millar Bros., Montreal; A. B. Scott, Ltd., Niagara Falls.

SALES OF EXTRACT IN ONTARIO

Are we allowed to sell 16-oz. bottle of extract to hotels which have been in the habit of purchasing in this quantity, as long as we keep a record of sales?—J. Whately & Son, Thornbury, Ont.

Answer—Yes, if the sales are bonafide and do not exceed usual requirements.

PLATE GLASS FRONT

I need a plate glass front badly. Would put one in in the spring, but am backward about doing so, because of present high price of glass. Is there any possibility of serious declines in glass during the next year or two? What would you advise? Would you advise having license number printed on your stationery at this stage of the game?—A. J. Burns, Bridgetown, N.S.

Answer—1. British manufacturers of plate glass will not be in a position to export for probably two years; Belgium not for at least 12 months. Material for American production has been bought at high figures, so there is small likelihood of serious declines from that source. Declines are unlikely. Would advise going ahead. You will have the advantage of improved display to offset any possible decline. 2. No further necessity for license number.

INCOME TAX

My net gain for 1917 was \$3,644. My personal drawing for the year was \$1,700, which if deducted as a salary from my net gain, would leave \$1,944. The Inspector of Taxation says I must pay taxes on \$644. Will you please advise me which is right? Am I allowed a salary from my business or not, if so, how much?—

Answer—All your profits in excess of \$2,000 are assessable if you are a married man. Reasonable allowances may be made by Minister of Finance for depreciation, expenditure of capital nature or for development of business by the amendment to the Income Tax Act passed 1918. The tax is \$2,000 exemption, between \$2,000 and \$3,000 the tax rate is 2 per cent. and 4 per cent. on incomes in excess of this amount. A deduction of \$200 is allowable from net income for every child under 16, dependent upon the taxpayer.

PEPPER AND COD LIVER OIL

Can you let me know through THE CANADIAN GROCER the difference between black and white pepper? Also why is Cod Liver

Oil so dear? It is generally labelled "Pure Norwegian," etc. This side of the Atlantic is teeming with cod fish and I understand that the fishermen only get about 1½¢ a pound for it, and haddock.—Theodore Le-gault, Sturgeon Falls, Ont.

Answer.—Re Black and White Pepper.—The tree is the same, the berry is the same—it is really a difference in the time the two are harvested. To secure black pepper the berry is allowed to mature fully before being harvested and in this form is ground to the form in which you buy it. For white pepper, the berry is harvested before it is ripe—while it is still red. The berry is then taken and subjected to a rubbing process which removes the outer shell or hull—it is then dried and when ground is the white pepper you buy. In some countries a chemical process is employed to remove the outer shell, but the final results are the same.

With reference to Cod Liver Oil.—During the last two or three years there has been no Norwegian oil available to the Canadian market. Britain or some of the other European countries took the entire product, with the result Canada had to depend on her own product. The actual price of the fish is a comparatively small consideration; the oil is extracted from the livers and it takes an enormous quantity of cod fish to secure a small quantity of oil. Labor and a special process of extraction to secure the oil are the main factors in the cost of the oil and you are aware how greatly labor costs have mounted. It may be safe to say that the fact that the war very largely eliminated outside competition and to a great extent led some manufacturers to add to their selling price more than they might otherwise have done.

PEANUT AND CURRANT MACHINES

Please advise us the selling agents for peanut roaster and currant cleaning machines.—Nelson, B.C.,

Answer.—Peanut roasters, holding a barrel of peanuts, are procurable from the Fletcher Manufacturing Co., Toronto. This firm has no branch or selling agency through the West.

In reference to currant cleaning machines, it is apparently very difficult to secure deliveries of this type of machinery now.

The Fletcher Mfg. Co., mentioned above, intimated they could probably take care of you.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers
INFORMATION WANTED

Date 191..

Please give me information on the following: Name
Address

No Reduction in Price

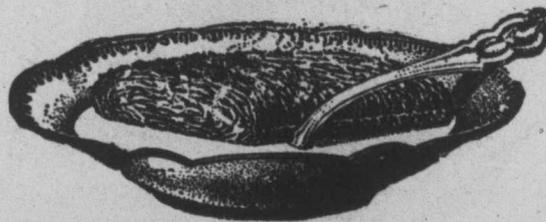
To meet increased cost of materials, increased cost of labor and increased taxes nearly all food products were advanced in price to consumer and distributor during the war. There was a very small advance in the price of

Shredded Wheat Biscuit

We are still subject to war prices for everything we buy. This condition will obtain for many months to come. We must keep up the Quality and the Price.



Our distributors run no risk in stocking up with Shredded Wheat. Considering its high nutritive value it is today the cheapest, most economical food in the world. It is the same Shredded Wheat you have always sold—clean, pure, wholesome, nutritious. Ready-cooked and ready-to-eat.



MADE IN CANADA

The Canadian Shredded Wheat Company, Limited
Niagara Falls, Canada



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

The customer's estimate of quality is fully covered by the two Robinson lines. Their selling value has been proven time and again, and every dealer knows that the Robinson lines make for repeat orders.

Are you well stocked?

Supplies of Robinson's "Patent" Barley and "Patent" Groats are now coming along more freely.

MAGOR, SON & CO., LIMITED

191 ST. PAUL ST., MONTREAL

30 CHURCH ST., TORONTO



**We'll sell your product
 from Lake Superior
 to Victoria, B. C.**

Manufacturers and Shippers! Are you looking for a Wholesale Grocery Organization to handle your product in this big field?

We'll give you service. Our houses are well established, handling nothing but first quality lines, and

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

Let us give you further particulars.

Consolidated Purchasing Co., Ltd.

313 - 319 Pacific Ave.

E. Nicholson, General Manager

Winnipeg, Man.

CANADIAN GROCER

VOL. XXXIII.

TORONTO, MARCH 7, 1919

No. 10

Want Canning Contracts Changed

Wholesalers Have Vigorous Discussion on Problems Involved in Canned Goods
Contracts and Urge Some Decisive Changes—Dried Fruit Contracts Also
Under Discussion—Zone Delivery Approved

THE discussion of the canning contracts was the question that occupied the bulk of the time at the afternoon session of the second day of the Ontario Wholesale Grocers' convention held last week in the King Edward Hotel, Toronto. This discussion was long and spirited and brought out a wide divergence of viewpoint, as to what the contract with the canners should be, but one and all seemed to be decided on the point that the present system, while remarkably satisfactory to the canners, was anything but so to the wholesaler and retailer.

H. C. Beckett, W. H. Gillard & Co., Hamilton, fired the first shot of the afternoon, by a strong advocacy of a scheme in which he had the support of the other Toronto wholesalers.

"The wholesale grocers of Hamilton are a unit," he stated, "in desiring a new system of handling futures in canned goods. Our contention is that the canners should provide order sheets in triplicate to the wholesaler. The latter should then take orders from retailers as formerly, and the canner should guarantee to make a 100 per cent. delivery on these orders that should be absolutely bona fide, without the privilege of cancellation. As an inducement to buy in advance the retailer buying in advance should buy at the opening price less 5 or 7 per cent.,

which price should be absolutely guaranteed by the canners against any decline. These bona fide future orders should be collected and turned into the canners who should deliver the order as promptly as possible. When the opening price was named, then the wholesaler could buy but not before, and he would not be able to buy at the discount price offered to the retail future buyer, but at the actual opening price less the usual trade discount."

This arrangement Mr. Beckett contended would do away with many of the difficulties that were facing the trade at the present time. Unless he was offered some inducement he believed that there would be very little future buying by the retail trade. In the past they had bought futures in good faith, expecting that by buying in advance they had bought at the lowest price, which had not been the case. This had not been because of any intention to injure anyone, but because the system in operation had prevented anyone, the canners included, getting any correct knowledge of the actual situation. The wholesalers have for some time past been faced by only partial deliveries of their orders. To meet this situation they had perhaps ordered double their actual requirements. The retailer had done the same, safe in the knowledge that if there was a full delivery he could can-

cel part of his order as provided for in his contract and in this way protect himself. In this way the canner was faced by large orders that he naturally took for a normal demand. In all probability this demand exceeded the actual pack of the larger canners, who as a result declared a partial delivery only, and as a result everyone was led to the opinion that there was a scarcity, whereas in actual fact there was probably more than sufficient stocks to meet the actual needs of the trade. The opening price was naturally set on the basis of a short pack, and later in the season when the real facts began to make themselves felt, prices were forced down, and no one benefited.

Could Intelligently Fix Orders

"By this scheme," Mr. Beckett continued, "we could take orders and know what our actual requirements were likely to be and thus we could intelligently fix our orders. If there was a 100 per cent. delivery guaranteed by the canners there would be no incentive for the wholesaler to order in excess of his actual requirements. We want to enable the retailer to get a real advantage, as he is entitled to do if he buys in advance. It is in our interests to protect the interests of the retailer."

Z. Hebert, Huron, Hebert & Company, Montreal, did not see why the



A photo of the guests at the banquet given by the City of Toronto Wholesale Grocers to the Ontario delegates and visiting representatives in the King Edward Hotel, Toronto.

wholesaler should not be permitted to buy in advance of the opening price if he so desired. "Some years ago," he stated, "the canners had been accustomed to guarantee a 75 per cent. delivery, and I think that a return to that plan might possibly be in the best interests of all. Sending orders to the canner as received, would entail a great deal of work, and also I think that a wholesaler who wanted to have stock to carry over into the next year ought to be permitted to exercise his own judgment in that regard. Then as to the matter of price. I am not willing to enter into any agreement that fixed prices. A few years ago there were fewer wholesalers, and it was comparatively easy to keep track of their operations. Now with the multiplication of the wholesale trade it would be difficult to maintain any terms imposed by canner or wholesaler. Then," he continued, "I have become as you may know somewhat of a Free Lance, and I should like to be left free to make my own selling price. There are firms who do an inter-provincial trade, and I feel that in their case a fixed price would be a great disadvantage. With a fixed price the local man must profit and the more distant man be at a disadvantage. In speaking as I do I think I may say that I speak for the dealers of Quebec province. They would not care to be bound by any price agreement."

Contracts Must be Subject to Cancellation

"How is it possible to get a contract from the retailer that is not subject to cancellation," asked F. Sloan, John Sloan & Co., Toronto, "if he does not know the price? His requirements at one price may be much greater than they would be if the price were materially higher. I don't see why canned goods should be sold on a different basis from any other line." "Canned goods are different," replied Mr. Beckett, "because they are packed only once a year and the canners have to know what they have to sell before the goods are sold."

"There is another factor to be considered in any agreement with the canners," urged A. H. Wetmore, Puddington-Wetmore, Morrison, St. John, N.B., "that is the establishment of canning plants by the meat packers. Nothing could be done as far as the interests of the Maritime Provinces are concerned unless some provision were made in reference to the packing houses. Unless there can be some control of these companies, we want an absolutely free and open price."

"There is a committee to be appointed by this convention to meet with the canners to-morrow," urged Hugh Blain, of Eby-Blain & Co., Toronto, "and we want to give them some guide as to what is the feeling of this gathering on the matter. Might we ask if you would favor an agreement whereby the canners agreed to sell their entire output to everyone at a fixed price, and required the retailer also to sell at a fixed price?" There were a number of strenuous objections to this idea.

The Western Problem

F. G. Bowser, The Codville Co., Winnipeg, was one of the protestors. "We have to meet competition from the British Columbia canners, and this agreement would bind only large Eastern canners. Where would we be left



W. P. EBY.

Of Eby-Blain & Co., Toronto, Chairman of the Executive of the Wholesale Grocers of Ontario.

with a hard and fast agreement as to price? Also if we take the packs of these large eastern canners, who is going to look after the independent packer, and how shall we meet his competition?"

"Would the convention be in favor of withholding all future orders and doing no business with canners until the prices are named?" asked W. P. Eby of Eby-Blain, Ltd., Toronto.

"I think we would be well advised to do away with all future sales," stated F. C. Armstrong, of Armstrong & Paffard, Toronto. "In a few months' time the situation will have cleared, and then we can undertake a possible contract with more safety. We lose nothing at the present time by withdrawing future sales, and I would move that a vote of the convention should be taken as to whether or not we should declare ourselves as opposed to future sales for the coming year." A. J. Major of J. Major, Ltd., Ottawa, seconded this motion, stating that it would do away with the ne-

Officers of the Ontario Association Executive

W. P. Eby, chairman; F. W. Hudson, Toronto; T. H. Kinnear, Toronto; F. M. Sloan, Toronto; C. S. Parsons, Toronto; G. R. Lloyd, Hamilton; F. T. Smye, Hamilton; M. P. Byrnes, Collingwood; H. W. Chamberlain and A. Perras, Ottawa; William Gill, Kingston; A. Foster, North Bay; A. Gilmour, Brockville; W. H. Kenny, Sarnia; J. F. Smyth, Windsor; O. E. Truesdale, Brantford; W. T. Harris, Owen Sound, and J. W. Charles, Niagara Falls. A. C. Pyke of Toronto was appointed secretary.

cessity of trying to bind anyone. The question was put to the gathering, and the majority voted in favor of the proposal, with a strong minority vigorously opposing. The afternoon session drew to a close without any very definite agreement among the members on any line of policy. The committee however, who were to meet with the canners and present the case for the trade were elected as follows:

A. E. Burns, Manitoba Grocers' Association, Winnipeg; F. G. Bowser, The Codville Co., Winnipeg; W. C. Cross, of Hall & Fairweather, St. John, N.B.; T. Kinnear of T. Kinnear & Co., Toronto; F. Sloan of John Sloan & Co., Toronto; H. C. Beckett, of W. H. Gillard, Hamilton; W. P. Eby of Eby-Blain & Co., Toronto; H. W. Chamberlain of F. J. Castle Co., Ottawa, and A. J. Major of S. J. Major, Ltd., Ottawa.

A Dominion-Wide Association

Walter Lumbers, of James Lumbers & Co., Toronto, introduced another important item in the deliberation of the convention, the proposed formation of a National Wholesale Grocers' Association. In urging the necessity of such a body, he pointed out that as a unified body they could be assured of proper respect from the manufacturers, and could use their influence to overcome abuses that from time to time crept into the trade. "Moreover, it is the day of organization," he stated; "the farmers have united and the laborers have united, and we as one of the most important industries of the country should also unite, for united we would have the same influence upon the Government as have the two bodies referred to."

A. Foster, general manager of The National Grocers, North Bay, in following Mr. Lumbers, stated that his firm were opposed to the move, not on the principles set forth, but merely on the matter of the name which they felt was an infringement of their rights. They had been granted a charter under the name "National Grocers" by the Government, and felt that the use of such a name as was proposed for the new association would interfere considerably with their business.

C. P. Parsons, Parsons Brown, Toronto, stated that the name had been selected probably because a similar association in the United States under that name had suggested it to those formulating the request for incorporation, but he felt sure that the members present would not think of causing any friction by the retention of the name National at the expense of any firm having a prior claim.

Other members concurred in this opinion, and it was decided that the word National should be changed to some word suggesting the Dominion wide nature of the association. Mr. Foster expressed himself as quite satisfied with this assurance.

Province Favor Dominion Wide Association

A. E. Burns, secretary of the Manitoba and Saskatchewan Wholesale Grocers' Association, stated that the West-

ern trade was heartily in accord with the aims of the new association, and would lend their support. In his opinion he was sustained by F. G. Bowser, The Codville Co., Winnipeg.

W. C. Cross, St. John, N. B., speaking for the Maritime Provinces, stated that they had already signified their willingness to co-operate in every way. In the matter of the president of the association, he thought that it would be wiser to have the president chosen from either Ontario or Quebec, as being most centrally located, as a large measure of the success of the scheme was dependent upon the executive action, and therefore the executive should be as centrally located as was possible.

Z. Hebert, Hudon, Hebert & Co., Montreal, stated that he had only recently heard of the proposed association, but he was heartily in sympathy with the move, and that while he had no authority to speak for the trade of the province of Quebec, as the matter had not been considered by them, he had every confidence that they would be glad to give their support.

Walter Lumbers, Toronto, then introduced a motion to the effect that the wholesale grocers of Ontario favored the formation of such an association and that they would co-operate by becoming members. This motion was put and carried unanimously.

The Question of Zone Delivery

W. E. Eby, of Eby-Blain, Ltd., Toronto, introduced the important question of zone delivery.

"Around each competing centre," he stated, "there is a radius of 25 miles that can be covered by trucks. This in many instances led to unfair conditions that in a large measure throttled competition. The remedy he proposed was that for every mile distant from the competing point freight should be charged at the rate of 1 cent per 100 pounds whether delivered by truck or rail.

There were instances where merchants at a few miles from a competing centre, such as, say Owen Sound or Collingwood, or North Bay would have goods delivered from those points by truck, for which they paid no delivery charge. That left the more distant competitor for this business in a position where he either had to forego the business or pay the delivery charges. "We are merely suggesting that whether the goods are delivered by truck or not that they should be charged on the basis noted above. The nearest competing point would set the delivery charge and there would be a minimum charge of 5 cents a hundred. As an example," he continued, "take the case of Oakville, Ont. It is 20 miles from Toronto, and 19 miles from Hamilton, therefore the charge for delivery from either point, no matter how the goods were delivered, would be 19 cents per hundred pounds."

There was some discussion and at the evening session the principle was ap-

proved and it was decided to try it out in certain localities.

Standard of Quality

D. Barnes of the Department of Agriculture, was called upon to speak of the standards as set by the Meat and Canned Foods Act.

"Originally," said Dr. Barnes, "the act provided only for the name on the label of either the manufacturer or first dealer. This was soon found to be unsatisfactory however, and the act was amended in various ways to make it more far reaching, and among other things to control imports and to protect packers from the importations of inferior quality goods from other countries.

"As the act now stands," he stated, "it provides for three things:

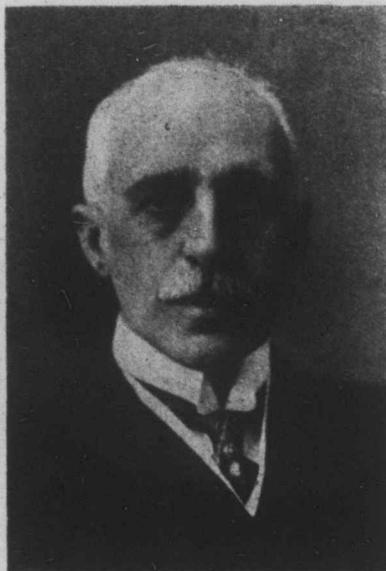
1. The use of sound raw materials.
2. The preparation and handling under sanitary conditions.
3. An honest label.

"In regard to the first two we have achieved a very considerable success, but we have not achieved the degree of honesty in labelling that we hope to attain. To meet this condition we have provided for four qualities of canned goods as follows:

1. Fancy; the best quality obtainable.
2. Choice; a little better quality than the standard.
3. Standards or field run, covering the large percentage of the pack.
4. Seconds; wholesome food products that because of minor defects cannot be graded as standards.

"These are not intricate standards, they are so simple that anyone will be able to determine for themselves as to whether the commodity meets the requirement of the label standard."

In response to a question as to when this classification would become effective, Dr. Barnes stated that it was already in effect and that the coming season's pack would have to conform to these standards.



H. W. CHAMBERLAIN,
Of the F. J. Castle Co., Ottawa, Chairman of the Convention.

The Yearly Budget Fee

The Yearly Budget was then considered and the secretary of the association, A. C. Pyke, stated that \$9,500 would be required to meet the expenditures, which included the handling of the Equalized Sugar rate and the publication of rate books. To meet this sum the fee for each firm in the association was set at \$25 for each \$100,000 or turnover, with a minimum fee of \$100.

The Dried Fruit Contract

A. McPherson, of Elliott, Marr & Co., Ltd., London, Ont., introduced the subject of the California Dried Fruit Association contract. He contended that this contract had not worked in the interests of the wholesale grocery trade during the past season. One of its clauses stated that shipments must be paid for within 10 days after shipment in order to get the 2 per cent. discount. "This means," continued Mr. McPherson, "that we have to pay for them before they reached us." This contract also stated that the wholesaler must accept these goods any time as the association could not depend on transportation. In some cases the goods were coming into Canada too late to take advantage of special seasons.

No matter what the quality of the goods were, the wholesaler had to accept them under the existing contract. He felt that the remedy was a refusal to purchase any fruit this year under that contract, and suggested that an endeavor be made to have it changed so that goods may be paid for on arrival after inspection as to quality.

One wholesaler stated he had been able to purchase in Port Huron good quality raisins, but other wholesalers contended that the U. S. trade had been receiving good fruit and that poorer quality had been sent into Canada.

Walter Lumbers, Toronto, suggested that we have a Government department look after the quality of the imported goods.

Cannot Set Standards on Imported Goods

C. S. McGillvray, of the Department of Agriculture was present and pointed out that his department could not very well form standards on fruits packed out of Canada, which were not also packed in Canada. For instance, they could control standards for our domestic fruits and see that standards of the imported fruits came up to them, but they could not set the standards for fruits coming in that are not packed in Canada.

The Maritime Wholesale Grocers are taking the matter up, and on the suggestion of A. H. Wetmore, of St. John, N.B., it was decided that this was a matter for the new Dominion Wholesale Grocers' Association to look after.

Travelers' Holidays

The question of summer holidays for travelers was introduced by H. C. Beckett, of W. H. Gillard & Co., Hamilton, Ont. The wholesalers in Toronto and in Western Ontario have in the past been allowing their travelers two weeks

holidays in the summer at the same time. Mr. Beckett suggested that the wholesalers in Eastern Ontario do the same. He said that this method had proved successful. It permitted the wholesalers to readjust their stocks and also gave the retailers an opportunity to find out just where they were at. They had always found increased buying when the travelers went on the road again.

Zepherin Hebert, president of Hudon, Hebert & Co., Montreal, was asked to speak on this point. Mr. Hebert stated that half of their travelers took their vacation between the 1st and 15th of July and the other half between the 1st and 15th of August. They have a large office staff and this method kept their staff busy during the travelers' vacation. Mr. Hebert, however, stated he was willing to abide by the majority, and if the Eastern Ontario wholesalers thought this method should be adopted, he was willing to abide by their decision. This of course applied only to his travelers in Eastern Ontario.

No decision was arrived at.

Mr. Hebert was then prevailed upon to address the convention, and dealt enthusiastically with the country's readjustment policies and other national questions. Just as when a man is ill he has to go through a convalescent period and is never the same afterwards, so he maintained it is impossible for the business conditions of the country which have gone through a period of transition, to be the same as they were before the war. The chief factor in the new conditions was labor. He did not think cost of labor would decline materially, at least for a long time, so that he did not see how foodstuffs could decline in price very much in the near future. It was impossible to have any great slump. When we reach normal, he said, it will be a new normal.

Touching upon the psychological effect of cutting prices, Mr. Hebert maintained that it was most difficult to get one to purchase goods on a declining market.

The New Bankruptcy Act

Henry Detchon, manager of the Canadian Credit Men's Association, spoke on the Bankruptcy Act and the Business Profits' Act.

After many months of labor, he pointed out, a Bankruptcy Act that was suitable to all interests, including retailers, wholesalers, etc., had been drawn up, and would be introduced into the House this session. The only proposition known was coming from the lawyers of Quebec City, and this was in connection with landlord's preference, so that he felt sure the Act would go through as it had been drawn up. The chief point in the Act, he said, was that it eliminated practically all court procedure. Once a customer gets into difficulty the creditors take over the assets and they are administered by them. The Act, too, provides for voluntary assignment. The majority rules, and this includes, not only majority of number of creditors, but amount of money involved so far as each creditor is concerned.

The association had been working along the line to have the Act introduced by the Government as a Government measure. Mr. Detchon read a telegram from Ottawa stating that Hon. Mr. Guthrie, Solicitor-General, would likely introduce the Act, which would be put through as a Government measure.



A. C. PYKE, Toronto,
Secretary of the Wholesale Grocers of Ontario.

Inequalities in Business Profits Tax

He dealt lucidly with the Business Profits' Tax. The Act regulating this tax expired with December 31, 1918, and it was uncertain whether it would be renewed again now that the House had met. Hon. Thos. White has been approached to find out whether it would be continued or not, but his answer was non-committal, so that the association are going ahead with their plans to protect what they consider to be the interests of the trade. Limited companies are exempt up to 7 per cent. on the capital invested, but partnerships are exempt up to 10 per cent. This was one of the inequalities he considered in the present Act.

Mr. Detchon maintained that the Act was unfair to the manufacturer when the amount of tax he had to pay the Government was compared with the amount of income tax payable on the part of individuals. He made it plain that the trade was quite willing to pay their just amount of taxes, but that they wanted the plan of taxation put on an equitable basis.

Supposing, he said, a manufacturer or wholesaler had \$100,000 invested in his business. Say his profit is \$40,000, he would be exempt up to \$7,000; on \$8,000 he would pay 25 per cent. business tax, on the next \$5,000, 50 per cent., and on the last \$20,000 of the profits, 75 per cent. This makes a total of \$19,500.

Let us say the salary of a private individual is \$40,000. He is exempt up to \$2,000. From \$2,000 to \$3,000 he pays 2 per cent.; from \$3,000 to \$6,000 4 per cent.; \$6,000 to \$10,000, 4 per cent., and

from \$10,000 to \$40,000, 4 per cent. This makes a grand total with super tax of over \$4,000, as compared with \$19,000 a manufacturer similarly situated has to pay.

The speaker maintained that the Business Profits' Tax on the packers and millers tended to stifle ambition, to curtail production, and to hamper competition in foreign trade. Posterity, he thought, should pay a proportion of the cost of the war.

These points had been taken up with a number of Boards of Trade, with wholesalers and retailers all over Canada, and the Credit Men's Association had some strong evidence to submit to Parliament in case the Business Profits' Tax is to be renewed.

J. A. W. Craig, of W. G. Craig & Co., Ltd., Kingston, Ont., gave a splendid talk on "Uniform Cost Systems" at the morning session of the convention. This dealt with the various cost systems wholesalers were using in their business. There was not sufficient time for discussion on this topic.

Canned Goods Standards

At the evening session, which was held on Thursday afternoon, C. S. McGillvray, of the Department of Agriculture, discussed at length the new Act regarding the grading and marking of canned goods. He showed samples of the official sizes of cans adopted by the department. These were 1s, 1½s, 2s, 2½s, and 10s. The regulation required that these cans should contain a certain standard amount, and any failure to meet this requirement rendered the packer liable to punishment. Where cans other than these sizes were used for any reason, the size and contents had to appear on the label. It was necessary, too, under the Act, Mr. McGillvray continued, to state on the label the grade of the contents. There was an exception in the case of standards, all packages not showing a grade mark being considered a standard, but where goods were packed as fancy, choice, or seconds, this must appear on the label.

At the conclusion of the meeting the following resolution was passed:

"Resolved, that the association request the Government to take urgent and immediate steps to establish direct overseas communication between the wholesaler and manufacturer of the food trade of Canada. The importing interests of Great Britain and France, also establishing credits if necessary."

Those Present

The following is a complete list of those attending the Convention:—

H. W. Chamberlain, F. J. Castle Co., Ltd., Ottawa; W. T. Harris, W. T. Harris & Co., Ltd., Owen Sound; Alvar H. Simpson, The Simpson Co., Guelph; H. Y. Telfer, Telfer Bros., Ltd., Collingwood; A. M. MacLean, Hunter & Co., Ltd., Pembroke; J. E. Davy, Robertson Grocery Co., Kingston; H. N. Robertson, Geo. Robertson & Son, Ltd., Kingston; J. A. W. Craig, W. G. Craig & Co., Ltd., Kingston; A. Foster, National Grocers, Ltd., North Bay; Albert Gilmour, Gilmour & Co., Brockville; F. C. Armstrong, Armstrong & Paffard, Ltd., Toronto; M. R. Freedman, J. Freedman, Ottawa; A. A. Alexander, H. N. Bate & Sons, Ltd., Ottawa; Alex. Lerner, E. M. Lerner & Sons, Ottawa;

A. J. Major, S. J. Major, Ltd., Ottawa; T. J. Medland, Medland Bros., Ltd., Toronto; A. Perras, S. J. Major, Ltd., Ottawa; L. H. Major, L. H. Major & J. Soubliere, Ottawa; Frank Harding, The Harding Co., Ltd., St. Thomas; W. E. Warwick, T. Kenny & Co., Ltd., Chatham; J. C. Markle, T. Kenny & Co., Ltd., Sarnia; A. M. Smith, A. M. Smith & Co., London; A. McPherson, Elliott Marr & Co., Ltd., London; Wm. Smith, T. B. Escott Co., Ltd., London; Stafford Higgins, Higgins & Burke, Ltd., Toronto; A. B. MacLean, A. B. MacLean & Sons Co., Welland; S. Warwick, Fine & Rubin, Toronto; T. H. Kinnear, Thos. Kinnear & Co., Toronto; Fred Barbour, G. E. Barbour & Co., Ltd., St. John; A. H. Wetmore, Puddington-Wetmore Morrison Ltd., St. John; W. E. McMurry, Groceries Ltd., Toronto; Samuel Vila, James Turner & Co., Ltd., Hamilton; W. G. McLaughlan, McLaughlan & Sons Co., Ltd., Owen Sound; J. F. Smyth, J. F. Smyth & Co., Windsor; M. Masuret, M. Masuret & Co., London; Wm. Turnbull, Edward Adams & Co., Ltd., London; Louis Prager, Jos. Prager, Toronto; Frank M. Sloan, John Sloan & Co., Ltd., Toronto; W. G. Lumbers, Jas. Lumbers Co., Ltd., Toronto; C. H. McIlroy, Balfour, Smye & Co., Hamilton; St. Clair Balfour, Balfour, Smye & Co., Hamilton; A. M. Wilson, S. P. Wilson, Toronto; H. C. Beckett, W. H. Gillard & Co., Hamilton; Chas. Parsons, Parsons, Brown & Co.,

Toronto; Zeph. Hebert, Hudon Hebert Co., Montreal; W. A. Warren, Warren Bros. & Co., Ltd., Toronto; David H. Ward, F. W. Humphrey, Toronto; F. W. Hudson, Canada Brokerage Co., Ltd., Toronto; S. W. Somerville, Bristol, Somerville & Co., Hamilton; Hugh Blain, Eby-Blain Ltd., Toronto; F. H. Illing, Randall & Roos, Kitchener; W. P. Eby, Eby-Blain Ltd., Toronto; W. D. Martin, Stratford Wholesale Grocery Co., Stratford; M. P. Byrnes, T. Long & Bro., Ltd., Collingwood; J. H. Lumbers, Jas. Lumbers Co., Ltd., Toronto; — Ross, F. W. Humphrey, Toronto; Maurice T. West, Toronto; Frank E. Beard, Toronto; H. D. Eby, Eby-Blain Ltd., Toronto; F. A. Donaldson, J. S. Donaldson & Co., Toronto; W. F. Morely, Toronto; Wm. C. Cross, Hall & Fairweather, Ltd., St. John; O. E. Truesdale, Geo. Foster & Sons, Brantford; A. E. Burns, Sec. Manitoba Wh. Grocers Asso., Winnipeg; F. G. Bowser, The Codville Co., Winnipeg; Henry Detchon, Can. Credit Men's Association, Winnipeg; W. E. McMurry, Grocers, Ltd., Toronto; W. Hudson, Canada Brokerage Co., Toronto; J. W. Charles, Marland Woolnough Co., Niagara Falls; H. L. McNally, National Grocers, Ltd., North Bay; A. H. Paffard, Armstrong & Paffard, Ltd., Toronto; W. E. Sutton, Warren Bros. Co., Toronto; A. T. Pyke, Secretary Wholesale Grocers of Ontario, Toronto.

of the grocery department of Dupuis Freres, Montreal, was asked.

"We sell most lines of laundry soap," he replied, "but the bulk of our sales are made in three brands of soap. They are reliable soaps and we have advertised them extensively, and we believe that they will give our trade every satisfaction. We have no difficulty in maintaining a good sale in these three lines."

Suggest Alternative Purchase to Customer

W. H. Paul, of Walter Paul, Ltd., Montreal, reported that their sales were probably larger of — soap than any other line. When asked the reason for this Mr. Paul stated that he thought it was traceable to a distribution of a free bar of this soap that the store had made some time previously, coupled with the fact that they had encouraged its sale subsequently to customers.

"Would such a system influence the higher class trade?" Mr. Paul was asked.

"No," he replied. "It would not be of advantage with this trade. They largely leave the matter of selecting to us, realizing that we can be depended upon to give them good service in this regard, and we have no difficulty in selling any line we wish to sell."

"What do you do when a customer asks for a line by name?"

"It is our policy to place it on the counter before the customer, almost invariably. But we usually place at least one other line beside it. The customer is interested in this, and very likely asks about the other. Sometimes we say: 'This is better than that, and you may try it for yourself.' In most cases we sell the line we have recommended and have no trouble to sell what we want to sell. Our trade is a high-class one and they depend on us for the very best goods. We believe that a salesman can sell the line he wants to sell, and that if he is a real salesman he can create and increase sales for a given commodity. There is no question about it."

These interviews with Canadian retailers, and those that appeared in last issue, show that the retailer, in a great many instances at least, does not stock up equally in many brands of the same article, but that he is called upon to select for himself the brand his knowledge and experience indicate is best for his customers and for himself. He finds, if he stocks up equally in three or four brands of soap, it does not enable him to get a good buying price on any one line, and, therefore, his profit is less than it otherwise would be. Knowledge that the quality of the line he selects is going to give satisfaction to his customers and that net profit is worth while are always taken into consideration by the good dealer.

Feature Special Brands of Soap

Merchants Make Their Own Choice of Brands They Believe Advisable to Push—Various Further Evidence of the Selling Power of the Dealer.

THE following article is a continuation of the discussion of the merchants' influence in soap sales that appeared in last week's issue.

The evidence is drawn from entirely different sections of the country than the preceding article, but the conclusion is the same, that the merchant does choose from among various lines some one variety of soap that, for some reason, appeals to him, and by devoting his energies to this line does develop sales.

A. J. Groom, Guelph, Ont., when visited recently by a CANADIAN GROCER representative, stated that they handled all lines of soap, that is, all the advertised lines. "The advertising they have received is a great factor in their sale. But it is a factor in the sale of all of them, and it is impossible for us to put an equal amount of selling effort behind all sales, so we must make a choice among these nationally advertised lines of the one that we find most profitable to handle for one reason or another. We have been accustomed to push—soap, but recently we found that owing to the efforts we have been devoting to these sales that our stock of — soap had not been kept moving, and was heavier than seemed wise. We immediately switched from the soap we had generally sold and devoted our attention to selling this line, with the result that very shortly 75 per cent. of our soap sales were in this brand of soap. When we have rectified the condition we will probably return to the other brand of soap again, and expect no difficulty in bringing it once again into favor."

The two soaps referred to were both extensively advertised lines, and Mr. Groom was more than ready to admit that this advertising was a great factor in the sale, but between advertised lines he had to choose and did so, and his influence was sufficient to sway the customer.

Benson Bros., Guelph, Ont., carry all the better known and advertised brands of soap. They find it impossible, however, to make a paying venture of selling all brands, and, therefore, devote their energies more especially to one of these brands, which enables them to buy in larger quantities and secure a little advantage in price.

J. C. Hadden, Guelph, Ont., handles all lines of soap, but buys only in small quantities. If the customer in buying does not state the brand wanted, they sell her the one that they have in largest supply.

Sells Brand in Ratio of 3 to 1

Mr. Dugdale, manager of the grocery department of Almy's, Ltd., Montreal, reported that they sold three cases of — soap to one of any other. "We believe," he stated, "that this line is the maximum of value in soap, and for that reason we have put our selling effort behind this line. We feature it strongly in our advertising, too. Moreover, we find that this soap gives our customers complete satisfaction, so we are not endangering our credit with our customers by devoting special attention to this line."

"What lines do you feature especially in your selling?" Mr. Chabot, manager

CANDY AND ICE CREAM DEALERS FORM R. M. A.

Ottawa, March 4.—At a meeting of the candy and ice-cream dealers held at the rooms of the Retail Merchants' Association rooms in Montreal on Thursday, Feb. 27, it was decided to form a section of the R. M. A., and officers were elected. Among the matters which came up at the meeting was the Bell Telephone Company's slot machines. The proposition made by the Bell company was not acceptable to the dealers. They were offered ten per cent. of the tolls for allowing the slot machines to be placed in their establishments, but they decided they would not allow them to be installed on that basis. The general feeling is that they should have at least forty per cent. The druggists want 50 per cent. The two branches of the trade most affected by this matter will meet and agree on some common basis of percentage which will be acceptable to them.

At a meeting of the executive of the Provincial Board of the R. M. A. held in Montreal on Feb. 27th, the following five delegates were chosen to attend the general meeting of the R. M. A. for the Dominion at Ottawa on March 17th: J. G. Watson, A. Laniel, L. M. Cornelier, J. A. Filion, and J. A. Gareau, all of whom expect to attend.

