

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV.

PUBLICATION OFFICE: TORONTO, MARCH 19, 1920

No. 12

THIS is the standard package of Corn Flakes — the same reliable Corn Flakes you have handled for the past twelve years.

It has always been profitable for the retailer, because it has always satisfied the consumer.

It is still the standard. It is still growing in popularity. Additions to our plant were necessary to take care of the increasing demand.

**THE BIG PACKAGE
HIGHEST QUALITY**

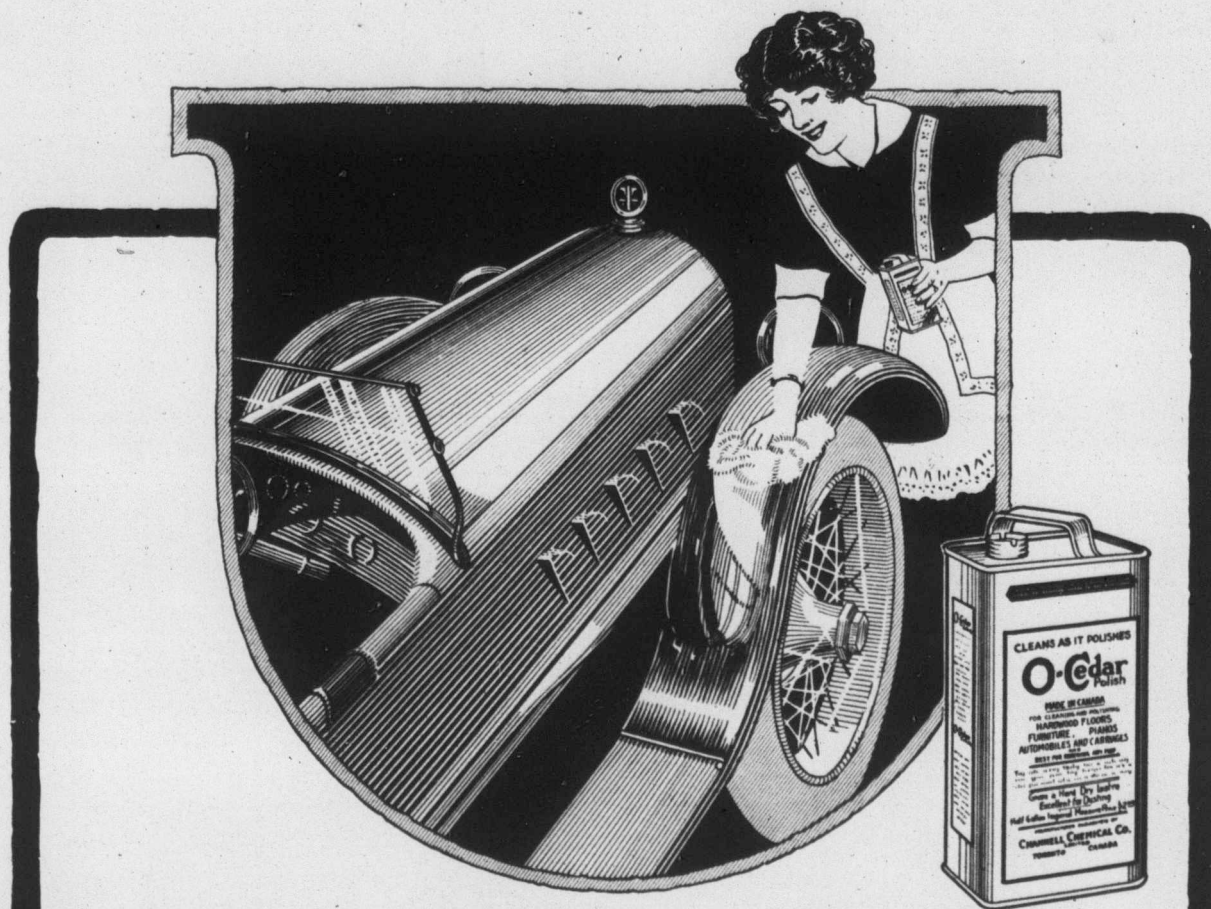
The words "MADE IN CANADA" and "LONDON, ONT." in red across the face of every package are your guarantee of Quality.



ALL CANADIAN
STOCK-HOLDERS
ALL CANADIAN EMPLOYEES
ALL CANADIAN EATERS

Only Made in Canada by
THE BATTLE CREEK TOASTED CORN FLAKE CO., Limited

LONDON, ONT.



Price — Quality — Service and Satisfaction

A RETAIL store may make a success through special attention to one or more of the above features.

But for a manufactured product to make a real success, it must have all of them.

O-Cedar Products have been giving satisfaction ever since introduced. Let us examine the basis for that satisfaction.

First, they are sold to the public at a reasonable and popular price.

Secondly, they possess a quality which is apparent to all who use them.

Thirdly, they perform a service which renders them invaluable to the housewife.

These three features of O-Cedar Products work together for that attainment which is the manufacturer's ultimate aim—satisfaction.

That O-Cedar Products do embody these characteristics, is proved by the ever-increasing consumer demand that has been built up for them.

That they do give satisfaction is evidenced by the manner in which people continue to purchase them after giving them fair trial.

They have to-day the prestige which a product can attain only by giving satisfaction.

A merchant may increase his prestige by linking-up his local advertising with the O-Cedar country-wide advertising.

There is enhanced prestige and greater profit in store for the dealer who will identify himself with the sale of O-Cedar products.

CHANNELL CHEMICAL COMPANY, LIMITED
TORONTO

O-Cedar Polish

Why grocers sell more *Borden's* Milk Products

The public has confidence in Borden's Milk Products. They know that for over 60 years they have won leadership and maintained their unequalled reputation through sheer merit and quality. They know that purity is the keystone of the Borden Institution—a protection that begins at the source of supply until the finished guaranteed product is sealed under the Borden label.



Grocers sell more and realize greater profits on Borden Milk Products because of this reputation for purity and quality. Most dealers say that they get their best and quickest turnover on milk products, selling Borden's exclusively.

Send in your order to-day and replenish your stock.

SIX CANADIAN FACTORIES

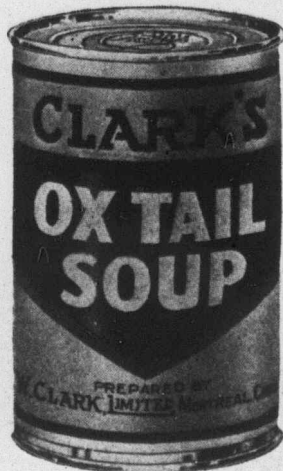
The
Borden
CO., LIMITED

Leaders of Quality

MONTREAL

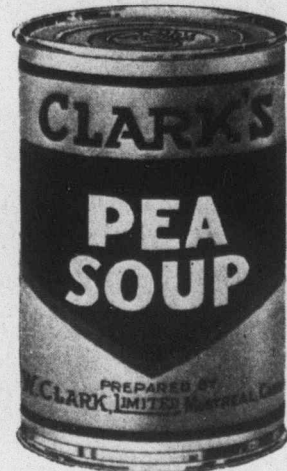
VANCOUVER

CLARK'S SOUPS



AND
OTHER
GOOD
THINGS
are

MADE IN CANADA
BY CANADIANS



That is one reason, Mr. Grocer, why you should push their sale, but there are other and better reasons.