Mr. Campbell, Secretary of the Ottawa branch of the R. M. A., reports great activity among the membership committees in all parts of his district. In the country towns teams of merchants are going out to get members. In Kingston last week thirty joined up. There are now 500 members in Ottawa city, and they are coming in at the rate of ten a week.

CHANGES IN U. S. CONSERVATION LIST

The United States War Trade Board announces, in a new ruling, that the export conservation list as of February 10, 1919, is as follows: (It will be noted that butter, cheese, eggs and egg products, and milk of all kinds are no longer on the list)

Coffee (green), except Haitian and Porto Rican; coffee (roasted), except Haitian and Porto Rican; coffee (soluble) except Haitian and Porto Rican.

Flour as follows: Wheat.

Grains as follows: Wheat, except seed wheat.

Lard; lard, neutral; lard, compound; lard substitutes.

Pork products, as follows: Bacon, barreled and mess pork; coarse hog bellies; canned pork; fatbacks; fresh pork; hams; pickled pork, except ears, snouts, lips, tails, jowls, heads and back straps; shoulders; spare-ribs; stag bellies.

Seeds: Red clover.

In the case of coffee individual licenses are not required in Canada or Newfoundland.

ST. CATHARINES ORGANIZES GROCERS' ASSOCIATION

The retail grocers of St. Catharines, Ont., have recently organized a branch of the Retail Merchants' Association, with Chas. Hawke, of Hawke Bros., as their president; G. R. Bradley, of

Bradley & Son, treasurer, and G. R. French, hon. secretary. The meetings are held on the first and third Monday of the month in the Standard Hall.

At their last meeting, C. Howie, of the Swift Canadian Co., Ltd., gave an interesting and instructive talk on the handling and manufacture of oleo-margarine, which was much appreciated by all present.

A resolution was introduced and unanimously carried that this association go on record as heartily endorsing the campaign of extending the sale of "Goods Made in Canada" so that Canadian industry may be kept busy.

MAJOR JOHN T. McBRIDE SAYS EXPORT THROUGH NEW YORK ACTIVE

"Export shipments through the port of New York have been very large and are continuing," said Major John T. McBride to CANADIAN GROCER. Mr. McBride had just returned from New York and found the general conditions there quite active, particularly in the matter of shipments abroad of various foods. Among these shipments was a large quantity of evaporated milk, scores of thousands of cases being shipped out. "I was down among the piers while there and there was a great deal of movement," said Major McBride. "There is a general firmness on foodstuffs, too, and shipping is available now in a large way. There seems to be plenty of it."

SUGAR REFINERS AGAIN OPTIMISTIC

It is refreshing to the trade to again be able to sell sugar on an unrestricted basis. In speaking with O. C. Bissell, sales manager for the Atlantic Sugar Refineries, Limited, Montreal, he intimated to CANADIAN GROCER that his company was now pursuing a forward policy and that he felt the trade could look into the future with confidence. It was also desirable, Mr. Bissell pointed out, that the trade should push the sale of soft or yellow sugars as well as that of the granulated. There was every reason to look for a continued improvement in the general situation. Mr. Bissell stated, and shipping conditions in particular were much better. The outlook was better than it had been for a long while past.

MONTREAL WHOLESALERS WOULD *SELL POTATOES \$1 LESS

Announcement is made by a number of Montreal wholesalers, through their solicitors, that they wish to sell potatoes direct to the consumer. In so doing they point out that the consumer would be saved around \$1 per bag on his purchases, but this would be effected only if the purchase was made in bag lots.

It appears that, from the advances made in this matter, the average customer buys his potatoes in small lots—usually a peck at a time. Herein, it is claimed, lies the evil of high price. For, passing through the hands of several be-

fore they eventually reach the consumer, the profits added to a bag of potatoes bring their cost to around \$2.50 to \$3 per bag to the user. If the wholesalers, who have asked the city for certain concessions, are successful, they propose to deliver the potatoes from the car by rig direct to the consumer. The proposition as placed before the city council by their solicitors, Foster, Mann, Place, Mackinnon, Hackett and Mulvena, is merely a request for an amendment to the city by-law, requiring the payment of \$100 fee for every rig that might be used by the wholesalers, that this clause might not bear so heavily on them.

Y.M.C.A. TO LIFT BAN ON SMOKING War Proved Necessity—Chief Physical Director Says Choice Should be Left Open to Individual—Final Approval Now Steals Tobacco's Usage After Vicarious Agitation

Dr. George J. Fisher, head of the physical department of the Young Men's Christian Association National War Work Council, will recommend shortly that "No Smoking" signs be abolished about Y. M. C. A. premises, by virtue of the necessity which smoking proved in the war, it was stated in New York a few days ago.

The chief and, indeed, the sole function of the big society will be merely to present the facts as to the relative injuriousness of smoking among the immature, it is stated, and the traditional prejudice of the Y. M. C. A. against the practice itself has disappeared under the proof of war. The public now thinks of the cigarette only as a blessed boon to the soldier and, while there can be little doubt as to the undesirability of indulgence in tobacco or any other mature practice by the young, the decision of the adult as to whether he shall smoke or not is now accepted to be wholly a matter of individual preference.

The change within the Y.M.C.A. is said to have come about very gradually. At the outbreak of the war the organization found itself divided into three factions with regard to smoking, the extremists, the moderates and the liberals. Eventually the agitation of extremists ceased altogether and it became as common for the Y. M. C. A. forces, both overseas and in the United States, to distribute cigarettes as food.

The addition of the Y. M. C. A.'s sanction, to the approval for smoking already by the American Red Cross, the Knights of Columbus, Young Men's Hebrew Association and similar welfare organizations, is viewed as final estoppage to occasional outbursts of anti-smoking sentiment through the country in recent years. The Y. M. C. A. decision is particularly important by virtue of the physical culture program which is and has always been a permanent and predominant feature of its work.—From the United States Tobacco Journal, issue of January 25th, 1919.

Annual Meeting of Beauharnois Dairyman's Association

THE 38th annual convention of the Beauharnois Dairyman's Association, held in Howick last week, and representative of Eastern Quebec, was pronounced a success by many of those attending. This was emphasized by the association president, D. H. Brown, of Elgin. He pointed out that the circumstances under which this year's convention was held were much more favorable than for some time, and drew comparisons with the conditions of to-day as compared with those of the early years of association history.

Following the president came W. F. Stephen, the secretary. The point prominently dwelt upon by Mr. Stephen was that of labor. As a consequence of the agitations by various organized labor bodies, he believed that the dairymen would experience more or less difficulty this year in getting a requisite amount of help. The situation did not seem to be very promising from this standpoint.

The value of having a cow-testing co-operative scheme for the district was brought up by E. N. Blondin, the agronomist of the district, and he pointed out the advantages that had come to various dairying districts in the United States and various parts of Europe where this plan had been in operation. Charts were produced to show where increases of 2,000 pounds in milk flow, and a corresponding increase in butter fat had been effected in a five-year systematic test with one dairy herd. Action was taken on this important point through the passing of a resolution recommending its adoption in principle.

Cheese and Live Stock

E. Bourbeau, chief cheese inspector for Quebec was present, representing the Minister of Agriculture, Hon. J. E. Caron. The principal point made by Mr. Bourbeau was that cheese production had seriously fallen behind in this part of the Province, and that its quality was much lower than in past years. There was an apparent lack of interest upon the part of farmers in maintaining standards and in keeping up production. In addition to this, many farmers were sending their milk to the creameries.

In the matter of livestock, Quebec had a different tale to tell. She had made rapid strides in the development of her sheep-raising industry, particularly Professor Barton, of Macdonald College, pointed out, but there was still a great deal of scope for the fuller development of cattle raising. He suggested that the farmers ought to take a greater interest in the district fairs that are held, and that some lands might well be put to use as grazing places for the herds that should already be developed in this Province. This speaker was followed by Gilbert McMillan, of Huntingdon, who developed a similar line of advice.

Other addresses of importance were delivered, Dr. McEwan, veterinary of

Macdonald College, speaking on tuberculosis in cows, and which he deplored to be on the increase, advising co-operation among the farmers in having tests made. Dr. J. H. Gridale, acting Deputy Minister of Agriculture, also spoke, his topic being: "After-The-War Policy of the Dairyman." Mrs. W. F. Stephen, of Huntingdon spoke on "One Eye on the Field and the Other in the Town."

VANCOUVER CITY TO LICENSE WHOLESALERS, BROKERS, ETC.

Vancouver, B. C., Feb. 19.—Advice from the Vancouver correspondent of CANADIAN GROCER states that Vancouver City is attempting to pass a by-law to license all wholesalers, brokers, and manufacturers' agents; also each salesman considered. Wholesaler's fee, it is understood, is to be \$100 each per year. Any salesman using car charged another \$10 and one per cent. of the value of the car. Special committee met to-day and will meet again shortly.

Wholesalers and manufacturers are fighting hard against the by-law and brokers also fighting against being included. City License Commissioner Chas. Jones says he expects anticipated licensing scheme should augment city revenue \$100,000. Vancouver has never had business tax and couldn't get Federal Government to give power to assess business tax. Seem to think that future licensing kicks up will get Government action. Commissioner does not know yet whether it would catch all commercial men working the town or not, but manufacturers maintain it would cost a Montreal traveller \$10,000 to work across the Dominion.

PETITIONS IN THE PREVENTION OF FIRE

Gold, Silver and Bronze Medals Being Presented by the Credit Men's Association

The Canadian Credit Men's Trust Association has made arrangements to institute, through the Boy Scouts Association of the Province of Manitoba, a competition along the lines of fire prevention and first aid in fire fighting.

The Boy Scouts Association of the Province of Manitoba have trained 500 of their members during the past three years as firemen. The qualifications necessary for passing the examination in this subject are as follows: "Must have a knowledge and use of chutes, ropes, jumping sheets, fire extinguishers; pass tests in firemen's lift, dragging patients, and passing buckets; and have knowledge of how to turn in an alarm, how to enter burning buildings and work in fumes, how to prevent spread of fire, how to prevent bush fires, how to rescue animals and salve property, and the use of 'scrum' to keep back the crowd, and how to improvise ropes and jumping

sheets. Also a knowledge of fire prevention methods, specially bush and prairie."

The Canadian Credit Men's Trust Association, recognizing the value of this training, and believing that such should be encouraged, have instituted this competition, for which they are offering three gold medals, three silver medals and three bronze medals. One set of medals, comprising one gold, silver and bronze, will be completed for in the City of Winnipeg; one in District No. 1, which includes Brandon, Souris, Hartney, etc., and the remaining set, open to other parts of the province. The details may be obtained from the association's office at Winnipeg.

HALF MILLION CASES CANNED GOODS HAVE BEEN EXPORTED

In view of the fact that reports indicate large holdings of various canned goods in Canada, it is interesting to note that export has been made within the past three or four months of upwards of 500,000 cases of canned vegetables and fruit. This is the amount of actual delivery which has been effected, and if the same ratio of export is maintained for the next six months the question arises, What will the future be of prices? It is evident that the exporters have been getting remunerative return for these large shipments, and furthermore, it is clear that such large quantities will very soon make a big reduction in holdings here. One canner's representative stated to CANADIAN GROCER: "As far as we are concerned, we are sold out pretty well, and I do not see where there is any indication of lower prices for canned goods for some time; we do not look for any declines."

Just at present the exportation of all commodities is very difficult to arrange and practically nothing is moving. There is, notwithstanding, what might be termed a standing order for canned goods from Europe, and they appear to want all that the available shipping can accommodate for many weeks and months to come.

LOBSTER CATCH DECLINES

The annual catch of lobsters has declined from 31 pounds per trap in 1897 to 12 pounds per trap in 1917, as shown by the special report on lobster fishing recently issued by the Fisheries Branch of the Department of Naval Service.

KOOTENAY DISTRICT, B.C., MAKES FINE SHOWING

The value of fruit and vegetables grown in Kootenay district of British Columbia during the last year is estimated at \$384,000; the crop of 1917 was valued at \$150,000. The figures are supplied by the Commissioner of Immigration and Colonization at Winnipeg.

Of cranberries, Massachusetts officially estimated 29,000 bbls., or more than 15 per cent. above the October estimate and nearly two and one-half times of last year's cranberry crop.

LETTERS TO THE EDITOR

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld, if desired, but name of writer must accompany correspondence as an evidence of good faith.

COMMENDS BASCOM

The following interesting letter has been received from Messrs. Gregory & Fairweather, Limited, Meota, Sask., criticizing an article which appeared in a recent issue of CANADIAN GROCER,—

“Editor CANADIAN GROCER:—

IS YOUR NAME BASCOM SMITH?

“Bascom Smith liked his supper promptly at fifteen minutes past six, the fifteen minutes being for thirty years his regular allotment to glance over the day's receipts of the Murra-town leading grocery store, lock the store after his two clerks had gone, and then walk, at a deliberate gait, the four blocks east from Main street to his square, flat-roofed house.”

I have read the above twice lately in two different trade magazines. It was followed by short articles showing that Bascom Smith was careless, unprogressive and unbusinesslike in his habits.

I am of a contra opinion and think that Bascom Smith was a wise and sensible man. In all probability Bascom Smith had given the best that was in him to his business from eight in the morning till six at night, at which time his store closed for the day. By all rights the remainder of the day was his for recreation and pleasure, and his endeavor should be to forget that such a thing as business existed.

He was probably an up-to-date merchant and his store was equipped with modern appliances, so after his clerks had cashed up their drawers and gone, he spent a few minutes taking the records of his cash register, which gave him the individual cash sales of each clerk, the total charge sales, the amount received on account, the amount paid out. A glance at the figures would show him any variation of the day's business from normal. After this he would walk home and would probably reach there within the allotted fifteen minutes.

The article in your paper holds him up to ridicule as having spent only ten minutes in analyzing the problems of the day, in checking up receipts and expenses, examining invoices and making sure that charge accounts were correct. “Only ten minutes to attend to the thousand and one little things to which successful merchants devote hours of patient endeavor each week.”

To be sure they devote hours to this work, but they are not hours after their regular day's work after the store is closed. This work cannot be done in a

short time, and being an up-to-date man Bascom Smith knew this and gave part of every day to this work. After the store opened the next morning, and before business was brisk, he saw that the clerks' slips were checked and the cash balanced, that the charge sales were entered on the duplicate monthly statements and that the invoices, which had been checked in the store the day before, were entered in the synoptic and ledger. Then a glance through his Bills Payable book would show him the accounts due for the day.

He has had the evening for pleasure, and a good night's sleep has brought him to the work fresh and with a clear mind. He is able to think clearly, to analyze and to decide.

Truly Bascom Smith was a wise man. A progressive, up-to-date merchant, who knew his business and managed it.

Yours truly,

JOHN GREGORY.”

Bascom Smith has a twin brother. It was the twin to whom reference was made last month! The one man spends 10 minutes after hours because that is all that is necessary. The other spends the 10 minutes because he is content to let things run along in the even tenor of their way, and is thankful that the rut is so deep he can't get out of it, though he is fearful at times lest it should overflow its banks. Truly, the Bascom of the above letter is a wise man.

Which Bascom Smith are you?—
Editor.

Hawkestone, Jan. 20, 1919.

Editor, CANADIAN GROCER,—

Dear Sir,—“In your issue for Jan. 17th, as to tax on catalogue houses, putting a tax on this trade is right. These firms do an enormous business in towns, villages and country and in many a township more than all the merchants put together, not because they get cheaper goods, but by alluring catalogues and an odd bargain as a stimulant. I have no kick coming as far as these houses doing business is concerned, but why allow them to take the money out of these places and do nothing to support? If allowed to do the trade they are doing why should they not help to keep our schools, roads, streets, poor houses, public works of all kinds? What kind of a country would it be if the country stores were gone? The people would be glad to see them return, because they know what a convenience they are, but in many cases are indifferent. It is very much

the same thing as if our banks in our towns and villages were allowed to gather in all the deposits of the town and surrounding country and when a local business man wanted some assistance to enlarge his factory, was told: no help here we have to send all the money to large centres.”—T. A. Stone.

Editor, CANADIAN GROCER,—

Dear Sirs,—“Re stamping of proprietary articles and perfumes, I have heard a great many merchants express their feelings in regard to revenue stamps on patent medicines and perfumes, and I can assure you none of them are very favorable to the working of the order.

Stamping first: “The revenue stamp should be placed on the package by the manufacturer, the same as matches, playing cards, booze, tobacco, etc.

Second: Many merchants are paying fines, including the very best citizens of our land, that would not break any law, simply because during busy hours some one clerk failed to affix stamp.

Third: General stores generally handle these lines simply as an accommodation, there being no druggists in the locality.

Fourth: These same stores have been handicapped for help, getting on new clerks often, and while telling clerks to stamp every item sold, not always being experienced, they will forget and yet we have to suffer.

And as I say again, were these items stamped by the manufacturer as they are in the United States, any green help any merchants should have would not endanger him of a fine of fifty or so.

The retail merchants of this country, I am sure, would be pleased to see CANADIAN GROCER look into this.—A GENERAL MERCHANT.

FACILITATE IMPORT OF COCOA

The War Trade Board announces in a new ruling that in addition to shipments of cocoa beans permitted under order No. 163, issued July 11, 1918, they will consider applications for licenses to import cocoa beans originating in and coming from the Dominican Republic or Haiti, subject to the condition, however, that consuls in certifying invoices shall give priority to all available shipments of sugar and molasses over such shipments of cocoa beans. This is in addition also to shipments of cocoa beans originating in these countries coming forward to the United States on transports maintained by the United States Navy, announced in order No. 186, August 5, 1918.

Simple Book-keeping for Merchants

How to Take Out a Trial Balance—Proof That All Entries Have Been Accurately Made—Totals of Amounts Due and of Amounts Owning Easily Ascertained

By C. J. MORRIS

(Continued from Feb. 7 issue)

FOR a proper understanding of the explanations given in the present article the reader must have before him the ledger entries given in our Feb. 7 issue. Those entries represent a small but complete ledger. The period covered by it is only four days but the principle is the same as if it covered a full year.

The only account not yet explained is the final one headed Capital Account.

In order to keep our accounts correctly we must know exactly what our capital is and of what it consists. For the purposes of the present illustration we will assume that our total capital is \$2,800, made up as follows: Fixtures, etc., \$500; cash, \$300; goods on hand, \$2,000. Our cash is split up into two portions, \$100 being cash in hand and \$200 at the bank. These items we enter on the credit side of the Capital Account and corresponding amounts are entered as the balances on hand with which we start our business at the top of the debtor side of the Fixtures, Cash and Goods Accounts respectively. The Furniture and Fixtures Account was inadvertently omitted from our ledger last week and we therefore include it at foot of this column.

At closing time on January 4 our ledger stood with all the accounts open, no balances entered, and no totals shown. As we are now going to check

our books we have closed all the accounts by entering in the various balances so as to make the totals on each side correspond, and by showing these totals.

These balances should at first be written in pencil only in case mistakes are discovered, which it will then be easy to rectify. Moreover before we can make up our final balance sheet we shall have one or two further entries to make in some of the accounts at the end of the ledger. These balances therefore as at present shown are only interim balances for the purpose of taking out a trial balance which we will now proceed to do.

As explained in the previous article every transaction we have had has been entered twice, once on the debit and once on the credit side. If therefore all our entries have been correctly made the total of the debit balances will agree with the total of the credit balances. It will be seen that the page number in the ledger is given at the top of each account. It will, therefore, facilitate matters if we refer to each account by the page number.

Firstly, we take the debit balances which are as follows:

Page 201	\$37 10
" 202	20 65
" 203	24 00
" 204	22 30

Dr.	Furniture and Fixtures Account	Cr.
Jan. 4	By balance, \$500	Jan. 1. To fixtures, etc., \$500

" 306	1 59
" 308	2800 00
Total	\$2905 64

On the credit side we have

Page 1	\$ 3 85
" 2	7 50
" 3	2 40
" 4	4 30
" 5	5 70
" 6	1 30
" 7	9 38
" 8	3 59
" 9	17 63
" 301	242 83
" 302	236 47
" 304	1825 14
" 305	25 00
" 307	20 55
" 309	500 00

Total \$2905 64

Here we see that the total balances on each side agree and we are therefore satisfied that all our entries have been correctly made and that any calculation as to profit, etc., based upon these accounts as they here stand will be correct.

The novice at bookkeeping must not expect, however, that his totals will always balance like this at the first attempt. On the contrary the probabilities are that he will have to go over every entry and tick it off, checking it with the journal and then with its corresponding entry on the opposite side of the ledger before his totals will agree. One



A panorama view of Hamilton from the mountain.

frequent source of error is the omission to make two entries for each transaction. For instance, goods sold will be debited to the customer, but the corresponding entry in the Goods Account is forgotten. To guard against this as far as possible it is advisable to rule a column on the left hand side of each of the two cash columns in the ledger, and in this column to enter the page of the corresponding entry. For example: Just to the left of the \$5.55, first entry Dr. side of page 1 we should enter the page No. 304, and by the side of item No. 12 Cr. side of page 304 we should enter page No. 1. The entry of these page numbers will provide a check that corresponding entries have been made. But even then an error is not impossible. The merchant knowing the page number of the Goods or Cash Account enters it up in the Customer's Account and then may be interrupted and the other entry is omitted. Mistakes of this kind are sure to occur and it is therefore well worth while, before attempting to draw up a trial balance, to go through the ledger and check every entry.

Having thus verified our accounts we will now proceed to find out how much is owing to us from our various customers. This we do by totalling the various balances from pages 1 to 200. Should a debit balance appear on any of these pages as would be the case if a customer had paid us a sum of money and had not yet had the goods to the full amount, that balance would not be included but would be deducted from the total of the credit balances. It will be seen that the total credit balances of pages 1 to 9 amount to \$55.65, and this is therefore the amount due to us from our customers. Similarly the total of the debit balances from pages 201 to 204 is \$104.05, which is the amount due from us to our wholesalers.

To facilitate finding the various accounts it will be necessary to make an index to the ledger, for which purpose a few pages at the back of the book may be used. The probabilities are, however, that a proper ledger will have such pages allotted for the index.

A correspondent writes asking how he should deal with a typewriter he has purchased also with some weighing scales. These are not Sundry Trade Expenses but must be regarded as additions to capital. They would therefore be entered on the left hand side of the Furniture and Fixtures Account and on the right hand side of the Cash Account.

Another asks where he is to enter some goods which have become a total loss through being spoiled. These should be entered on the right hand side of the Goods Account as "By Profit and Loss." and again on the Dr. side of the Profit and Loss Account as "To Goods (damaged)."

In the next article we shall show how to draw up a Profit and Loss Account which will tell us exactly what profit we have made on the transactions thus far recorded.

(To be continued)

The Milling Industry Under War Conditions

How the Officials of the Industry Have Aided in Conservation Programs and Released Large Amounts For Export

THE circumstances under which the millers of Canada carried on their industry during war conditions are interesting, and may be conveniently reviewed now that such conditions are fast drawing to a close, and normal times returning.

It was not until the war had been almost an old story that conditions became sufficiently acute to move the then Food Controller, Hon. W. J. Hanna, to invite the millers to confer with him. As a result a committee from the millers was appointed to advise the authorities in matters relating to milling, to assist in carrying into effect the orders of the Food Controller and to safeguard the interests of the mills. The committee was as follows:

W. A. Black (chairman), Ogilvie Flour Mills, Montreal; D. A. Campbell (vice-chairman), Campbell Flour Mills, Toronto; F. A. Bean, Robin Hood Mills, Moose Jaw, Sask.; L. Goldie, James Goldie Company, Guelph, Ont.; G. A. Gray, T. H. Taylor Company, Chatham, Ont.; W. W. Hutchinson, Lake of the Woods Milling Company, Montreal; J. E. McFarlane, Western Canada Flour Mills Company, Toronto; W. T. Moore, Georgian Bay Milling Company, Meaford, Ont.; Gen. A. E. Labelle, St. Lawrence Flour Mills, Montreal; Jas. A. Robb, Northland Milling Company, Winnipeg; Hedley Shaw, Maple Leaf Milling Company, Toronto; N. C. Sinclair, Empire Flour Mills Company, St. Thomas, Ont.; C. B. Watts, Dominion Millers' Association, Toronto.

Provide Means to Administer Business

The millers undertook to provide the means for the administration of the business, and all mills were assessed at the rate of twenty cents a barrel capacity. At first, all administrative work in connection with mills, including the issuing of licenses, was done in the office of the Millers' Committee; but when the Canada Food Board was established in January, 1918, it established a Milling Division, and took over the work, including the enforcement of regulations. The committee, however, continued, and has done much work of importance to the industry, including the issuing of much valuable information on milling and the production and marketing of grain by its secretary, W. S. Evans.

At the request of the then Food Controller, the Hon. W. J. Hanna, the committee studied the problem of flour mills in the interests of conservation of food for the Allies and of the cost of living. Representatives were sent to the United States to study the system there, the intention being to adopt a similar system in Canada. Following this, the Millers' Committee made certain recommendations, which, on the whole, were rather more favorable to the consumer than

those in the United States. They were based on a fixed margin of profit for each mill; but the Food Controller thought, in order to stabilize the price of bread, it would be better to adopt a system giving a uniform and stabilized price for flour. The Millers' Committee worked out the system required, and it involved the solution of many subsidiary problems, including the quantity of wheat the mills would be allowed to grind and its fair distribution among them, the provision of a fund to meet carrying charges, and the fixing of prices for bran and shorts.

Confronted by Serious Situation

When the price of wheat was fixed in 1917 the mills were confronted by a serious situation. No one could afford to hold wheat and the export demand was so great that there was a danger that the country would be drained of supplies. The mills could not secure the funds to buy and hold their season's supply. Eventually an arrangement was made whereby the Wheat Exporting Company, the purchasing agency for the Allies, paid for all wheat arriving at the head of the lakes and reserved a certain proportion for the eastern mills, drawing on them only as the wheat was shipped, while the Board of Grain Supervisors agreed to place embargoes on districts in the West which were in danger of being cleaned out of wheat before the local mills secured their share.

The committee has handled successfully many other matters of more or less importance, such as standards and prices of flour, and of mill feeds. As to standards, the committee was constantly consulted by the Food Board; and prices were almost continuously up for consideration, owing to the changes in standards. Export as well as domestic prices were arranged, and increases in freight and labor and of the margin of profit allowed by the United States regulations called for a rearrangement of the whole basis.

The work of the Committee is not done, by any means. With the wheat situation so uncertain, questions of great moment to the trade will be arising; and it seems probable that the Committee will continue its work until conditions become more stable.

CIGARETTE CONCERN SOLD

Tobacco Products Corporation has acquired the business of Philip Morris & Company, one of the best known of independent cigarette concerns. In connection with acquisition it is understood valuable rights will be given both common and preferred stockholders of Tobacco Products.

Quebec Tobacco a Practical Asset

Big Future is Forecast, With Large Accruing Profits—One Dealer Sold 20,000 to 25,000 Pounds Annually—Care in Production Necessary—Real Tobacco Farmers Should Be Urged to Come Here

CANADA should become a big exporter of tobacco; instead of this she is a big importer," said J. M. Fortier, of J. M. Fortier, Ltd., Montreal, to CANADIAN GROCER. "And greater production on Canadian soil will benefit all."

While this statement embraces Canada, it embraces Quebec province in particular, for it is in Quebec that Mr. Fortier has been located for many years, both as a producer of tobacco and a wholesaler and manufacturer. And he is very hopeful concerning the future of leaf tobacco as related to Quebec, believing that if certain efforts are put forth and inducements made, the day will come when Canada can and will become a factor in supplying at least Great Britain and the Colonies with their needs of tobacco.

"What about the qualities of these tobaccos that are grown in Quebec and other parts of Canada?" CANADIAN GROCER asked.

Mr. Fortier replied that it was simply a matter of proper treatment during the process of growth and curing. He said, "Too many farmers are miners. They are not farmers and work the land to death." This was said, of course, with reference to the attitude of the farmer in growing tobacco. Mr. Fortier stated that it was possible to secure excellent grades here as well as elsewhere.

Improvement Made—Some Sales

As is already shown by the statistics published, the yield for 1918 of domestic-grown tobacco in the Province of Quebec was much in excess of that for 1917. In fact the estimated Quebec yield of over 7,730,000 pounds during 1918 is more than 50 per cent. in excess of that for the year before. And this is bound to grow.

"I know of one man," said C. St. Pierre, of Centre Street, Montreal, "who bought two acres of land last year and paid \$100 for it per acre. His friends said he was a fool. He may have been but he farmed that two acres with tobacco and got \$2,000 for his crop."

This instance is corroborative of the statement made by Mr. Fortier that real farming will bring excellent results from tobacco.

Mr. Pierre alone, doing as he does, a straight tobacco business, said that he had sold as much as 25,000 pounds annually of leaf tobacco at retail. Some seasons it was less than this but generally around 20,000 pounds.

It was pointed out by another informant that, of course, the high prices on tobacco generally had stimulated production. But even if those prices should not be maintained, it would seem that there is a big future export awaiting

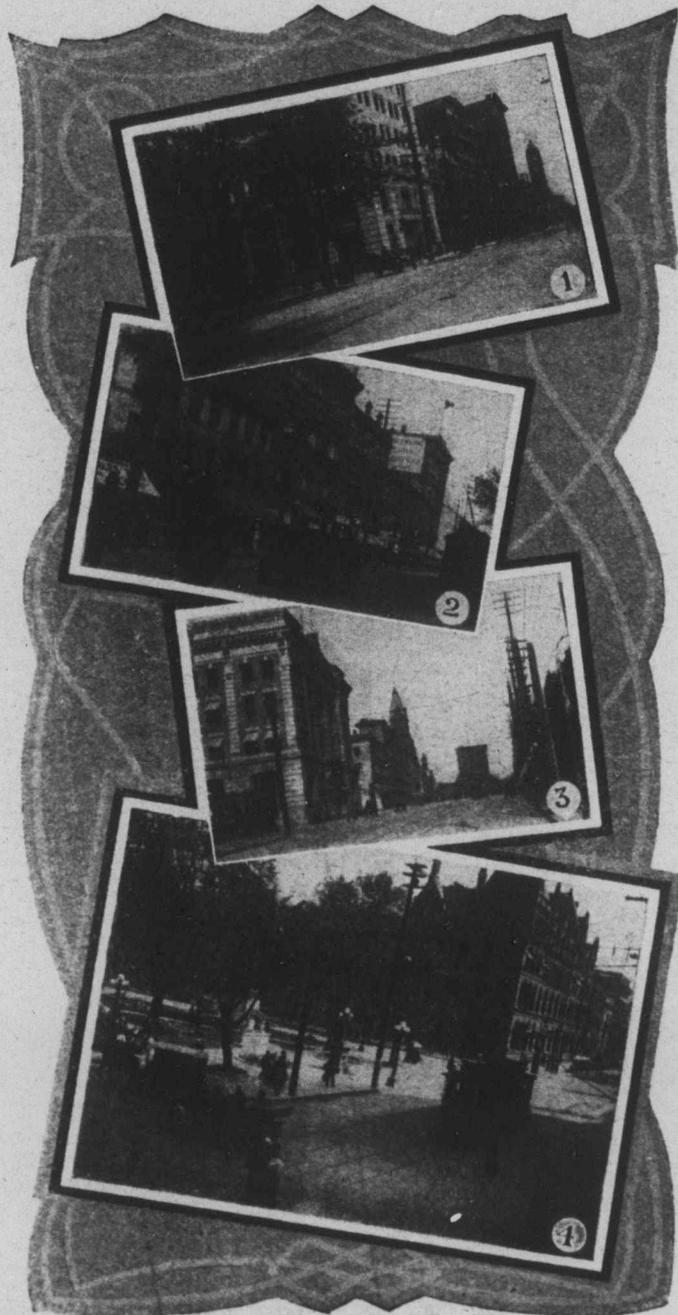
development to Great Britain and the Colonies, as above suggested by Mr. Fortier.

Immigration—Instruction

Mr. Fortier was of the opinion that the plan of bringing in actual tobacco farmers ought to be encouraged. Many of these might be induced to come from the United States and even from Europe. It was necessary, he thought, to have a

superior class of men who understood the needs of the growing tobacco, for so much depended upon the treatment that care and scientific treatment were indispensable. Very often the soil must be treated with fertilizers suited to the needs of the tender plants, and scientific farmers alone could maintain the soil in its most efficient and most highly-productive form.

(Continued on page 56)



STREET SCENES IN HAMILTON

- 1. James Street, West Side.
- 2. King Street, North Side.
- 3. King Street, South Side.
- 4. Corner King and James Sts.

Hamilton's Unique Market

A Tri-weekly Public Market That Has Hardly Its Equal in Canada—Surprising Quantities of Goods Sold in a Day

IN most cities the size of Hamilton the public market has ceased to be a place of particular importance; it has usually been split up into sections and become a more or less minor affair. With Hamilton, however, the situation is quite different, and Hamilton enjoys a unique distinction in this regard. It has a real market, and a market that is known far beyond the confines of the city and district itself.

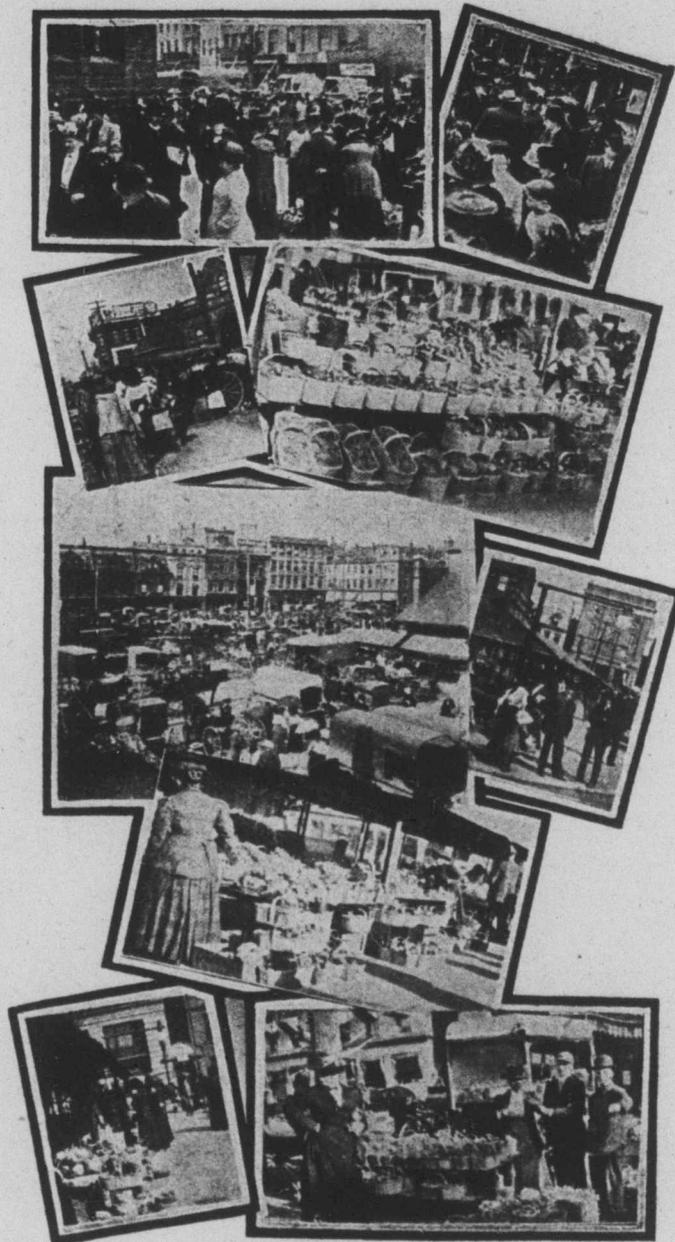
Recently the long sheds that housed the various vendors of farm products were destroyed by fire, so for the moment it has lost some of its natural character, but these are to be rebuilt on an even better plan.

The market is located in the very centre of the city, immediately in the rear of the City Hall, and it is an inspiring sight to watch the throng, especially in the summer months, when fruit and vegetable vendors from a radius of 18 to 20 miles around the city congregate to dispose of their wares.

It is questionable whether in any other market of the country is there such a wide display of products or such an abundant array.

The market is tri-weekly, yet the average number of farmers' wagons and rigs amounts to 600, while in the height of the fruit season, when every farmer for miles around is in attendance, the number would far exceed that total and tax the market accommodation and that of the adjoining streets to the utmost.

Some one has made an estimate of the average selling that takes place on this market on a Saturday in the summer season, the figures are interesting and give, better than any other words could do, some indication of the extent of the business done within the confines of this market square. The list is as follows: 12,000 bushels of peaches, 3,000 bushels of apples, 8,000 bushels of grapes, 2,000 bushels of pears, 2,000 bushels of tomatoes, 1,000 bushels of potatoes, 1,000 baskets



HAMILTON MARKET
Consumers Buying Direct from the Farmers.

plums, 100 carcasses beef, 200 lambs, 50 calves, 1,000 head of poultry, 6,000 pounds of pork, 4,000 dozen of eggs, and 3 tons of various vegetables. This will give some idea of the importance of this city market.