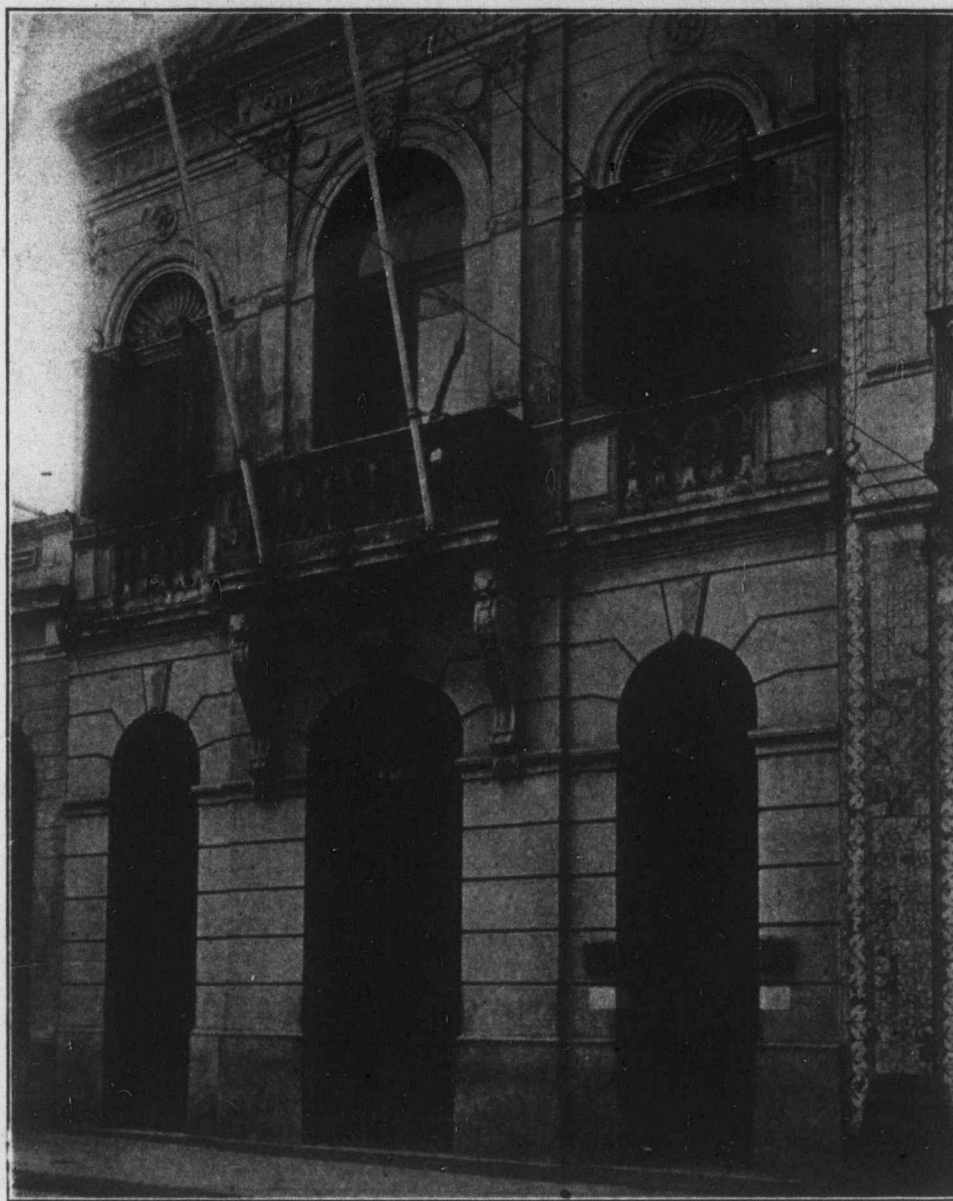
CLARK'S SOUPS are unsurpassed by any other soups offered for sale in Canada. The purity and high quality of the ingredients, together with the expert supervision of their preparation ensure this.

THE DEMAND is good, and is being continually increased by extensive advertising.

A well-assorted stock will mean an improvement in your profits.



W. CLARK, LIMITED -- MONTREAL



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

We are in a position to offer the Canadian Trade large quantities of all varieties of Heavy and Fine Chemicals, Agricultural Chemicals and Sundries, as well as all other products for Chemical, Soap, Paper, Dyeing Industries, Tanneries, etc.

The technical services of our chemical engineering experts are at your disposal for advice and information regarding production methods and use of proper materials.

J. ARON & COMPANY, Inc.

NEW YORK

Canadian Representatives:

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

HIP-O-LITE MARSHMALLOW CREME

(Ready-to-use)

*Now Made in Canada by
Bowron Bros.*



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



32 oz.
Screw Top Jar.
1 doz. to case.
Wt. 18 lbs. per case
\$5.50 doz.



16 oz.
Mason Jar Screw Top
1 doz. to case.
Wt. 19 lbs. per case
\$3.50 doz.



1 Pt.
Fibre Carton.
1 doz. to case.
Wt. 10 lbs. per case
\$2.60 doz.



Half Pint.
Fibre Carton.
4 doz. to case.
Wt. 20 lbs. per case
\$1.75 doz.

ALL SIZES QUOTED ARE IMPERIAL MEASURE

An exquisite Marshmallow of spreadable consistency, light, tender and short. It is used for desserts, cake fillings, frostings, sauces and a hundred and one delicious dishes. Always ready for use—no cooking and the contents of these handy containers will not spoil after opening.

HIP-O-LITE offers an excellent profit. Take for instance the 16 oz. size jar (the big family size seller), this costs you 30c and sells for 40c.

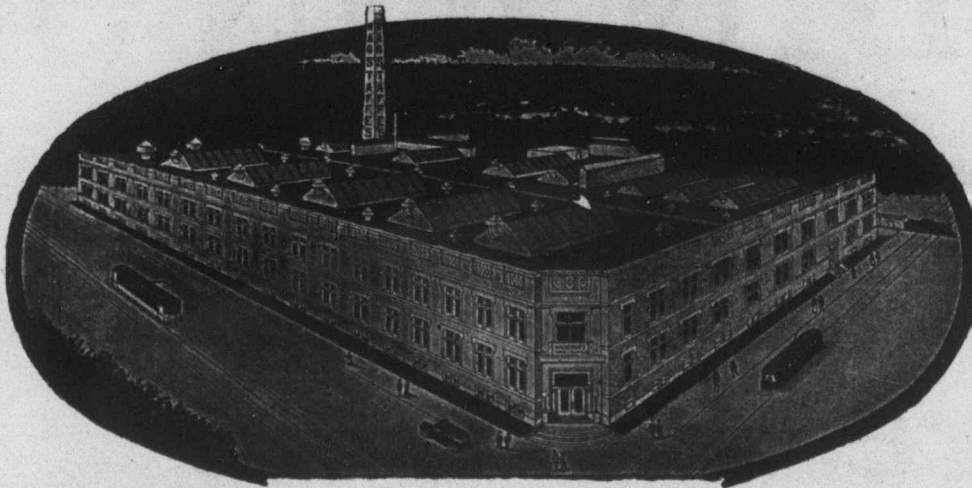
A national advertising campaign in leading magazines is daily creating a demand for **HIP-O-LITE**—the delicious Marshmallow Cream that is "different."

On drop shipments of 100 lbs. or over we pay the freight. Send for our free booklets on simplified candy-making, dessert recipes, etc. A post card brings any quantity you wish. Order **HIP-O-LITE** from your wholesaler or send his name to us with your order and we will ship direct.

BOWRON BROS., Limited

Hamilton, Canada

WAGSTAFFE'S



**New
Season's
Seville
Oranges
just arrived**

WAGSTAFFE LIMITED
HAMILTON - ONTARIO - CANADA

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

We are now making delivery of our

**New Season's
Celebrated**

Seville Orange Marmalade

All Orange and Sugar, No Camouflage

Order from Your Wholesale Grocer

Wagstaffe Limited

Pure Fruit Preservers

Hamilton - - - - Canada

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

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

ROBINSON'S Ice Cream Cones Are the Best

1. Best Quality

2. Best Service

3. Best Prices

Nothing Just as Good

Sold Exclusively by

Maple Crispette Co., Ltd.

MONTREAL

East of Great Lakes and British Columbia



Delightful Treat for the Whole Family

Small's *Forest Cream Cake Icing* and *Bread Spread* is delicious, nourishing and economical, ready prepared for sandwiches, filling and icing cakes. Packed in one, two and a half, and thirty pound tins.

PANCAKES have a new zest and a taste that lingers when sprinkled with Small's *Forest Cream Maple Syrup*. Fresh and pure as the Northern snows, and smacks well of the Canadian forest. Remember the little name "SMALL'S" and insist on it. The original. Established ninety-five years. At leading grocers throughout the world.

SMALL'S LIMITED, MONTREAL

NOTICE The above artistic ad. appears in *The Canadian Home Journal*, *MacLean's National Magazine* and other like magazines in Canada. We are also advertising in the *Farmers' Magazine*, *Toronto Farmers' Advocate*, *Canadian Power Farmer* and *Grain Growers' Guide*, of Winnipeg. The above-mentioned journals reach nearly 400,000 of the best homes in Canada, exceeding approximately 1,000,000 readers.

Small's Brands are of long standing, the result of many years of experience. We are continually making improvements where we find it possible. The merits of Small's Brands have been appreciated and recognized the world over having received gold and silver medals and diplomas from all leading countries, including the Orient. We make no concession or allow no special discounts to departmental or chain stores, but to jobbers only. We feel that by handling Small's Brands mutual satisfaction will be the continual result.

"Hold fast to quality" (John Wanamaker).

SMALL'S LIMITED, MONTREAL

YOU CANNOT IGNORE THESE FACTS

Jackson's Camphorated Floor Wax

IS A BETTER ARTICLE FOR LESS MONEY

It is the first successful post-war aggressor against high prices.
"WE WANT MORE" is what we hear from hundreds of enthusiastic merchants.

Made by **T. S. Jackson's & Sons, Limited**, London, England

Sole Agents in Central Canada: F. MANLEY, 42 Silvester-Willson Bldg., Winnipeg

MAGIC

brings you a fair profit
in cash and

EARNS A SPLENDID RETURN
IN SATISFACTION AND GOODWILL

Tell Your Jobber to Get It for You, from

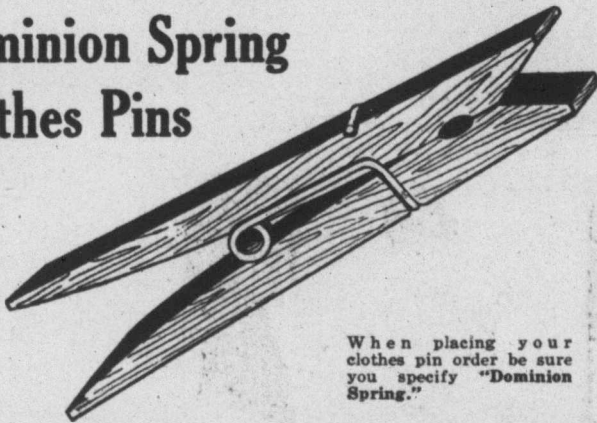
The Herald Brokerage Company, Winnipeg & Calgary



Can I Recommend Magic for Washing Lingerie?

Yes! Your customer will find that the use of Magic will make all that old-fashioned TUB-VIOLENCE UNNECESSARY

Dominion Spring Clothes Pins



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

There's greater Satisfaction

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

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

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

RICE

RICE FLOUR

RICE MIDDINGS

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

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

D. W. ROSS COMPANY
Agents
MONTREAL

If Herrings Were Silverware!



**“Wallace’s”
Would Be the
Sterling Mark**

WALLACE FISHERIES LIMITED
VANCOUVER

Y & S

STICK LICORICE

in 10c Cartons



Everything in Licorice for all
Industries using
LICORICE
in any form.

Made in Canada by

National Licorice Company
MONTREAL

BAGS

AND COTTON LINERS



The Highest Prices Paid

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

Scientific Reclamation of Commercial Waste

E-PULLAN

TORONTO

“FISH”

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

LEMON BROS.

Owen Sound, Ont.

**QUAKER BRAND
GOODS WILL PAY**

An interesting and we believe demand-
creanter newspaper advertising cam-
paign is starting in the West.



We will need the Grocers'
co-operation

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

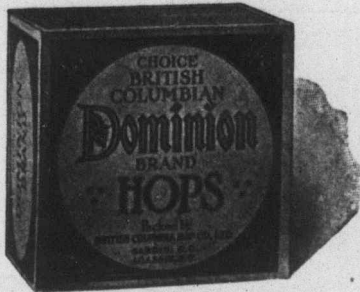


HOPS

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

Ranches located at
Sardis, Agassiz,
B. C.

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



Largest Hop Growers in Canada

Write for Prices—Samples

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

DESICCATED COCOANUT

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

Our agents are:

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

Dodwell & Co., Ltd.

Importers & Exporters
VANCOUVER

—One Buyer said:—

If there's one firm in Van-
couver that will supply me
exactly the

SALMON

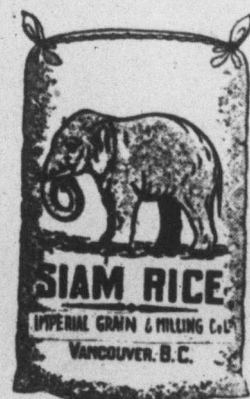
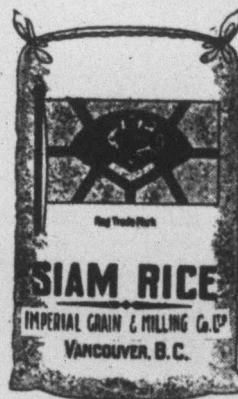
I want

IT'S



Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.

Vancouver
Canada

Importers — Exporters

Handlers: Beans, Nuts, Potatoes

C. T. NELSON

Grocery Broker and Manufacturers' Agent

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

VICTORIA - VANCOUVER

PETER LUND & COMPANY

Manufacturers' Agents

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

British Columbia Territory

Interested manufacturers please communicate.

505 Metropolitan Bldg., Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.



EVERY MORSEL EDIBLE
AND DELICIOUS

Said the Manager:

"I maintain such high standards of cleanliness and quality that I can thoroughly relish any can of

"ALBATROSS" PILCHARDS

Clayoquot Sound Canning Co., Ltd.

VICTORIA

AGENTS:

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



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



Mr. Grocer — It invariably works out like this.

Made in
Vancouver



Made in
Regina

When Writing to Advertisers Kindly Mention this Paper

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEGIMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALIES

THE McLAY BROKERAGE CO.

WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS*Take advantage of our Service*

WINNIPEG

MANITOBA

Richardson Green, Limited

MANUFACTURERS' AGENTS

Calling upon the Grocery, Hardware and
Drug Trade.

Winnipeg

Regina

Edmonton

Calgary

Saskatoon

We work The Retail Trade

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches at

Regina, Saskatoon, Calgary, Edmonton

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

810 Confederation Life Bldg., Winnipeg

We have the facilities for giving manufacturers
first-class service.

When writing to Advertisers kindly
mention this paper.

HERALD BROKERAGE CO.

Manufacturers Agents & Commission Brokers
*We work the Retail Trade*617 McIntyre Block
Winnipeg16 Board of Trade Bldg.
Calgary

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Specializing in Food Products of all kinds: World-wide connections: Representing the largest of Canadian, American, European and Oriental Shippers: Our own sales staffs; trained, experienced and efficient: Open to represent live manufacturers and shippers whose lines do not conflict with present principals. If interested in the Western field and want maximum results, get in touch with us.

The Best in the West

Head Office : WINNIPEG, MAN.

Branches at:

REGINA, SASK.

SASKATOON, SASK.

CALGARY, ALTA.

EDMONTON, ALTA.

VANCOUVER, B. C.

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRUCKAGE
STORAGE
DISTRIBUTION

"ALWAYS ON THE JOB"

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

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

STORAGE

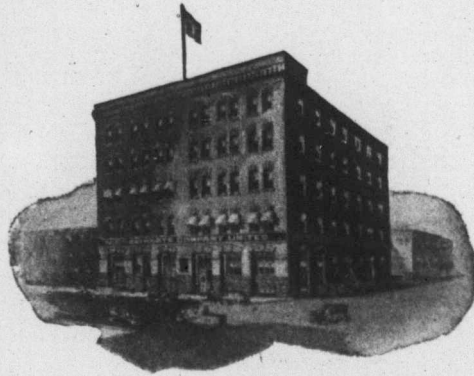
DISTRIBUTING

FORWARDING

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA



CHRISTIE'S BISCUITS and ROBERTSON'S CONFECTIONERY

are both marketed in Western Canada by us.
Both lines are having big sales.
For the same reason your goods should be
among the big sellers.