Hamilton Wholesale Grocery Trade

INVESTIGATION into the early days of the wholesale grocery trade of Hamilton reveals the fact that the majority of firms date their inception to a period 40 years ago, some more, one slightly less. The early history of the trade shows where the territory served extended through to the Pacific Coast.

In the early days, the buyers came to the wholesalers—to-day the wholesaler goes to the buyer, and that very largely explains why the territory served to-day has become more restricted. Retailers now demand quick shipments—they want supplies almost daily—there is not the buying to-day for three to six months ahead, as was evident prior to the extensions of the railways—the advent of the motor truck—the wholesaler almost at his door to carry the stock. Business has undergone many changes since the inception of the wholesalers of Hamilton, but all are keenly alive to the developments surrounding them and keeping pace with the activities of the 20th century. Their stories, as told to CANADIAN GROCER, are reproduced here-with:

Balfour, Smye & Co.

THE memory of Adam Brown, Hamilton, Ont., dates back close onto a century. He is to-day in his 95th year, and is as keen as a man of 25 in every good work. Perhaps no man living to-day can so well relate the history of Balfour, Smye & Co., wholesale grocers. His picture reproduced on this page will, undoubtedly, recall many memories of the past in connection with the grocery business in this important city, and particularly that of Balfour, Smye & Co.

His connection with this firm started sixty-eight years ago and continued until 25 years ago, since which time he has been postmaster of Hamilton.

Mr. Brown pointed out that in the 1840's the late W. P. McLaren started the first wholesale grocery business in Hamilton, on the site at present occupied by the Merchants Bank, formerly the Canada Life Bldg., No. 1 King St. E. Mr. Brown, who was a clerk with him, was taken into partnership in 1852, and the firm was carried on under name of W. P. McLaren & Co., until Mr. McLaren retired from business, when Geo. H. Gillespie joined Mr. Brown and purchased the business. It was carried on under the name of Brown, Gillespie & Co. Later on H. W. Routh was taken into partnership, the business continuing under the sale firm name until the retirement of Mr. Gillespie, when it became Brown, Routh & Co. Subsequently St. Clair Balfour, who was confidential clerk, was taken into partnership, the firm name remaining the same. On the death of Mr. Routh, the firm became Brown, Balfour & Co. On Mr. Brown's retirement the firm became Balfour & Co.

It was during the existence of the Brown, Gillespie & Co. and Brown, Routh & Co. that large trade sales were held annually, and which were very successful. Brown, Gillespie & Co. on one occasion chartered a vessel and brought out a cargo of Mediterranean goods of all kinds, which were offered at public auction. The sale lasted three days, attracting great attention of the trade. There were buyers present from as far east as Monteval.

On one occasion they chartered a small vessel in Liverpool, of a size able to pass through the St. Lawrence canals and deliver her cargo at Hamilton. The cargo



ADAM BROWN

Postmaster of the City of Hamilton, who in the early days was associated with Balfour, Smye & Company.

was composed principally of rice, soda ash and heavy goods.

Brown, Gillespie & Co. were the first to introduce Canadian cheese commercially in England. Mr. Brown, who was making an extended visit to England in 1865, personally visited all the large centres of trade there, and secured orders for cheese from the principal firms, many of whom a few years afterwards were specially represented in Canada. Before he left for England he induced the late Adam Oliver, of Ingersoll, to start a factory for making cheese boxes, so that by the time orders taken reached Hamilton the cheese maker could get boxes, and the orders were promptly filled.

In 1890 the firm of Balfour & Co. was formed and consisted of the late St. Clair Balfour, the late W. B. Croy, and James Somerville, the latter now Hamilton representative of the Canada Sugar

Refinery and other leading manufacturing concerns. In 1893 they purchased the stock and good-will of Stuart, Harvey & Co., when Fred T. Smye and C. H. McIlroy, who for years had been associated with Stuart, Harvey & Co., joined Balfour & Co., which firm continued until 1903, when it merged with other firms, forming the Canada Grocers, Ltd., and continued until 1906, Fred T. Smye being joint manager with Jas. Somerville of the Balfour & Co. branch. In 1906 Fred T. Smye, C. H. McIlroy and St. Clair Balfour, son of the late St. Clair Balfour, took over the business from the Canada Grocers, Ltd., forming the present firm of Balfour, Smye & Co., who still continue to do business. Many of their friends often tell them that their grandfathers dealt with the house the middle of the last century. In the Balfour & Co. period, their Tartan brand was adopted.

In speaking of changes since the old days, a member of the firm referred to most remarkable improvements in the manner of distributing food. In those days the buyers were few, as were the railroads. Now the reverse is the case and the retail trade are waited on daily with hundreds of articles undreamt of by our forefathers, but which are included in the stock of an up-to-date grocery house of to-day. The evolution of the grocery trade is a fair criterion of the great progress made by Canada's commerce since the establishment of this house in 1840.

Fearman Brothers

IN December, 1913, the present wholesale house of Fearman Bros., Hamilton, Ont., was born. At that time the firm was known as brokers' and manufacturers' agents, representing in Hamilton a number of manufacturers of food-stuffs and allied products, but have since developed into the wholesale grocery business. The personnel of the firm is Frank G. Fearman, president; Charles E. Wilson, vice-president, and Major H. D. Fearman, D.S.O., secretary-treasurer.

Frank Fearman, in discussing the wholesale grocery business, stated that many wholesalers have the idea that they cannot sell a new line of goods to the retailer unless the manufacturer creates a demand for the goods. The claim of Fearman Bros. is that the wholesaler can introduce new lines to the retail trade successfully, and that their firm is operating on this idea.

Mr. Fearman is also of the opinion that the good retailer can create a demand for a first-class line of goods which allows him a fair profit; that he does not have to wait for a call for the new line if it has merit. He further maintains that a merchant, either wholesale or retail, should depend upon the sales of goods, for which they have a call for his regular daily business, but that the

staff that creates business over and above this everyday demand is the one which shows the increases in business and the better net profits at the end of the year.

Lumsden Bros.

THE wholesale firm of Lumsden Bros. was established in 1872 by John A. Lumsden, Frank Lumsden and William G. Lumsden. Prior to establishing the wholesale business, retail experience had been gained, so the step made was a decided advancement over the previous activities of members of the firm.

For 18 years the firm continued under this arrangement, when William G. bought out the brothers and was sole proprietor until his death, which occurred in 1916. The business, which had grown extensively by that time, was left to his four sons, namely: A. D., C. H., H. L., the latter of whom has just returned from overseas, and W. G., junior, who was killed overseas in November, 1916. The late W. G. Lumsden, Jr., had never been actively associated with the firm as he had just graduated from law and been called to the bar prior to enlisting for active service overseas.

The firm carried on a manufacturing establishment for several years, in which Jersey Cream Baking Powder originated, and candies and confectionery formed an active portion of the firm's manufacturing activities, this being in special charge of William G., Sr.

Pressure of the wholesale business, owing to the absence of the two brothers overseas and the unsatisfactory conditions surrounding manufacture of candy and confectionery during the war resulted in the manufacturing end of the business being discontinued on Dec. 31, 1917.

Up until 1911 the activities of the firm extended throughout Western Ontario, but at that time the selling policy was changed and the local trade in Hamilton catered to almost exclusively. In talking to A. D. Lumsden, CANADIAN GROCER was advised that they find the city trade exceptionally good, and feel that the move to specialize in this particular field was a good one.

Bristol, Somerville & Co.

BRISTOL, SOMERVILLE & CO., wholesale grocery business, is one of the oldest established in Ontario. Founded in 1861 by G. J. Forster, it has been running continuously since under the names of G. J. Forster & Co., Lucas, Park & Co.; Lucas, Steele & Bristol, Geo. E. Bristol & Co., and latterly, Bristol, Somerville & Co.

In 1869, on Mr. Forster's death, the business was taken over by R. A. Lucas and John H. Park, and later on they were joined by R. Tasker Steele and Geo. E. Bristol, and operated under the name of Lucas, Park & Co. for many years. They did business as far as the Pacific Coast in the days before the Western business became largely localized and in the

hands of the Western wholesalers. They all have passed away, however, Mr. Bristol being the last on 22nd Sept., 1918.

The business is now owned and conducted by Samuel W. Somerville, who has been manager for some years and was a partner with Mr. Bristol. He started with the old firm, Lucas, Park & Co., in 1891. He has with him a number of the old staff. They go after not only local business, but as far as Windsor on the west, and the North Country up to and including points on the Grand Trunk Pacific.

The wholesale grocery business has changed largely since '61, Mr. Somerville stated. In those days most of the business was done through retailers coming direct to the house. They had one or two travelers out calling on the trade perhaps two or three times a year. Today they have a selling staff of ten men outside. In the early days everything was bulk; to-day, a large proportion is package or canned goods. Their first purchase many years ago of 25 cases of canned tomatoes was made in fear and trembling; now, yearly purchases of canned goods will run into tens of thousands of cases.

War conditions have, of course, considerably upset service and shortage on many lines; but they look to the future with optimism, believing that, while prices will reduce some, in most lines it will be very gradual, giving the trade ample time to clean up their stocks and save loss. They feel that Canada has a great future, with its undeveloped natural resources and with the splendid record it has made in the war it is bound to bring people here from all over the world.

W. H. Gillard & Co.

FOR 10 years after the inception of the business in 1878, W. H. Gillard and John Gillard were those upon whom the early duties of becoming established fell. Ten years after the establishment of the business John Gillard died and H. N. Kittson was admitted to partnership.

In this form the business was carried on until 1901, when W. H. Gillard died, the business responsibilities then falling to H. N. Kittson, H. C. Beckett, and J. T. Gillard, son of W. H. Gillard. Fifteen years later, or in 1916, H. N. Kittson retired, and the business is now conducted by H. C. Beckett and J. T. Gillard.

The late W. H. Gillard was a partner of James Turner and Co. prior to entering on a partnership with his brother. He started in the wholesale grocery business at the age of 18 and was actively associated with it until his death in 1901.

The original business was carried on in rented quarters, but it was not many years before the firm erected the warehouse on Main St., which they now occupy. Fifteen years ago a branch was established at Sault Ste. Marie, where it is indicated they have large and commodious quarters. This branch serves

the "Soo" and surrounding territory and also Northern Ontario, served by the Grand Trunk Pacific Railway. From Hamilton, Western Ontario is served, and this business extends north also, working in harmony with the "Soo" branch of this business. The business has, it is stated, shown steady growth since its inception.

One notable fact in connection with the business which was brought out is that which reveals that about six months ago the firm made a presentation of six gold watches to six of their employees who had been with the firm for 25 years. This is a splendid record of service, and one which it is indicated the firm was very glad to acknowledge in the form which they did.

Macpherson & Glassco Co.

IT was in April, 1884, that T. H. Macpherson and John C. Glassco opened their wholesale grocery business in its present site. The quarters occupied by the firm in its infancy were by no means as large and spacious as those in which they now do business, for the record of the firm is one of continual growth and expansion.

The partnership witnessed no break until June, 1903, when T. H. Macpherson died. The business was then carried on by John C. Glassco, the surviving partner, until April, 1916, when Mr. Glassco was called by death also. From that date until to-day the business has been carried on by the Glassco estate under the management of G. R. Lloyd.

Mr. Lloyd has been connected with the firm since about six months after its inception. At the time Mr. Lloyd joined the firm he was a comparatively small boy, and in the succeeding years has studied the various branches of the business very carefully. Bookkeeping, merchandising, as it relates to both buying and selling, and even becoming familiar with the operations of the shipping end, Mr. Lloyd has attained wide experience. Perhaps his time has been more closely connected with the financial end of the business, and that is his special charge even to-day.

The late Mr. Macpherson was a specialist in the tea end of the business and devoted a large portion of his time to building up the firm's tea and coffee business. Mr. Lloyd stated that even to-day, that is one of the big factors in the totals of their sales every year, as they have tried to carry out the traditions of the firm in this respect as inaugurated by the late Mr. Macpherson.

To-day the Macpherson and Glassco Company employs 10 travelers, and the territory covered ranges as far north as Cochrane and west as far as Sault Ste. Marie, in addition to the Western Ontario and Niagara districts.

James Turner & Co., Ltd.

GOING back to 1844, one reaches the year in which the firm of John and James Turner was established. Succeeding changes made show the firm operating as James and Alexander Turner, then to James Turner and Co., and from that to James Turner & Co., Limited, under which caption the firm is carried on to-day. The original members of the firm have all died, and to-day the business is conducted as a joint stock company.

The present offices of the company are C. S. Turner, president, a son of the late Alexander Turner, who died in February, 1913; A. G. Osborne, vice-president, who has been with the company for more than 40 years; Samuel Vila, managing director, whose association with the firm dates back over 32 years.

In the early years the firm used to cover Canada right through to Victoria. They claim to have had the first brick warehouse in Winnipeg, which was built in 1872. In the early days goods were shipped through to St. Paul by rail, and from there taken by wagon to Winnipeg.

Branches of the firm which had been established, although non-existent to-day, are, Turner, McKeand and Co., Winnipeg, and Turner, Rose and Co., Montreal.

Up until the time of the closing out of the licenses, this company handled

liquor in a wholesale way, and this was found to be a big factor in the turnover every year. To-day the operations of the company are confined to groceries exclusively, and the territory which they serve is Western Ontario, north as far as the end of the T. & N. O. Ry., and west as far as Fort William. Mr. Vila, managing director, stated they were one of the first advertisers in CANADIAN GROCER, occupying the top of the first page next to the current prices.

GUADELOUPE VANILLA CROP WILL BE LIGHT

A report from U. S. Consul Henry T. Wilcox, at Guadeloupe, French West Indies, says that in the opinion of experienced planters and buyers the crop of vanilla which is about to be harvested in Guadeloupe will be below the average annual production of 50,000 pounds. It is said that the extraordinary harvest of 1917 exhausted the vines and that only one-third of the customary number of flowers appeared during the 1918 blossoming season. The beans which are reaching maturity, however, are of very good size, and therefore it is expected that the total quantity of cured beans will be in the neighborhood of 40,000 pounds.

There will be fewer buyers in the market this season, losses suffered last season and uncertainty as to the future prices in the United States having caused

several small buyers to retire from the business. At present no estimate can be made as to the prices which will be offered for green and cured beans.

GOVERNMENT WAR TAX ON COFFEE MAY BE REVISED
Possibility That The 7½ Per Cent. Duty May Be Withdrawn in The Near Future

Coffee men are looking for the dropping by the Government of the 7½ per cent. war duty. One of them expressed to CANADIAN GROCER during the week the opinion that the Government does not treat the business interests of the country properly in this connection. He stated that when it was decided to put a duty of 4c a pound on coffee there were no advance notices sent out and naturally coffee men suffered. Ottawa, however, does not fail to send out plenty of advance advice that the 7½ per cent. duty will likely be coming off in the near future.

This makes the market unsettled because coffee men do not feel like buying very much if they can purchase later on for 7½ per cent. less.

H. W. Stuart, of Stuart's, Limited, Sarnia, Ont., was in Toronto last week, and was a guest at the banquet given by the Wholesale Grocers of Toronto to their Ontario friends.

A Window Contest for Clerks

CANADIAN GROCER is offering another Window Dressing Contest, open to Grocery Clerks everywhere, and it is hoped that this contest will prove of very unusual interest and will be entered into heartily.

The windows will be judged on the following basis:

THE BASIS OF JUDGMENT

1. The novelty of the window display and its unusual appeal in featuring certain lines of seasonable goods.
2. The selling value of the window as demonstrated in actual sales.

The only restrictions are that the goods displayed shall be seasonable, with the contestant left free to demonstrate the seasonableness of apparently unseasonable lines if he sees fit, and that in the case of branded lines the window shall not contain the goods of one manufacturer only.

The contest will close April 5.

The Prizes:	1st	-	-	-	-	-	-	-	-	\$10.00
	2nd	-	-	-	-	-	-	-	-	5.00
	3rd	-	-	-	-	-	-	-	-	3.00

All displays not winning a prize, but suitable for reproduction, will be purchased at \$1.00 each.



A view of the A. G. Bain & Co. store, Hamilton. A demonstration of the fact that although Hamilton market is recognized as one of the finest fruit markets in Canada, it does not destroy that business for the retail merchant.

Selling 1,200 Loaves of Bread a Week

A Hamilton Store Makes Bread a Leader—Has Its Own Confectionery Department That is One of the Important Factors in the Store—Departmentizing as it is Done in the F. A. Nixon Store

THAT anyone could sell 1,200 loaves of bread a week, and make a good profit on the transaction, would surprise a good many retailers, who generally look upon bread sales as rather a bugbear. The fact remains, however, that it can be done, and F. A. Nixon, of Barton street, Hamilton, is the man who does it. Of course, he does not do it in exactly the usual way. He is able to do it because he bakes the bread himself, and at the same time he bakes a full confectionery line. Mr. Nixon does not look upon bread as many merchants do. To him it is a big drawing card. He can manufacture and sell it at 10 cents a loaf, and still show a substantial element of profit.

The baking establishment is situated where most merchants have their back store, and it is a busy place. There are two clerks busy all the time, not only on the bread, but on the biscuits and cakes as well.

Competition to be Encouraged

"What about the competition on this particular line?" Mr. Nixon was asked.

"There is lots of it," he replied. "Three stores in the immediate neighborhood. But that is a good thing rather than a

bad. People come to look for these things in that neighborhood, so that competition is actually an advantage rather than otherwise."

Certainly this seems to have been the case in this instance. In any event the store does not appear to have suffered from the competition. The bread is mostly sold over the counter at this store, and the other store operated by Mr. Nixon at Milton and Barton streets. There are some deliveries for regular customers, but these are looked after by hiring a couple of trucks for two hours in the morning, which readily clean up this delivery at a modest cost. This department has proved a very effective trade getter. It introduced to the store very many customers that were hitherto strangers to it, and it has been a large factor in getting the passing trade. People, as a rule, are not tied down to any one confectioner, and when they see these lines attractively displayed in a grocery window they are as likely to go there for them as elsewhere, and as a result, this department has been effective in encouraging new business.

A Paying Business

"Is it a paying department in the

business?" Mr. Nixon was asked.

"It most unquestionably is," he replied, "and we are sure on that point because we keep it entirely separate from our grocery and meat departments. Moreover, it is fairly easy to assure yourself that the department is proving profitable. For instance, we know from experience and from experimenting that a certain quantity of flour, shortening, etc., will produce a certain amount of confectionery products. We know what these products cost. We know what we sell them for, and we know what our overhead in this department is. It is very easy, therefore, to figure whether the transaction is showing you a profit or not. That having once been established, it is easy to keep a check on it. So much ingredients going into a mixing should mean so much coming out. There is no room with such a check for the wastage that might very readily be a large element of loss."

Keep Departments Separate

To avoid such a thing the three departments of which the business is composed are kept scrupulously separate and are made to stand very definitely on

their own feet. Each must pay its own way, or be able to provide a very good excuse for not doing so. There are three departments, of which the grocery is, of course, the hub.

Opening by a glass-faced door from this is a roomy store, equipped with glass-faced refrigerator-counter for displaying butter, shortening and cooked meats. The fittings are generally of a first class order. In the Milton street store there are only the two departments, meat and groceries, and only bread is handled there from the confectionery department. This is because it is a much smaller store, where it is not possible to keep the lines actually separate, though here, as well as in the main store, the division in charges is rigorously maintained.

Meat Department a Money Maker

There are people who doubt the efficiency of a meat department as an assistance to the grocery business. Mr. Nixon is not one of these. He is strongly in favor of the combination, and believes that it is a large element in building business, and is a large producer of revenue itself.

There are people, too, who argue that the same results may be obtained by having a butcher store in the neighborhood, or more nearly adjacent to the store. Mr. Nixon has tried this and has proved, to his own satisfaction at least, that it is not the case. He has proved it to his own satisfaction, because he did for a time rent the butcher department to another man. The business was still conducted next door, and it was just as easy for people to go from one store to the other only they did not do it, at least not as much as they had previous to this change. Then, too, he found that the revenue of the business had suffered from the loss of the profits of this department. As a result, he had once more brought this business under his own management and intends to keep it there.

A System for Ticket Sales

Each department, as has been stated, is managed exactly as though it were a separate business. Rent, light and heat, delivery, salary of manager, and the various items that make up the upkeep charges are apportioned to each department on an equable basis, and each department must pay these charges and show a profit as well.

The system adopted is simple enough. Each department is charged with everything that goes in, and is credited with everything that goes out. That this crediting may be fair a system of tickets is adopted. Sales of confectionery lines are recorded on tickets belonging to that department, and the same with the meat department. This is readily done, as all cash is handled in the grocery department, customers bringing in their checks to the grocery department pay for their meat purchase. If they make a purchase of confectionery or groceries, other tickets are made out. In the evening these tickets are made up, and in a few minutes it can be discovered just what the

sales of each department have been during the day, and whether they have been cash or credit sales. If there is any waste in any department, it is charged back and becomes a liability that the department must meet. Every four weeks the stock of all three departments is taken. By this system it is not a matter of guesswork, but of absolute assurance, that each department is doing its fair

share in providing not only running charges, but actual profit as well.

"We don't believe in taking a chance on our business paying," said Mr. Nixon, "we want to know that it is doing so, and we want to know right away, so that if there is a leak anywhere we can stop it before it has done real damage, and we think we have a system that enables us to do this."

Baking Powder Outlook Satisfactory

Hamilton Manufacturers Look Forward to an Assured Future
—Surprising Development of Industry
in That City

THAT Canadian products are being asked for, are being sought out in distant fields, is perhaps true of no one line more than baking powder. In talking with Hamilton manufacturers of baking powder, CANADIAN GROCER was informed that inquiries had been received from Bermuda, South Africa, Port of Spain, Java, San Paulo, Brazil, Malay States and Sweden. This would indicate that the eminence of Canada as a manufacturing nation is becoming widely known, and there is no doubt but that Canadian manufacturers are keen on developing the export fields which already have opened up so nicely for them.

The baking powder industry of Hamilton is a big one, there being seven factories there whose volume of trade is a large factor in the total output for the Dominion. That they should then be receiving a goodly number of inquiries from overseas is not surprising—as a matter of fact there has been some very nice export business handled already.

What the possibilities of turning inquiries into actual orders are, is just a little uncertain. The war, everyone hopes, is over, and following the signing of peace there will be big demands made upon all sources of food supply, it would seem. In its ability to supply the goods, Canada is in a favorable position, but in the matter of baking powder, as in other lines, the question of price must be considered. There is no present indication of any declines—there seems a possibility higher prices will be named. Why is this so, we may ask?

Ingredients Still High

The facts are that soda, one of the ingredients in baking powder, shows an advance to-day of 50 per cent. over last year's figures. Phosphate shows an increase to-day of 60 per cent. over 1918 figures. And it is at these high figures that manufacturers have been forced to undertake contracts for the year 1919.

So far there has been no change in prices to the trade, manufacturers generally carrying forward a very fair supply of these ingredients from last year, and the hope is expressed that by the time it is necessary to work out 1919 contracts other factors contributing to the final cost, such as con-

tainers, labels, and packing charges, may be somewhat easier and so balance up cost on products that show the advances. The manufacturers are very keen on developing new business and look to an increased turnover to assist in reducing overhead charges and keeping prices down to their present level. However, there is no guarantee that prices won't advance, but all are agreed that there seems to be no opportunity for a decline.

A Marvellous Growth

The growth of baking powder industry has been termed almost phenomenal. In the past three years some factories have absolutely doubled their business. Part of this may be accounted for by increased prices, but the actual volume or tonnage of business handled has shown an enormous increase. This is a splendid record of growth, and Hamilton manufacturers are keen on maintaining this high average. The city is well situated to handle big business, the railroad facilities being splendid and development of water routes proceeding satisfactorily. Altogether, the outlook is considered good, and the present lull in the trade as a whole is not looked upon as the condition which is to govern the year's activities.

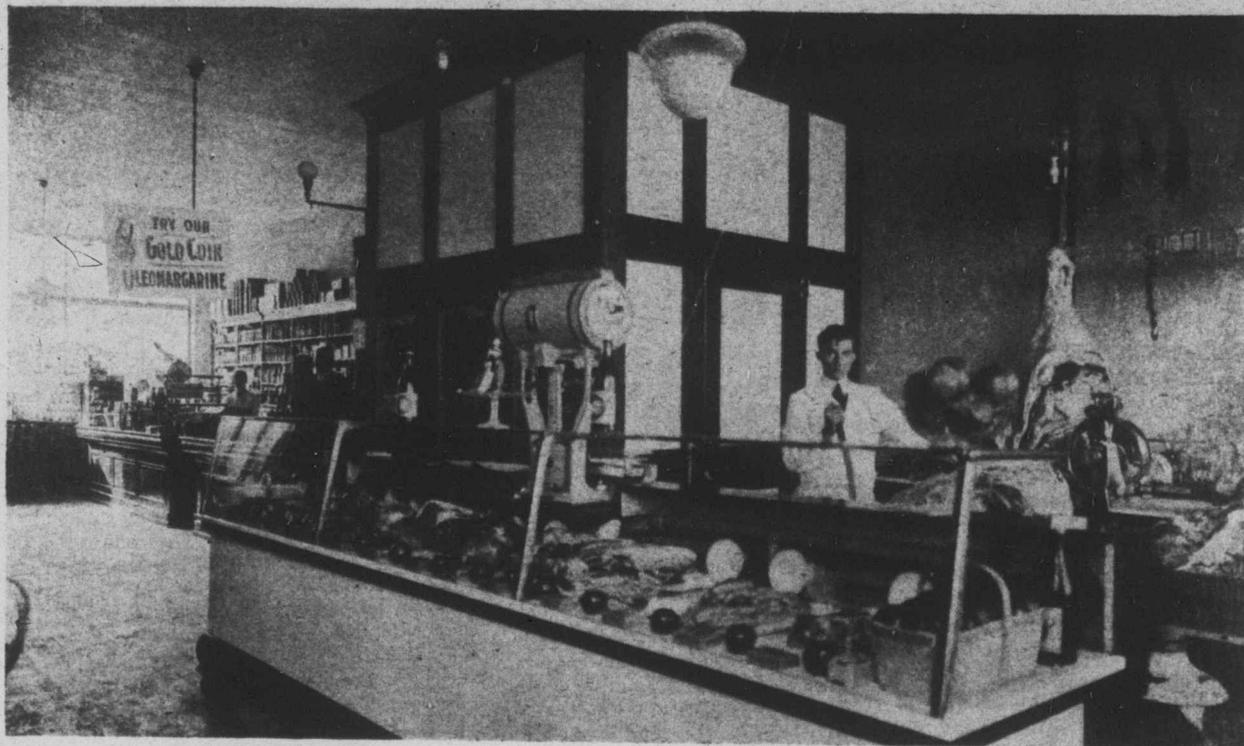
Among the larger baking powder firms located at Hamilton might be noted: The Ergo Baking Powder Co.; The F. F. Dalley Corporation; The John Bull Manufacturing Company; McLarens Limited, and the Imperial Cocoa and Spice Company.

MAY EXPORT TO FRANCE

Among the merchandise that may be imported into France without any formality are the following animal products and by-products:

Animal Products

Fresh meats; hams and salt meats; manufactured pork products; beef muzzles; killed poultry and pigeons; killed roe, rabbit, deer, and other game; fresh and salted goose liver; canned meat; extract of meat in loaf and others; tripe, fresh, raw, dry or salt; fats of animals, other than fish; margarine, oleomargarine, alimentary fats and similar substances; animal wax; eggs, of game and poultry, and sweetened and unsweetened yolks; milk; pure condensed milk; condensed milk mixed with sugar in the proportion of less than 50 per cent.; milk flours mixed with sugar in the proportion of less than 50 per cent.; cheese; butter; honey.



The meat department of the Delta Grocery, showing the modern refrigerator and refrigerator counter.

Pulling Power of Bright Surroundings

A Hamilton Store of Unique Design Has Many Points of Interest That May Offer Suggestions to Other Merchants Anxious to Improve Their Surroundings

THERE is no question of a doubt that one of the most important factors in encouraging business is the matter of bright and attractive surroundings, and sanitary equipment.

It is not always possible for a merchant to have all that he may desire in this respect. It may very well be that for one reason or another he is prevented from having his store as attractive as he could wish. It may be that he cannot bear the financial strain of the outlay for modern fixtures, or it may be that his store is not suited for one reason or another for this equipment. But there are many things that a merchant can do to make his store more attractive, and one of the best ways of deciding on these is to see what has been done by other merchants. The Delta Store, Hamilton, at the junction of King and Main Streets, owned and operated by R. Swann Mason, was built only a couple of years ago, and it was built with the idea of making it as complete as could well be without involving an inordinate outlay of capital.

It is probable, therefore, that in this store there may be some sug-

gestions for other merchants to reflect upon, and for that reason CANADIAN GROCER is printing herewith photos of the two departments of the store.

The store, situated as it is in a building built at the conjunction of two streets, has two doors and two display windows. The illustrations will give better than any words could possibly do the idea of the brightly lighted store.

The store is divided into two departments, but it is all one store. The dividing line is formed by the handsome refrigerator and the equally handsome office. These serve to give a suggestion of different departments, but they do not cut the store in half, or in any way do away with the general appeal of both departments to anyone entering the store.

The location is a novel one, but it has its uses. The store is a short-cut between the two streets, and

many people make use of it in this way, and are consequently under the influence of the store. And it is a powerful influence. Modern bin fixtures and attractive display devices are effectively used in the grocery department, while in the meat department everything has the white spotlessness of modern glass and vitralite fixtures. The counters are refrigerated, as is also the handsome refrigerator, by a plant situated in the cellar of the store, and it is stated that this system is found to be much less expensive than the ice system.

The store is in a new and growing section of the city, and has had to go out and build business, and in doing so it has been found that the unspoken argument of cleanliness, of goods made attractive by attractive surroundings, has been one of the most important factors in building trade.





The grocery department of the Delta Grocery, King and Main Streets, Hamilton, showing arrangement of grocery and provision departments

Jam Manufacturers Keen For Business

Engaged in Intensive Selling Program—Home Market Big Factor to Develop—British Jams Being Offered—Hamilton Well Situated For Manufacturing

WHAT the future may hold for the manufacturers in Canada as a whole is perhaps at the moment just a little uncertain, but the ultimate outcome no one doubts—it will be good. What the future holds for the jam manufacturers in particular may have some uncertainty, too, but the feeling among those situated in Hamilton is that "what they have they'll hold," and to this end it might be said they have their coats off and are hard at work developing their business in Canada.

Home Market a Big Factor

True it is there has been considerable export business done during the war, and there are inquiries from overseas countries now which may be turned into orders, but intensive cultivation of the home field to retain and increase the sale of Canadian-made goods is now being undertaken. Canadian jam manufacturers have had an opportunity to introduce their products to many homes in the past two or three years, where imported jams were always found before, and that they will be able to retain this trade seems quite probable, but it means hard work.

Outside Competition to be Faced

British and Australian jams are factors to be met, but it seems that the Canadian manufacturers will be able to meet this competition satisfactorily. In pre-war days the discrepancy in wages made a big difference in manufactured cost of goods, but it would seem as though this will not be as large a factor to be faced during the coming months and years. There has also been a tendency on the part of many consumers to demand the imported article—not

necessarily because it was better, but it sounded better. It has been impossible to get imported lines, however, and there is a feeling that the standing secured by the Canadian product can be developed into a permanent connection.

British Jams Being Offered

It has been thought that British jams would not be offered on this market this year, and it is not expected there will be any big shipments, although a report is current that one manufacturer is already offering goods for shipment from London, England about March 15. These are conditions which the Canadian manufacturer must expect to contend with, and that they will develop the opportunities surrounding them is the opinion of the various manufacturers.

Soldier Likes Jam

How great a field there may be is perhaps hard to determine. However, in spite of all the jibes made on jams by the soldiers and their friends, there is no doubt the fighting man has acquired a taste for jams which he will want to satisfy on his return to his native shore, and his tastes will undoubtedly be appealed to.

Hamilton Well Situated

Hamilton as a manufacturing centre for jams is well situated, being surrounded by a splendid fruit-growing country, from which farmers can bring their supplies daily to the factories and thus enable manufacturers to work on fresh fruits constantly.

Manufacturers are strongly of the opinion that the growing of even more small fruits could be undertaken to advantage by the farmer. They have a

producing capacity far in excess of the amount of fruits raised by the farmers which makes it necessary to import a very large number of cars every year.

Among the jam manufacturing firms of Hamilton are the following: Wagtaffes, Ltd.; Dominion Cannery, Ltd.; Furnivall-New, Ltd.; T. Upton & Co., Ltd.; The Canada Preserving Co., and the Wentworth Orchard Company.

ONTARIO BAKERS MUST RETURN TO STANDARD LOAF

Notice has been served on the bakers of the Province of Ontario by the Attorney-General, Hon. I. B. Lucas, that they must at once get back to the making of the standard loaf of 24 or 48 ounces. This size loaf prevailed prior to the Canada Food Board issuing orders which superseded the Ontario law, but this rule was rescinded on February 10 by order-in-council.

The Canada Food Board took the step it did to conserve wheat, and ordered that the loaves should be smaller, being in 12 and 24 ounce sizes. It is now illegal to sell a loaf of bread weighing only 12 ounces. There is no desire on the part of the Government to take undue advantage of the bakers, however, and they are to have until March 8 to comply with the order.

POULTRY PRICES RANGE HIGH

The Carleton Place poultry fair held at Carleton Place recently brought a large number of farmers to town, the weather being fine and the roads fairly good, and there were also a number of representative buyers in attendance. There was a large quantity of good quality stuff, and prices ran high. Turkeys sold for 40 to 42 cents, with extra good ones as high as 45. Geese brought from 25 to 27c; chickens, 32 to 35c; ducks about the same as geese. Very few housekeepers were overloaded with turkeys.

Facts and Figures About Hamilton

One of the Old-established Centres in Ontario—It Has of Recent Years Shown a Renewed Youth and Has Been Growing in Leaps and Bounds—A Centre For Many Important Industries

HAMILTON has had a long history. It was one of the earliest settlements in the Province of Ontario. For many a long year it plodded steadily along, varying comparatively little in its growth of population. In the ten years between 1879 and 1889 it had advanced from a city of 34,208 people to a population of 44,489, and the twenty-four years that followed were necessary to double the population. From that time on, however, the increase has been phenomenal, till to-day Hamilton's population stands at 110,137, which does not include the 15,000 soldiers that she has sent to the front. Even more remarkable has been

the growth in assessable property. In 1879 this totalled \$15,168,280, while to-day the property is assessed at \$88,267,195. It is generally conceded that bank clearings and customs returns give a fairly accurate indication of business conditions. If this is so, Hamilton is certainly in a thriving condition. In 1914 the bank clearings totalled \$148,834,586, and in 1918 they stood at \$262,476,476. The customs returns for the port of Hamilton in 1914 were given at \$2,274,690.40, while in 1918 they had reached \$6,758,349.75. Hamilton is essentially a manufacturing city with 425 manufacturing establishments, many of them of

a very extensive character, but it is also a city of homes, having 20,554 houses, a percentage per population that would compare favorably with cities anywhere.

It is a city well equipped and well maintained. It is a city of which its citizens may well be proud.

Are Not Neglected

Notwithstanding the progress that they have been making industrially, Hamilton citizens have not in any way neglected the things that make life worth while, in the shape of nicely laid out streets, nice comfortable residences, parks and similar features. From a beauty standpoint Hamilton is somewhat favorably located on the Hamilton Bay, and has one of the best land-locked harbors on Lake Ontario. The city is somewhat extended, covering an area of almost 8,000 acres. It has about 30 miles of asphalt roadways, over 200 miles of cement walks, fifteen public parks, several of them real beauty spots.

Big Fruit Trade

Fruit farms, which are without question among Canada's finest, stretch for miles through the Hamilton and Niagara district. More than a million dollars' worth of choice fruit, peaches, grapes, plums and other fruits are shipped from this section each season, and a very large percentage of it passes through Hamilton.

Hamilton is essentially a business community and the rapid strides it has made in manufacturing have placed it among the best known of Canadian cities. "Made in Hamilton" goods are now sent from coast to coast, and in some lines in no small quantities.

"The Mountain" is one of the features of the city from a scenic standpoint. From its summit one has a most attractive view of the city, and the splendid country surrounding it. Looking westward, a bird's-eye view of the rich Hamilton Valley is obtained. Five miles away to the east is Burlington Beach, the summer resort of the citizens. To the north, a splendid view may be had of the waters of Hamilton Bay, while for miles to the south-east stretch the fruit gardens. The panoramic effect to be seen from the summit of "The Mountain" is said by many to be among the most beautiful to be seen in Canada.



The centre of Hamilton's shopping district—looking north on James St.