Scott-Bathgate Co., Limited

Wholesale Grocery Brokers and Manufacturers' Agents
149 Notre Dame Ave., East
WINNIPEG

W. H. ESCOTT CO. LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—
Commission Merchants

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

SALES FORCE

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

We make ourselves your BUSINESS RIGHT ARM in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

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

The Norcanner Brand



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

Bravo Brand Sild Sardines

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



Your jobber can supply you.

NORCANNERS, LIMITED STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:
A. S. May & Co. Donald F. T. Win
Montreal Toronto Win

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

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

WHEN WRITING TO ADVERTISERS
KINDLY MENTION NAME OF THIS
PAPER

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

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

ALBERTA

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

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

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

Jam Manufacturers, Confectioners and Picklers, etc.
Fruit pulps of all kinds, Canned Goods, Tomato Puree, Anchovies, Nuts, Peels in Brine, etc., etc.
F. KESSELL & COMPANY
7-8 Railway Approach,
London Bridge, S.E. 1, England

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



MACARONI
The pure food that builds Muscle and Bone at small expense
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

When Writing to Advertisers Kindly
Mention this Paper

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

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

**Look These Over
THEN ORDER**

HALL SALMON, EPPS COCOA,
SYMINGTON'S SOUPS AND GRAVIES,
MAPLEINE, THIS SARDINES,
HERRINGS.

J. C. THOMPSON COMPANY
MONTREAL, QUEBEC

AGENCIES WANTED

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

H. S. JOYCE,
Room 903 Southam Bldg., Montreal

PAUL F. GAUVREAU

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

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

AGENCIES WANTED

For food products, jams and confectionery lines for the Province of Quebec, also for Egypt, Roumania, Bulgaria, Turkey, Greece and Italy. Good connections and best references. Levant-American Mercantile Co., Ltd., 408 Power Bldg., 83 Craig W., Montreal.

WANTED

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

SILCOX & DREW
33 NICHOLAS ST., MONTREAL

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

MANUFACTURERS

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

O. M. SOLMON

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

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

A. H. M. HAY

*General Produce & Lumbermen's
Supplies*

Phone 5311 98 St. PETER ST.
Residence 6383 QUEBEC

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKER

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

MARITIME PROVINCES

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

47-49 Upper Water St., Halifax, N.S.

Grecian Currants

WE ARE EXCLUSIVE AGENTS and we can supply in quantities, the famous "FILIATRA CURRANTS" fine cleaned stock, crop 1919, and other Brands, also figs. Write for prices.

On inquiries we can quote the best prices on Fancy Bluerose rice, coffee, Norwegian sardines, cigarette paper, etc.

Levant-American Mercantile Co.
LIMITED
Montreal, Canada

**SHEELY-MOTT,
COMPANY**

Brokers & Manufacturers' Agents
MONTREAL

NOW SELLING

Harry Horne's Double Cream Custard and all other Double-Cream Products.

Tartarine.

"Cooke Brand" Peas.

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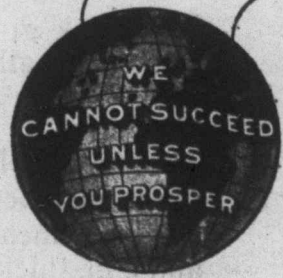
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CANADA

CANADIAN GROCER

Vol. XXXIV.

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No. 12

Will Fixing Resale Price Be Justified

Evidence at Hamilton Investigation and Various Comments Indicate Such Will be the Case—Status of Chain and Department Stores — “Corner Grocery” an Economic Necessity—Did Retailers Meet to Fix Prices?

Synopsis of Probable Conclusions.

FROM the trend of the evidence submitted and comments of the Board of Commerce Commissioners, W. F. O'Connor, K.C., and James Murdock, in connection with the investigation in Hamilton last week into the alleged combine of wholesalers, retailers and manufacturers, one is able to draw a number of probable conclusions as to the outcome of the entire case.

The chief points that have arisen in connection with this investigation and on which the Commissioners were most anxious to secure as complete evidence as possible are the following:

1. The question as to whether the wholesale grocers of Hamilton or the Ontario Association were a combine in restraint of trade to the detriment of the consuming public.

2. As to whether it is business ethics for a manufacturer to fix his resale price from wholesaler to retailer.

3. What constitutes a wholesale grocer?

4. Status of the chain store and department store insofar as their rights to purchase direct from the manufacturer at the jobber's discount are concerned.

5. Is the small retail store an economic necessity, and, if so, what are its rights as to being placed on an equal basis to the chain store and the department store in buying?

6. The right of a body of retailers or of consumers, such as the York Trading Co. or the United Farmers' Co-operative Company to form a wholesale house or buying organization to secure their goods direct from the manufacturer at the jobber's discount, and thus have an advantage over the smaller retailer.

7. The point as to whether or not the new Retail Grocers' Organization in Hamilton was formed for the purpose of fixing prices to its customers.

The above, in brief, were the important lines along which the evidence of

the many witnesses was directed by the various counsel and the Commissioners themselves.

Not a Criminal Court

It was made clear by Chairman W. F. O'Connor and by A. W. Roebuck, counsel for the Attorney-General's Department of Ontario, that the court was not a criminal one, that everyone was free to give any evidence or make any declarations he desired without fear or favor. The only count on which any of the witnesses could be brought before a criminal court was that of perjury. The Commissioners also made it plain that there was only one of the many points on which they could make a definite ruling, and that was as to whether or not there was a combine existing among the wholesale grocers of Hamilton. If one is found, steps will be taken to correct the matter; but the offence will not be considered a criminal one. It was pointed out by Commissioner

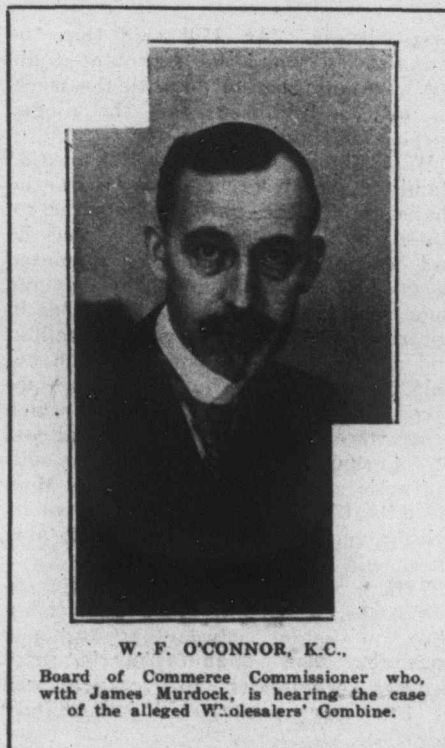
O'Connor there were good and bad combines and good and bad trade agreements. The Commissioners may, however, make declarations based on the evidence submitted as to what may be considered business ethics in connection with the other points.

Will the manufacturer's policy of fixing his resale price from wholesaler to retailer be approved of by the Board?

Under Board's Supervision

At the present time there are not many manufacturers that establish a fixed price on their goods, although many have a suggested price which the trade is supposed to observe. Some of them have contracts which each wholesaler purchasing from them must sign in order to get their goods. This contract allows for a certain discount to the wholesaler, providing he does not cut the price to the retail trade. The impression one secured from hearing the evidence last week is that the manufacturer will be given the right to establish his fixed price, but that all contracts or agreements in connection therewith must first be submitted to the Board of Commerce for approval. An important case has just been decided by the Supreme Court of the United States in connection with the Beech-Nut Company, who have been given this right after a lengthy litigation case. This case will, no doubt, have a bearing upon the situation in Canada.

A wholesaler was generally defined as a merchant who took into stock all kinds of grocery products, sold and distributed them to the retail trade. A manufacturer's agent or commission merchant, on the other hand, was one who took into stock a few lines, but sold his goods, or most of them, on a commission or brokerage, and had the goods themselves delivered on a drop shipment basis without handling them. Any manufacturer, of course, has the right to decline to sell to any merchant for any reason he may desire. The point came up on many occasions as to whether an association of wholesale grocers has the right to decline to purchase the goods of a manufacturer who sells to a wholesaler or commission



W. F. O'CONNOR, K.C.,

Board of Commerce Commissioner who, with James Murdock, is hearing the case of the alleged Wholesalers' Combine.

merchant who cuts the prices. And has an organization of retailers the right to decide among themselves to refuse to purchase a manufacturer's line if a department store or chain store cuts the price to a point that eliminates all profit? If these associations are given this right it will be under the supervision again of the Board of Commerce.