HAMILTON'S LEADING WHOLESALE GROCERY HOUSE

We are exclusive distributors for

"SALADA" TEA

PERRIN'S BISCUITS and CONFECTIONERY

STUART'S JAMS and MARMALADE

"BUFFALO" BRAND PEANUTS and PEANUT BUTTER

APEX QUALITY PRODUCTS

WHITE SWAN SPICES and CEREALS

Mr. Manufacturer

We make a specialty of exclusive agencies, introductory and detail work. We offer the best distribution and service in this locality. Ask the proprietors of any of the above-mentioned products.

Mr. Merchant

In addition to the above we are prepared to take care of your orders for general grocery lines. Quick delivery guaranteed.

Fearman Bros. Limited

Wholesale Grocers

Hamilton, Canada

MADE IN HAMILTON SECTION

The Hamilton Home of "Quick" Hand Cleaner



A thoroughly dependable line in every way, Quick Hand Cleaner should be well displayed in every grocery store. There is always a demand and a good demand for such an instant hand cleaner as "Quick." And "Quick" is a good money-maker, too.

It is the one great dirt remover.

Lumsden Brothers, Hamilton, Ont.



FAMOUS OLD ENGLISH POLISHES — NOW MADE IN CANADA JOHN BULL PRODUCTS

ATTRACTIVE
DISPLAY

GIVE YOU
GOOD PROFITS

SATISFIED
CUSTOMERS

Put up in all sizes — Sold only through the Trade

Manufactured By **JOHN BULL MFG. COMPANY, HAMILTON, CANADA**

Selling Agents for Canada: S. H. MOORE & COMPANY, 704 Excelsior Life Bldg., TORONTO



MADE-IN-HAMILTON SECTION

Furnivall's

We have all varieties in stock including Seville Orange Marmalade and fresh Strawberry Jam.



Remember that every bit of this Jam is made in a big, well-lighted, well-equipped factory in the heart of the fruit district of which Hamilton is the hub.

From these sun-kissed fruit farms come the fine fresh juicy fruits that are later transformed into the delicious wholesome jams that bear the name *Furnivall*.

The wholesale trade handles Furnivall's. Would you like to have a list of varieties, sizes and prices mailed you?

FURNIVALL-NEW, LIMITED

HAMILTON, CANADA

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



MADE-IN-HAMILTON SECTION

Armour's QUALITY PRODUCTS

VERIBEST Ham, Bacon and Leaf Lard are lines you can carry with profit. Veribest on the label insures you of the choicest it is possible to obtain, both from the quality and flavor standpoint. Stock Veribest Lines for your Very Best Customers. It pays.

THE OVAL LABEL
BRANDS—YOUR
CUSTOMERS KNOW
THE QUALITY.

ARMOUR AND COMPANY
HAMILTON - ONTARIO

Branch Houses at

TORONTO

MONTREAL

SYDNEY



\$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay \$1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,300 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,300 and more likely places—remember that. No other single newspaper in the world gets into 5,000 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO



Tartan

SIGN OF PURITY

BRAND

is worthy of your best efforts
in the way of salesmanship

For goods bearing this well-known mark you can make the strongest assertions of good quality with the absolute assurance that the goods will back you up every time.

“Tartan” Brand Service

It is our constant endeavor to give you a service in the way of prompt delivery and careful filling of orders that will aid you in making the greatest possible success of your business.

- | |
|---|
| Tartan Brand Lines |
| CANNED VEGETABLES |
| CANNED FRUITS |
| CANNED SALMON |
| BAKING POWDER |
| SOAPS |
| BAKING SODA |
| SYRUPS |
| SPICES |
| EXTRACTS |
| JELLY POWDERS |
| CREAM OF TARTAR |
| MUSTARD |
| BORAX |
| PEELS |
| COFFEE |
| CURRENTS |
| FRUIT JAR RUBBERS |
| ICING SUGARS |
| OLIVES |
| Every Package and Tin
Fully Guaranteed |

PHONES: REGENT 3595, 3596, 3597, 3598 and 4656—FREE TO BUYERS.

PHONE YOUR ORDERS AT OUR EXPENSE

BALFOUR, SMYE & CO., Importers, Packers HAMILTON, ONT.
Wholesale Grocers





MADE-IN-HAMILTON SECTION



Is it any wonder that Wagstaffe's Hamilton Jams are superior?

With a large, well-appointed, modern factory situated right on the edge of the finest fruit belt in all Canada the firm of **Wagstaffe Limited** possess every facility for producing the kind of quality jams and marmalades that have made the name **Wagstaffe** the stamp of better quality in both these products.

Your customers know **Wagstaffe's**. A little window or counter display will put you in touch with the jam lovers of your community.

Large stocks now on hand from which to fill your order.

Wagstaffe, Limited

Hamilton

Canada

MADE-IN-HAMILTON-SECTION

Hamilton is the home of Egg-O Baking Powder

The EGG-O BAKING POWDER CO., LIMITED, is an out-and-out CANADIAN concern making a real BAKING POWDER.

It is financed by CANADIAN capital and the profits stay in CANADA.

It is free from foreign control, in no way connected or associated with the TRUST.

It is a real CANADIAN company making a quality product for CANADIANS.

We are glad to say CANADIANS are appreciating this. Our business in 1918 in Ontario alone was 21 (TWENTY-ONE) times what it was in 1915.

WHY? Three Real Reasons

The consumers are getting value for their money. The dealers are getting our cooperation and a good profit.

The jobbers are getting a square deal.

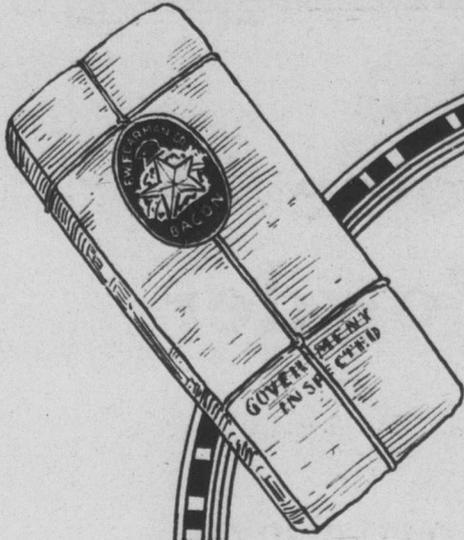
We are giving REAL SERVICE.



Egg-O Baking Powder Co.
HAMILTON



MADE-IN-HAMILTON SECTION



We put the "Ham" in Hamilton

Hamilton—the home of so many quality products—offers no finer or more pleasing line to the Trade than

Fearman's "Star" Brand Hams and Bacon

Star Brand Hams and Bacon have a delicious, satisfying flavor such as will add zest to your customer's appetite—selected from the very best stock and cured by experts.

Win the confidence of the most critical by selling Fearman's "Star" Brand Hams and Fearman's "Star" Brand Bacon. They are ideal lines to feature for the Easter trade, when they will be relished even more after the Lenten season.

Star Brand Pure Lard is the finest on the market.

All made under the supervision of the Inspection
Department of the Dominion Government.
Order your supplies now.

F. W. Fearman Co.
LIMITED
HAMILTON



MADE IN HAMILTON SECTION

UPTON'S

PURE
ORANGE
MARMALADE

A LINE YOU
CAN HANDLE
WITH
CONFIDENCE

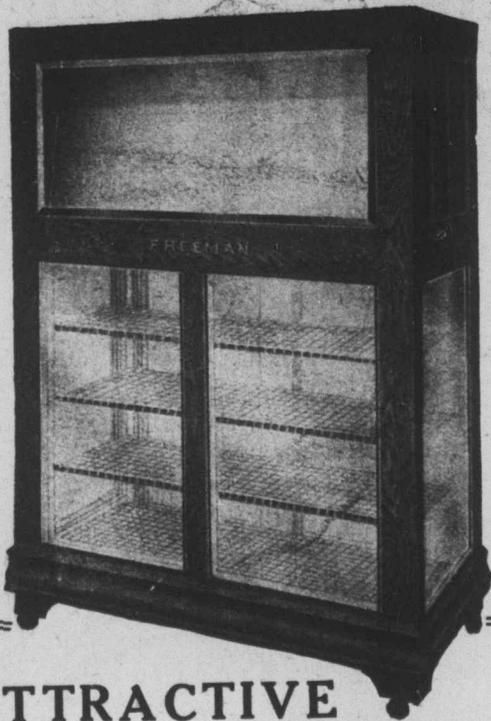


Delicious with the Tang of Choice Seville Oranges—You can depend upon "Upton's" being uniformly good, always conforming to the highest standard of Purity and Quality.

Ask Your Jobber

THE T. UPTON COMPANY, LIMITED
HAMILTON - CANADA

MADE IN HAMILTON SECTION



ATTRACTIVE DISPLAY

is one of the main factors in selling goods—so, naturally, a desire for your wares will be created when you display them in

FREEMAN REFRIGERATOR EQUIPMENT

Write for Catalogue.

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

Ask us for

Wrapping Papers and Twines

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

BRISTOL, SOMERVILLE & CO.

HAMILTON - CANADA

Wholesale Grocers

Domestic and
Imported
Goods

We Specialize Service

Do you need a good man?

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

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

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

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

Send along your ad. to-day.

The Canadian Grocer
143-153 University Ave., Toronto



AYLMER BRAND

Catsup A pure Tomato Catsup. Its delicious flavor appeals to every taste. Put up in many sizes. Glass Bottles and Stone Jars.

Marmalades that have made a reputation—for High Quality, making them a desirable line to carry. Every time you recommend Aylmer Brand it increases your customer's confidence in you, because she knows that Aylmer on the label insures quality.

Jams Get this Business-builder working overtime for you. Display the jars on your counter or shelves prominently. Your customers are well acquainted with the line—a reminder is all they need.

Jellies Recommend them strongly—they are of the same high quality as all other Aylmer Products. The supply is not unlimited, so the tip is Buy Now.

DOMINION CANNERS LIMITED

HAMILTON, CANADA

R.M.A. Convention Program

Long List of Important Questions That Will be Discussed at Forthcoming Convention of Dominion Board

AMONG the matters to be discussed at the forthcoming convention of the Dominion Board of the Retail Merchants are the following important and diversified questions: They should make this convention, which is to be held at the Chateau Laurier, Ottawa on March 17 and 18, a meeting of outstanding importance.

1. The proposed increase in telephone rates.
2. The abolition of news stands and the selling of other goods on Government property upon which public buildings are situated.
3. The best means of dealing with N.S.F. cheques.
4. The proposed increase in express rates.
5. The advisability of sending out lists each month, setting out a list of goods which require to be kept track of when a sale is made, or which require war stamps.
6. Wholesalers selling direct to our customers, and the best way to stop it.
7. Consideration of a circular sent out by the T. K. Kelly Sales System, of Minneapolis, Minn., re Clothing Section.
8. The best means of calling the attention of manufacturers to the Price Maintenance Contract Selling Plan, and considering the plan which has been copyrighted.
9. Consideration of the general effect prohibition legislation has had on the payment of accounts due to retail merchants, and announce the same publicly.
10. Consider the advisability of urging upon the University Councils throughout Canada the importance of instituting short courses in merchandising which would be applicable to all retail merchants and their clerks.
11. That if any changes are made in the classification of freight by the Railway Freight Companies that the retail trade be properly protected.
12. That special provision be made whereby each branch of our Association can follow some definite plan which will benefit those who are interested in the question of community building.
13. That we place ourselves upon record as being opposed to any system that may be advocated for the fixing of prices or profits on the retail merchants unless such system is applied to all classes in the community, and to all things manufactured, produced or sold.
14. That we consider the advisability of having standards setting forth the quality of lard and other eatables, as well as paints and like articles.
15. That we consider very carefully the reconstruction programme as mapped out by the Dominion Government, as well as by other organized bodies, so as to see that our interests are properly protected.
16. Consideration of a communication forwarded to us by the Cost of Living Commissioner re the retail sale of beans.
17. That we consider the best plan of giving returned soldier-clerks the preference when we require assistants.
18. That we consider the question of the customs authorities seizing automobiles and confiscating the same when liquor of any quantity is found in them, and when said automobiles are purchased on the instalment plan.
19. That we take active steps to ascertain the trading policy of all manufacturers and wholesale dealers.
20. That we take active steps to inform the public as to the deceptive methods that

are adopted by so-called co-operative societies.

21. That the railway companies be asked to prohibit the use of their cars for storage purposes for commercial railway peddlers and transient traders, and that a different rate be charged to retail merchants who own their businesses to those who do not.
22. That provision be made to have all commercial subjects, such as the necessity and the importance of the retail and wholesale trade, set forth in all agricultural colleges.
23. That we consider the advisability of consulting with the railroad companies to endeavor to have goods that could be shipped in slack seasons shipped then instead of during the busy railroad seasons.
24. To consider the following resolutions forwarded to us from the Manitoba Grain Growers' Association, Brandon Convention, January 8-9-10, 1919:
 "That this Convention believes the Government should revise the laws pertaining to the sale of grain and produce, that the rights of the seller should be properly protected to prevent the recurrence of such losses as have been sustained by farmers in the default of the Canadian Farmers' Hay and Produce Exchange.
 This concern, though licensed and bonded, with a seat in the Grain Exchange, and to all appearances safe, defaulted with no assets and about \$86,000,000.00 liabilities. Farmers who had shipped grain to them suffered a total loss."
25. Devise a plan to let all other organized bodies know what our Association stands for.
26. Consider the plan adopted by some of the Provincial Boards whereby they secure a reduction in their fire insurance premiums, such as the arrangement entered into by the North-western Mutual Fire Insurance Company.
27. That we consider and endorse the proposal submitted by the Grocers' Section regarding the sale of staple articles, such as sugar, bread, tea, etc.
28. That we make provision to have suitable articles published in the daily press so as to educate the public and enable them to see that our Association is organized for the purpose of protecting the legitimate retail merchant as well as the public.
29. That every possible effort be made to prevent any increase in the smuggling of goods into Canada.
30. That some definite and intelligent plan be adopted to point out to the farmers the inconsistency of operating farmers' clubs.
31. That steps be taken to have the Cost of Living Department removed from the Department of Labor, and either operated as a separate and distinct department or in connection with the Department of Statistics.
32. That special attention be given to the subject of having International Collections of accounts through the courts of the various Provinces.
33. Considering the advisability of improving the present system of enforcing and prosecuting those who violate the False Advertising Act.
34. The advisability of having a uniform membership card applicable to the whole Dominion.
35. The issuing of Charters to all Boards, Branches and Sections of our Association in every Province.
36. The consideration of a feasible plan to safeguard the retail trade against fraudulent commission agents.

37. The advisability of having a uniform system of credit reporting and collecting throughout Canada.

38. That full consideration be given to the legislation proposed by the Government to establish employment bureaus throughout Canada.

39. That we consider that any plan that is proposed whereby War Savings Stamps are given away similar to Trading Stamps is injurious to the retail trade.

40. That it is very necessary that immediate steps be taken against any person or persons who use the name of our Association without our authority, or adopt a name for any undertaking that will confuse the public or enable them to believe that whatever they promote is done by our Association.

41. That we consider that it is detrimental to the best interests of the trade and commerce of Canada for the Government to enter into any commercial undertaking, such as the selling of fish, etc., that can be done by those who contribute taxes to support the Government of the Provinces and of Canada.

42. That we consider the advisability of appointing a committee to advise retail merchants in all lines of trade as to whether the forms used by manufacturers who sell their goods on the Price Maintenance Contract Plan is the correct plan or not.

43. That we consider and report on the plan now being developed and known as the Goodwin Plan.

44. Secure the full particulars regarding the methods that are being adopted to promote a campaign for "Made in Canada" goods, and ascertain if proper means are being used to protect the retail trade.

TOBACCO PRODUCTION IN QUEBEC ITS SALE

Continued from page 35

Of course study and care, and a certain amount of instruction would go far toward getting a better production and a more valuable return from the soil with tobacco as a crop, and in this direction a thoughtful farmer would be able to make real progress.

What's This to The Grocer?

Many dealers have made a specialty of selling leaf tobacco. Among those interviewed the fact seemed generally agreed upon that once a man used a little Canadian leaf tobacco, he would continue to smoke it. Several stated that they had an increasing demand for good leaf tobaccos, and that this came, not from a particular class, but from among the mass of smokers generally.

This being the case, there ought to be an opportunity ahead for the grocer. The line ought to yield a fair margin of profit, in fact it would simply be necessary to develop knowledge as to the various qualities, and use this to good purpose in recommending grades. The fact remains, in any case, that Quebec produced last year nearly seven and three-quarter million pounds of leaf tobacco, and this was altogether less than she needed. Much of this big crop went into cigar wrappers and was used in making cigars and plug tobacco. The fact remains that hundreds of thousands of pounds are bought by the consumer. Can the grocer not get his share of this profitable selling? It is a good profit yielder, according to those selling it.

Will Defend Right to Buy Co-operatively

Civil Service Co-operative Society of Ottawa is Ready to Battle For Right to Buy From Whom it May See Fit—Buys Only Special Lines—Leave Grocer to Sell Staples

OTTAWA, Mar. 5.—As the Retail Merchants' Association is going to take a determined stand against such co-operative organizations as the Civil Service Co-operative Society—even going to the length of instituting a boycott against those who furnish the society with supplies—it is interesting to learn the attitude of members of the society itself.

There are about nine thousand civil servants in Ottawa, and the organization believes that, in time, it will have them all lined up in the endeavor to buy co-operatively. In conversation with the representative of CANADIAN GROCER here, leading officials of the society outlined their objects and how they propose to carry them out. "Our idea is," said this official, "to handle only such lines as will make it worth while to buy co-operatively because of a considerable saving which can be effected by our members. We would not, for example, touch things like sugar, on which the margin is close, and on which we could not effect an economy worth considering. And our ultimate object is to induce the retailer to bring down prices to a point where the margin between the wholesale and the retail price is only reasonable; if this can be effected, as we think it can, the co-operative movement will automatically drop out of existence. The retailer is undoubtedly performing a service to society, but it is one which we do not think we should have to pay heavily for, so long as we can perform it for ourselves. Take the case of the housewife who bakes her own bread. She could, of course, get it from the baker, but is anyone prepared to say she has not the right to bake it herself if she desires to do so? She has no animosity against the baker, but simply feels she cannot afford to pay him for something she can do herself. But the price may be so reasonable that it is not worth her while doing this for herself. When the prices of foodstuffs reach that point there will be nothing further heard of co-operation in the Civil Service.

A Mutual Boycott Possible

"We understand that the Retail Merchants' Association proposes to boycott those who supply us. Well, that is a game which two can play at. I do not think they can cut off our supplies, but if they do, we shall know it immediately the boycott goes into effect, and we, in turn can boycott them. There are the big mail-order houses to turn to. We could get them to supply us, and we could give them business which would make it well worth their while to do so. The saving effected would be quite enough to swing the whole Civil Service with us.

"Buying in this way has been going on in the Civil Service to some extent

all along for years. We have brought in things like vegetables and maple syrup, and effected a big saving. And take a look at some of these price lists and see whether it is not worth while to buy co-operatively."

The price lists shown were chiefly on foods, and on some lines, such as tea and canned goods, the saving effected was certainly considerable. The official quoted refused to name the firms from whom the quotations came.

Sold Ten Tons of Fish

"Take the case of fish. Last month we disposed of ten tons of frozen fish among our members, and we delivered at a price of fifteen cents a pound what was being retailed for from 25 to 35. Each department makes its own arrangements regarding delivery. At present we

Early Closing Does Not Curtail Business

B. G. Crabtree, Ottawa, Finds New Regulation Works Satisfactorily For the Store—Cash and Carry Prices Effective

THE grocers, as well as other trades, complain a little that business is slackening off somewhat. The closing of the Imperial Munitions Board here made quite an appreciable difference in the retail business as there were a number of men with families employed. In the higher offices good salaries were paid, and many of the officials were good spenders, particularly on their tables. It is also noticed that, since the war ended, quite a number of English people have returned to the Old Country.

Collections are Very Satisfactory

Grocers are very well satisfied with the early closing hours they have adopted. B. G. Crabtree informed CANADIAN GROCER that their sales on the first Saturday they closed were greater than for any previous Saturday. "This simply goes to show that you can put a 'welfare' scheme of this sort over, and get much better co-operation from the public than was formerly the case. A few years ago if we had closed for such an occasion as Sir Wilfrid Laurier's funeral we should have thought it necessary to stay open that Saturday night until twelve o'clock. Times have changed for the better."

Cash and Carry Successful

About a year ago Mr. Crabtree put the cash and carry system into operation in his grocery. It was the idea of Mrs. Crabtree, who is a shining example of how successfully a woman can co-operate with her husband in business. Mrs.

are using different warehouses for delivery, but when properly operating we mean to have one man with adequate facilities act as warehouseman for the whole association. No one is being paid for the work being done in organizing and conducting the affairs of the association at present, and nearly all the work is done outside of office hours, although occasionally distribution of small quantities such as fruit is done here. Every transaction is for cash, and nothing is ordered until the money is in hand. As to an example of the saving possible. I may say that we are buying tea at 48 cents a pound for which we have been paying 60 cents at retail.

"The Civil Service Co-operative Association has come to stay until prices at retail reach a reasonable point. Then it will automatically disappear, as I have said. On the other hand, if prices should thereafter again get excessive it can automatically reappear as easily."

Editorial Note.—CANADIAN GROCER would like to hear from members of the trade regarding the above, particularly on the point as to profits retailers are alleged to be making.

Crabtree's active participation in the business of this Elgin Street store is well known to have added much to the pleasure and convenience of doing business there from the customers' viewpoint. Mrs. Crabtree went to Chairman Thomson of the Canada Food Board with her idea of a cash and carry system as an economic advantage at a time when help was scarce. He saw its value and gave it every encouragement, issuing a bulletin in which attention was called to the move. It has developed so that it is now accountable for about half the total business of the store, and is constantly developing. It applies to everything except bread and sugar, and it is hoped to extend it to those items if possible. There has been no tendency on the part of customers to take advantage of the scheme by asking for the delivery of those articles only.

Returned Soldiers Give Good Service

Mrs. Crabtree remarked on the satisfaction they were getting from employing returned soldiers. "This was not our experience at first," said Mrs. Crabtree; "one day we hired no less than eleven men, of whom only one showed up, and he only lasted one day, but latterly they have been doing finely. We find that the men we hire have been the better for their war experience. We have a great many who come seeking work, and they seem to be a fine type of man."

In speaking to Mr. Crabtree about their experience of the co-operative

(Continued on page 70)

Price Cards Help the Salesmen

Salesmen's Work More Effective With Less Effort if Goods Are Priced — Increase Value of Window Display—Inquiry Reveals This Fact—5 and 10 Cent Tables Examples of Success of Use of Price Cards

By C. J. MORRIS

WHY do many grocers to the detriment of their own trade neglect or refuse to place price cards on the articles they display in their stores and windows? Can it be that they are not convinced of the fact that their chances of making a sale of a priced article are, to put it moderately, at least twice as great as with the same article on which no price is shown? Do they imagine that by not exhibiting a price they will induce the prospective customer to come in and make the enquiry and that they will then have a better opportunity of making a sale? Or do they believe that the average customer objects to the general public being made familiar with the price of the article he is purchasing? Taking the latter idea first, there is this much to be said for it, that in the case of a dry goods merchant selling ready-to-wear clothing or millinery it might have some show of reason. Mrs. Jones may object to be seen in a costume which all her friends will recognize having seen in Messrs. Togem-up's ticketed at \$24.95. Or Mrs. Brown may feel some diffidence in showing off an article of headgear which the feminine portion of the community will at once remember as an attractive display feature of Messrs. Chapeau's recent spring millinery show marked at \$6.98.

Exceptional Cases Are Outlined

It is not our purpose here to pause and enquire whether these ladies' aversion to publicity in the matter is due to the fact that they may have considered the articles referred to a bargain at the price and would have liked them to pass for having cost more than they really did or whether their reluctance in buying priced goods would have been equally strong had those prices been far beyond what any of their friends would have been able to pay. Suffice it to say that in such cases there would be some justification for the dry goods merchant refraining from publicly marking the price of his wares.

In the case of the grocer, however, this argument will not apply. His goods are not articles of apparel but are commodities which are used in practically every home in the country and the price of which is known to everyone, and therefore it is difficult to see what objection to the price being known could possibly arise.

Goods Not Marked to Bring in Customers

Let us then take the other suggestion—that the article not being priced

may lead the customer to come in and enquire the price. This may be true of the man who has practically decided to purchase and who would have come in in any case whether the article were ticketed or not, but this is not the man you wish to get by your window display. The man you wish to secure as a customer is the man who when he started out had no intention of purchasing, but who, on seeing the article displayed, recognized his need of it or his ability to make use of it and, finding the price within his means and reasonable, decides then and there to buy. How many men thus situated would take the trouble to enter and make an enquiry as to price? Is it not natural for a man to feel that the price may possibly be higher than he expected, in which case he would have to leave without making the purchase. It is an undoubted fact that many men, and women too, feel that way in asking the price of an article. They feel that the fact of their not purchasing is equivalent to an expression of opinion that the price is too high. In actual experience it frequently happens, however, that the price is actually less than they expected and less than they are willing to pay.

Lack of Price Cards Delayed This Purchase

The writer has in mind a case in point in which a general store was making in one window a feature of children's toys. For several months a nearby resident was continually passing the store with his little girl, to whom the window display was a source of great attraction, and she frequently asked for one particular toy. As no price was shown, however, and as her father was under the impression that the toys were somewhat expensive, it was some time before her persistency gained the day and an enquiry was made as to prices. Much to his astonishment, the father found that the cost of the various toys was not much more than half what he expected they would be, with the result that the child was made happy forthwith, and since then has been a regular recipient of toys from the store. In this case the eventual result was satisfactory to the seller, but how many sales may he not have missed by people who might have bought had they known the prices, but who would not go out of their way to enquire?

Increasing Effectiveness of Window Display

Of course a store's regular customers would show no diffidence in asking prices, and to the merchant who is con-

tent with the customers he already has and has no wish to extend his trade it may not be so necessary to price goods as it is for the go-ahead man who is desirous of adding to his clientele. But the show window should be one of the grocer's chief agents in securing fresh customers and if he exhibits goods therein without showing any prices he is neglecting to make full use of it to that end. For every one person who will enter to enquire the price of an unmarked article there will be at least five persons who would feel interested to know the price but who will not take the trouble to enter the store specially to find out what it is; and the merchant thus misses five chances of securing a fresh customer for every one chance secured through not marking the price.

Statement Based on Inquiry

This may seem an arbitrary statement but it is based on enquiry made of 25 different people as to their attitude in such a matter.

The question put to these 25 persons was: "Supposing you saw in a store window an article of which you were not in actual need but which you would like to have, and no price were marked on it, would you go in to enquire the price?" Of the 25 replies only two were a direct "yes"; four were doubtful and the remainder, variously expressed, amounted to a negative. Extended enquiry would no doubt produce replies to the same effect in about the same proportion.

A lesson may well be learned from the department stores in this respect. Consider the number of small articles usually sold in stores at any price from 5c to 25c. In the department stores they are displayed on tables and ticketed 5c, 10c, 15c, or whatever the price is, and any woman walking through the department will invariably notice at least two or three articles which she needs, and in the majority of cases will stop to purchase them. But suppose they were not price-ticketed and it were necessary for her to enquire the price, the chances are that she would pass them by. And the point for the grocer to notice in this connection is that he can sell all these articles at the same price as the department store and make a good profit out of them. Occasionally the department store may mark one particular article down to draw attention, but this is quite exceptional. The great majority of articles of this nature sold bear their full margin of profit.

CANADIAN GROCER

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H. T. HUNTER - - - - - Vice-President
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SHORT-SIGHTED POLICY

IT would cost less to only keep your store open three days a week but there is no question whatever that it would not pay so well.

A merchant who thinks only of "the cost" of advertising often persuades himself that by advertising only half as much as usual he is saving one-half of the expense of advertising.

The same logic would lead him to keep his store open but half the time—thus cutting running expenses in half and "saving" all of the money!

The plan of adequate advertising service (for your ads do render a most valuable service to your patrons) is as essential to store success as the plan of keeping the store open every shopping day!

THREE BIG FACTORS

ONE of the most important things in connection with any store to-day is the sales force. The sales force includes more than your clerks and salespeople. Your show windows and your advertisements, if properly handled, can do just as much for you in quickening turnover, more in many cases than your sales staff can. Every good window display will produce direct results and the same can be said of forceful and timely advertising. An advertisement does not need to occupy a whole page of space to deliver its message. The combined efforts of a well-trained sales force, a well-dressed window and a well-worded advertisement make a combination that cannot fail to increase business.

ANOTHER DANGER POINT

A NEWS despatch announces another danger point for the harassed general merchant. A number of merchants have been accused of selling camphorated chalk without a stamp attached, and many merchants of Kitchener, Linwood and Elmira, faced Police Magistrate Weir, of Kitchener, Ont. charged with this offence. They pleaded not guilty on the ground that the product was not a medicine, nor was it sold for any disease or affection of the human system. The cases were deferred pending the decision of the Revenue Department as to whether the product required a stamp or not.

It is to be deprecated that cases should be laid against merchants for infringements of the act that are not definitely established. It leaves the impression that the idea of the inspector is to entrap the merchant rather than to enforce the law.

DAYLIGHT SAVING

THE Daylight Saving plan will likely be considered again this year in many parts of the Dominion. And many mercantile interests in all parts of Canada, who have found the measure of advantage in the past year have already expressed themselves as being in favor of the plan. Last year there was a wide difference of opinion over the matter. Many merchants bitterly opposed the measure. Others were just as strongly in favor. Whether the Government will take action again this year to make the Daylight Saving plan general remains to be seen. It is stated in some quarters that the Government, now that the war is over and greater production is not so urgent, may leave the question for each municipality to decide for itself. One of the chief difficulties in connection with this might be the confusion resulting in regard to train time. This, however, would be a matter for travellers to solve. In a general way it would appear that city merchants and their employees are inclined to favor the plan, while in the country districts there is much division of opinion.

CUTTING DOWN DISTANCES

WHILE important developments are taking place in Canada in regard to the establishment of an aerial service between different points similar projects are maturing elsewhere. One of the most important is that headed by Reginald Lloyd of London, England. A company already formed by him plans an aerial route for both mail and passenger service between Australia and London. Landing sites are to be 300 miles apart. The route planned is from Sydney or Melbourne to Port Darwin, overseas 300 miles to the Island of Timor, across Java and Sumatra to Singapore and Calcutta, across India to Karachi, thence to Bagdad and Port Said.

From here there is the choice of many routes to London and it is likely that several may be settled upon according to the commercial possibilities they present. It is expected that the complete journey from London to Sydney will be made in 150 hours. The importance of this from the standpoint of business men is obvious when a comparison is made between the time it now takes. There are many indications that aerial travel will work the most important revolutions in minimizing distances that have taken place in a long time. Canada, it is expected, will have one of the first services of any size that will be in operation.

A WAITING GAME

CANADA is supposed to be engaged in a process of reconstruction, involving the change from war-time conditions to such peace-time conditions as will permit of activity and prosperity. There are indications, however, that many people are engaged in a waiting game, each waiting for others to make the move. There seems little disposition on the part of anyone to take the lead. Many business men are realizing that activity will not come until a very considerable readjustment in costs has been made. A new scale of values must be created, of commodities of all sorts and of labor. It is not certain that this will occur eventually, but it seems very probable. Many believe that lasting prosperity cannot come except through such wholesale readjustment. If by any chance, or accident, activity is resumed without the proper scaling down of costs, or in other words, without considerable restoration in the purchasing power of the dollar, the activity, they say, will be mere activity and not prosperity.

THE RETAILER AND THE MANUFACTURER

A NUMBER of retailers and manufacturers have expressed their appreciation of the series of articles running in CANADIAN GROCER showing the individuality and selling power of the retail dealer. Progressive retailers everywhere point out it is their policy to co-operate with those manufacturers who co-operate with them in the matter of profit, in general dealings with them and in maintaining quality in their products so that their customers will be satisfied.

These articles are demonstrating, by giving definite cases secured first-hand from retailers, that the aggressive retail dealer is a creator of demand and not simply an automaton or slot-machine for the handing out of goods that are asked for.

They are assisting many retailers to realize the selling power they possess and for this reason are appreciated by manufacturers who recognize that the dealer is a salesman and who co-operate with him accordingly. The majority of good retailers are anxious to work with the manufacturer who

works with them. There are some manufacturers, however, who are indifferent so far as the dealer is concerned and do not give him the recognition, particularly in the matter of profit, which he deserves. Merchants who get behind the goods of such a manufacturer are simply encouraging all makers of food-stuffs to treat the retailer similarly.

We believe in the manufacturer establishing an individuality in so far as his own products are concerned. But apart from that he must sell his goods to the retail dealer in a competitive market. He must co-operate with him in the matter of profit, maintenance of quality of the goods, and in fair treatment if he expects the merchant to assist him in removing the goods from his shelves.

A man may have the very best seed he can procure and the very best ground in which to sow it. Other conditions may be ideal but unless the seed is properly sown and the weeds kept within bounds, his initial labors will be considerably nullified. Unless the manufacturer gives the merchant full information about his product and allows him a fair margin of profit above his selling expenses, that manufacturer cannot hope to secure the results anticipated.

In regard to profit, CANADIAN GROCER does not maintain that the dealer should secure a uniform percentage of profit on the selling price of all his goods. Some goods are liable to depreciate quickly, others to spoil completely. No retailer would expect to secure as low a margin of profit on such goods as on others. He must study his goods and how readily they turn over when he has the matter of profit under consideration.

The articles that have been run in this series demonstrate that all retailers do not always handle the line which gives them the greatest profit. The first article in the series dealing with cocoa, showed three different merchants getting behind three different lines of cocoa, profits on which were different in every case. Same applied to shortening and margarine, to jams and marmalades and to soap. Long established retailers are in better position to know the requirements of their customers than any one else. In selecting brands of different kinds of goods they take their customers into consideration as well as their knowledge of the quality and character of the goods and the profit they secure.

This series of articles will be continued next week and in future issues.

DON'T try to build a business without having a foundation. Store service, good advertising and enthusiasm are a good combination on which to start.

* * *

LONG after you have turned the key in your shop and have gone home, your advertisement, if it is well written and attractive, is proclaiming your store and your goods in many a family circle. A good ad. is a salesman who works 24 hours a day.

THE CLERKS' DEPARTMENT

FIVE DON'TS FOR CLERKS

By One of Them

SOMEONE asked me what help or advice I would give a young salesperson behind a counter for the first time. After thinking it over I decided that the best advice to give was a few "don'ts" that experience had taught me. The rest is comparatively easy—and a matter of experience. I might say, however, that it would pay many experienced salespeople to observe some of these "don'ts"—for they are based on what I found to be the commonest mistakes of salespeople:

First—Don't get impatient with a customer. Even if a fussy old lady takes almost an hour to select a box of hairpins, try to keep your temper and avoid any hint of impatience in your voice. This is oftentimes hard, but it pays in the long run. I once sold a blanket to an elderly lady who took almost an hour and a half to select it. It was hard—but I tried not to look weary. Apparently she appreciated this, for she asked for my name and came back with her daughter-in-law the next day and bought \$143 worth of goods.

Second.—Don't give your personal experience in favor of or against any goods—trying to urge a customer to buy. It may hurt your pride to realize this truth, but customers emphatically do not like to be reminded by a salesperson: "I've tried it and it wears wonderfully." Customers like to discover things for themselves—even at their own expense, rather than be guided by salespeople's experiences. This is invariable. Therefore, even if you feel like giving your personal experience—don't.

Third.—Don't look off in the distance, bored, or tap your foot impatiently when a customer is making up her mind about buying something. Appear interested and really help her to decide. After all, it's a law of human nature that people like to have their minds made up for them. While you can't exactly do this, you can give the good points of a particular article and perhaps help a customer decide. A doubtful customer is, as a rule, easily swayed, and by good, live salesmanship at this important time of deciding, you can do big things. You'll find that such a customer appreciates your interest and assurance.

Fourth.—Don't correct a customer's pronunciation of a style, a fabric, a book or a brand. If she asks for something by a wrongly-pronounced name, when you repeat it, if you have occasion to, don't use the right pronunciation and

make it apparent that you're correcting her. If necessary, use the wrong name as she gave it. Don't make her feel cheap by saying: "Oh, you mean so-and-so"—using what you know to be the correct pronunciation. Besides being poor salesmanship, this indicates tactlessness and bad manners on your part.

Fifth.—Don't contradict a customer—even when you're positive you're right. Let her think she's right. This often necessitates politeness, patience and self-control on your part, but these are more desirable than an antagonized customer. If she is excited, angry and inconsiderate, agree with her, sympathize and let her think she's right. Then, perhaps, after she is somewhat placated, in an even, politely modulated voice give your side, but don't keep contradicting and irritating.