If, too, a merchant qualifies as a wholesaler, whether a member of an association or not, and is in position to meet his accounts and gives the wholesaler's service to the retail trade, it will no doubt be declared it is not good business on the part of a manufacturer to decline to sell him, nor will it be business ethics on the part of another wholesaler to object to any manufacturer who puts him on his list — this must, of course, be qualified, providing the manufacturer has the right to fix his resale price and as to whether such a wholesaler is cutting the price to the retail trade.

Chain and Department Stores

The chain store and the department store are similar institutions. This was clearly brought out in the evidence, the only difference being that the former has a number of stores under separate roofs, whereas the department

store has its various departments or stores under one roof; that one does its business on a "carry" basis and the other on a mixed delivery and carry basis.

It would appear, therefore, that the status of one will also define the other. The conclusion would be that if one is considered a retailer, not entitled to jobber's discount, so would the other. Just what declaration the Board of Commerce will make in this connection is problematical, but from general impressions gained it would not be a surprise if they were considered in the same category as the small retail store. The chief objection to this is the ethics of the quantity price.

The chain store, it was pointed out by the president of the Hamilton Retailers' Organization, draws its business from a great many localities, but the profits are centralized and go to one head or to a few. On the other hand, the profits of the various "corner groceries" that would take the place of the chain of stores if the latter were not existing, would be divided among many proprietors and go to the maintenance of many families. From the comment of the Commissioners it would appear their idea is that the corner grocery is an

economic necessity and that if it can be eliminated in large centres, it cannot in small places and that the wholesale grocer is therefore a necessity and entitled to some kind of protection in the densely populated cities.

Fixing Prices Alleged

The contention that the retailers' organization in Hamilton was formed to fix prices to the consumer was due to the report in two daily papers prepared by a reporter who attended the meeting. He formed the idea that the purpose of the new organization was to fix prices each week from the retailer to the consumer on grocery products. Merchants who attended the meeting, and particularly the chairman who had been instrumental in organizing it, stated the idea of the retailers was to secure each Monday morning from wholesalers the lowest prices that were given to any retailer in the city, whether a chain store, department store, or otherwise, pass, these around to the various members, so that it would not be necessary for them to pay more for their goods.

The investigation has not been finished. It will likely resume on Monday next in Toronto, and there is a possibility that it will finish in Ottawa.

"I Might Have Been Mistaken," Now Says Reporter Who Covered Retailers' Meeting

His Impression Was That Hamilton Grocers Were Going to Fix Their Prices, Whereas They Say They Were Going to Get Lowest Possible Prices Being Offered Any Other Retail Merchant—W. J. Hobson and S. T. Baillie Tell What Took Place—Commissioners Refer to "Irresponsible Reporters"

Reported by Staff Correspondent, Canadian Grocer

HAMILTON, Ont., March 16.—A Hamilton department store cutting the price of a washing powder was responsible for the new Retail Grocers' Organization here, which met first on January 7 last.

A reporter from the Hamilton "Herald" sent to "cover" this meeting and stating in the article he wrote and in a despatch which, through him, was sent to the Toronto "Globe" that the retailers had met and decided to appoint a committee to fix prices each week for the trade, was responsible for the investigation started into the affairs of the retailers.

The entire matter came out before the Board on Friday last, and after the evidence as to what took place was given by W. J. Hobson, the chairman of the meeting, and a gruelling cross-examination the reporter was put through, the latter finally admitted that he "might have been mistaken" and that what he had said took place might not have been correct.

M. R. Hill, secretary of the Hamilton Retail Grocers' Association, was the

first witness. Mr. Hill said that the organization which he represented did not have anything to do with the meeting held in Hamilton for the alleged purpose of fixing prices.

W. J. Hobson, of Peebles-Hobson Co., Hamilton, retail grocers, who was the chairman of the meeting referred to, stated, in giving his evidence, that he had been one of a committee appointed to go before the Board of Commerce some time before to answer questions in regard to the cost of living in Hamilton and act as one of a committee on behalf of the city. The retailers were asked to give figures on prices at which goods were being sold. Our general cost of doing business is 16 per cent. on selling price and it was shown to Mr. Morrison that grocers were, on the whole, selling goods at less than cost plus overhead.

"There was in Hamilton, prior to Christmas, a certain store advertising 'Lux,' a washing powder, at 10c per package. The manufacturer's price through wholesaler to retailer was 11 1-9c per package. I immediately

undertook to enter a protest to Lever Bros. against their action in selling such a store."

Mr. Hobson read the letter he had written to Lever Bros. in this respect, asking for some action.

"Lever Bros. replied that their sales manager would come to Hamilton and endeavor to adjust matters. I discussed trade matters with Mr. Raymond when he came. I explained that unless Lever Bros. righted the matter, the retailers of Hamilton would put them on the black list.

"The Hamilton department store still advertised the line at 10c and we decided to call a meeting, which we did, to discuss the matter. Mr. Beckett had nothing to do with that particular matter after that.

"We passed a resolution at the meeting on Jan. 7 opposing the policy of Lever Bros. for selling a retailer under wholesale price, and that unless steps were taken to correct the situation, the Hamilton retailers would decline to purchase their products in future."

Mr. Roebuck.—"Did you consider the

point that the department stores have the right to buy and sell goods in the open market? Wasn't what you were doing a conspiracy?

"No, we did not consider it a conspiracy in any sense of the word. We considered it plain fair play."

Mr. O'Connor didn't think the word "conspiracy" was justifiable—it had a criminal meaning, he thought.

Mr. McKay, K.C., counsel for the retailers, claimed that Mr. Hobson was not concerned with the right of the department store to buy and sell, but as to whether or not he and his fellow grocers could decline to buy from a certain party—two very different things.

Mr. Roebuck.—"I'm not charging him with a conspiracy, but with a combine," so the word "conspiracy" was eliminated.

Mr. Hobson.—"At the first meeting we formed a committee to see the other merchants with a view to joining with us and on Jan. 14 the second meeting was held."

"What happened between the two meetings?"

"Between the two meetings a damnable report appeared in the Toronto 'Globe' that we were fixing prices and a certain merchant here took advantage of this report to discredit us in the eyes of the people of Hamilton. This report was absolutely untrue—that the committee was a price-fixing committee. I made no mention whatever at the meeting regarding fixing prices.

"What has happened since the second meeting?"

"No further developments have taken place. I proposed to present to the organization a proposition whereby manufacturers should sell direct to all retailers on same basis as they were selling to the department stores or chain stores, and if they did not we would consider a buying organization with \$20,000 capital to get our goods direct at the same price.

"What about the wholesaler?"

"That would mean perhaps that he would have to sell his goods outside Hamilton at a higher price and mean higher prices to the consumer."

"What we wanted was a right to buy at the same price as chain stores and department stores. We were opposed to the disreputable practice of some manufacturers selling in this way and that was my sole purpose in organizing. I certainly did not say anything regarding the fixing of prices."

"Are you still going full steam ahead?"

"As soon as this investigation is over and we know where we are at from the Board of Commerce we are going full-steam ahead and fight this matter to a finish."

To Chairman O'Connor, Mr. Hobson said he believed the report in the "Globe" was a malicious interpretation of our meeting and to discredit us in the eyes of the public of Hamilton.

G. R. Reding, a reporter on the Hamilton "Herald" in January last, stated he had attended the meeting of the Hamilton retailers on Jan. 7. There were about 150 present, the main speakers being Mr. Beckett, Mr. Smye and Mr. Morton and several others. Mr. Hobson was chairman.

Mr. Reding was late in arriving and said that Mr. Hobson was explaining what should be done by the committee he was suggesting.

"What was that?"

"Meeting every Monday to fix a scale of prices for the retailers. Lists of prices were to be sent out and if anybody sold under these prices, complaint would be made to the Board of Commerce."

"What else took place?"

"There was the suggestion that each member submit a list of 'dead-beats' for the information of the members. Also several other matters were discussed, including chain stores."