STORE CLERKS FORM A UNION IN OTTAWA

President Tom Moore of the Trades and Labor Congress of Canada addressed a large gathering of store clerks in Ottawa, on Feb. 25, at By-Ward Market Hall. The views he expressed seem to meet with general approval and he was listened to with great attention. Mr. Moore gave several reasons for the need

Of Interest to Clerks

CANADIAN GROCER is offering another window dressing contest that is addressed especially to clerks. The details are as follows:

The windows will be judged on the following basis:

1. The novelty of the window display and its unusual appeal in featuring certain lines of seasonable goods.

2. The selling value of the window as demonstrated in actual sales.

The only restrictions are that the goods displayed shall be seasonable, with the contestant left free to demonstrate the seasonableness of apparently unseasonable lines if he sees fit, and that in the case of branded lines, the window shall not contain the goods of one manufacturer only.

The contest will close April 5.

The Prizes: 1st - - \$10.00
2nd - - 5.00
3rd - - 3.00

All displays not winning a prize, but suitable for reproduction, will be purchased at \$1.00 each.

of a union, and asserted that clerks were better off in many stores in the States than here.

Organizer Hanley of the Cooks' and Waiters' International Union; Organizer J. T. Walsh, Bakers' Union; Organizer Hoop and President P. Green of the Trades and Labor Council of Ottawa, were the other speakers.

It was decided to form a clerks' union immediately. As soon as the speeches were ended, enrollment cards were distributed, and between two and three hundred of those present signed up. A feature of the meeting was the fact that about half the audience was composed of ladies.

A NEED FOR MATHEMATICS

There is a substantial element of loss in many stores because the mathematics of the clerk have a most decided limp. Now every loss is a direct blow to the interests of the clerk because his success and the success of the merchant are so closely allied that it is impossible to have one without the other.

As an instance of the loss that may occur from inaccuracy, consider the following that took place in Saskatoon recently:

A customer inquired of a clerk in a large store the price of oranges; the reply was, one dollar a dozen or four for a quarter. The customer said, "I twenty-five cents' worth, please," and received four oranges. A week later the same party inquired of another clerk in the same store the price of oranges; the reply was, one dollar per dozen. The customer again said, "I will have will have a quarter's worth, please," and was handed five oranges.

Now at the average profit on oranges at the present time, the clerk would have been somewhat better employed sleeping peacefully in the cellar. Business done at a loss is better not done at all.

CANADA'S LARGE BEAN CROP

The bean crop of the Dominion last year was 3,937,400 bushels, grown on 228,577 acres, according to the provisional estimate of the Dominion Bureau of Statistics.

J. H. Bogart, of John McCorvie & Son's staff, Chatham, Ont., is one of the oldest and best liked grocery men in Chatham. Mr. Bogart has been in his present position as head clerk for five years, previous to same being 35 years in business.

He is a good display man, and an expert retail grocery salesman.

CURRENT NEWS OF THE WEEK

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

Maritime

A. Boutillier of Digby, N.S., has opened a retail branch store in St. John to dispose of fish, fish products, hams and bacon.

Miss Jean McDonald, Mrs. Nellie B. Bowman, and Mrs. Clara L. McDonald, all of St. John, have been incorporated as the McDonald Tea Company, Ltd., to acquire the business now carried on under the name of Charles H. McDonald & Company.

A project is on foot in St. John for the amalgamation of half a dozen retail grocery stores in different parts of the city, so located as to supply the entire community conveniently, with a possibility that the co-operative idea may be introduced.

A banquet was given this week by the office staff of the Corona Company, Ltd., confectionery manufacturers, of St. John, at which they had as their guests the directors of the company and the heads of the various departments. The banquet was an expression of the cordial relations existing between the staff and the directors. It is intended to make the banquet an annual affair.

Quebec

Mr. Mills, of Benjamin, Farnsworth and Mills, Boston, was in Montreal for a day or two last week.

Albert Cawthorne, representing D. Hatton Co., wholesale fish, Montreal, returned from his Western trip last week.

Waldo P. Matheson and John B. Lavalliere, Megantic, have been registered as general merchants under the firm name, Matheson and Lavalliere.

J. E. Hawkins, of D. Hatton Co., has been ill for some little time. Mr. Hawkins was able to spend some time at the office this week.

W. A. Brown, Chief of Poultry Division at Ottawa, passed through Montreal this week on his way to Europe. Mr. Brown is going to London, where he will attend the sessions of the National Poultry Conference to be held in March. He will, it is understood, investigate export conditions, and as Canada's delegate, the produce trade in general expect his trip to be productive of good.

Ontario

John Gillett, grocer, London, has sold out.

Mrs. M. Cox, Toronto, has sold to Mrs. F. Packwood.

Wesley Brooker, grocer, Windsor, has sold to R. Hyland.

R. H. Beck, Ottawa, has been succeeded by J. D. Lagrave.

Wm. Scanlon, Toronto, has been succeeded by Michael Ryan.

Deachman and Weir, Carleton Place, have been succeeded by C. W. Moore.

Alexander Mills, general merchant, Eganville, has been succeeded by R. P. Mills.

D. and M. W. Woodley, general merchants, Villa Nova, have sold to Albert Hall.

Hartleib and Faust, general merchants, Zurich, have sold to Brown and Mellick.

R. Snowden has opened a new grocery store at Simcoe and William streets, Oshawa.

The store of Cutt & Elgie, Blyth, was damaged by fire recently. The loss was partially covered by insurance.

Kettle & Skinner, general merchants, Midland, Ont., have dissolved partnership, R. H. Skinner continuing.

Fred Barbour, A. H. Wetmore, and W. C. Cross, wholesale grocers from New Brunswick, were guests at the convention of the Ontario Wholesale Grocers at Toronto last week.

E. G. Coulter and G. J. Healey, Wheatlay, have purchased the J. H. Healey block on the northwest corner of Talbot and Lake Streets, and Mr. Coulter will move his grocery to that building next week.

The retail merchants of Ingersoll have formed an association with the following officers: President, H. Richardson; vice-president, A. McDermond; secretary, W. Forman; treasurer, H. Avery; executive, the officers, T. N. Dunn and F. McDougall.

Burglars recently broke open and entered the tea warehouse of J. L. Fielding & Co., Guelph, and stole what loose money there was in the till and then chiseled the combination off the safe door in an attempt to get into it. A small quantity of tea was taken, but the safe remained intact.

A. M. Crawford, of the second concession, Bosanquet, has bought the general store of McKenzie & Co., Thedford, and took possession recently. Mr. L. P. Morris, of London, has been engaged as manager. Mr. McKenzie, who has been in business here for the past 18 years, will probably go to California, where he has business interests.

W. E. Demster, traveller for the McCormack Biscuit Company, Toronto, died at Timmins recently of influenza. It was his first trip to the north country. He tried to fight off the disease and continue his trip, but he rapidly became worse and died before his wife could reach Timmins. His wife will have the sympathy of the trade in her sad bereavement.

Western

C. H. Grant Co., manufacturers' agents, Winnipeg, have moved their offices from 1206 McArthur Building to 810 Confederation Life Building.

A serious fire broke out recently at Mitchellton, Sask. The postoffice, a general store and the premises occupied by the Security Lumber Company were completely destroyed. Damage to the extent of \$10,000 was caused to the postoffice and general store.

WILL APPOINT COMMISSIONER ON DISPUTES

Machinery Provided for Adjusting Disputes Over Matters of Export Shipment

The Senior British Trade Commissioner in Canada and Newfoundland, Mr. G. T. Milne, 367 Beaver Hall Square, Montreal, has been notified by the Imperial Department of Overseas Trade in London that he is empowered to appoint an expert to examine and report upon consignments of goods from the United Kingdom in respect of which a dispute has arisen, and to certify the signature of such experts as authentic. The commissioner will, however, only intervene when requested to do so by both parties to the dispute.

The kind of disputes in which the commissioner may intervene are those regarding goods which are alleged to be not up to sample, or which have arrived in a damaged condition owing to faulty packing. The commissioner is not authorized to deal with claims under insurance policies for goods damaged during the voyage.

As the official trade representative in Canada and Newfoundland of the Indian Government, the commissioner is also authorized to act in regard to disputes relative to shipments from India.

The remuneration of experts appointed by the commissioner is a matter for the parties to the dispute. No fee will be charged for his services.

The British Trade Commissioner at Toronto, F. W. Field, 257 Confederation Life Building, is empowered to act in disputes arising out of shipments to Toronto and to other centres in Ontario.

CUBA EMBARGOES FLOUR SHIPMENT

The Canadian Trade Commission is informed that owing to there being a heavy accumulation of wheat flours in Cuba, the Food Administration there has placed certain restrictions on flour imports. Exporters in Canada should consult with consignees in the Cuban Republic.

OTTAWA RETAIL GROCERS DISCUSS CLOSING BY-LAW

At the meeting of the Ottawa Grocers' branch of the Retail Merchants' Association, February 27, the members discussed the early-closing by-law which is expected to be put in force on Monday next. Under this order, all stores selling groceries will be compelled to close at seven o'clock. The value of an association was again shown during the meeting, when the matter of the likelihood of unfair competition of druggists, fruit stores, and others carrying groceries was being considered. The general opinion seemed to be that every effort must be made to keep a keen eye on the situation. Some of the more warlike members urged putting the law into motion and fighting for a square deal for everybody.

The chairman, T. Bowman, referred to the matter of the organization of clerks, formed in Ottawa a few days ago. He was pleased to think that the grocers were willing to assist their employees in every possible way. This was shown by the voluntary earlier closing on Saturday night at seven instead of nine. The public were ready to help the thing along, and as far as he was concerned he was sure that co-operation would help all concerned.

WHOLESALE FIRM OPENS BRANCH IN COCHRANE

National Groceries, Limited, whose headquarters is in North Bay, Ont., and who have branches and warehouses also at Sudbury and Sault Ste. Marie, are opening a branch at Cochrane to look after that northern territory. A. Foster, general manager of the company, was in Cochrane recently making necessary arrangements.

"It is the intention," stated Mr. Foster, "to start the erection of a large and permanent warehouse just as soon as weather conditions permit in the spring." Options, it is understood, have been taken on three sites to choose from. Meanwhile, the warehouse of Wm. Warrell's on the T. & N. O. spur has been rented and shipments of stock for this branch will be made immediately so that in the course of a week or so the National Groceries here will be open for business. R. M. Elliott has been appointed local manager. Mr. Elliott is well known all over the North, having covered this territory for the firm and previously for the A. J. Young Co.

CHARLOTTETOWN R. M. A. HOLDS BANQUET

The Retail Merchants' Association of Charlottetown, P.E.I., held a banquet recently at the Hotel Davies. There was a large representation of members present. S. A. Macdonald, president, was in the chair, and reviewed the work done by the association since its organization. He touched on the various questions taken up and referred to the improved methods followed, whereby the consumer was receiving a more efficient and better service. Mr. J. Cuthbertson

Doyle, the Provincial Secretary for Nova Scotia and Prince Edward Island, was present and addressed the association, Mr. Doyle outlining the great work which the association was doing on behalf of the retail trade and consumers of Canada.

At the close of his address, Mayor Wright, James Paton, M.L.A., C. H. Chandler, J. P. Gordon, W. T. Wellner, Alfred Pickard, Ivan Reddin, Frank M. Stewart, Sixtus McLellan, and others spoke, commending the work of the association, and giving valuable suggestions as to the best means of improving the trade conditions of the community.

WILL OPEN CHAIN OF STORES

Frank Charlton, of Aylmer, who some years ago conducted a grocery business in St. Thomas, Ont., has been negotiating for some weeks past with a view to opening a string of co-operative grocery stores in that city and district. Mr. Charlton is endeavoring to secure several suitable locations where he will open his stores, one of them it is proposed to place in Elgin Street.

CONFECTIONERS' ASSOCIATION FORMED

The Canadian Confectionery, Biscuit, and Chocolate Industries, Limited, has been organized recently with a view to securing post-war business. C. J. Bodley, of Toronto, late of the confectioners' section, is manager, and C. M. Morgan, until recently chief of the export section of the Canada Food Board, has been appointed traffic manager.

VICE-PRESIDENT SAYS WEST PROSPEROUS

Just back from a trip extending over Western Canada to the Coast, E. C. Green, vice-president of Carter Macy Co. of Canada, Ltd., stated to CANADIAN GROCER that the business conditions there are sound and that the prospects for a big year are bright. Particularly is this true with regard to tea. Orders secured for import have been very satisfactory, for the buyers have concluded that prices on teas will be maintained, if not advanced, at the growing points in the Far East. They also figure, Mr. Green pointed out, that even should ocean freights decline materially, the firmness of the primary market will offset this. There is therefore little to be gained by a deferred buying policy, for this line at least.

West's Eternal Optimism.

Mr. Green was impressed with the splendid spirit of the Western business man. He is an optimist, if he is anything, and while there may be an amount of over-confidence sometimes, the business man of this country is to be commended for the spirit that secures eventual accomplishment of a progressive kind.

The poor grain yields of several parts of the West were enough to cause much depression, ordinarily. Notwithstanding this, the country has more than marked

time and in a large way the conditions are sound and business activity quite satisfactory. This is made possible, in part, from the fact of wheat price-fixing in the United States. It has served to steady conditions, even though there has been some uncertainty as to what the Canadian Government would do in the same matter. Confidence has been maintained and much strengthened.

Vancouver Will Improve.

The big coast province will steadily improve, from a business standpoint, Mr. Green thinks. "The big store of the Hudson's Bay Company at Vancouver, completed, or nearly so, at the outbreak of the war, is to be opened for business in the immediate future. This place covers a city block and is a huge store," he said. It is a tribute to the general feeling there, at least in the coastal city, that normal conditions are coming back again with a return of many citizens who have been absent since the war's beginning.

As to the general tendencies among retailers, Mr. Green is of the opinion that they have been going carefully, although his connection does not bring him close to this element. He expressed himself as well satisfied with the condition of credits, and this is one of the best barometers at all times.

NEW BLACKWOODS TRAVELLERS

H. Arnold, previously with the Northern Fruit Co., will now cover north half of Saskatchewan for Blackwoods Limited, Winnipeg. A. P. Hayter, formerly with the Boyd Candy Co., will cover southern Saskatchewan for the same firm. Lieut. R. R. McVey, who has seen four and a half years' service at the Front, is also with Blackwoods. He went over as a private, securing his commission on the field. He was previously in Edmonton. Another man to join the staff of Blackwoods, Limited, is D. Dinneen, previously with R. L. Fowler Co., Calgary.

A cargo of currants and Turkish tobacco, said to be the first vessel load of these commodities to be imported into the United States from the Orient since early in the war, arrived at New York last week on the British steamer Cairnvalona from Saloniki.

New Goods Department

The Borden Milk Co., Ltd., Montreal, are sending out a number of slit covers to put on open cans of some of their condensed milk and coffee lines after the tins have been opened. The idea is to keep the contents of the can free from dust. They have a limited number of these and are supplying them to the retail trade for distribution among their customers.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THERE is no getting away from the fact that there is quite a nice export business going on all the time from Canada. It has been shown in canned goods, vegetables, fruits and fish, and another line to join those outward bound is poultry, three carloads having moved from Toronto alone this week.

A report is current that the United States Government has purchased 80 per cent. of the dry bean crop in their country, and is now feeling out the market in Canada with a view to getting further supplies. That they have actually purchased within the last week 500 cars in the States of Michigan and California is known, but whether this is just the initial step in the bigger purchase is still to be determined. At any rate there is a slightly better feeling in the trade as a result of the actual buying known to have been undertaken.

MONTREAL—There are many advances this week in various lines. Metal polish of one variety is advanced 25c per dozen. Split peas are firmer in price, too, and feed oats and barley are quite a little firmer in price. There has been no advance for hay, and the farmers are rushing this in before the roads break up. Lettuce, parsley and oyster plant are all marked up, and oranges, due to scarcity, are quoted up \$1 to \$1.50 per case. Bananas, too, are firmer, and are selling at \$5 to \$6 per bunch.

Among the declines this week are lower prices for culinary starches and a lower basis for one line of pickles and chow-chow. Raw Demarara sugar was reduced in one quarter, the change being in the way of a readjustment. Liquid ammonia, kidney beans, tapioca, shelled walnuts, and potatoes are all lower in price.

The flour movement is better, and cereals a

bit quiet and uncertain. Molasses is slow and stocks of this reasonably large. It is not possible to say that there will be any change of price. Coffee and teas are held firm, particularly for best grades.

TORONTO—Lower prices have been named in some quarters this week on rolled oats, quotations being down 25c per 90-lb. bag. Corn cereals show a somewhat firmer tendency, and it is intimated some factors have advanced prices slightly, whereas others again still hold at unchanged levels.

Culinary starch has declined from $\frac{1}{4}$ c to $\frac{3}{4}$ c per pound this week, but no change in laundry starch is noted over recent decline.

Nut markets generally are quite firm, although peanuts show some weakness, and new Brazils now on way to American and Canadian markets should be available at prices below those on stocks now in hand.

Business shows a better tone, and manufacturers note that inquiries are now coming to hand. Wholesalers are starting in to buy—not in large volume does this business show up as yet, but that it is starting is welcome news.

WINNIPEG—Better arrivals have been shown this week in oranges and grapefruit. Prices are high, but the demand is very good and outlook bright for continued good business.

Onions show much strength locally and supplies are scarce. Cauliflower is coming along freely and is now considered one of the cheapest vegetables offering.

Coffee is ruling with a firm undertone, and this is reflected locally. The situation in tea is unchanged though there seems to be a much better feeling in the trade generally and more activity in sales.

QUEBEC MARKETS

MONTREAL, March 5.—There are evidences of improvement being made in the immediate future in the matter of increased business. There was a fair amount of business this week and a general improvement is apparent. Several declines and some advances are made, and these are given in the market summary.

*Cornstarch Down;
Pickles; Raw Sugar*

Montreal.

VARIOUS LINES.—Declines are registered this week in culinary starches.

This is from $\frac{1}{4}$ to $\frac{3}{4}$ of a cent per pound. One line of pickles is reduced 25c per dozen, 20-ounce mixed sweet selling at \$4 per dozen, and sour at \$3.75, with chow-chow the same price.

Demarara crystal sugar is readjusted

in price from \$9.90 to \$9. This places these on a parity with other sugars, the price having been disproportionate before.

*Metal Polish Up;
Liquid Ammonia Down*

Montreal.

POLISH, AMMONIA.—Oto metal polish is advanced in price from \$2 to \$2.25 per dozen for the No. 2 size. Liquid ammonia of Sultana grade is now selling at \$1.25 per dozen in 14-oz. bottles, the former price being \$1.90.

Sugar is Held
With Basis Firm

Montreal.

SUGAR.—The jobbing trade has been inclined to purchase sparingly of sugar, but there is some improvement in the amount of business obtaining of late. The undertone is a steady one, and there is every evidence, say the refiners, of a maintained basis.

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

Canned Fruits
Better Sellers

Montreal

CANNED GOODS.—There is a better movement of canned fruits than of vegetables, some of the jobbers assert. This seems to be the situation on both the Canadian and American markets. There is a steady movement, though limited, and some supplies are always moving. Best canned salmon in this market is very scarce, and there is little likelihood of getting best grades of sockeye, a number have stated.

Salmon—		
"Clover Leaf," 1/4-lb. flats	2 45	2 80
Sovereign, 1-lb. flats	4 62 1/2	2 30
Do., 1/4-lb. flats	4 50	4 80
1 lb. talls, cases 4 doz., per doz.	1 50	2 00
1/4 flats, cases 8 doz., per doz.	2 05	2 17 1/2
Chums, 1-lb. talls	1 17 1/2	1 25
Do., 1/2 lb. flat	2 25	2 75
Pinks, 1-lb. talls	2 60	2 75
Pale, 1/2-lb. doz.	1 37 1/2	2 37 1/2
Pale, 1 lb. doz.	1 62 1/2	3 75
Pinks, 1/2-lb. doz.	3 75	2 25
Cohoos, 1-lb. talls	1 75	2 25
Cohoos, 1/2 lbs., flat	2 25	2 25
Herrings, kippers, dz. (4 dz. case)	2 25	2 50
Herrings (tomato sauce), doz.	1 00	4 00
Haddies (lunch) (1/2-lb.)	2 45	2 45
Red Springs, 1-lb. talls	4 00	2 80
Red Springs, 1/2 lb.	2 45	2 80
White Springs (1s)	2 80	
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	3 60
Tabrador salmon, 1-lb. flat	3 60	2 00
Pilehards, 1-lb. talls	1 90	1 90
Whale Steak, 1-lb. flat	1 90	6 75
Canadian sardines (case)	6 75	20 00
Norwegian sardines, per case of 100 (1/4s)	22 00	2 25
Lobsters, 1/4-lb. doz.	3 60	3 75
Do., 1/2-lb. tins, doz.	6 90	6 00
Do., 1-lb. talls	6 00	7 00
Do., 1/2-lb. doz.	7 00	14 50
Do., 1-lb. flats	22 00	32 00
Sardines (Amer. Norweg'n style)	32 00	3 25
Sardines (gen. Norwegian)	3 25	2 50
Sardines—Canadian brands (as to quality), case	7 00	
Sardines, French	32 00	
Scallops, 1-lb., doz.	3 25	
Scotch Snack, No. 1, dz., Montreal	2 50	

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

Kidney Beans Less;	
Split Peas Firmer	
Montreal.	
BEANS, PEAS.—The market is, if anything, more satisfactory, and there is a lower range of prices for kidney beans. Split peas are a little firmer in some quarters. The selling is largely of best grades of Canadian beans at the prevailing prices.	
Peas—	
Canadian, hand-picked, bush.	4 50 5 00
British Columbia	4 50 5 00
Brown Beans	4 50 5 00
Japanese	5 00 5 50
Yellow Eyes	5 50
Lima, per lb.	0 17 0 19
Kidney beans	6 00 6 50
Peas, white soup, per bushel	3 00 3 50
Peas, split, new crop (98 lbs.)	6 50 7 00
Peas (blue)	0 08 0 09
Barley (pot), per bag 98 lbs.	4 00
Barley, pearl, per bag 98 lbs.	7 25

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Syrups Are Held;
Molasses Slow

Montreal.

MOLASSES, SYRUPS.—There is little new in corn or cane syrups, and no changes of price. It is a quiet season of the year and a heavy movement is not looked for. The molasses situation is unchanged and business reported quiet. The jobbers would be pleased to see a larger movement, and particularly so as stocks are fully ample.

Corn Syrup—	
Barrels, about 700 lbs.	0 06 1/2
Half bbls.	0 07
Kegs	0 07 1/2
2-lb. tins, 2 doz. in case, case.	4 55
5-lb. tins, 1 doz. in case, case.	5 15
10-lb. tins, 1/2 doz. in case, case	5 85
20-lb. tins, 1/4 doz. in case, case	5 80
2-gal. 25-lb. pails, each	2 00
3-gal. 38 1/2-lb. pails, each	3 15
5-gal. 65-lb. pails, each	5 25
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 05
5-lb. tins, 1 doz. in case, case	5 65
10-lb. tins, 1/2 doz. in case, case	5 35
20-lb. tins, 1/4 doz. in case, case	5 30
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case.	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 80
Barbadoes Molasses—	
Punchoons	1 03
Barrels	1 06
Half barrels	1 08
For outside territories prices range about 3c lower.	

Tapioca Down 1 1/2-2c;
Rice Moves Out

Montreal.

RICE, TAPIOCA.—Declines of from 1 and 1 1/2 to 2 cents per pound are made in tapioca. Seed and pearl grades are quoted at 11 1/2c per pound, and flake at 11c. There is a seasonable movement. Rice sales are fairly good and there is a big reduction in holdings, some jobbers state. In fact there has been considerable redistribution among some of the wholesalers, indicating that selling has cleared up some stocks. Some Carolina rice was received this week and is selling on a more favorable basis at 13 to 13 1/2 cents per pound.

Ice Drips—Japan (per 100 lbs.)	11 25
Carolina	13 00 13 50
Siam, No. 2	8 50 9 00
Siam (fancy)	10 50 11 00
Rangoon "B"	8 70 9 25
Rangoon CC	8 40 8 85
Mandarin	10 00
Pakling	8 60 8 70
Tapioca, per lb. (seed)	0 11 1/2
Tapioca (pearl)	0 11 1/2
Tapioca (flake)	0 11

Walnuts Down 5c;
Fair Nut Sales

Montreal.

NUTS.—There is a steady and seasonable sale for nuts, even though this is the quieter season. The price basis is held on all lines but Bordeaux shelled walnuts, and these are selling down 5c at 72 1/2c to 75c per pound.

Almonds (Tara), per lb.	0 28	0 31
Almonds (shelled)	0 50	0 53
Almonds (Jordan)	0 70	0 70
Brazil nuts (new)	0 25	0 30
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 25
Filberts, Barcelona	0 23	0 24
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Extra large	0 20	0 21
Large	0 16	0 17
Medium	0 14	0 15
Shelled, No. 1 Spanish	0 16	0 16 1/2
Salted Spanish, per lb.	0 23	0 24
Shelled, No. 1 Virginia	0 15	0 15 1/2
Do., No. 2	0 14	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	0 40	0 40
Fancy splits, per lb.	0 35	0 35
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	0 60	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 14	0 18
Walnuts (shelled)	0 72 1/2	0 75
Walnuts (Spanish)	0 30	0 33
Note—Jobbers sometimes make an added charge to above prices for broken lots.		

Dried Fruit Firm;
Some Selling

Montreal.

DRIED FRUIT.—While there is no outstanding feature in the dried fruit market this week, there is a steady and firm undertone. This is made the stronger owing to the steady export business that has developed in the States, supplies not being any too easy to obtain from there.

Apricots—	
Choice	0 26 0 28
Slabs	0 24 1/2 0 25
Fancy	0 20 0 20
Apples (evaporated)	0 17 0 19
Peaches (fancy)	0 21 0 23
Paced	0 19 0 19
Choice	0 20 0 24
Extra choice	0 21 0 24

12 oz., per pkge.	0 16	0 18
Pears	0 24	0 25
Drained Peels (old)—		
Citron	0 46	
Lemon	0 40	
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb. case		12 75
Cut, 10-lb. boxes (lb.)		0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$8.75.		
crown, \$7.50; 6 crown cluster, \$7.00—		
Cal. seedless, cartons, 16 oz.	0 14½	0 15½
Malaga Raisins (5½-lb. bxs), 3 cr.	1 75	
Do., 5 cr.	2 25	
Muscatels, loose, 3-crown, lb.	0 15	
Do., 4 cr.	2 00	
Muscatels, loose, 2-crown	0 14	
Do., 6 cr.	2 75	
Choice seeded, 12 oz.	0 10½	
Fancy seeded, 16 oz. pkgs.	0 14	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
\$5.50; 4-crown cluster, \$6.50-\$6.75; 5		
Valencias, selected	0 11½	
Valencias, 4-crown layers	0 11½	
Sultanas (bleached) 50-lb. boxes	0 16½	0 20
Currants, old pack., 15 oz.	0 29	0 31
12 oz.	0 23	0 24
50-lb. boxes, loose	0 28	0 32
Cartons	0 23	0 24
15 oz. pkgs.	2 00	2 00
Pkgs. 8 oz. (20 pkgs.)	3 00	4 75
Pkgs. 6 oz. (50 pkgs.)	3 70	5 00
Muscatels, 4-crown, lb.	0 13	0 13
80 lb. Ainslia	0 28	0 26
12 oz.	0 32	0 22
Do., new	0 18	0 22
Cal. currants (loose)	0 20	0 22
Cal. "Kurrants," 15 oz. pkge.	7 00	5 00-8 64
Dates, Excelsior, per case (36-10a)	0 20	0 20
Do., Dromedary (36-10 oz.)	0 19	0 22
Packages only, Excelsior	11 00	2 75
Do., Dromedary	0 16	0 18
Figs (new), 100 to case		
Figs (layer), 10-lb. boxes		
Figs (mats)		
Prunes—		
Santa Clara	0 30-0 90-0 15	
California, 40-50a	0 19	0 25
50-lb. boxes, 80-90s	0 14½	0 14
90-100s	0 13	0 14
20-30s	0 25	0 20
30-40s	0 20	0 20
25-lb. cases, 50-60s	0 18	0 17
60-70s	0 16	0 16
70-80s	0 15	0 15½
80-90s	0 14	0 13
90-100s	0 10½	0 13½
Oregon, 30-40s	0 18½	0 17½
50-60s	0 17½	0 17½
60-70s	0 17½	0 16½
70-80s		

Spice Markets
Marking Time

Montreal.

SPICES.—There is nothing but a routine amount of business in this line and the country orders show little improvement over those of the city. Markets are generally steady and firm, with no quotable changes made.

Allspice	0 30	0 22
Cassia (pure)	0 40	0 45
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Coehin or Jamaica)	0 30	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 45	0 65
Do., ground	0 70	0 80
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)		1 30
Cardamon seed, per lb. bulk		2 00
Carraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.	0 30	0 35
Cinnamon, per lb.	0 35	0 40
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded cocconut, in palls	0 21	0 23

Pimento, whole 0 26 0 22
For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Full Prices Here
For Honey Stocks

Montreal.

HONEY, MAPLE PRODUCTS.—There is a remarkably steady sale for honey, and the large supplies do not seem to have any effect on prices, these being maintained steadily on a firm basis. There is little to say about maple syrup and sugar, but stocks of the latter and of syrup, too, are getting pretty well reduced.

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

Big Cocoa Sales;
Coffee Steady

Montreal.

COFFEE, COCOA.—The demand for cocoa is steady and large, a great deal being used by the restaurants and eating houses. Prices are fully held. Coffee is without any change at all and seems to be resting with less change than for some time. There is a fair movement.

Coffee, Roasted—		
Bogotas, lb.	0 38	0 41
Jamaica, lb.	0 32	0 35
Maracaibo, lb.	0 34	0 36½
Mocha (types)	0 37	0 41
Mexican, lb.	0 37	0 39
Rio, lb.	0 30	0 32
Santos, Bourbon, lb.	0 35	0 37
Santos, lb.	0 34	0 36
Cocoa—		
Bulk cocoa, 200-lb. bbls. (lb.)	0 24	
Do., 100-lb. bbls. (lb.)	0 25	
Do., 50-lb. cans (lb.)	0 26	

Best Teas Are
in Demand

Montreal.

TEAS.—Since all teas are on a higher basis than formerly the consumer is buying the better grades, so say the importers, and the experience of the trade these days is that of a larger sale from week to week of the better grades. There are no changes of price.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 41	0 43
Small lots	11 20	
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

Cereal List Steady
With Small Sales

Montreal.

CEREALS.—There is still a considerable quietness in the cereal markets. The movement has not improved much

and there ought soon to be an improvement. Rumors are afloat to the effect that some sellers are cutting prices, and notwithstanding this the oat market has firmed over the past day or two. It would not be surprising to see tapioca flour decline in sympathy with tapioca of various grades.

Self-raising Flour—		
3-lb. pkgs., doz.		2 85
5-lb. pkgs., doz.		5 60
Cornmeal, Gold Dust	5 00	5 40
Cornmeal	3 20	4 15
Barley, pearl	6 50	7 00
Barley, pot, 98 lbs.		4 00
Barley (roasted)		7 50
Buckwheat flour, 98 lbs.	6 75	7 00
(As to grade)		
Cornflour, white	4 60	4 60
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 50
Hominy, pearl, 98 lbs.	4 75	5 00
Graham flour	5 50	5 60
Oatmeal (standard-granulated and fine)	4 75	5 00
Oatmeal (packages) fine cut		5 70
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Rolled oats, 90-lb. bags	4 30	4 50
Rolled oats (family pack.), case		5 60
Rolled oats (small size), case		2 00
Rolled wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case		6 00
Packages, 20 in case (family pack.)		5 80
Rye flour (Can.), 98 lbs.	5 75	6 05
Tapioca flour, lb.	0 15	0 16

Flour Sale Better;
Basis is Held

Montreal.

FLOUR.—There is some improvement in the sale of wheat flour this week, and the trade is, if anything, more buoyant. The millers are anticipating a more satisfactory state of manufacture in their mills, and, if the export business that was promised continues, the outlook will be much better.

Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.		11 00
Per bl., in (2) cotton bags, 98 lbs.		11 15
Small lots, per bbl. (2) cotton bags, 98 lbs.		11 35

Feeds Are Selling
On Steady Basis

Montreal.

FEEDS.—Bran and shorts are actively selling in this market, and the sale of feeds in general is fair. The undertone is steady and unchanged.

Shorts—		
Mixed cars	\$42 25	
Straight cars	\$44 50	47 00
Bran—		
Mixed cars	40 25	
Straight cars	43 00	45 00
Crushed oats	54 00	60 00
Barley chop	47 00	55 00
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	56 00	
F.O.B. Fort William	51 00	

Feed Oats Up;
Barley Too

Montreal.

HAY, FEED, OATS, ETC.—There is a firmer feed market this week, oats advancing from ½ to 1 cent per bushel, and barley feeds 3½ cents. Hay sales are fairly well maintained, the bigger movement being on Government account. Farmers are also hustling to get supplies in before the roads break up, and this makes the market somewhat more active.

No. 2 C.W. (34 lbs.)	0 83½
No. 3 C.W.	0 78
Extra feed	0 78½
No. 1 feed	0 75
No. 2 feed	0 70½
No. 3 Ontario (48 lbs.)	1 03
Barley—	
No. 2 Extra	1 04

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

**Potatoes Lower;
Lettuce; Parsley Up**

Montreal.
VEGETABLES.—There is a reduction again in the potato market, prices having declined on the Montreal variety to \$1.50 per bushel. There may be a lower price basis still. Lettuce is higher again and parsley is also up, of the imported variety. Oyster plant has advanced from 75c to \$1 per dozen.

Beans, new string (American)		5 00
basket		
Beets, bag	0 75	1 00
Brussels -sprouts, quart		0 25
Cucumbers, Boston (doz.)		6 00
Cauliflower (imported), doz.		3 50
Cabbage, bbl.	1 50	1 75
Cabbage, doz.		1 00
Carrots, bag		1 00
Celery (Wash.), doz.		2 50
Horseradish, lb.		0 20
Lettuce (early), box (3-4 doz.)		3 00
Lettuce, Boston, box		4 00
Leeks		3 50
Mint		0 60
Mushrooms, lb.		1 25
Basket (about 3 lbs.)		3 00
Onions, Can., bag (75 lbs.)	1 50	2 00
No. 1 Yellow (75 lbs.)	1 50	1 75
No. 1 Red (75 lbs.), crate	1 50	1 75
Onions, Spring (Imported), doz.	0 40	0 50
Oyster Plant		1 00
Parsnips, bag		1 50
Parsley (Canadian)		0 75
Parsley (American)		2 00
Potatoes, Montreal new (90-lb. bag)		1 50
Potatoes (New Brunswick), bag	1 50	1 75
Potatoes (sweet), han.per		3 50
Romane		0 80
Spinach, box		1 00

**Oranges Go Up;
Also Bananas**

Montreal.
FRUITS.—There is a steady demand for citrus fruits, and these are firmer, the quotations for California varieties being from \$7 to \$7.50 per case. Scarcity is assigned as the reason for the change, and this may not be maintained, some expecting lower prices again soon. Bananas are a little higher in price, the range being from \$5 to \$6 per bunch.

Apples—		
Ben Davis		9 00
Baldwins		9 50
Baldwins, No. 1		10 00
Greenings	8 00	10 00
Spys	8 00	12 00
Russets	8 00	10 00
Kings, No. 1	8 00	10 00
Wagners		8 00
Apples (in boxes)		4 25
Winesaps (box)		4 75
Bananas (fancy large), bunch	5 00	6 00
Cranberries, bbl.	20 00	25 00
Do., gal.	1 00	1 25
Grapes—		
Spanish Almeria, keg (heavy)		16 00
Do., (med.)	7 50	8 00
Grapefruit (fancy Porto Rico)	4 75	5 00
Lemons (fancy new Malagas)		6 00
Lemons (California)	5 25	5 50
Pears, Cal., eating, small box		4 00
Pears, California (110 size)		5 50
Oranges, Porto Rico	4 50	5 00
Oranges, Florida		5 00
Oranges, Calif. (200 size)	7 00	7 50
Oranges, Calif. (100-125)	7 00	7 50
Oranges (Mexican)		5 00
Turnips, per bag, Montreal		1 50
Turnips, Quebec		1 75
Tomatoes (hothouse), lb.		0 40
Tomatoes, crates		10 00
Watercress (Can.)		0 60
Spinach, bbl.		4 00

ONTARIO MARKETS

TORONTO, March 5.—Lower prices have been established this week on rolled oats, prices sagging about 25c per 90-lb. bag. Corn cereals show a somewhat firmer tendency. A decline of from ¼c to ¾c per pound in culinary starch is reported this week. The nut markets generally are firm, though Brazils may be easier, and a much better feeling prevails in respect to tea.

**Sugar Outlook
Considered Better**

Toronto.
SUGAR.—The situation in sugar shows very little difference during the week. However, there seems to be a better demand, and this condition is expected to prevail right along. It is reported there has been considerable export business done, and now in progress on refined, and if this continues the refiners are quite satisfied that everything will be well with them from the production standpoint. Shipments of raws are coming through from points of production with despatch, and the outlook altogether is quite satisfactory.

Atlantic, extra granulated	\$10 27
St. Lawrence, extra granulated	10 27
Acadia Sugar Refinery, extra granulated	10 27
Can. Sugar Refinery, extra granulated	10 27
Dom. Sugar Refinery, extra granulated	10 27
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 6c; gunnies, 5/20s, 25c; gunnies 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.	
Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c. barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.	
Acadim granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.	

**Mazola Being Offered;
Wash Powder**

Toronto.
MAZOLA, WASHING POWDER.—Mazola is now being offered to the Canadian trade. This is a cooking oil made from corn, and is used also for salads, etc. Prices being named to the trade are: No. 1, cases 2 doz., \$8.80 per case; No. 2, cases 1 doz., \$8 per case; No. 3, cases ½ doz., \$15 per case. A reduction has been made in the price of Gold Dust Washing Powder in some quarters, cases of 50s medium being reduced to \$5 per case, or \$1.30 per dozen, and cases of 100s small being reduced to \$5 per case, or 65 cents per dozen. Some quarters report an increase in the price of Great West tobacco, which is now quoted for 9s at \$1.12 per pound, and Stag tobacco, 6 and 12 lb. cans, new cut 9s is now being quoted at \$1.08 per pound.

**Molasses Quiet;
Syrups, Too**

Toronto.
MOLASSES, SYRUPS.—No new developments are reported in the situation on molasses, a fair trade only being done at the present time, and prices holding without change. The same situation is found in the cane and corn syrups. Prices have held steadily and business at

the present time is considered fairly good.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.		\$0 06¾
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case		5 05
Cases, 5-lb. tins, white, 1 doz. in case		5 65
Cases, 10-lb. tins, white, ½ doz. in case		5 35
Cases, 2-lb. tins, yellow, 2 doz. in case		4 55
Cases, 5-lb. tins, yellow, 1 doz. in case		5 15
Cases, 10-lb. tins, yellow, ½ doz. in case		4 85
Cane Syrups—		
Barrels and half barrels, lb.	0 08	
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, 2 doz. in case		7 00
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, bbls., gal.		0 44
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., ½ doz. to case, Barbadoes		5 20
Tins, 2-lb., baking grade, case 2 doz.		5 50
Tins, 3-lb., baking grade, case of 2 doz.		7 40
Tins, 5-lb., baking grade, case of 1 doz.		
Tins, 10-lb., baking grade, case of ½ doz.		
West Indies, 1½s, 48s		6 95

**Jams Show
More Activity**

Toronto.
CANNED GOODS.—Wholesalers report that the sales of jams have improved and there is a better demand for many lines of canned goods. There has been some shading of prices in pork and beans, but manufacturers are of the opinion that prices generally will be pretty well maintained. There are reports current that the United States Government has contracted for large purchases of beans in their country and that they are sending out inquiries to the trade in Canada. Whether this situation will develop into a demand which will clean up surplus stocks fairly well or not is somewhat uncertain but must be considered in the outlook on the canned product.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoos, ¼-lb. tins	1 35	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s, dozen	2 30	2 35
Lobsters, ¼-lb., doz.		3 75
Whale Steak, 1s flat, doz.	1 75	1 90
Pitchards, 1-lb. talls, doz.	1 90	2 15

Canned Vegetables—		
Beets, 2s.	1 90	2 30
Tomatoes, 2 1/2s		1 75
Peas, standard	1 50	1 95
Peas, early June	1 67 1/2	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42 1/2	3 45
Asparagus butts	2 00	2 02 1/2
Corn, 2s, doz.		2 35
Pumpkins, 2 1/2s		
Spinach, 2s, doz.		1 90
Do., 2 1/2s, doz.	2 52 1/2	2 80
Do., 10s, doz.		10 00
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02 1/2
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	2 67 1/2
Do., standard, 10s, doz.	4 50	4 52 1/2
Peaches, 2s		2 87 1/2
Pears, 2s	2 35	2 87 1/2
Plums, Lombard, 2s	1 97 1/2	2 22 1/2
Plums, Green Gage	2 17 1/2	2 37 1/2
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each		0 98
Gooseberry, 4s, each		0 84
Peach, 4s, each		0 82
Red currants, 16 oz., doz.		3 45
Raspberries, 16 oz., doz.	3 90	4 25
Do., 4s, each		0 98
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Dried Fruits

Moving Well

Toronto.

DRIED FRUITS.—There has been a very good movement of dried fruits, and the trade seems to be quite satisfied with the volume of business being done. Thompson's seedless raisins, packed 48s, full 1 lb. packages are being quoted at 15c per pound, and in 5-case lots at 14 1/2c per pound. Lemon peel is being quoted at 38c per pound.

Apples, evaporated, Ontario	0 16 1/2	0 17
Apricots, unpitted		0 16 3/4
Do., fancy, 25s		0 30
Do., choice, 25s	0 23	0 27
Do., standard, 25s	0 22 1/2	0 26
Candied Peels, American—		
Lemon	0 38	0 43 1/2
Orange		0 45 1/2
Citron		0 53
Currants—		
Grecian, per lb.	0 26	0 28
Australians, cleaned, lb.		0 30
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case		7 00
Dromedary dates, 3 doz. in case		8 00
Figs—		
Tans, lb.		
Malagas, lb.		
Camadire figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case		5 00
Cal., 8 oz., 20s, case		3 25
Cal., 10 oz., 12s, case		2 25
Prunes—		
30-40s, per lb.	0 18	0 18
40-50s, per lb.	0 19	0 19
50-60s, per lb.	0 16 1/2	0 16
60-70s, per lb.	0 16	0 17
70-80s, per lb.	0 14 1/2	0 16
80-90s, per lb.	0 13 1/2	0 14 1/2
90-100s, per lb.	0 11 1/2	0 12 1/2
100-120s, per lb.	0 09 1/2	0 10 1/2
Peaches—		
Standard, 25-lb. box, peeled	0 24	
Choice, 25-lb. box, peeled	0 25	
Fancy, 25-lb. boxes	0 22	
Practically peeled, 25-lb. boxes	0 22 1/2	
Extra choice, 25-lb. box, peeled	0 26	
Raisins—		
California bleached, lb.	0 17	0 18
Extra fancy sulphur bleached, 25s		0 17
Seedless, 15 oz. packets	0 14 1/2	0 14 1/2
Seeded, fancy, 1-lb. packets	0 15 1/2	0 16
Seeded, 15 oz. packets	0 13	0 15
Seedless, Thompson's, 25s	0 14	0 16
Seedless, 16-oz. packets	0 14 1/2	0 15
Do., Bakers, Thompsons	0 16	0 17 1/2
Do., Bakers, Thompsons, 50s	0 15	0 16
1 Crown Muscatels, 25s		0 13

Movement Teas Shows Improvement

Toronto.

TEAS.—There is a decidedly better feeling in the tea trade. The past week has seen a general improvement in the volume of trade done locally, and it is reported that 6,000 chests have been sold from Toronto stocks for export. The market is steady and prices at primary points have advanced sufficiently to offset the reduction in ocean freight rates.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans		0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 43
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Market on Coffee Continues Strong

Toronto.

COFFEE.—The market continues to show strength, and there seems no prospect of lower prices developing. Primary markets are high and the local market could stand a general advance to come up in line with producing centres. There is a fair amount of business being done and stocks are considered small.

Coffee—		
Java, Private Estate		0 45
Java, Old Government, lb.	0 38	0 40
Bogotas, lb.	0 37	0 38
Guatemala, lb.	0 36	0 37
Maracaibo, lb.	0 34	0 35
Mexican, lb.	0 38	0 39
Jamaica, lb.	0 33	0 34
Blue Mountain Jamaica		0 48
Mocha, lb.	0 38	0 39
Mocha, Arabian, lb.		0 40
Rio, lb.	0 27	0 32
Santos, lb.	0 32	0 33
Santos, Bourbon, lb.	0 34	0 36
Ceylon, Plantation, lb.	0 38	0 39
Chicory, lb.	0 30	0 33
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 20	0 24

Spice Markets Show Little Change

Toronto.

SPICES.—The markets show little actual change this week, there being some fluctuations from day to day, but not of a great nature. Business is fairly good and outlook considered very fair.

Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 65	0 80
Ginger	0 30	0 45
Herbs — sage, thyme, parsley,		
mint, savory, Marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 42	0 44
Peppers, white	0 49	0 53
Paprika, lb.	0 60	0 65
Nutmegs, select's, whole, 100s	0 45	0 60
Do., 80s		0 55
Do., 64s		0 60
Mustard seed, whole	0 40	0 45
Celery seed, whole	0 75	0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 70	0 75
Tumeric	0 70	0 75
Cream of Tartar—		
French, pure	0 90	1 00
American high test		
2-oz. packages, doz.		2 00
4-oz. packages, doz.		3 50

8 oz. tins, doz.	6 75
Tartarine, barrels, lb.	0 21
Do., 8 oz., doz.	1 75
Do., 16 oz., doz.	3 25

New Brazils to be Lower; Shelled Firm

Toronto.

NUTS.—Indications seem to point to a somewhat easier market on new Brazils now in transit to New York. Shelled Brazils are very firm, however, and stocks on spot within a small compass. Shelled almonds and shelled walnuts are very firm and there seems no outlook for much easier prices for some time to come. Peanuts are a little weak but it is believed stocks are being reduced pretty well.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.		0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 28	0 30
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 18	0 20
Pecans, lb.		0 30
Cocoanuts, Jamaica, sack		7 50
Peanuts, Jumbo, roasted	0 19	0 20
Brazil nuts, lb.	0 30	0 32
Shelled—		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 39	0 45
Walnuts, lb.	0 78	0 80
Peanuts, Spanish, lb.	0 16	0 17
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.		0 55

Little Change Shown in Rices

Toronto.

RICE.—There is little apparent change in the market on rice. The trade shows a disposition to buy among themselves rather than commit themselves for coast shipments, but indications seem to point to a fair cleaning up of stocks.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.		12 50
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 00
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	8 75	9 00
Do., Simiu		11 00
Do., Mujin, No. 1		10 50
Do., Pakling		10 00
Taploca, per lb.	0 13	0 14 1/2
White Sago	0 13	0 14 1/2

Government Big Buyer of Beans

Toronto.

BEANS.—A late report states that the United States Government has purchased 350 cars of pea beans in the State of Michigan and 150 cars in California. Another report indicates that the United States Government has bought 80 per cent. of the bean crop in the States and is making inquiries for further supplies in Canada. If this is the case there seems a possibility that the big surplus of stocks may be reduced to more nearly normal proportions. Prices seem to be about at the bottom—it is true beans have come down \$3 to \$4, but they can't decline that much further. There has to be a limit reached—it must be pretty nearly there now.

Ontario, 1-lb. to 2-lb. pickers, bu.	\$ 4 00
Do., hand-picked	4 50
Japanese Kotosashi, per bush.	5 50
Rangoons, per bushel	3 75
Limas, per pound	0 14
HAY, STRAW, GRAIN	
(Wholesale prices on car lots)	
F.o.b. Montreal	
Good No. 2, per ton (2,000 lbs.)	\$24 00 \$25 00
No. 2	22 00 23 00
No. 3	20 00 21 00
Oats—	

Culinary Starch in Further Declines

Toronto.
PACKAGE GOODS.—A further lowering of prices on culinary starch is shown in prices quoted this week, the No. 1 grade in 1 lb. cartons being quoted at 11c per pound, a drop of ¼c, and No. 2 grade in 1 lb. cartons being quoted at 9½c, a decline of ¾c per pound. Robinson's prepared barley in cases of 24, 2 lb. round packages, is being quoted at \$4.70 per case, or \$2.35 per dozen.

PACKAGE GOODS			
Rolled Oats, 20s round, case	5 10	5 60	
Do., Do., 20s square, case	5 10	5 60	
Do., Do., 36s, case		4 00	
Do., Do., 18s, case		2 00	
Corn Flakes, 36s, case	4 00	4 25	
Shredded Wheat, 36s, regular, case		4 60	
Porridge wheat, 36s, regular, case		6 00	
Do., Do., 20s, family, case		5 80	
Cooker Package Peas, 36s, case	4 35		
Wheat Flakes, 24s	5 20		
Cornstarch, No. 1, lb., cartons	0 11		
Do., No. 2, lb., cartons	0 09½		
Laundry Starch, in 1-lb. cartons	0 11¼		
Do., Do., in 6-lb. tin canisters	0 12¾		
Do., Do., in 6-lb. wood boxes	0 12¾		
Potato Flour, in 1-lb. pkgs.	0 20		

Honey Remains Quiet; Maple Syrup

Toronto.
HONEY, MAPLE SYRUP.—There is very little movement of honey and the market is distinctly in favor of the buyer. Stocks are fairly heavy. Maple syrup shows no particularly interesting feature either this week.

Honey			
Clover, 2½-lb. tins		\$0 28	
5-lb. tins		0 27	
10-lb. tins	0 25	0 26	
60-lb. tins	0 25	0 26	
Buckwheat, 60-lb. tin, lb.		0 21	
Comb. No. 1, fancy, doz.	\$ 76	4 25	
Do., No. 2, doz.		3 00	

Maple Syrup			
No. 1, 10-lb. tins, 6 to case		15 10	
No. 2, 5-lb. tins, 12 to case		17 10	
No. 3, 2½-lb. tins, 24 to case		18 50	
No. 3, 32-oz. bottles, 24 to case		16 70	
Gallon tins, Imperial, per gal.		2 25	
5-gallon tins, Imperial, per tin		10 50	
Barrels, 25 or 40 Imp. gals., gal.		2 00	

Oranges Higher; Pineapples Here

Toronto.
FRUITS.—Prices locally on oranges have stiffened in sympathy with the showing at primary points, although the past couple of days a slightly easier tendency is noted. Grapefruit are holding firm, with stock only fair. Pineapples are now being offered, 24s and 30s at \$8 per case.

Apples			
Do., Rome Beauty, box	3 25	3 50	
Do., Winesaps, box	3 50	4 25	
Do., Spys, box		3 50	
Do., in Barrels.	No. 1	No. 2	No. 3
Greenings	8 00	7 00	
Baldwins	7 50	7 00	
Spys	10 00	9 00	
Bananas, per lb.		0 07½	

Grapes			
Do., Malagas, bbl.	13 00	14 00	

Grapefruit			
Florida, 46s		5 50	
Do., 54s		5 75	
Do., 64s		6 00	
Do., 70s, 80s, 96s, 126s		6 00	
Cuban, 54s		5 25	
Do., 64s		5 50	
Do., 80s, 96s, 126s		5 50	

Oranges			
California navels, 100s		5 50	
Do., 126s		6 25	
Do., 150s		6 50	
Do., 176s		6 50	
Do., 200s, 216s, 250s		6 50	
Do., 288s		6 50	
Lemons, Cal., 300s, case		5 00	
Pears, Cal.		5 50	
Pineapples, 24s, 30s, case		8 00	
Strawberries, box		1 00	

Onions Advance; Tomatoes Arrive

Toronto.
VEGETABLES.—Onions show a sharp advance this week, 75 lb. bags being quoted at \$2.50 per bag. Florida head lettuce has eased away, large hampers being quoted at \$5 this week. Florida tomatoes are due to arrive on this market and are being quoted at \$10 per case of six baskets.

Beets, bag	0 65	
Cabbage, Can., bbl.	\$1 75	
Do., Cal., crates	4 50	
Carrots, bag	0 65	
Cauliflwer, Cal., case	4 50	
Do., Do., pony crate	2 50	

Celery			
Do., California, 6 doz.		13 00	
Cucumbers, doz.		4 00	
Endives, dozen		0 85	
Lettuce, head			
Do., Do., Florida, large hampers		5 00	
Do., leaf, dozen	0 30	0 35	
Onions, Can., Yellow, 75-lb. bag		2 50	
Do., green Shalotts, doz.		1 00	
Parsley, jumbo bunches, doz.	0 65	0 75	
Parsnips, bag		0 65	
Potatoes, sweet kiln dried, hamper		3 50	
Potatoes, Ontario, bag	1 15	1 25	
Do., N.B., Delawares, bag		1 75	
Spinach, Louisiana, bush, hamper		3 00	
Tomatoes, Florida, 6 baskets to case, case		10 00	
Turnips, bag		0 65	

No New Developments Noted in Flour

Toronto.
FLOUR.—There is nothing new in the situation on flour. Export business has not yet come to hand to the extent announced some time ago, but hopes are entertained that it won't be long now. Domestic trade is very fair.

FLOUR Government Standard, 74% Extraction. Manitoba Wheat Flour, in carload shipments, on track, bbl. \$11.25 Situation in Mill Feeds Unchanged

Toronto.
MILL FEEDS.—There are no particularly new or interesting features in the market. The demand is good and prices rule at unchanged figures.

	In carlots, track
Bran, per ton	\$40 25
Shorts, per ton	\$42 00

Rolled Oats Goes Lower

Toronto.
CEREALS.—Lower prices have been named on rolled oats this week in many quarters, the decline amounting to 25c per 90-lb. bag. Linseed meal is down to \$6.75 per 98-lb. bag, whereas corn products show a slightly firmer tendency.

	Single Bag Low	F.o.b. Toronto
Barley, pearl, 98s	\$6 00	\$6 25
Barley, pot, 98s	4 50	4 75
Barley Flour, 98s		4 50
Ruckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s		4 25
Do., fancy yellow, 98s		3 75
Corn flour, white, 98s		4 50
Do., Government standard, 98s		4 25
Hominy grits, 98s		4 50
Hominy, pearl, 98s		4 25
Oatmeal, 98s	4 45	4 65
Oat Flour		4 60
Rolled Oats, 90s	4 00	4 10
Rolled wheat, 100-lb. bbl.	6 50	7 00
Rice Flour, per 100 lbs.		8 00
Rye Flour, 98s	6 50	7 25
Peas, split, 98s		5 50
Blue peas, lb.		0 10
Linseed Meal, 98s		6 75

Above prices give range of quotations to the retail trade.

WINNIPEG MARKETS

WINNIPEG, March 5.—The markets generally remain quite steady. Fruits and vegetables show some activity, with oranges and grapefruit in much better supply. Onions are strong and scarce. Cauliflower seems quite plentiful and reasonable in price. Business generally is fairly good.

Sugar Holds at Steady Level

Winnipeg.
SUGAR.—Sugar prices are steady, and from information received no lower level will be reached before next fall. There is no difficulty in filling orders as supplies are plentiful.

SUGAR		Per 100 lbs.
Granulated—		
Best, in barrels		\$11 00
Best, in 100-lb. bags		10 95
Best, in 50-lb. bags		11 05
Best, in bales of 5x20-lb. bags		11 20
Best, in bales, 10x10-lb. bags		11 35
Best, 5-lb. packages, 20 in case		11 40
Best, 2-lb. packages, 50 in case		11 50
Light Yellow—		
In barrels		10 50
In 100-lb. bags		10 45
In 50-lb. bags		10 55
Lump Sugar—		
Hard, 100-lb. cases		11 90
Hard, 25-lb. boxes		12 15
Tea Cubes, 25-lb. boxes		11 90
Tea Cubes, 100-lb. boxes		11 60

Peas Show Some Easiness

Winnipeg.
CANNED GOODS.—Some second-grade peas are being offered on this

market at low prices. First quality stock in this and other lines continue steady at following quotations:

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

Jam Prices Holding Firm

Winnipeg.
JAM.—No decline in prices of pure jam is expected. Packers report that the price of the 1919 pack will also be high.

Jams—		
Apple and raspberry, 4s, 12 to case, per tin	0 62	0 68
Apple and assorted, 4's, 12 to case, per tin	0 62	0 68
Apple and black currant, 4s, 12 to case, per tin	0 62	0 68
Pure Jam—		
Raspberry, 4s, 12 to cs, per tin	0 95	
Black currant, 4s, 12 to case, per tin	0 95	
Gooseberry, 4s, 12 to case, per tin	0 90	
Raspberry and red currant, 4s, 12 to case	0 90	
Red currant, 4s, 12 to case, per tin	0 90	
Peach, 4s, 12 to case, per tin	0 82	
Plum, 4s, 12 to case, per tin	0 82	
Cherry, 4s, 12 to case, per tin	0 88	
Assorted, 4s, 12 to case, per tin	0 85	

Dried Fruits

Firm in Price

Winnipeg.
DRIED FRUITS.—All lines of dried fruits are firm in price. Jobbers report a good demand for all lines, particularly in prunes. There is a very great scarcity of dates, and they seem hard to procure. However, some shipments are expected on this market in about three weeks.

Prunes—		
40-50s, 25-lb. boxes, per lb.	0 18½	
50-60s, 25-lb. boxes, per lb.	0 16¾	
60-70s, 25-lb. boxes, per lb.	0 15¾	
70-80s, 10-lb. boxes, per lb.	0 16	
80-90s, 25-lb. boxes, per lb.	0 14½	
70-80s, 25-lb. boxes, per lb.	0 15½	
Pears, choice, 10-lb. boxes, faced, lb.	0 20	
Evaporated Apples, Ontario, 50s	0 17	
Peaches, choice, 25-lb. boxes	0 21	
Apricots, choice, 25-lb. boxes	0 25	
Do., standard, 25-lb. boxes	0 22	
Raisins—		
Muscadels—		
1 Crown, 25-lb. boxes	0 12¾	
Seeded—Bulk, 25-lb. boxes	0 12¾	

Package Teas

Hold Unchanged

Winnipeg.
PACKAGE TEAS.—This market still shows a steadiness at the recent decline. Jobbers express the opinion that prices on package teas will be steady for some time.

TEAS			
Black, Bulk—			
Broken Pekoe, No. 15, chests, lb	0 46		
Do., Orange Pekoe, No. 19, chests, lb.	0 48		
Less than chests, one cent per Choice broken Pekoe, No. 10, black, 30 x 3-lb. wooden boxes, lb.	0 50		
Package Teas—			
Black, 1s	0 48	0 50	0 58
Do., ½s	0 49	0 51	0 59

Coffee Holds at

High Levels

Winnipeg.
COFFEE.—The coffee market continues very high, and jobbers do not anticipate any lower prices for some time.

Green Coffee—		
Rio, No. 7	0 21½	0 23
Santos, fine old crop	0 28	0 30
Bourbon	0 29	0 29
Mexican	0 34	0 34
Bogota A	0 34	0 34
Costa Rica	0 38	0 38

Some Japan Rice

Shows Advance

Winnipeg.
RICE.—Extra fancy Japan rice has advanced during this week, while Siam rice is steady at the recent decline. The market is weak and stocks are being rapidly cleared out. Japan rice is scarce and very hard to procure.

Rice—	
Extra fancy, Japan, 100-lb.	

bags	0 13½
Fancy Japan, 100-lb. bags	0 12½
Siam, 100-lb. bags	0 08½
Tapioca, lb.	0 12½
Sago, lb., in sacks	0 10½
Less quantities	0 10½

Lower Beans

Seems Outlook

Winnipeg.
BEANS.—The bean market is steadily declining, and lower prices are looked for. Some offerings of Ontario beans are being made on this market.

Beans—	
Fancy Kootenashi, 100-lb. sacks, per bus.	4 95
Manchurian (hand picked) 100-lb. bag	8 25

Oranges, Grape Fruit

in Better Supply

Winnipeg.
FRUITS.—Larger shipments of California oranges and grapefruits have come to this market, and as predicted prices have taken an increase on these lines. Oranges now range from \$6.50 to \$7.50. Receipts of strawberries have been very small owing to the cold weather. Rains and frost in Florida have also affected the strawberry supply. The fruit market is quiet, with just sufficient supplies arriving to meet demands.

Fruits—		
Oranges	6 50	7 50
Lemons, Cal.	7 00	
Bananas, lb.	0 09	
Grapefruit, case	6 50	7 50
Oranges (marmalade)	5 50	6 00
Strawberries, Florida, quart		
Cawaba melons, per lb.	0 12	
Japanese bitter oranges	5 50	
Apples—		
Jonathans, case	3 35	
B.C. Spies, No. 1, case	3 50	
B.C. Spies, No. 2, case	3 00	
Ontario, bbl., 1's, 1	7 00	
Ontario, bbl., No. 2	6 00	

Onions Scarce;

Higher Tomatoes, Too

Winnipeg.
VEGETABLES.—With a quiet market still prevailing on most lines of vegetables, some small price changes have taken place. There is a marked scarcity of onions and prices have advanced to 4c a pound. Cauliflowers from California will be very plentiful this week and will also be the cheapest vegetable on the local market at \$2.75 per dozen in crates. California tomatoes are also very scarce owing to the continuance of cold weather.

Vegetables—	
Cucumbers, doz.	4 50
Cabbage, lb., local	0 04
Cabbage, lb., local	0 03
Beets, with heads on, hampers.	4 00
Carrots, with heads, hampers.	4 00
Head Lettuce, per doz.	3 50
Turnips, cwt.	2 00
Onions, sweet and yellows, lb.	0 04
Radishes, doz.	0 30
Parsley, imported, doz.	0 90
Tomatoes, Florida, case	
Celery, lb.	0 16
Cauliflower, doz.	2 75
Potatoes, 10-20 bush. lots, bush.	0 90

Flour Shows

Little Strength

Winnipeg.
FLOUR, FEEDS, CEREALS.—The easier feeling noted last week in this market is still apparent. Feed prices are steady at last week's quotations, and a scarcity is noticeable.

Government Standard Flour—	
Cash carload price	\$10 40
To bakers and flour and feed dealers	10 40
To storekeepers paying cash or 30 days, ton lots	10 60
Do., less than ton lots	10 70
Credit Prices—	
Manitoba points	10 50
Saskatchewan points	10 40

EARLY CLOSING DOES NOT CURTAIL BUSINESS

Continued from page 57

movement among Civil Service employees, which affects the grocers, mainly, he said he thought in many cases their savings in such purchases were largely imaginary. They frequently received an inferior class of goods, which accounted for the lower prices. He had himself been offered recently a carload of canned beans at about one-quarter or less of the price he usually paid, but the goods were so far below standard that he would not touch them. There had also been some misconception in the minds of those wholesale houses from whom they were buying. In one case a large wholesale house in Montreal had supplied them under the impression that they were selling to the Dominion Government, and did not find out their error until the draft came through. Then they refused further business from this source. In another case, a local wholesaler was called up to a Government department to quote prices, and went under the same impression. When he found he was not dealing with the Government he politely but firmly refused the business, saying he made his living from the retailers, and could not cut into their business. A few firms not in the Grocers' Guild have been supplying them, being out to get any business they can get hold of, but at a recent meeting of the grocers, at which twenty-seven members were present, there was not one who did any business with those firms.

In speaking of the Food Board, Mr. Crabtree said: "All restrictions are now off, and such troubles as we had are over. I know there were some grocers who kicked a good deal, but, generally speaking, I must say I had no trouble. We thought the Board did some strange things at times, but I believe they did their best under the circumstances. The Board had to look forward to what might be several years of war, with no definite end in sight, and had to provide accordingly. The great trouble was that the average person thought the Board's mission was to reduce the cost of living. Then, every man in the country who had a grievance, thought the chairman should give him his personal attention and redress his grievance, which was often imaginary.

"Opinions vary with regard to substitutes. We have had people come in here recently and say: 'It is too bad that substitutes are off the market.' They are not, as a matter of fact, and a certain quantity of them might always be sold. They made good bread for those who knew how to use them and would take the trouble to do so."

Secrets of Successful Storekeeping

Sir Thomas Lipton Gives Some Valuable Advice

INTERVIEWED by a Tit-Bits (London, Eng.) representative, Sir Thomas Lipton lately gave some valuable and interesting advice as to how to succeed in running a store.

"Concentrate! That to my mind," said Sir Thomas to the interviewer, "is the keynote of success in shopkeeping, just as it is in any other business. There is no secret in my life story at all. I simply worked hard, had my heart in my shop, and so could not help succeeding."

Conditions, of course, Sir Thomas pointed out, have changed somewhat since 1874, when, at the age of twenty-four, he rented his first shop in Stobcross Street, Glasgow, and slept in the back room at night.

"But although," he continued, "competition to-day is far more keen than it was in my early days, and although ideas regarding the buying and selling of goods then may appear old-fashioned to the present-day tradesman, whose ambition in many cases seems to be to sink capital in his business and expand it as quickly as possible, the principles which guided me in the development of my little shop in Stobcross Street apply to-day."

Never Take a Partner

From the very beginning, however, Sir Thomas had one determination fixed in his mind: Never take a partner.

"To the young shopkeeper, I say," he remarked, "don't be tempted to take a partner because you are short of capital. Make the best of what you've got, but do not go beyond your capital. Keep within your bank balance, and don't strike out on lines beyond it."

"I remember when I had made the Stobcross shop pay sufficiently to enable me to open another shop in the High Street, Glasgow, I had several offers of partnership, but I never for one moment entertained them, for this reason: that, in my opinion, the right man can develop his business without the aid of a partner, whose ideas may run counter to his own and thus retard the progress of the business while the benefits are being shared."

Watch the Markets.

"A partner is often necessary, however, Sir Thomas," the interviewer remarked, "to secure fresh capital."

"Perhaps," Sir Thomas replied. "Capital, I consider, is a secondary consideration. It is brains, enterprise, and individual management that count. For instance, many shopkeepers worry about and bemoan their lack of capital, while all the time they are wasting money by buying in the worst markets. The means of development without money is in their own hands, but they refuse to see it."

"I say emphatically that it is absolutely necessary, if a shopkeeper is to succeed, that he should have a perfect knowledge of the best available markets

in order that he may take advantage of them at the first opportunity. It is only common sense to say that the man who knows the cheapest market is the man who is going to make the most profit."

"When I started as a provision dealer, I kept a very keen eye on trade developments, and it was this observation which induced me to do away, as far as possible, with the middleman in my business transactions. Thereafter I bought most of my butter, bacon, and eggs in the markets in Ireland, and from several thousand acres in Ceylon which I had acquired I procured my supplies of tea, coffee, and cocoa."

A Striking Illustration.

"But the young grocer may say, that it is impossible for him to strike out on such lines nowadays. Acres in Ceylon and buying in the principal markets in Ireland are quite beyond him."

"That may be," said Sir Thomas, "but that is not the point. What I wish to emphasize is that a knowledge of the best markets is absolutely necessary if a tradesman is to succeed."

"What is the use of a man selling only those articles which, owing to the fact that they have to pass through so many hands before they reach him, are almost profitless, when there are other goods which he could buy direct from growers or manufacturers, on which he could reap a good profit?"

"To give an illustration. In 1889 I suddenly made the discovery that there were large profits to be made in tea, and I purchased 20,000 chests. I took care to advertise the fact well, and sent through Glasgow a procession of fifty drays, accompanied by a brass band and a squad of pipers. Thus introduced, and my tea being good tea, it sold well, and its large success has continued ever since."

Value of Advertisement.

Discussing advertising, Sir Thomas expressed the view that advertising plays an even greater part in business development to-day than it did when he sent his brass band and squad of pipers round Glasgow to advertise his tea, and that it is the man who hits upon the most novel and striking method of advertising his goods who will come out on top.

"I always tried," he said, "to devise some new method, and even in my early days I was very fond of posting comic cartoons in my shop windows, relating to the latest events of the day, in order to attract the attention of the passer-by."

"Are there not any individual qualities necessary to bear in mind in the details of business, Sir Thomas?"

"Certainly. Work hard, deal honestly, be enterprising, and exercise careful judgment; that is my reply to that ques-

tion. If you can be born poor, so much the better."

"I always think it is a good thing for a young man, whether he is a grocer, baker, or candlestick-maker, to be born poor. If a boy is born rich and goes into business—a business that has been made for him—what is his first disadvantage? He is, of course, at once handicapped by the fact that he can never realize the value of money. On the other hand, suppose a young man is born poor, and has to work for every penny he has, doesn't he realize the true value of money? And doesn't the fact that he makes his own money make him more independent?"

"To succeed, however," Sir Thomas concluded, "a shopman must also make up his mind to spend a few hours in the shop after the shutters are up and before they are down in the morning. Don't forget my favorite motto: 'There's no fun like work.'"

"My whole heart was in my first shop. It didn't contain much as shops do nowadays, but I dressed the windows, attended to customers, and did everything myself. I always kept my place as smart and clean as I could, and in this way I encouraged customers to patronize me. I was careful of the smallest detail, and took care that my customers, always went away pleased. To that solicitude on my part in those days I owe the great success that has attended my later efforts."

"Civility and consideration towards customers are great assets to a shopkeeper. Try to treat rich and poor alike, for the poor man's twenty shillings are as good as the rich man's pound, and the working man's wife with her basket on her arm is entitled to as much respect as the lady who comes in her carriage, in war as well as peace time."

MONCTON, N.B., RETAIL ASSOCIATION ELECTS OFFICERS

The annual meeting of the Moncton Retail Association was held recently in the Board of Trade rooms, City Building, and was largely attended. H. E. Gross, the retiring president, occupied the chair.

The association now has a membership in the vicinity of 110, which includes Moncton and suburbs.

The following officers were elected for the year: L. H. Higgins, hon. president; R. P. Dickson, president; W. D. Charters, vice-president; J. S. Ross, secretary-treasurer; T. B. Price, auditor; executive committee, David Steeves, J. J. Bourgeois, H. E. Gross, A. E. McSweeney, and P. H. Fryers.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., March 5.—New shipment Manchurian shelled walnuts are here. Broken selling at 50c; halves, 60c. Lard, threes, pure, advanced to \$18.30. New laid eggs, very scarce; a few Washingtons at \$17.50; locals, eighteen. Some of to-day's quotations are: Siam rice, \$8.30 to \$9.50; sago and tapioca, \$11.00 to \$12.50. Number 1 B.C. white beans, 7c to 10c. Cheese, number one Ontario, 30c to 31c. Tomatoes, twos, \$2.40 case. Naval oranges, \$5.50 to \$6.50. Some advances are reported on certain sizes of prunes and there are declines of 2c to 4c per pound on some kinds Northwest sweet biscuits.

Beans, B.C.	7 00	10 00
Flour, 98s, per bbl.	10 50	
Rolled oats, 80s	3 80	3 90
Rice, Siam, cwt.	8 30	9 50
Rice, China mat., No. 1	4 80	
Do., No. 2	4 10	
Tapioca, lb.	0 10 1/2	0 12 1/2
Sago, lb.	0 11	0 12 1/2
Sugar, pure cane, granulated, cwt.	11 02	
Cheese, No. 1, Ontario, large	0 30	0 31
Butter, creamery, lb.	0 60	
Do., dairy, lb.	0 85	0 40
Lard, pure, 3s, per case	18 30	
Eggs, new-laid, Washington	17 50	
Do., local	18 00	
Tomatoes, 2 1/2s, stand. case	3 60	4 25
Tomatoes, 2s	2 40	
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Apples, gala, Ontario, case	2 60	3 00
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted	6 40	
Apples, evaporated, 50s, lb.	0 18	0 18 1/2
25s, lb.	0 18	0 29
Apricots, evaporated, lb.	0 26	0 20
Peaches, evaporated, lb.	0 18	0 20
Peaches, 2s, Ontario, case	4 75	
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	16 50	16 75
Do., halves	18 50	19 00
Potatoes, per ton	33 00	36 00
Oranges, navels	5 00	6 50
Lemons, case	6 00	6 50
Grapefruit	7 25	7 75

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., March 5.—California Limas, 15c; Indian white beans, 7c; China, number two, \$1.50 per forty mats; standard peas, twos, \$1.75; Early June peas, \$1.90; dried apples, 19c; Newtons, Winesaps, \$4.00; margarine, 34c; chicken halibut, 15c; medium, 17c; salmon, unchanged; fresh ling cod, unsold.