Continuing he said: "I did not send the report to the 'Globe.' That was sent by the 'Herald.' The man who sent it to the 'Globe' asked me what took place. I told him and he wired the report. Then there was the big kick next day about the 'Globe' report.

May Have Been "Colored"

"Is the report in the 'Globe' true?"

"Substantially."

Mr. O'Connor.—"Was it colored?"

"It may give a wrong impression. It is perhaps improperly colored, but it is substantially true."

At this juncture both Mr. O'Connor and Mr. Murdock voiced a scathing denunciation of the "irresponsible press." "There can be nothing more harmful to an honest, decent public than some of the reports of the irresponsible press," the former remarked.

Mr. Murdock, as a representative of labor, stated that "the irresponsible blatherings of newspaper reporters in reports that have been given to the press have been responsible for many of the differences between capital and labor." This was greeted by applause throughout the room.

Mr. O'Connor.—"In the report sent to the 'Globe' it states that the meeting decided on this price-fixing proposition, whereas you now say Mr. Hobson mentioned the matter only and that no resolution was passed endorsing it. Do you think that is justifiable?"

What Mr. Hobson Actually Proposed

Mr. Hobson was recalled and in answer to Mr. McKay said nothing of the kind was suggested as stated in the newspaper report.

"Can you think of anything that would give the reporter that idea?"

"What I tried to convey was that in order to meet competition to-day we would have to buy our goods at the lowest possible price. I had an idea that if we had a keen committee to get new prices each Monday from the wholesalers, we would then have the lowest possible prices prevailing with

any special discounts. This would mean we would be able to get the same advantage in buying as any other merchant and our customers would benefit similarly.

"It is absolutely impossible for 500 grocers in Hamilton to fix selling prices. They wouldn't agree in the first place to do it and if they did they wouldn't keep them. The reporter stated that if prices were cut we would take the matter to the Board of Commerce. That is absolutely untrue. I mentioned that if Lever Bros. felt that they could not protect us in regard to the buying price we would see what could be done regarding refusing to buy their goods by taking the matter to the Board of Commerce."

Cross examining Mr. Reding, Mr. McKay brought out the point that the reporter didn't get into the meeting on time and didn't know what Mr. Hobson had said prior to the time he went in. He was out of the meeting for a time smoking a cigar and when he returned Mr. Hobson was again on his feet.

"Did you hear Mr. Hobson say they were going to fix the prices that were to prevail in local grocery stores during the week?" the counsel asked.

"I can't give a yes or no answer."

"You can't give a yes or no answer, yet you undertook to publish to the public of Hamilton that that was what took place."

"The words were not exactly what Mr. Hobson said, but they were the meaning of what he said. Mr. Hobson says he didn't say it, but I say that's what he did say."

"Will you say that what Mr. Hobson has just said is a lie?"

"Yes."

Mr. O'Connor declared that the witness would have to stand-by until everyone, if necessary, of the 150 men present at the meeting gave their evidence. After each of them was put in the box the question would again be asked the witness.

Crown Prosecutor A. W. Roebuck objected to this procedure, claiming that as he understood the matter, any witness should be allowed to give his evidence as he wished and if the court then desired, a charge of perjury might be laid.

Finally, after considerable further discussion on the matter, the witness admitted that he might have been mistaken and the incident, tinged with a touch of the dramatic, closed.

Economics of the Corner Store

S. T. Baillie, president of the new Retail Grocers' Organization in Hamilton, testified that there was a discussion at this now famous meeting in January in regard to the lowest buying price at which retailers could buy their goods from wholesalers, but there was nothing whatever done in regard to fixing prices in any way to the consumer. Also, that he would be prepared to join with others to decline to purchase goods from any manufacturer who sells at a lower price

Continued on page 29

The Chain Store vs. Corner Grocery

Evidence and Cross Examination of Wm. Carroll Gives Trade Good Insight Into Workings of the Multiple Store Idea—Big Buying Facilities Get Quantity Prices in Many Cases—Corner Grocery Sound Economics

By CANADIAN GROCER'S Own Representative.

HAMILTON, March 16.—One of the interesting parts of the Combine investigation proceedings begun here last week was the evidence of Wm. Carroll, proprietor of a chain of eighteen grocery stores. His testimony began Thursday afternoon and concluded Friday morning. How the chain grew from one store opened 27 years ago was told; also how he was buying different lines of goods at jobbers' discount. He claimed that a quantity price basis should prevail.

Answering A. W. Roebuck, counsel for the Ontario Attorney-General's Department, he said he had a wholesale warehouse. His goods came into warehouse and were sent out and charged to each store, but no profit was made from the wholesale end of the business. Some goods were bought direct from the manufacturer and others from the wholesaler. He considered that on the goods bought direct he could sell them more cheaply to the consumer.

"My resale price is based on my cost, and if cost is less my price to the consumer is lower."

"Did you purchase any goods direct from Procter & Gamble?"

"Yes, in carload lots at 10 per cent. discount. The goods were put through Lumsden Bros."

"Did they get 1 per cent.?"

"I don't know."

"What profit do you make on starch on a drop shipment?"

"At times I have got a special discount on starch."

"From local wholesalers?"

"No. Toronto houses."

"Does the Stewart Menzies Co. sell to you?"

"Yes, they have sold to me direct."

"Some say you are in business to make two profits?"

"Absolutely unfounded. On account of competition I couldn't stay in business on that basis."

Reference was made by Mr. Roebuck to some of Mr. Carroll's local advertisements, indicating differences of opinion among the trade, but they were not read to the court.

In cross-examination, Mr. Carroll stated that to do the business in a large way it was necessary to have the various stores all over the city.

"If you were not occupying the field, the field would be occupied by somebody? Wouldn't that be a reasonable probability?"

"It is a probability it would be."

"The reason you occupy these eighteen stores is that you secure some advantage either in buying or selling?"

"Yes, there is an advantage in buying, and in selling at a somewhat lower price. We have a woman in charge of each of the stores. When we started we used men as store managers, but changed because we felt the women gave us better service."

"In what way have you an advantage in buying?"

"Buying at quantity price and judgment in regard to markets."

"Any others?"

"I don't know—I may have."

"In selling, what advantage have you, apart from lower prices, due to quantity buying?"

"Advertising more than the ordinary retailer does or could do. Also, no cost in delivery, as business is done on 'cash and carry' basis."

In the cross-examination of Mr. Carroll, Robt. McKay, counsel for the wholesale grocers, asked: "If you are able to buy at same price the wholesaler sells, or less, it is obvious you would in time be able to put your small retail competitors out of business."

"No, it is not obvious to me," replied Mr. Carroll. "That would apply only to a proportion of the goods, and in that portion I would have an advantage over the others."

"If you were able to buy all other goods at less, it wouldn't be long before you would be able to put your competitors out of business?"

"I never thought of putting anyone out of business."

"The purchase price in selling goods is the important thing?"

"No, it is not. It is the management of the business."

"But if a retailer's attention to his business does not give him an advantage in the buying, could he ever overcome the handicap of the man who is buying at 10 per cent. less in all proprietary articles?"

"No, he could not!"

"How could he continue to live?"

"Every retailer has a service to render his community, and if he performs that service he would continue to exist."

"What percentage of the business would be done in proprietary lines?"

"I do not know."

"Would it be 40 per cent.?"

"It may be."

"How can a retailer's service be satisfactory if he has to buy 2-5 of his goods at 10 per cent. more than you?"

"My business is cash and carry and naturally I can sell more cheaply."

"Let us assume you did have a de-

livery service and you had a 10 per cent. advantage in buying, what would happen?"

Mr. O'Connor.—"Unless you can sell cheaper you haven't a right to exist, have you?"

"Correct, and I do sell cheaper."

Mr. Carroll believed that every retail grocer performed a certain service to the community. The man living over his store could give a measure of more efficient service than did the man whose store was controlled by clerks. The retailer also had an advantage over the cash and carry system in that he could both deliver and charge the goods.

Chain Store Needs Quantity Price

"Do you consider it fair that you should be sold on the same basis as a wholesaler and given an advantage over other retailers?"

"I believe all quantity buyers should be sold on same basis."

"That is one of the chief reasons for the existence of the chain store systems?"