BRITISH COLUMBIA:

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

49s	11 00
98s	10 80
Cornflour, 98s, per bbl.	13 50
Cornmeal, 98s	11 50
Barley, pot, 98s	0 05 1/2
Do., pearl	0 06 1/2
Beans, lima, Manchurian, 100s	0 13 1/2
Do., lima, California	0 18
Do., white, 100s	0 08
Do., Kotenashi, 100s	0 08
Rice, Siam, No. 1, per ton	160 00
Do., Do., No. 2, per ton	160 00
Do., China, No. 1, per 40 mats	160 00
Do., Do., No. 2, per 40 mats	135 00
Tapioca, 140s	0 10 3/4
Sago, 140s	0 10 1/2
Canned tomatoes, 2 1/2s, doz.	2 00
Do., peas, stand., 2s, doz.	1 75
Do., early June, 2s, doz.	1 90
Do., corn, 2s, doz.	2 45
Do., beans, green, doz.	2 25
Do., Do., yellow	2 25
Do., raspberries, 2s, doz.	4 10
Do., strawberries, 2s, doz.	4 25
Do., peaches, 2 1/2s, doz.	3 75
Do., plums, 2s, doz.	2 10
Do., pineapple, 2s, doz.	3 25
Do., pumpkin, 2 1/2s, doz.	1 40
Do., salmon, sockeye, 1s, tall, per case	17 50
Do., cohoes	14 00
Do., pinks	10 00
Do., chums	9 50
Do., pilchards	8 25
Dried Fruits—	
Choice peaches, 25s	0 25
Do., apricots	0 22
Do., apples	0 19
Do., prunes, 70-80, 55s	0 17 1/2
Oranges, run, per case	5 00
Lemons, per case	5 00
Grapefruit, per case	4 25
California	3 75
Bananas, lb.	0 09
Apples—Yellow Newtons, per box	4 00
Do., Winesaps, per box	4 00
PRODUCE	
Dressed hogs	0 18
Breakfast bacon, medium	0 44
Hams, medium	0 34
Pure lard, tierce basis	0 32
Do., compound	0 25
Butter, New Zealand prints	0 52
Do., Alberta Cr., prints	0 48
Margarine, prints	0 51
Eggs, fresh	0 31
Do., storage	0 31
Cheese, large	0 31 1/2
Do., twins	0 31 1/2
Potatoes, Lillooet, per ton	36 00
Fish—	
Frozen Halibut, per lb.	0 15
Salmon, Qualla, per lb.	0 17
Salmon, Cohoe, per lb.	0 16
Salmon, Spring, per lb.	0 17

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., March 5.—On March 3rd bread prices in Regina tumbled from 2 1/2c to 3c a loaf. The new prices to the consumers mean a saving of three loaves on the dollar. New prices are: wholesale, 13 loaves for \$1.00; retail, 10c a loaf, or 11 loaves for \$1.00. Former price to consumers was 8 loaves for \$1.00. A big increase in macaroni is reported, new price being \$4.20 per case. New prices on oranges are \$6.50, and lemons, \$8.00. Beans are lower at small white Japan, \$5.00, and Limas, per pound, 12 1/2c. Siam rice is down at \$8.40. Rolled oats show a considerable decline;

bails now being quoted at \$3.65. Creamery butter is down to 42c, and new laid eggs to 52c. Lard has declined to \$18.20 for 3's.

Beans, small white Japans, bu.	5 40
Beans, Lima, per lb.	0 12 1/2
Flour, standard, 98s	5 45
Rolled oats, boils	3 65
Rice, Siam, cwt.	8 40
Sago, lb.	0 12
Tapioca, lb.	0 13
Sugar, pure cane, gran., cwt.	10 99
Cheese, No. 1 Ontario, large	0 30
Butter, creamery	0 42
Lard, pure, 3s, per case	18 75
Bacon, lb.	0 47
Eggs, new-laid	0 52
Eggs, storage	0 65
Pineapples, case	5 75
Tomatoes, 3s, standard case	4 25
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18 1/2
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	10 25
Salmon, pink, tall, case	10 25
Pork, American clear, per bbl.	41 00
Onions, ton	59 00
Potatoes, bushel	1 15
Apples, Washington, box	2 90
Pears, Washington, box	4 00
Grapefruit	7 50
Cranberries, bbl.	15 00
Florida oranges	6 50
California oranges	6 50
Pineapples	5 75
Lemons	8 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 5.—Opinions in trade circles tend towards a belief that if the anticipated slump in prices is not likely to occur and that apart from seasonal changes, any downward tendency is due more to mistaken ideas of the future than to facts. Buying still cautious, however. Molasses, 90 to 95c. Eggs, fresh, 50c; case, 46c to 47c. Butter is higher, creamery 52c to 54c; dairy, 47c to 50c; tub, 42c to 46c. Canned goods are off in price. Tomatoes, \$4.00; corn, \$4.40; peas, \$2.90. Potatoes are slightly higher, \$3.25. Onions, \$1.75 to \$2.25. Lemons, \$6.50 to \$7.00. Oranges, Cal., \$6.50 to \$7.50.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	\$12 50
Cornmeal, gran., bags	6 50
Cornmeal, ordinary, bags	3 25
Rice, Siam, per 100	9 00
Molasses	0 90
Sugar—	
Standard, granulated	10 25
No. 1, yellow	9 75
Cheese, N.B., twins	0 29
Eggs, fresh, doz.	0 50
Eggs case	0 46
Breakfast bacon	0 30
Butter, creamery, per lb.	0 52
Butter, dairy, per lb.	0 47
Butter, tub	0 42
Margarine	0 33
Lard, pure, lb.	0 30
Lard, compound	0 27

Continued on page 74

PRODUCE AND PROVISIONS

A Meat Department Aids Business

The Addition of This Department Caused Business to Boom, and Was a Means of Attracting Trade to the Store—Some Simple Systems That Ensure a Successful Business

THERE is no question of a doubt," said Mr. Kent, of Hilton and Kent, Dundurn Street, Hamilton, "that a meat department is a very important factor in encouraging business. We have found it so in our experience."

Mr. Kent was a butcher by trade, and when he joined Mr. Hilton in partnership he strongly advised the addition to the store, that was then situated a short distance from the present site. Mr. Hilton was inclined to fear that such a department would be more of a risk than an advantage, but Mr. Kent held to his point, and finally succeeded in getting the co-operation of his partner in the new venture.

The success of the combination was never for a moment in doubt, he stated, and there can be no question that the added department went a good way in accounting for this success. "Business

grew like a weed," stated Mr. Kent, "and the department was never for a moment a danger point in the store's business. It always paid its way, and, more than that it was an incentive to draw many people to the store.

Attracts a New Trade

"Many people who moved out into this new locality had their affiliation with some store or stores in other parts of the city. In many cases they have been accustomed to deal with at least two different stores for their groceries and meats. But the occasion arises when they want some article in a hurry, and come to us for it, and you see, in this way we had two points of attraction, because we had the double service, and we found that this was a large factor in inducing many customers to come to the store. Once there, we aim to keep them by courteous, careful service, and we have found that we have been able to do

so. In this way we look to the meat department as having been a large factor in establishing our business.

"Is it a paying proposition? Well, we have found it so, and not only because of its aid in drawing trade, but in the actual revenue produced.

"Of course a meat department can be either an asset or a liability, depending upon the care with which it is operated. The items of waste and of overbalanced stock are factors that may very readily eat up any possible profit that might be derived from such a department. But there are ways of meeting these difficulties successfully, and with reasonable care and the same amount of salesmanship that you would expect to give in any other department the meat business may be successfully handled at a very fair profit.

A Basis of Quality Rather Than Price

"We have built up our meat business



Interior of the Hilton & Kent store, Dundurn St., Hamilton, Ont. The door showing on the left is the entrance to the meat department.

on a basis of quality rather than of price. In meats, more than any other line perhaps, people are anxious for the first quality, and we aim to give them that. We find that in doing so the matter of price does not very frequently arise, and we aim to make a reasonable profit on the meats sold. Where the matter does arise, we tell people plainly, that we charge these prices because we are buying the very best quality of meat that we can obtain, that other meats may be sold at lower figures, but that we would rather maintain the quality and suffer a loss of custom, because of higher prices, than to lose trade by lowering the quality. This has been an effective argument, and our trade now has come to a place where they rarely question a price. We of course make these prices as reasonable as possible, but at the same time we assure ourselves of a fair working profit."

Elements of Danger

In regard to the dangers that might arise in this department, the chief of these were, Mr. Kent thought, due to carelessness. In the first place there was the element of waste. That might or might not be a serious factor in regard to profit, depending almost entirely on how the salesmen looked after the stock. If it was allowed to lie about, or if it was cut indiscriminately, then there was an ever-increasing element of possible wastage. The trimming alone might very well make the difference between a profit and a loss. To avoid this difficulty it was their practice to keep as little stock as possible on display, and to keep the balance in the refrigerator where the meat was not so liable to dry out and discolor, and there was not the same necessity for incessant trimming.

Overbalanced Stock

Then there was the question of overbalanced stock. Unless the clerks in the meat department watched the stock and kept it moving evenly there was bound to be an over-accumulation of some cuts that could not be sold to advantage. It was there where real salesmanship made success a possibility. The clerk was in a position to sell pretty well what he wanted to sell, for it was seldom that a customer came into a store with a hard-and-fast decision as to just what she wanted in meats. In that way the meat business differs from other businesses. And for that reason also it is quite possible for a clerk to suggest lines that the store is overly well stocked in.

They had not left this matter entirely to the clerk. The clerk was apt, in many cases, to sell the cuts that were nearest to hand, and certainly the customer was inclined to ask for these cuts, so that when they found that certain cuts were running low they removed them from view. The customer, not seeing them on display, is less likely to ask for them, and in that way it is easier for the clerk to suggest other lines and to re-establish the balance of stocks on hand.

"We find that by adopting these simple expedients we can put our business on a thoroughly paying basis and give

our customers the service that means continued business."

BACON ORDERS PLACED

Orders for Ten Tons of Bacon Received by Canadian Packers—Will Dispose of Bulk of Accumulated Supply

ADVICES have reached the trade this week that the British Government has decided to place contracts with Canadian packers for about ten thousand tons of bacon. This announcement does much to clear the situation, and whereas this will not mean that surplus stocks are entirely cleared up, it represents as far as can be determined about two-thirds of total amount that has accumulated.

It is expected that restrictions will all be removed on marketing by March 31, and that an open market will again be established. What the change in method of selling will show is just a little hard to determine at present. However, Canadian packers are willing to stack up against other competition and feel that with the natural desire of the English consumer for Canadian bacon as against other lines, that they should be in a good position to hold this trade advantageously.

It is understood orders for bacon are being placed among the packers pro rata on the quantity offered.

CANADA'S STOCKS OF MEAT AND PRODUCE

The following statistics of produce show the stocks owned by the wholesalers licensed by the Canada Food Board, and the sales made by those wholesalers to retailers and all other purchasers other than wholesalers, shows what stocks have gone on for consumption from the warehouses of the wholesalers within the month. These data being compiled from the "Stock Forms" of the Canada Food Board are as complete as can be made from the reports received from the licensees. While the reports of certain wholesalers are lacking, yet the following statement covers the deal-

A SANE VIEWPOINT

A farmer recently went into the store of A. F. Choate & Son, Warsaw, Ont., to buy a broom.

"Well, what are your brooms worth today?" he asked.

Mr. Choate replied, "One dollar a piece." "Brooms are certainly one thing that have not advanced in price," replied the farmer.

It was somewhat difficult to grasp his meaning as Mr. Choate of course knew that brooms that are one dollar now were very much less a few years ago. The farmer noticed his puzzled look and added: "I could always get a broom for two dozen of eggs. Before the war that was always the price and I see they are the same price now as then."

Here was one farmer who appreciated the fact that other products in addition to those he had for sale himself had advanced. It is evident that A. F. Choate & Son have been keeping their customers in touch with advances in prices since the war began and this story indicates they are prepared to pay the higher prices. There is a splendid suggestion here for the entire trade.

ings of by far the larger number of wholesalers in the Dominion.

The grand total of Canada is as follows:—

Commodity and Unit	In transit	In warehouse	Sales to retail-ers, etc.
Eggs, doz.	1,843,426	3,999,281	3,488,000
Creamery Butter, lbs.	1,838,840	12,546,741	5,636,496
Dairy Butter, lbs.	425,434	1,874,968	599,813
Cheese, lbs.	1,288,433	5,331,535	2,450,042
Oleomargarine, lbs.	11,860	837,411	986,599
Lard, lbs.	37,163	3,145,016	2,107,062
Lard Comp'nd, lbs.	393,156	2,458,499	2,878,033
Beef, cured, lbs.	1,860,550	4,361,824	254,418
Beef, fresh, lbs.	2,228,003	36,702,654	13,812,244
Pork, cured, lbs.	191,417	32,855,077	5,393,621
Pork, fresh, lbs.	12,626	8,230,540	3,226,782
Mutton and Lamb, lbs.	126,848	4,239,170	1,942,400
Poultry, lbs.	182,393	2,237,690	606,311

WHAT CANADA HAS SENT TO BRITAIN IN FOOD

Quarter of a Million Tons of Meats, Dairy Produce and Eggs Purchased by British Ministry of Food up to End of 1918

Nearly a quarter of a million tons of meat, dairy products and eggs have been purchased by the British Ministry of Food in Canada up to the end of 1918. The exact total is 486,150,000 pounds.

The Provisions Section purchased directly 153,453 tons, made up of:—

	Tons.
Bacon and ham	86,438
Lard	420
Butter	222
Milk	1,674
Preserved meat	4,535
Frozen meat	60,164

In addition to this, the Dairy Produce Commission, on behalf of the British Ministry, purchased 80,622 tons of food, made up of:—

	Tons.
Cheese	65,956
Butter	3,988
Milk	10,334
Eggs	345
Total	234,075 tons.

LAST YEAR'S RECORD POTATO CROP

Last year 105,579,700 bushels of potatoes were grown in the Dominion on 735,192 acres, an average of 143½ bushels per acre. In 1917 the potato harvest of Canada was 79,892,000 bushels, produced on 656,958 acres, an average of 121½ bushels per acre. The total value of last year's crop was \$103,636,100, as against \$80,804,400 in 1917.

MARKETS BY WIRE

Continued from page 72

American clear pork	55 00	59 00
Beef, corned, 12	4 90	4 90
Tomatoes, 3s, standard, case	4 00	4 00
Raspberries, 2s, Ont., case	3 80	3 80
Peaches, 2s, standard case	6 00	6 00
Corn, 2s, standard case	4 40	4 40
Peas, standard case	2 80	2 80
Apples, gal., N.B., doz.	4 00	4 00
Strawberries, 2s, Ont., case	3 20	3 20
Salmon, Red, spring, cases	11 00	11 50
Pinks	14 50	15 00
Cohoos	8 50	8 50
Chums	0 16½	0 17
Evaporated apples, per lb.	0 16½	0 17
Peaches, per lb.	0 18½	0 19½
Apricots, per lb.	0 18½	0 19½
Potatoes—		
Natives, per bbl.	1 75	2 25
Onions, Can., 75-lb. bags	6 50	7 00
Lemons, Cal.	6 50	7 00
Oranges, Cal., case	7 00	7 50
Oranges, Florida	7 00	7 50
Grapefruit, case	0 09	0 10
Bananas, per lb.		

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, March 4.—The week's features are those of an advance of one cent per pound for best creamery butter in prints; a decline for various barrel pork, declines for ox tongue and roast shoulders, a firming of lard markets, and a stronger feeling for cheese. On the other hand there has been a further decline for eggs, and while there is a steadier basis, lower prices still may prevail.

The hog and beef markets are very firm, and advances seem likely to be made. Hog deliveries are light and receipts quickly picked up on arrival.

Firm Undertone On Fresh Meats

Montreal.
FRESH MEATS.—All through the list, on both hogs and beef, the undertone is decidedly strong this week. No advances have been made, but these are not distant, some think, if the present undertone is maintained for a few days. As far as hogs are concerned, these are picked up as quickly as delivery to the city is made. It is one of the contributing reasons for the strong market. Fresh beef is available at a range of quotations, dependent upon the quality, and there is a satisfactory movement.

Hogs, Dressed—			
Abattoir killed, small	\$24 50	\$25 00	
Sows	20 00	21 00	
Hogs (country dressed)	19 00	21 00	
Hogs, live			18 00
Fresh Pork—			
Leg of pork			0 32
Loins	0 34	0 36	
Tenderloin, lb.	0 42	0 44 1/2	
Spare ribs	0 20		
Trimmed shoulders	0 24 1/2	0 25	
Fresh Beef—			
(Steers and Heifers)			
\$0 22	\$0 30	Hind quarters	\$0 20 \$0 25
0 15	0 19	Front quarters	0 14 0 16
0 30	0 35	Loins	0 25 0 28
0 20	0 28	Ribs	0 20 0 26
0 15	0 17	Chucks	0 14 0 16
0 22	0 26	Hips	0 17 0 22
Calves (as to grade)			
			0 26 0 27
Lamb—fresh killed			
			0 26 0 28
Do., frozen			
			0 26 0 27
Sheep			
			0 20

Barrel Pork Less; Roll Bacon Too

Montreal.
CURED MEATS.—There is an easier basis for various barrel pork, and reductions amount to \$2 and \$5 per barrel. Roll bacon is also on a lower range basis this week, selling not being very brisk. Dry salt meats are somewhat lower in price also, and in fair demand only. For regular grades of bacon, and for the better qualities in particular, there is a fairly steady sale.

Cured Meats—			
Hams—			
Medium, smoked, per lb.—			
(Weights) 10-16 lbs.			0 37
16-20 lbs.			0 36
20-35 lbs.			0 34
Bacon—			
Plain	0 43	0 44	
Boneless, per lb.	0 46	0 47	
Bacon—			
Breakfast, per lb. (as to qual.)	0 88	0 45	
Roll, per lb.	0 32 1/2	0 33 1/2	
Dry Salt Meats—			
Long clear bacon, ton lots	0 25	0 26	
Long clear bacon, small lots	0 26	0 27	
Fat backs, lb.		0 30	
Barrel Pork—			
Canadian short cut (bbl.)	50 00	52 00	
Clear fat backs (bbl.) (40-50 pieces)		60 00	

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

Cooked Hams 49-51c; Shoulders, Tongue Less

Montreal.
COOKED MEATS.—While there is a certain amount of demand all the while, the sale for cooked meats is somewhat small. Cooked hams are selling this week at 49 to 51 cents per pound, and roast shoulders at 44 to 48 cents. Choice jellied ox tongue is also on a more favorable price basis at 44c.

Head cheese	0 15
Meat loaf with macaroni and cheese, lb.	0 29
Choice jellied ox tongue	0 44
Ham and tongue, lb.	0 32
Veal and tongue	0 25
Hams, roast	0 50
Hams, cooked	0 49 0 51
Shoulders, roast	0 44 0 48
Shoulders, boiled	0 44

Outlook For Lard Firmer

Montreal.
LARD.—There is more firmness of undertone to the lard market, and prices, while still showing considerable spread, are becoming steadier and higher. It is not improbable that, with a general firming of the hog price basis, there will be a maintenance of the higher prices that have been reached within the last week or two.

Lard, Pure—			
Tierces, 400 lbs., per lb.	0 26 1/2	0 28	
Tubs, 50 lbs., per lb.	0 26 3/4	0 28 1/4	
Pails, 20 lbs., per lb.	0 27	0 28 1/2	
Bricks, 1 lb., per lb.	0 27 1/2	0 29	

Shortening Basis Holds Steady

Montreal.
SHORTENING.—There is still some spread on shortening, but this is determined, quite largely, through the influence of lard. There is a steady and stronger feeling, with sales fair, though not large.

Tierces, 400 lbs., per lb.	0 25 1/2	0 25 3/4
Tubs, 50 lbs.	0 25 3/4	0 26 1/4
Pails, 20 lbs., per lb.	0 26	0 26 1/2
Bricks, 1 lb., per lb.	0 27	0 27 1/2

Slight Shading On Margarine

Montreal.
MARGARINE.—There is a tendency to reduce prices somewhat on margarine.

One dealer is quoting 33 1/2c on best grade, in prints, and as the selling is not brisk there is a tendency to lower prices somewhat.

Margarine—			
Prints, according to quality, lb.	0 32	0 33 1/2	
Tubs, according to quality, lb.			0 30

Butter Firms IC In Big Demand

Montreal.
BUTTER.—Under a very active demand butter is firmer in this market and is selling as high as 54c per pound in prints for best creamery. There is no indication of any change in the demand, and since storage stocks are not heavy there is every reason to anticipate a firm market for some time.

Butter—			
Creamery prints (storage)	0 53	0 54	
Creamery solids (storage)		0 52	
Dairy prints, choice	0 44		
Dairy, in tubs, choice	0 42		

Cheese is Firm; Stilton to 32c

Montreal.
CHEESE.—There is a good consumptive demand for cheese, even though dealers are not buying in big lots, but rather satisfying themselves with frequent buying in lots of one or more as required. Some are asking a little more for Stilton, as much as 32c being quoted.

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

Further Drop Puts New-Laid Eggs 47c

Montreal.
EGGS.—Fine weather is responsible for larger egg production and consequently egg prices continue to drop. At 46c there is a good demand for new-laid, and while there may be lower prices still, it is expected that the feeling will be steadier for some time now. Chicago prices being on a better basis and these being a governing factor to the Canadian trade.

New-laid	0 46	0 47
Storage		0 40

Poultry Held; Still Selling

Montreal.
POULTRY.—There are no changes of price for poultry and the market is held firmly. Selling of storage stock is active and there is a fair supply of this. With export sales probable it is to be expected that the undertone will be on the firm side.

Chickens, roast (3-5 lbs.)	\$0 38
Chickens, roast (milk fed)	0 43
Broilers (3-4 lb. pr.)	0 45
DUCKS—	
Brome Lake	0 47
Young Domestic	0 40
Turkeys (old toms), lb.	0 43
Turkeys (young)	0 45
Geese	0 30
Old fowls	0 36
Large	0 32
Small	0 30

Fish Movement Expected Better

Montreal.

FISH.—With the advent of the Lenten season it is fully expected that there will be a good steady demand for various kinds of fish. Prepared, smoked and pickled will figure largely in sales, and with supplies good these ought to be maintained on a steady and satisfactory basis. Supplies of various fish from both Atlantic and Pacific coasts are limited owing to adverse weather. In a general way there is little sale for oysters, prawns, lobsters, and the like.

FRESH FISH		
Haddock	0 09	0 10
Steak Cod	0 10	0 12
Market Cod	0 08	0 09
Flounders	0 09	0 10
Prawns	0 28	
Live lobsters	0 65	0 70
FROZEN FISH		
Halibut, large and chicken	0 20	0 21
Halibut, medium	0 22	0 23
Haddock	0 07	0 07½
Mackerel	0 15	0 16
Dore	0 14	0 15
Salmon Cohoes, Hd. and Dd.	0 21	0 22
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 12	0 13
Gaspe Salmon, per lb.	0 24	0 25
Whitefish	0 15	0 16
Whitefish, small	0 11	0 12
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 06½	0 07½
Sea Herrings	0 07½	0 08
Steak Cod	0 08½	0 09

Smelts, No. 1, per lb.	0 17	0 18
Smelts, No. 2, per lb.	0 14	0 15
Smelts, extra large	0 24	
Lake Trout	0 19	0 20
10m Cods, per bbl.	5 00	
Lake Herrings, bag, 100 lbs.	6 50	
Alewives	0 07	0 07½

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

PICKLED FISH		
Herrings (Scotch cured) barrel	13 00	
Scotia, barrel	14 00	
Do., half barrel	7 25	7 50
Mackerel, barrel	34 00	
Salmon, Labrador (200 lbs.)	27 50	
Salmon, B.C. (200 lbs.)	25 00	26 00
Sea Trout (200-lb. bbls.)	25 00	
Turbot (200 lbs.)	18 00	
Codfish, tongues and sound, lb.	0 15	
Eels, -lb.	0 16	0 17

OYSTERS		
Cape Cod, per barrel	\$15 00	
Batouche, per barrel	15 00	
Scallops, gallon	4 00	
Can No. 1 (Solids)	2 50	2 60
Can No. 3 (Solids)	7 25	7 50
Can No. 5 (Solids)	12 00	
Can No. 1 (Selects)	3 00	
Can No. 3 (Selects)	8 40	

SUNDRIES		
Crushed Oysters Shell, 100-lbs.	\$1 60	
Paper Oyster Pails, ¼-lb. per 100	2 25	
Paper Oyster Pails, ½ per 100	1 75	

Do., short, lb.	0 32	0 35
Hips, lb.	0 20	0 22
Cow beef quotations about 2c below above quotations.		
Calves, lb.	0 25	0 28
Lambs, whole, lb.	0 30	0 32
Sheep, whole, lb.	0 19	0 22
Above prices subject to daily fluctuations of the market.		

ONTARIO MARKETS

TORONTO, March 5—Live hogs are again a centre of interest, buyers wanting to bring price down, whereas sellers cannot see the lower prices. Eggs have declined and receipts are very heavy. Lard shows a stronger tendency and shortening has a firmer undertone in sympathy. The fish markets are shot through with "specials" which mean lower prices on practically the entire list.

Small Meats Firmer; Others Steady

Toronto.

FRESH MEATS.—The market on lambs and sheep shows strength this week and prices have advanced. There is little change to report in the situation on fresh cuts of meat, either beef or pork, quotations for the week generally being at levels shown last week. Live hogs went up around \$18 the end of last week and opened up around this figure early in the week, but buyers were trying to bring down to \$17.50, fed and watered basis. Whether they can effect this reduction is a question yet.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	\$24 00	
Live, off cars, per cwt.	17 25	
Live, fed and watered, per cwt.	17 50	
Live, f.o.b., per cwt.	16 50	
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 27	0 29
Loin of pork, lb.	0 33½	0 36
Tenderloins, lb.	0 43	0 45
Spare Ribs, lb.	0 20	
Picnics, lb.	0 21	
New York shoulders, lb.	0 24	
Montreal shoulders, lb.	0 25	
Boston butts, lb.	0 31	0 32
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 22	0 26
Front quarters, lb.	0 14	0 18
Ribs, lb.	0 22	0 28
Chucks, lb.	0 13	0 16
Loin, whole, lb.	0 28	0 30

Cured Meats Hold Unchanged

Toronto.

PROVISIONS.—There have been no price changes recorded in cured meats this week. A somewhat better demand locally is in evidence with supplies good.

Hams—		
Medium	\$0 31	\$0 33
Large, per lb.	0 29	0 31
Bacon—		
Skinned, rib in	0 45	0 46
Boneless, per lb.	0 49	0 50
Bacon—		
Breakfast, ordinary, per lb.	0 38	0 40
Breakfast, fancy, per lb.	0 44	0 46
Roll, per lb.	0 29	0 31
Wiltshire (smoked sides), lb.	0 34	0 35
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 27	0 28
Do., aver. 70-100 lbs.	0 25	0 26½
Fat backs, 16-20, lb.	0 30	
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	42 00	45 00
Short cut backs, bbl., 100 lbs.	50 00	54 00
Pickled rolls, bbl., 200 lbs.	48 00	52 00
Above prices subject to daily fluctuations of the market.		

Cooked Meats Holding Steadily

Toronto.

COOKED MEATS.—A steady market is shown in all cooked meats. Prices are unchanged and business fairly active. Sausages hold at declines noted last week.

COOKED MEATS		
Boiled Hams, lb.	\$0 50	\$0 51
Hams, roast, without dressing, lb.	0 51	0 52
Shoulders, roast, without dressing, per lb.	0 48	0 49
Head Cheese, 6s, lb.	0 16½	
Meat Loaf with Macaroni and Cheese, lb.	0 29	
Choice Jellied Ox Tongue, lb.	0 52	0 54
Ham and Tongue, lb.	0 32	
Veal and Tongue, lb.	0 25	
Above prices subject to daily fluctuations of the market.		

Lard Market Showing Strength

Toronto.

LARD.—A much stronger feeling is in evidence on lard, some export business developing which has produced this effect. There are some quotations in large quantities of 27½c per pound tierce basis to-day, but opinion is strong that 28c will be minimum by the end of the week. Local trade is picking up. Lard, tierces, 400 lbs., lb. \$0 27½ \$0 28. In 60-lb. tubs, ¼c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening Shows Signs of Strengthening

Toronto.

SHORTENING.—The market on shortening shows signs of strengthening in sympathy with lard, and there is no tendency to shade prices to any extent in evidence. Quotations though unchanged, are strongly held at following figures, tierce basis, per pound: Easi-first, 26¼c; Domestic, 25½c-26c; Peerless, 25½c; Cotasuet, 25½c-25¾c. Range for other brands follows: Shortening, tierces, 400 lbs., lb. \$0 25½ \$0 26. In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Margarine Shows Some Activity

Toronto.

MARGARINE.—Dealers report that sales seem to be somewhat better during the week, though for what particular reason there is no answer forthcoming. The market is holding steady and the prices are unchanged during the past few weeks.

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

Butter Shows Better Feeling

Toronto.

BUTTER.—There is a somewhat better feeling on the market for butter. It is understood there has been some move from Western Canada to the United States which will help the situation somewhat. There has also been some poor dairy butter moved out of stock here in Toronto, and these two factors have had a tendency to steady the market. Opinions varied as to what the

market may do, but the general feeling is that the situation will show little change for some time to come. Quotations are ruling at the following figures.

Butter—

Creamery prints (storage)	\$0 51	\$0 52
Creamery solids (storage)	0 50	0 51
Creamery prints (fresh made)	0 54	0 55
Creamery solids (fresh made)	0	0 52
Dairy prints, fresh separator, lb.	0 46	0 47
Dairy prints, No. 1, lb.	0 44	0 46

Lower Prices

Named on Eggs

Toronto.

EGGS.—An easier market is again shown this week. The prices are about 5c per dozen below those prevailing last week for the new-laid, and the heavy receipts that are coming in from day to day may influence prices even lower. The range of quotations early in the week to the trade were as follows:

Eggs—

New-laid, in cartons, doz.	\$0 47	\$0 49
New-laid, doz.	0 45	0 47

Some New

Cheese Offering

Toronto.

CHEESE.—Indications are that there is a little better new cheese being made. This has not reached proportions sufficiently great yet to make any appreciable difference in the market. Prices are holding firm.

Cheese—

New, large	\$0 28½	\$0 29
Stilton (new)	0 30½	0 31
Twins, ½c lb. higher than large cheese. Triples 1½c higher than large cheese.		

Poultry Stiffens;

Some Export Done

Toronto.

POULTRY.—The market on poultry generally has shown some signs of activity during the week. Prices being paid on fowl and chicken show advances over those of last week. The prices which are being quoted to the retail trade have also advanced to-day, being up about 2c per pound all the way around. There have been three carloads of poultry, mostly fowl and chickens, exported from this market. This has helped out the situation materially in some quarters where stocks were considered slightly heavy.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	\$ \$0 35	\$ \$0 35
Geese, lb.	0 15-0 20	0 20-0 25
Turkeys, old, lb.	0 26-0 30	0 35-0 36
Do. young, lb.	0 32-0 35	0 43
Roosters, lb.	0 22	0 23
Fowl, 4 to 6 lbs., lb.	0 30	0 30
Fowl, over 6 lbs., lb.	0 32	0 32
Fowl, under 4 lbs., lb.	0 25	0 25
Chickens, under 5 lbs., lb.	0 26	0 28
Chickens, over 5 lbs., lb.	0 26-0 27	0 30
Chickens, over 5 lbs., milk fed, lb.		0 32

Prices quoted to retail trade:

		Dressed
Hens, light	\$0 32	\$0 34
Do., heavy	0 34	0 36
Chickens, spring	0 38	0 40
Ducks	0 35	0 40
Turkeys	0 46	0 48
Geese	0 25	0 28

Fish Active;

Many "Specials"

Toronto.

FISH.—With the beginning of the Lenten season here fish dealers are out

with a lot of specials to the trade. This is shown in the price of ciscoes, which are being quoted as low as 12c per pound. Haddock are lower at 6c to 10c per pound; mackerel are from 9c to 10c per pound, and flat fish at 8c per pound. There has been a decline also in the price of white fish, which are now selling to the trade at anywhere from 12½c to 15c per pound. Dealers report a very good demand from both city and country trade, and these conditions are expected to prevail for the next few weeks.

FRESH SEA FISH

Cod Steak, lb.	\$	\$0 11
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 09	0 10

FRESH FROZEN SEA FISH

Cod Steak, lb.	0 09	0 09½
Do., market, lb.	0 05	0 07½
Flat Fish, B.C., lb.	0 08	0 10
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 05½	0 07
Haddock, headless, lb.	0 06	0 10
Do., heads on, lb.	0 07	0 08
Do., small case, 200 lbs., lb.		0 05
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 20	0 21
Do., large, lb.	0 21½	0 22
Herring, lb.	0 06	0 07
Mackerel, lb.	0 09	0 13
Salmon Cohoe, lb.	0 20	0 22
Do., Qualla, lb.	0 12½	0 13
Do., Red Spring, lb.	0 23	0 24
Do., Gaspe, lb.	0 24	0 25
Smelts, No. 2, lb.	0 08	0 09
Do., No. 1, lb.	0 12	0 15
Do., Extra, lb.	0	0 25
Tomeods, lb.		0 07

FROZEN LAKE FISH

Herrings, Lake Superior	0 03½	0 04
Do., Lake Erie, lb.	0 08	0 09
Mullets, lb.	0 07	0 08
Pickrel, lb.	0 14	0 15
Pike, round, lb.	0 09	0 10
Trout, lb.	0 17	0 18
Tubilees, lb.	0 09	0 10
Whitefish, lb.	0 12½	0 15

SMOKED FISH

Bloaters, 40 Count, box	1 50	2 00
Cod, smoked, lb.		0 11
Ciscoes, lb.	0 12	0 16
Digby Chick, bdl.	1 85	1 90
Boneless Digbys, box		2 50
Haddies, chicken	0 08	0 08½
Do., fillets, lb.	0 10	0 17
Do., Finnian, lb.	0 11	0 12
Herring, Kipperd, box	1 50	2 75
Shrimps, can		1 75

DRY AND PICKLED FISH

Cod, Acadia Strip, box	6 50	7 00
Do., Acadia Tablets, 1 lb., 20 to case	3 90	4 00
Do., Acadia Tablets, 2 lb., 12 to crate		5 25
Herring, Labrador, bbl.		13 00
Do., Do., keg		6 50
Do., Do., No. 4 size		5 60
Do., Do., No. 2 size		2 90
Do., Lake Superior, keg	5 00	5 25
Imperial, 25 lbs., loose, case		2 75
Mackerel, salt, 20-lb. kit		3 90
Quail on Toast, 24 1-lb. tablets, cs		4 00
Shrimps, headless, No. 1 size, tin	1 60	1 75
Do., Do., No. 3 size, tin		4 20
Skinless Fish, 100s, lb.		0 14
Sea Trout, keg		12 00
Whitefish, No. 1, keg		13 00
OYSTERS, No. 3 size package		
Do., No. 5 size package (4 1-6 (2½ gallons)		9 50
Do., No. 1 size package		15 50
Do., No. 1 size package		3 30
Shell Oysters, 800 count, bbl.		14 50
Do., Do., 1,000 count		13 00

WINNIPEG MARKETS

Hogs Show

Higher Prices

Winnipeg.

PROVISIONS.—A stronger feeling is evident in the hog market with prices advanced to 17¼c. This strength is the result of an improved export outlook and the Canadian market is also in sympathy with the United States market where prices have been fixed at 17½c.

Butter Quiet;

Margarine Selling

Winnipeg.

BUTTER.—There is very little trading in creamery butter, the majority of present stocks being held for export. Prices are steady at 47c to 48c per pound.

MARGARINE.—Trade in margarine is fair, due to the high prices of good creamery butter. Margarine prices are steady at 34c to 35c per pound.

Eggs Unchanged

But Likely to Decline

Winnipeg.

EGGS.—The egg market is seemingly governed largely by the weather. During the recent cold weather prices have been firmer. Canadian receipts should from now on begin to eliminate United States eggs, which have been coming on this market in large quantities. A large quantity of Chinese eggs have been selling on this market, and in some cases, it is said, dealers have been trying to dispose of them as domestic products. The quality of these eggs is much below the Canadian standard. Prices are fairly steady, though a decline is looked for.

Hams—

Light, lb.	0 34	0 36
Medium, per lb.		0 34
Heavy, per lb.		0 33

Bacon—

Breakfast, select, lb.	0 40
Backs	0 44
0 44	0 55

Dry Salt Meats—

Long clear bacon, light	0 29
Backs	0 33

Barrelled Pork—

Mess pork, bbl.	52 00
-------------------------	-------

Lard, Pure—

Tierces	0 30
20s	6 30
Cases, 5s	18 52
Cases, 3s	18 60
Tierces	0 25½
Tubs, 50s, net	12 87
Pails, 20s, net	5 40

Cheese—

Ontario, large fresh	
Manitoba, large fresh	

Butter—

Dairy	0 33	0 34
Fresh made creamery, No. 1 cartons		0 45
Fresh made creamery, No. 2		0 43½
Margarine	0 31	0 32

Eggs—

New-laid, doz.	0 43	0 48
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Poultry Shows

Little Movement

Winnipeg.

POULTRY.—Very little trading in poultry is being done on this market at the present time, and it is reported that holders are getting anxious regarding stocks on hand.

Fish Shows

Considerable Activity

Winnipeg.

FISH.—Heavy receipts of flatfish, chiefly soles, have come on this market. There is a good demand for all lines of fish and supplies are plentiful. While dealers expect prices will advance before they decline, there is no immediate prospect of any change.



COUNTRY PORK SAUSAGE

These Sausages are different

Only the very purest ingredients are used in the making of Schneider's Sausages. And they are made by people with a widespread reputation for the quality of the Sausages they produce.

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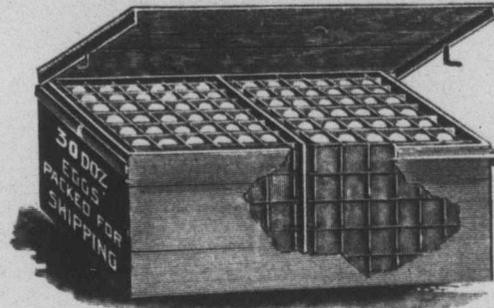
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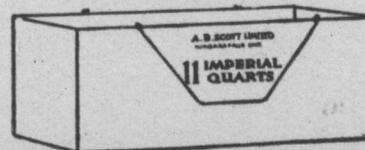


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White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
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BUTTER BOXES, EGG CRATES
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Send for trial order.

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Brand Line*
Prepared Herring

Sound, well-selected fish prepared by our well trained and expert girls in a clean, sanitary factory.

A special system of processing reduces the bones of these fish to a degree of softness where they are hardly noticeable. From their natural element until they are sealed in the cans labeled "Indian Chief" Brand Prepared Herring is but a matter of a very few hours.

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Sales**



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You run no risks whatever when you stock Brunswick Brand Sea Foods, whose delectable, wholesome qualities appeal to the most fastidious tastes.

Get stocked from the following list:

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

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Black's Harbor, N.B.

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if you have not stocked

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REGISTERED



Chicken Haddies

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Plants at Canso, N. S.
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Packers of the celebrated Maple Leaf Canned Codfish Flakes

Dried Fruit

Business is increasing, consequently the market is taking on more activity than for some time back. The usual Spring demand is developing which should be greatly increased this year on account of Fresh Apples being so scarce and high in price. Put before your trade a full range of Dried Fruits now, and be sure to place them where they can be easily seen, and you may feel assured of a splendid business for the next four months. The export demand to Europe has been incessant and for this reason stocks are quite depleted and not much chance of any lower prices—On the other hand there is every prospect of a big advance because our market after allowing for duty is three to five cents lower than California. We offer:

Santa Clara Prunes	- - - -	50/60	50s	17½
Santa Clara Prunes	- - - -	60/70	50s	16
Santa Clara Prunes	- - - -	70/80	50s	14½
Santa Clara Prunes	- - - -	80/90	50s	13½
Santa Clara Prunes	- - - -	90/100	50s	11¾
Santa Clara Prunes	- - - -	100/120	50s	9¾
	25-lb. Boxes ¼ higher			
Standard Peeled Peaches	- - - -		25s	18
Choice Peeled Peaches	- - - -		25s	19
Extra Choice Peeled Peaches	- - - -		25s	21
Dessert Peeled Peaches	- - - -	5-lb. cartons		1 15
Choice Unpeeled Peaches	- - - -		25s	19
Standard Apricots	- - - -		25s	18½
Choice Apricots	- - - -		25s	23½

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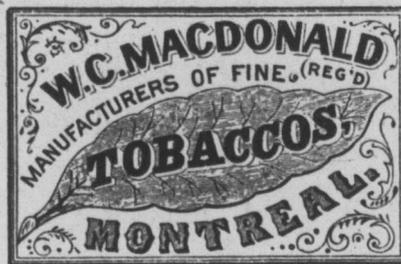
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Bostonian Cream. The ideal cleaner for kid and calf. Brown, gray, white, in fact, any other color or shade desired.
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- "BRIER"
- "INDEX"

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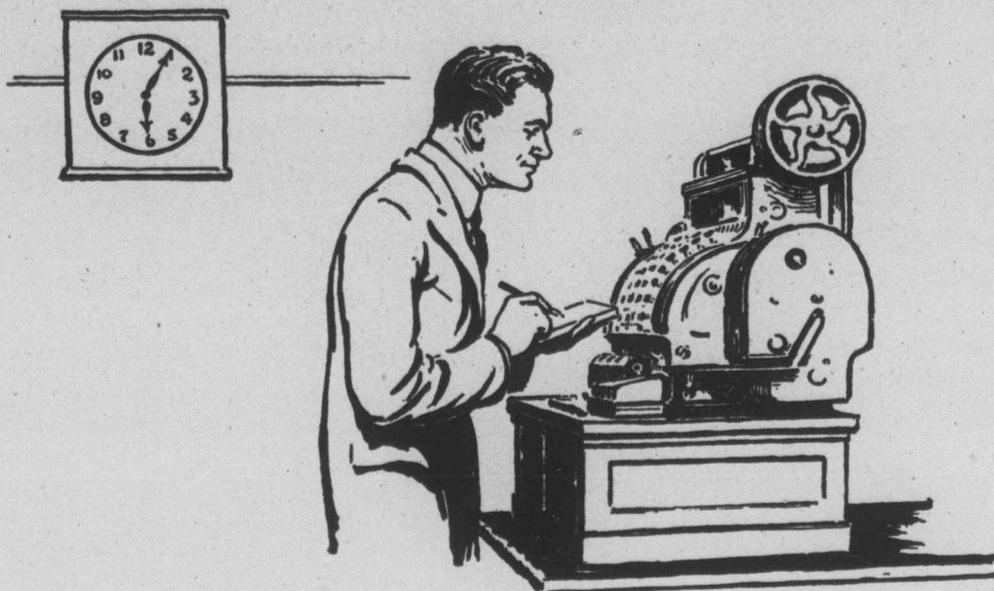
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On nights when the German air raiders were out, they sent up strange, luminous balls behind their lines and anchored them above the clouds—globes of fire which could be seen for forty miles or more. What these "onions" were, or how they were kept in stationary position above the clouds, is still a profound mystery. The Allies never learned anything about them, but the Allied night bombing crews steered their course to the Rhineland by the luminous buoys thus provided.

What is known about the onions is told by Lieut. J. Vernon McKenzie in the course of an article, "Raiding the Rhineland," in MARCH MACLEAN'S. It is an intensely interesting article, telling all about the great reprisal campaign which implanted the fear of war in the German civilian heart.

"NO HOPE FOR THE WETS"

"Already the temperance forces are lined up to stop any possible break in the prohibition dam," writes J. K. Munro, in discussing what is going to happen at the coming session at Ottawa. He predicts that Union Government will hold together, but that the habit it has contracted of promising everything asked is going to make a lively session. He expects:

Dry legislation at the earliest possible moment.
The moral reform forces in control.
No change in the Divorce Law.
Tariff concessions made to the West.

*The March number, in fact, is full of live, up-to-the-minute features.
The famous Canadian Ace, Lieut.-Colonel W. A. Bishop is on the cover.*

Some of the outstanding articles and stories are:

The Transformation (a new serial)—By Frederic S. Isham.

A Canadian King-maker (the story of Lord Beaverbrook in Britain)—By Maurice Woods.

Fitting in the Returned Soldier—By George Pearson.

The Three Sapphires—By W. A. Fraser.

The Strange Adventure of the Nile Green Roadster—By Arthur Stringer.

Fakers—and Others—By E. Ward Smith.

Lend Me Your Title—By Onoto Watanna.

A Shady Deal—By Archie P. McKishnie.

The City of Lost Laughter—By Mary Josephine Benson.

The Voice of Canada Interpreted

A new department starts in this number given over to summarizing and presenting opinion in Canada on outstanding topics, as reflected in the press. In this issue the department is given over to a careful compilation of opinion on the problems of the returned soldier.

Events of the World in the Remaking

Germany Ready for Trade War
Three-Year Marriages in France
No Solution in Ireland Possible?
Controlling Booze in Britain
Is Czar Still Alive?

Did Dr. Diesel Die?
The Secret British Ferry
The Poison That Didn't
The Problem
The German Spy in Holland

The Mysterious Sinn Fein Leader
Why Harrison Fought Lloyd George
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Many hundreds of merchants handle McCormick's Biscuits, for many reasons.

Chief of these are:—

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SECOND—They are made under the most hygienic conditions in a factory where sunshine and cleanliness reign.

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Different
Colors
from
Black and
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to Delicate
Pink



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Guaranteed Fresh Fruit and
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Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

CATSUPS—In Glass Bottles

	Per doz.
1/2 Pts., Aylmer Quality	\$1 90
Pts., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality 1 62 1/2	
	Per doz.
Pints, Delhi Epicure	2 70
1/2 Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1 1/2's (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
1 1/2's Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, 1/2 doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$10.	

EVAPORATED MILK

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

CONDENSED COFFEE

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

W. CLARK, LIMITED. MONTREAL.

Compressed Corn Beef—1/2s, \$2.90. 1s, \$4.90; 2s, \$9.25; 6s, \$34.75.	
Lunch Ham—1s, \$7.40; 2s, \$14.50.	
Ready Lunch Beef—1s, \$4.90; 2s, \$9. English Brawn—1/2s, \$2.90; 1s, \$4.90; 2s, \$9.90.	
Boneless Pig's Feet—1/2s, \$2.90; 1s, \$4.95; 2s, \$9.90.	
Ready Lunch Veal Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch, Beef-Ham Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Asst. Loaves—1/2s, \$2.50; 1s, \$4.50.	
Geneva Sausage—1s, \$4.40; 2s, \$9.40.	
Roast Beef—1/2s, \$2.90; 1s, \$4.80; 2s, \$9.25; 6s, \$34.75.	
Roast Mutton—\$7.25; 2s, \$14.50. square cans, \$48.00.	
Roast Mutton—1s, \$7.25; 2s, \$14.50; 6s, \$48.	
Boiled Beef—1s, \$4.80; 2s, \$9.25; 6s, \$34.75.	
Jellied Veal—1/2s, \$3.25; 1s, \$4.80; 2s, \$9.25.	
Cooked Trips—1s, \$2.90; 2s, \$4.90.	
Stewed Ox Tail—1s, \$2.40; 2s, \$4.40.	
Stewed Kidney—1s, \$4.40; 2s, \$8.40.	
Mince Collops—1/2s, \$1.90; 1s, \$3.85; 2s, \$6.90.	
Sausage Meat—1s, \$3.90; 2s, \$7.80.	
Corn Beef Hash—1/2s, \$1.90; 1s, \$3.90; 2s, \$5.90.	
Beef Steak and Onions—1/2s, \$2.90; 1s, \$4.90; 2s, \$8.90.	
Jellied Hocks—2s, \$9.90; 6s, \$30.00.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.40; 2s, \$8.40.	
Boneless Chicken—1/2s, \$5.90; 1s, \$9.00.	
Boneless Turkey—1/2s, \$5.90; 1s, \$9.00.	
Ox Tongue—1/2s, \$3.90; 1s, \$8.40; 1 1/2s, \$13.40; 2s, \$17.20; 3 1/2s, \$29.70; 6s, \$45.	
Lunch Tongue—1/2s, \$3.90; 1s, \$6.90.	
Beef Suet—1s, \$6.40; 2s, \$12.40.	
Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 5s, \$12.90.	
Mince Meat (Bulk)—5s, 19c; 10s, 18c; 25s, 17c; 50s, 16c.	
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.10; 1s, \$1.75; 2s, \$2.55; 3s, \$3.55. With Plain Sauce—Ind., \$1; 1s, \$1.65; 2s, \$2.40; 3s, \$3.40.	
Chateau Brand Concentrated Soups—Celery, \$1.25; Consommé, \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mulligatawny, \$1.45; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Vegetable, \$1.25; Chicken, \$1.45; Moeke Turtle, \$1.45; Tomato, \$1.25; Vermicelli Tomato, \$1.25; Assorted, No. 1, case, \$1.35; Soups and Bouilli, 6s, \$13.25.	
Clark's Pork and Beans, Tom. Sauce, Blue Label—Ind., 90s; 1s, \$1.25; 1 1/2s, \$1.90; 2s, \$2.30; 3s, \$3.25; 6s, \$12; 12s, \$30. Plain Sauce, Pink Label—Ind 55c; 1s, \$1.15; 1 1/2s, \$1.65; 2s, \$1.95; 3s (tall), \$2.95; 6s, \$10; 12s, \$10.	

Three good customer pleasers



Sell a housewife any of the Malcolm Milk Products and you can count on her coming back for further supplies.

Because the purity and the deliciousness of the Malcolm lines are such as will meet the expectations of your most critical customers.

Malcolm Milk Products are the equal in every respect of the imported lines. Why not sell them then for the good margin of profit they give you, as well as for the fact that in so doing you are building up a genuine Canadian industry.

The Malcolm Condensing Co., Ltd.

An All-Canadian Condensed Milk Company

ST. GEORGE

ONTARIO

On a busy Saturday night, which would you rather hand out - an explanation or Gold Dust?



MADE IN CANADA

THE R.K. FAIRBANK COMPANY LIMITED MONTREAL

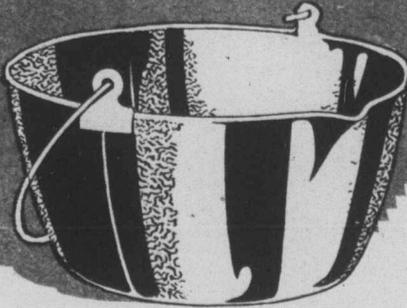
Let the GOLD DUST TWINS do your work.



VOL-PEEK

15 Cents

Mends Holes
in Pots and Pans



60% Profit in this Line

Vol-Peek makes big profits for the dealer. No expense—simply hand over the counter. Comes to you in an attractive display stand. Individually wrapped.

Vol-Peek appeals to the housewife. Mends all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at half cent per mend—easily applied (no tools required), and hardens quickly.

Order a display stand to-day of 24 packages, \$2.25. Vol-Peek is guaranteed and backed by our extensive advertising.

At your jobbers or direct.

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

Make Your Show Windows Pay Your Rent
Many Sales are made on the Sidewalk
Window Display Fixtures

A Wonderful set of Patented Interchangeable Window Display Fixtures for displaying Books, Stationery, Office Supplies and Sundries. Set will give 10 Years Good Service in effective trade pulling window trim.

The Fixtures you see above are only a very few of the designs that can be set up with the full set, besides hundreds of standard fixtures can be set up.

Made of Oak, either Golden, Antique or Weathered Finish. Set is put up in a Hardwood Hinged Lid Storage Chest, a good place to keep the extra Younts not in use. There are thousands of sets in daily use.

No. 20 Set has 89 Interchangeable Younts For Large Store Windows. \$38.50
No. 20½ Set has 50 Interchangeable Younts For Small Store Windows. \$23.10

Stock carried in Hamilton, Ont. Order direct or thru your jobber. Send for catalog. Patented and made in Canada.

The Oscar Onken Co. 4850 Fourth Street Cincinnati, Ohio, U. S. A

Salesmen Wanted

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

- Chili Sauce (red and gold label)—Ind., 90c; 1s, \$1.25; 1½s, \$1.90; 2s, \$2.30.
 - Vegetarian Baked Beans and Tomato Sauce—2s, \$2.25.
 - Sliced Smoked Beef—½s, \$2.40; 1s, \$3.40; 4s, \$24.
 - Canadian Boiled Dinner—1s, \$2.40; 2s, \$5.90.
 - Army Rations—Beef and Vegetables 1s, \$3.40; 2s, \$5.90.
 - Spaghetti with Tomato Sauce with Cheese—½s, \$1.40; 1s, \$1.90; 3s, \$3.30.
 - Tongue, Ham and Veal Pates—½s, \$2.35.
 - Ham and Veal Pates—½s, \$2.35.
 - Smoked Vienna Style Sausage—½s, \$2.45.
 - Pate De Foie—¼s, 75c; ½s, \$1.40.
 - Plum Pudding—½s, \$2.40; 1s, \$3.90.
 - Potted Beef Ham—¼s, 75c; ½s, \$1.40.
 - Beef—¼s, 75c; ½s, \$1.40.
 - Potted Tongue—¼s, 75c; ½s, \$1.40.
 - Potted Game (Venison)—¼s, 75c; ½s, \$1.40.
 - Potted Veal—¼s, 75c; ½s, \$1.40.
 - Potted Meats (Assorted)—¼s, 85c; ½s, \$1.45.
 - Devilled Beef Ham—¼s, 75c; ½s, \$1.40.
 - Beef—¼s, 75c; ½s, \$1.40.
 - Devilled Tongue—¼s, 75c; ½s, \$1.40.
 - Veal—¼s, 75c; ½s, \$1.40.
 - Devilled Meats (Assorted)—¼s, 80c; ½s, \$1.45.
- In Glass Goods**
- Fluid Beef Cordial—20 oz. bottle \$10; 10 oz., \$5.
 - Ox Tongue—1½s, \$14.50; 2s, \$19.70.
 - Lunch Tongue (in glass)—1s, \$9.90.
 - Sliced Smoked Beef (in glass)—¼s, \$1.80; ½s, \$2.80; 1s, \$3.90.
 - Mince meat (in glass)—1s, \$3.25.
 - Potted Chicken (in glass)—¼s, \$2.40.
 - Ham (in glass)—¼s, \$2.40.
 - Tongue (in glass)—¼s, \$2.40.
 - Venison (in glass)—¼s, \$2.40.
 - Meats, Assorted (in glass)—\$2.45.
 - Chicken Breast (in glass)—¼s, \$8.90.
 - Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.
 - Chili Sauce—10 oz., \$3.25.
 - Spaghetti with Tomato Sauce—½s, \$1.40; 1s, \$1.90; 3s, \$3.30.
 - Peanut Butter—¼s, \$1.40; ½s, \$1.90; 1s, \$2.30; in pails, 5s, 29c; 12s, 27c; 24s, 26c; 26c, 28c.

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, ¾-lb. jar, each... 2 25

Canadian Milk Products, Ltd.,
Toronto and Montreal.

KLIM

- Hotel \$15 50
- Household size 8 25
- Small size 8 75
- F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

- Manufacturers of the
Edwardsburg Brands Starches
- Laundry Starches—
- | Boxes | Cents |
|---|-------|
| 40 lbs. Canada Laundry ... | .09½ |
| 40 lbs., 1-lb. pkg., Canada White or Acme Gloss.... | .09½ |
| 48 lbs., No. 1 White or Blue Starch, 3-lb. cartons ... | .10½ |
| 100-lb. kegs, No. 1 white ... | .09½ |
| 200-lb. bbls., No. 1 white... | .09½ |
| 30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. ... | .11½ |
| 48 lbs., Silver Gloss, in 6-lb. tin canisters ... | .12½ |
| 36 lbs. Silver Gloss, in 6-lb. draw lid boxes ... | .12½ |
| 100 lbs., kegs, Silver Gloss, large crystals ... | .10½ |
| 40 lbs., Benson's Enamel, (cold water), per case... | 3.25 |
| Celluloid, 45 cartons, case.. | 4.40 |

Culinary Starch

- 40 lbs., W. T. Benson & Co.'s Celebrated Prepared ... 11½
- 40 lbs. Canada Pure or Challenge Corn 10½
- 20-lb. Caseo Refined Potato Flour, 1-lb. pkgs. 20
- (20-lb. boxes. ¼c higher, except potato flour)

GELATINE

- Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1 50
- Knox Plain Sparkling Gelatine (makes 4 pints), per doz... \$2 00
- Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. 2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND

CORN SYRUP

- Perfect Seal Jars, 3 lbs., 1 doz. in case \$4.00
 - 2-lb. tins, 2 doz. in case ... 4.55
 - 5-lb. tins, 1 doz. in case ... 5.15
 - 10-lb. tins, ½ doz. in case.. 4.85
 - 20-lb. tins, ¼ doz. in case.. 4.80
- (Prices in Maritime Provinces 10c per case higher)

- Barrels, about 700 lbs. \$0.06½
- Half bbls., about 350 lbs.07
- ¼ bbls., about 175 lbs. 07½
- 2-gal. wooden pails, 25 lbs... 2.15
- 3-gal. wooden pails, 38½ lbs. 3.25
- 5-gal. wooden pails, 65 lbs.. 5.25

LILY WHITE CORN SYRUP

- 2-lb. tins, 2 doz. in case... \$5.05
- 5-lb. tins, 1 doz. in case ... 5.65
- 10-lb. tins, ½ doz. in case.. 5.35
- 20-lb. tins, ¼ doz. in case.. 5.30
- (5, 10 and 20-lb. tins have wire handles)

INFANTS' FOOD

MAGOR, SON & CO., LTD.

- Robinson's Patent Barley— Doz 1 lb. \$4.00
- ½ lb. 2.00
- Robinson's Patent Groats— 1 lb. \$4.00
- ½ lb. 2.00

NUGGET POLISHES

- Polish, Black, Tan, Toney Red and Dark Brown \$1.15
- Card Outfits, Black and Tan.. 4.15
- Metal Outfits, Black and Tan.. 4.85
- Creams, Black and Tan 1.25
- White Cleaner 1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH

- Black Watch, 10s. lb. \$1.20
- Bobs, 12s 1 00
- Currency, 12s 1 00
- Star Bar, 9s, boxes 6 lbs.. 1 00
- Pay Roll, thick bars, 1 25
- Pay Roll, plugs, 10s, 6-lb. ¼ caddies 1 25
- Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. 1 00
- Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes ... 1 12
- Forest and Stream, tins, 9s, 2-lb. cartons 1 44
- Forest and Stream, ¼s, ½s, and 1-lb. tins 1 50
- Forest and Stream, 1-lb. glass humidors 1 75
- Master Workman, bars, 7s 3½ lbs. 1 20
- Derby, 9s, 4-lb. boxes 1 00
- Old Virginia, 12s 1 50
- Old Kentucky (bars), 8s, boxes, 5 lbs. 1 25

WM. H. DUNN, LTD., Montreal BABBITS

- Soap Powder, case 100 pkgs... \$5 05
- Cleanser, case 50 pkgs. 3 10
- Cleanser (Kosher), case 50 pkgs. 3 10
- Pure Lye, case of 4 doz. 5 95

Cash In On This Advertising

YET another big National Advertising Campaign has been prepared to create an even bigger demand for the only genuine original



Kellogg's

TOASTED

CORN FLAKES

PACKED IN THE ORIGINAL RED, WHITE and GREEN PACKAGE.

Every merchant should therefore get ready to cash in on this advertising—which consists of special colored work in a number of Canada's best magazines and a wide variety of daily and weekly papers throughout the country.

IMPORTANT: Kellogg's Toasted Corn Flakes are only made in Canada by

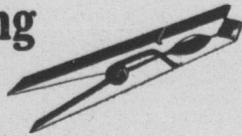
The Battle Creek Toasted Corn Flake Co., Ltd.

Head Office and Plant: LONDON, ONT.

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

W. C. EDWARDS & COMPANY, LTD.
OTTAWA - ONTARIO

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



RID-OF-RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about \$500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, \$1.80 per doz., \$1.00 per lb. in bulk

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



Oakey's "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:

Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

JELL-O

Made in Canada

Assorted case, contains 4 doz.	\$5 40
Lemon, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class	

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	\$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Lemon, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	2 00
12-oz. Glass, Screw Top, 2 doz. in case	2 40
16-oz. Glass, Screw Top, 2 doz. in case	2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 95
2's Tin, 2 doz. per case	4 45
4's Tin, 12 pails in crate, per pail	0 75
5's Tin, 8 pails in crate, per pail	0 90
7's Tin or Wood, 6 pails in crate	1 25
30's Tin or Wood, one pail crate, per lb.	0 17 1/2

BLUE

Keen's Oxford, per lb.	\$0 25
In cases 12—12 lb. boxes to case	0 21 1/2

COCOA AND CHOCOLATE THE COWAN CO., LTD.

COCOA—	
Perfection Cocoa, 1/2 lb., 1 & 2 doz. in box, per doz.	\$4 50
Perfection, 1/4-lb. tins, doz.	2 45
Perfection, 1/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 27
Supreme Breakfast Cocoa, 1/4-lb. jars, 1 & 2 doz. in box, doz.	0 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 35
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 50

Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90
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SWEET CHOCOLATE— Per lb

Eagle Chocolate, 1/4, 6-lb. boxes 28 boxes in case	0 30
Diamond Chocolate, 1/4, 6 and 12-lb. boxes, 144 lbs. in case	0 30
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 32
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 30
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 20

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 40
Milk Medallions, 5-lb. boxes in case, per lb.	0 40
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55

6c. LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	\$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 50 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 60 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	\$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans	\$3 25
Reindeer Brand, each 48 cans	3 75
Silver Cow, each 48 cans	3 40
Gold Seal, Purity, each 48 cans	3 25
Mayflower Brand, each 48 cans	3 25
Challenge Clover Brand, each 48 cans	7 75

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

FISH

Be ready for the increased demand during Lent. We offer:

Fresh Frozen Halibut
 Red Springs Cohoe and Qualla
 Salmon
 Steak and Medium Cod
 Haddock and Pollock
 Lake Superior and Sea Herrings
 Labrador Salt Herrings
 Finnan Haddie

Get our prices. We can save you money.

DUNCAN'S LIMITED

NORTH BAY, ONT.

Branches: Sudbury, Cobalt and Timmins

New Arrivals

Florida Tomatoes

6 Basket Carriers

California Cauliflower

California Celery

Also fresh shipments arriving every few days.

Florida Grapefruit

Stripes Brand

Finest Quality Shipped

WHITE & CO., LIMITED

Importers of Fancy Fruits and Vegetables

TORONTO

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead

*When buying
 insist
 on this brand*

Canada Food Board License No. 14-128



Custard that
 ompels
 ustom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
WATFORD MFG., Co., Ltd.
 Delectaland, Watford,
 England.

Freemans
 FOOD PRODUCT
Watford

EVERY DOG OWNER

throughout the World

Knows

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

Will you cater for
those in your town?

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

SPRATT'S PATENT LIMITED

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

or

24-25 Fenchurch Street, London, England.



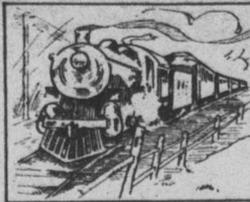
**The Soap for
all-round service**

Get your customers once thoroughly acquainted with the sterling merits of WONDERFUL SOAP and the repeat sales are assured. For Wonderful Soap gives a service, an all-round satisfaction-giving service, that is positively unexcelled by any other.

Guelph Soap Co.
Guelph, Ont.

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BUYERS' MARKET GUIDE

Latest Editorial Market News



Vogans

**Overseas
CAKE**

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO



STONEWARE

Buy Now—Butter Cocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co. Limited
Dominion Bank Bldg.
TORONTO

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

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

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

Agent:

W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto Beach 2170

The LV PICKLE

Manufactured by

GILLARD & CO., LIMITED

London, England

An English Delicacy of High Repute

Magor, Son & Co., Ltd., 403 St. Paul St., (Place Royale), Montreal.

SALT

All Grades.—Carloads.

THE DOMINION SALT CO., LTD.

Manufacturers and Shippers

SARNIA :: :: ONTARIO

All these ads will have position on a live page each week containing reading matter.

BUYERS' DIRECTORY

U.S. Government Buys Beans

Reports from the United States

indicate that the Government there

has bought 350 cars of pea beans

in Michigan at \$9.25, and 150 cars

in California at \$8.50, and this has

had a bullish tendency on the mar-

kets there. Another report is to

the effect that the United States

Government has purchased 80 per

cent. of the dry bean crop in the

States and are making inquiries

for beans here in Canada. It may

so happen that business will de-

velop which will clean up the heavy

accumulation of supplies now in

Canada and this would be a desir-

able thing.

* * *

Refined Sugar Being Exported

Advices have reached CANA-

DIAN GROCER that there is some

export business being done in re-

fined sugar from Canada, and re-

finers are hopeful this will con-

tinue. Supplies of raws are com-

ing through in good style and, with

a good export trade, Canada's pro-

duction should be maintained at a

high level.

COCOANUT

For immediate or future deliveries.

E. B. THOMPSON

20 Front Street East, Toronto

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

The TRENT MFG. CO., Ltd.

TRENTON - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO



Now is the time to see us regarding Salted Lake Herring in pails, tubs or half barrels. Write us at once. Herring any quantity, our specialty.

BOWMAN FISH CO.
66 Jarvis Street,
Toronto

GROCERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER

C. A. MANN & CO.

LONDON, ONTARIO

"Canada Food Board License No. 7-078"

BREAK NO FEARS! IT'S AN R.M. FLEXIBLE

Before Burning After Burning

GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE—SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS

R.M. Moore & Co., Ltd. Vancouver, B.C.
PACIFIC COAST MANTLE FACTORY

Ship us your

BUTTER, EGGS, POULTRY

Etc.

We pay highest wholesale prices
KAVANAGH PROVISION CO.
Bleury Street, Montreal

Phones:

Uptown 4620, Uptown 4621, After 7 p.m. Uptown 1980

TANGLEFOOT

The Non-Poisonous Fly Destroyer
The U. S. Dept. of Agriculture says in the Bulletin: Special pains should be taken to prevent children from drinking poisoned baits and poisoned flies dropping into foods or drinks.

These one-inch spaces only \$1.60 per insertion if used each issue in the year.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

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

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

WANTED

WANTED—GOOD CASH REGISTER; ALSO two show cases or silent salesmen. Deloro Trading Co., Ltd., Deloro, Ont.

A LARGE PACKING HOUSE REQUIRES THE services of a real, live progressive salesman 28 to 28 years old for country territories. Good opportunity for one who has initiative and selling ability. Reply in own handwriting, stating age, experience, salary expected and personal description. Box 500, Canadian Grocer.

WANTED—SECOND-HAND SILENT SALES- man. Not more than 4 ft. long and 34 in. high. Hopkins, Mark Co., Ltd., Kinmount, Ont.

REFRIGERATOR SUITABLE FOR MEAT AND butter, in store. Size about 60" and 28" and 6' high. Must be in good repair. F. W. Holt, Torrance, Ont.

FOR SALE

FOR SALE—1 TOLEDO SCALE, 1 OZ. TO 30 lbs., new computing; 1 Dayton scale, computing, 12 lbs.; 1 Dayton meat-cutter; 1 Eureka refrigerator, 8 ft. high, 4 ft. wide, 30 inches deep. Box 107, Burlington, Ont.

FOR SALE—A GOOD COUNTRY GENERAL merchandise business about 40 miles north of Regina. Present stock \$9,000.00, but will be reduced to suit purchaser. Turnover \$28,000.00. \$2,500.00 will handle. Buildings will be either rented or sold. Apply Box 496, Canadian Grocer, Toronto, Ont.

MEAT BUSINESS, ANNUAL TURNOVER \$1,300. Clear title. \$1,000 will handle it. No opposition. Good town and country trade. Good reason for selling. Apply Box 402, Canadian Grocer, 143-153 University Ave., Toronto, Ont.

WHITE COTTON
SUGAR LINERS
E-PULLAN
TORONTO

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

MERCHANTS' STATIONERY

150 EACH — LETTERHEADS, ENVELOPES, Statements and Shipping Tags—postpaid anywhere in Ontario, \$5.00. Other provinces, \$5.25. The Farmer's Printery, Beaverton, Ont.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL. Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

EMPTY BAGS FOR SALE

EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax, N.S.

EXPERIENCED LADY DESIRES POSITION IN Village General Store. Apply Box 508, Canadian Grocer, Toronto, Ont.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

SUPPLIES, LIMITED, KENTVILLE, N.S., Manufacturers Agents. We have four live salesmen covering the Maritime Provinces, both the retail and wholesale trade. We are open for good lines on a commission basis.

THE "WANT" AD.

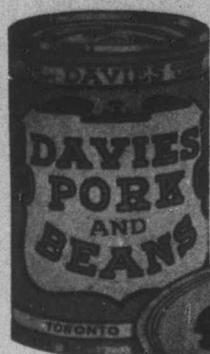
The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

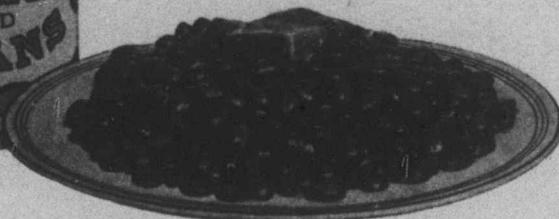
The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.



A quick, bright seller!



A healthful food product—representing the best form of nourishment—at low cost

EVERYBODY who has tasted *Davies Pork and Beans* says: "Fine! Couldn't be nicer!"

And no wonder. These beans are all hand sorted; and finer, sounder, firmer beans you couldn't wish for. Carefully cooked and accompanied by a tasty piece of choice pork they're simply *delicious!*

We put them up in attractively labelled tins in three sizes—1's, 1½'s and 2's (11 oz., 16 oz. and 20 oz.) and in addition to being steady, "all-the-time" sellers they lend themselves admirably to effective window and counter display.

Order a few cases and watch your sales grow bigger! We sell them plain or with Tomato Sauce (put up in 2 doz. to the case).

Let our Traveller take your order—or send us a postal card.

Sold in 1's (11 oz.), 1½'s (16 oz.) and 2's (20 oz.) Tins
PLAIN AND WITH TOMATO SAUCE

THE DAVIES COMPANY
WILLIAM LIMITED

TORONTO

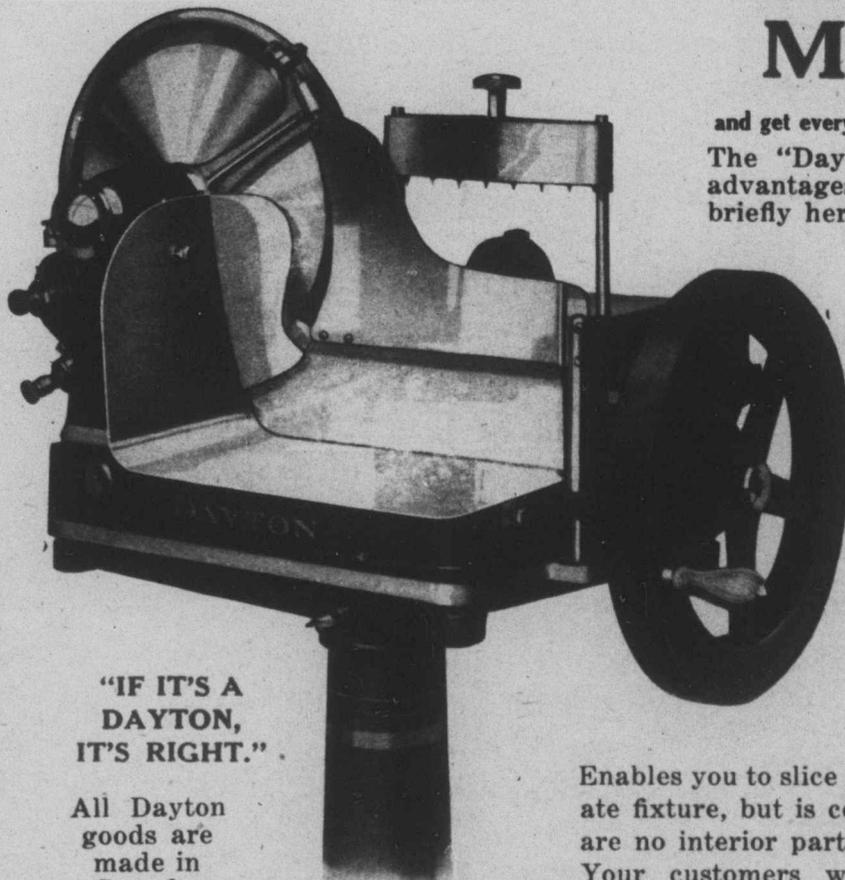
BRANCHES AT MONTREAL AND HAMILTON

Canada Food Board Packer's License No. 13-50

It slices to the last shred!

There's where your own personal profit lies, Mr. Grocer, in that piece at the end of the ham. The profits on the rest of the ham go to the landlord—for your clerks' wages—for other expenses. Did you ever stop to think of that? Slice every shred of the meat—and sell it—you can do it, or your greenest clerk can do it neatly and "to the Queen's taste" with a

Dayton Silent Meat Slicer



"IF IT'S A
DAYTON,
IT'S RIGHT."

All Dayton
goods are
made in
Canada.

and get every cent of the profit that is coming to you.

The "Dayton" gives you many exclusive advantages. We can mention them only briefly here: (1) Swinging Safety Gauge; (2) Removable Sanitary Opalite Receiving Pan; (3) Dayton Special Meat Guide; (4) S. K. S. Special Ball-Bearings; (5) Removable Knife Shield; (6) Double Automatic Grinder Sharpening Device; (7) Extra Heavy Power Wheel (40 lbs.); (8) Damascus Steel Blade (10½ lbs.); (9) Swivel Pedestal; (10) Removable Brass Scrap Pan.

The End Holder
Is New and Good

Enables you to slice to the last shred. Is not a separate fixture, but is complete with the clamp. There are no interior parts to become clogged with meat. Your customers will like being served from a "Dayton."

OUR LATEST CATALOGUE DESCRIBING THIS SPLENDID MONEY SAVING APPLIANCE AND MANY OTHERS
IN THE BIG DAYTON FAMILY IS YOURS FOR THE ASKING. WRITE FOR IT TODAY.

DAYTON COMPUTING SCALES

Royce and Campbell Aves., Toronto

Frank E. Mutton,
Vice-Pres. and General Manager

Division International Business
Machines Company, Limited

Also makers of International Time Recorders and Hollerith Electric Tabulators.