"I think it is."

"If the quantity price disappeared, the chain store would lose one reason for its existence?"

"I think it would."

"If each retailer had the advantage also on proprietary articles would he still survive?"

"I think so."

"In such a case the wholesaler could not exist," said Mr. O'Connor, "for all would be on an equal basis."

"In proprietary articles the quantity price has its most considerable field?" asked Mr. McKay.

"It does apply to them and not to many others."

"In sugar, the carload lot used to be a strong feature?"

"No, only 5 cents per hundred."

"In that line the quantity price applied?"

"Yes."

"And the quantity price is of assistance to a man with a number of retail stores."

"Yes."

"Assuming it applied to 75 per cent. of the articles then the chain store would have a large advantage over the smaller retailer?"

"Yes."

"If the advantage were 10 per cent. in all these lines by buying at quantity price 75 per cent. of your goods, what would be the case could the smaller retailer continue to exist?"

"Yes, it all comes back to the one thing—the service of the small retailer."

Commissioner O'Connor asked Mr. Carroll, if, by increasing from one to eighteen stores, he had eliminated other stores. "Your trade is new trade, or is it not?"

"Not all."

"Then, in so far as old trade is concerned, haven't you crowded some out?"

"I can't see it."

"Have you bought any existing stores?"

"Two."

To Mr. McKay witness stated he bought certain lines direct or through brokers, such as imported goods and soaps.

Mr. McKay presented an invoice showing purchase of a carload of Quaker Oats, which witness said he had bought through W. F. Morley. It came through Fearman Bros., at exact cost, plus freight. The commission was divided between himself and Mr. Morley.

Mr. Roebuck: "Have you ever figured your cost of distributing your goods from your warehouse to your stores?"

The witness could not answer without consulting his bookkeeper; but he calculated it would cost him less than it would cost the wholesaler to distribute to the retail trade.

"Do you perform the same service from your wholesale house to your stores as other wholesalers, to 18 different retail establishments?"

"Yes."

"Is your system sufficiently large to import all the goods you need in your business?"

"Yes, it is; and I import some goods, but not all."

"Might it come to a point where an entire change in system would have to be advised to keep up with the race?"

"Yes; it might."

Chain Store Versus Department Store

"What is the distinction between your store and the department store?"

"Both do a cash business; both are under heavy expense for advertising and overhead. Ours is a carry system, but department stores are mixed. We do our own distributing to many stores, whereas the department store distributes under one roof and the department store is under one roof, while we are under many."

"The individual retail store has an intimate touch with its customers and management; we haven't; ours is a large investment, and we sometimes have advantages of cheaper purchases."

Mr. Roebuck.—"Is there any difference between you and the department store justifying that you should not be permitted to buy direct from the manufacturer and the department store should?"

"If one buys from the manufacturer, then so should the other be permitted."

The Corner Grocery

Mr. O'Connor.—"One thing we can't

get along without, and that is the corner store."

Mr. Roebuck.—"Perhaps not in the country district. It is the life of political discussion there."

Mr. McKay.—"It is absolutely necessary to the economic life of the country."

Mr. O'Connor.—"In our early married lives, when we have been sent out for something, we have all been mighty glad there was a corner grocery."

What is a "Quantity"?

The discussion then reverted to what is the definition of "quantity" in so far as quantity price is concerned.

"Who states the quantity?" asked Mr. McKay.

"The manufacturer," replied Mr. Carroll.

"Why is it necessary for him to state a quantity?"

"He is relieved of many duties, such as distributing in smaller quantities."

"What is a 'quantity' in regard to various lines?"

"Flour is sold in carloads as lowest quantity to get a reduction in price. I am in favor of the carload as the quantity in flour."

"Sugar?"—"Carload."

"Soap?"—"Carload, or 100 cases or 50 cases, etc. There are different prices for each."

"What about matches? You wouldn't buy a carload of matches?"

"No. The quantity lot is 25 cases."

"What about yeast?"

"We couldn't make a quantity there."

"There would then be difficulty in carrying out your plan of buying everything in quantities like carloads?"

"It couldn't be completely carried out."

"Then there is a place for the wholesaler."

"Absolutely—but trade should be free and open."

"If a manufacturer had sold you soap at \$10 a box and told you that was absolutely the lowest price, and then sold other retailers at \$8, would you continue to buy from that manufacturer?"

"Absolutely no."

"Suppose a wholesaler found out the same thing, it would be natural for him to say he would not buy from that manufacturer?"

"That would be natural."

"If the wholesaler is to be the distributing agent for a manufacturer to all retailers outside the city where they are difficult to get at, is it reasonable for him not to be the distributor for the goods in the city where trade is more easily reached?"

The witness didn't answer this.

Mr. O'Connor asked how much capital is required to run a normal average grocery store.

"Approximately \$5,000 cash."

"You said in regard to sugar quantity price is carload—30,000 pounds.

That would be nearly \$5,000, so the retailer would have to use up all his capital to buy a carload. He'd have to sell his business to buy that sugar?"

"He couldn't buy it."

Mr. McKay.—"Considering everything, the existing conditions in regard to distribution are about as good as we can get."

Commissioner O'Connor and Mr. Roebuck complimented the witness on his evidence.

Co-operative Store Case Coming

Commissioner O'Connor asked on Friday morning before the court commenced as to whether A. W. Roebuck, prosecution counsel, intended to hear the case of the Co-operative Associations. Mr. Roebuck pointed out that was his intention.

Robt. McKay, K.C., was asked if he had been advised regarding the action taken before the Supreme Court of the United States in connection with the legality of the manufacturer fixing his resale price. Mr. McKay replied that he had, and before the investigation is concluded will present the entire matter to the court.

MIGHT HAVE BEEN MISTAKEN

Continued from page 27

to anyone else. He considered that only fair and right.

"We do not want anything for ourselves the other fellow doesn't get," he said. "We would like to buy goods on the same basis as every other retailer, chain store, etc., and that if we cannot that we have the privilege of uniting as a buying organization."

"In regard to the soap purchase, we feel that 70 per cent. of the retailers were handicapped. In case the manufacturer gives a special privilege to anyone we would like to have the right to combine to refuse to buy from that manufacturer."

Mr. Baillie also referred to the economic aspect of the corner store. "We believe that from the standpoint of an asset to the community and the country at large, the corner grocery system is superior, because, while the profits from the chain store business go to one man with the 18 stores or more, the profits of the corner grocery are distributed to maintain the families of 18 individual proprietors. Also, that if it were not for the various corner grocers extending credit to families that cannot always afford to pay their bills, these people would at times be under the necessity of having to go to the city hall for assistance and relief."

Mr. O'Connor replied that the Board could not pronounce on the matter of the right of an association to decide not to purchase the goods of any manufacturer. It could only make declarations as to what it considered business ethics on hearing the complete evidence.

How U. F. O. Wholesale Does Business

It is Known as General Wholesalers, Limited, Majority of Stock Being Held by U. F. O. Co-operative Co.—System Brought Out in Evidence Before Board of Commerce—F. T. Smye Refers to the "Cream Separators" in the Trade

(Staff Correspondence)

HAMILTON, March 16.—At the opening of the Thursday session, Commissioner O'Connor recalled the evidence of Robt. Dowson the day before and pointed out the reason for the Board's requests to produce the books was to determine whether the York Trading Co. was a real wholesale grocer in position to supply everything their customers asked for. "We found that the average business per retail store was about \$2,400 per year, which was an infinitesimal amount. By figuring from this basis we found that, as operating expenses are around 18 per cent., total expenses per store would be about \$500, including the salary of each proprietor and everything else. We want to clear up the matter of the York Trading Co. once and for all, and that was the reason we have asked for the statement."

A. W. Roebuck, prosecution counsel, understood the witness intended to say that the firm was in a position to supply all classes of requirements and not that it did supply all these.

Mr. O'Connor.—"Of course, if that is what he meant the arithmetic would jibe."

United Farmers' Organization

H. R. Axton, president and manager of General Wholesalers, Limited, formed a few months ago in Toronto, was the first witness on the stand on Thursday. The authorized capital is \$50,000, all paid up, and stock carried is \$50,000 to \$75,000. A general stock, including some dry goods and hardware, as well as groceries, is carried.

"What makes our stock heavy—at times up to \$125,000—is that we supply seeds to the United Farmers and we warehouse this stock for them. They really finance the purchase of seeds and turn the line through us as they have no facilities for handling them. Apart from seeds the stock carried would be around \$65,000."

"Who form the shareholders?"

"The United Farmers' Co-operative Co. organized the company and hold the majority of the stock, but the company is run separately from the U. F. O. We have two departments: one is a wholesale business in a regular way in which we figure about 10 per cent. over cost and then we have the United Farmers' Co-operative business. We issue a triplicate invoice. The U. F. O. wants for their customers are sent to us on this. The first sheet is shorter than the other and does not have our name. It is returned to the U. F. O. and stamped with their

name and sent out to the consumer. At end of each week we send them an invoice for these goods less 10 per cent. At end of every month we issue a general statement.

"We do not make any money on these sales to the U. F. O., which means they get the goods at cost, but we make a profit on the goods sold to other retailers. We sell about 100 stores. Our turnover in February was \$75,000, including seeds, which would run about \$45,000."

Mr. Axton reported he could not purchase goods from all manufacturers, a number of firms being mentioned which have already been referred to in the enquiry and for similar reasons—shortage of goods or because this firm was not a member of the wholesalers' organization.

In cross-examination Mr. McKay brought out the point that as consumers controlled the stock of the U. F. O. and as the U. F. O. controlled the stock of the General Wholesalers, Limited, therefore really consumers controlled the business of the Wholesale Company.

He asked if the method of running the wholesale house meant the performance of the same service as the ordinary wholesale and retail establishment, to which Mr. Axton assented.

"Your purpose is to act as a supply to the U. F. O. stores and a mail order business with outsiders?"

"Yes, in addition we go after any business anywhere we can get it."

"How are the prices on the invoices from the U. F. O. got at?"

"The U. F. O. have the ordinary wholesale price of the goods, and are advised each day as to changes."

"Then you send out daily prices to all their stores?"

"No, only to the United Farmers' Co-operative Co. head office."

"Then they have some system of getting this information to their stores."

"Yes."

"Do orders then come in through the head office?"

"Yes."

"In doing this business there is therefore one extra service performed over and above the business of the ordinary wholesale grocer—this information which the central organization sends out to its members?"

"Yes."

"The orders come in from the U. F. O. with their retail price on the invoice?"

"Yes."

An order might come in for 5 tins

of an article and you would break the case and supply them?"

"Yes. The goods are shipped according to the instructions of the U. F. O. They are shipped either by express or freight as the customer desires. The general advance over the wholesale price to the retailer might be between 10 to 15 per cent. The invoice goes to the customer from the U. F. O. The U. F. O. get our goods at actual cost plus our overhead. We deduct 10 per cent. from the retail price to cover the overhead. We make a statement each month and send it to the United Farmers' Co-operative Association. In the overhead we include every expense, rent, light, wages, stationery, etc., etc."

"What about the freight on goods you buy?"

"Freight, duty, etc., on goods coming to us are included in the cost."

"What about goods lost in transit?"

"That loss would have to be taken care of."

"What about Government income tax and profits?"

"We have only been in business six months."

Commissioner O'Connor—"You'll likely find out some things soon."

"I'm finding them out every day," replied Mr. Axton.

"Are any losses in accounts outside of Farmers' Co-operative Co. going to be borne as an impairment to the capital owned by U. F. O.?"

"That would have to be added in our charge to them in overhead, if there are any losses. There is no possibility of us making a dividend on the goods sold to the U. F. O., but there is a possibility of a loss providing the overhead was not properly taken care of."

"There would be no fund for distributing dividends unless on the business done outside the U. F. O.?"

"No."

Advises More Legal Advice

Mr. O'Connor advised getting an expert opinion as to the legality of the method of operating the company's business as there was no provision for distributing dividends, no provision for excess profits or income tax, etc.

In connection with the general business Mr. Axton had referred to, Mr. McKay brought out the point that in hardware the company only carried a small stock including separators and some other lines, and in dry goods the stock was also light. The grocery stock included about \$45,000 of the \$65,000. Also that in the case of the 10 per cent.

stock taken by those outside the U.F.O., it was paid-up in money but there was no provision for a dividend.

Mr. Roebuck—"Who fills the mail orders?"

Mr. Axton—"They are received by the U. F. O. Co-operative Co., who passes them to us to be filled. They send them out and charge them, although they pass through our hands."

"If you ran into a loss, say \$10,000 or more, where would that be distributed? Have you a profit and loss account?"

"Not up to the present."

"Might the losses be taken out of capital?"

"Possibly."

Mr. McKay—"Do directors of the U. F. O. board form a majority of the directors on the board of the General Wholesalers, Limited?"

"Yes."

Opposed to the "Cream Separators"

Fred T. Smye, president of Balfour, Smye & Co., wholesale grocers, Hamilton, was the next witness. Mr. Roebuck referred to the "upper chamber" in which the "high priests of the breakfast table" sat in Mr. Beckett's office. Mr. McKay objected to the use of such phraseology, and Mr. Roebuck withdrew the "picturesque language."

"There are recognized channels of trade," Mr. Smye said, "and have been for many years. I don't think there is any cheaper method of doing business from manufacturer to wholesaler, to retailer. The trouble is, there are many 'cream separators' in the business who skim the cream from the profitable lines, but who do not go in for the general lines which the legitimate wholesaler must carry to give a complete service."

Mr. Roebuck again went into the matter of the first application of Fearman Bros. for membership in the wholesalers' organization; also brought up what he mentioned before as the "Hamilton Proposition," which Mr. Smye interpreted as the "Platform of the Wholesale Association" presented in Ottawa and Toronto, although he had never heard of it as the "Hamilton Proposition."

The Dec. 2 meeting in Toronto was also brought up. Mr. Roebuck asked if the press was there.

"They were not excluded, but I don't think they were there."

"Was there a resolution passed against too much talk on the part of the members?"

"The resolution was to the effect that matters should be taken up through the secretary rather than for members in Hamilton to discuss them themselves."

"Do you remember a resolution to exclude from your list any manufacturer who sold to any outside the legitimate wholesale trade?"

"I don't remember it. Our opinion was that if a manufacturer sold any of the retailers he couldn't sell us."

"Did you agree not to purchase from a manufacturer who sold through the 'cream-separator' class?"

"Positively no."

"It was just a sermon?"

"Yes—a sermon on the Mount."

Mr. Roebuck—"The Hamilton mountain."

The order referred to in Mr. Harris' evidence which he had received from Wagstaffe, Limited, and filled by Balfour, Smye & Co., was taken up.

Mr. Smye—"In regard to the order taken by the Wagstaffe representative, the Wagstaffe office phoned to see if F. H. Robinson was a customer of ours. I said he was. The order was sent to us and we filled it. I understand their representative made an error in accepting the order through Mr. Harris. Through someone, at Wagstaffe's, unofficially, the order was accepted and the letter written. Wagstaffe, Ltd., did not consider Mr. Harris was a wholesaler. The order was taken through ignorance on the part of the traveler."

"How much would Mr. Harris lose?"

"Don't think he would lose anything—he's not a straight wholesaler and would have to pay retail price anyway."

"If the error hadn't been made, how much would he have made?"

THE COMMISSIONERS PRESIDING

W. F. O'Connor, K.C., who presides as chairman in the alleged Combine investigation case, has himself spent many years in business—eleven in all. He has been in the retail, wholesale and manufacturing business in Halifax, N.S., and has also been an accountant. For twenty years he has been a commercial lawyer.

Commissioner James Murdock his colleague, was formerly a locomotive engineer. During the course of the investigation his directness in questioning witnesses has been one of the features.

"Perhaps a dollar or less on the two cases."

Mr. Smye said he never sells below the established price, but may have sold Grape Nuts previously referred to at 10 cents above their set price—providing he did not, at that time, think he was getting a fair profit.

Answering Mr. McKay, the witness stated that Fearman Bros.' official application when presented for the first time was accepted. When Mr. Fearman said he was prepared to do business on a legitimate wholesale basis, nothing was done to prevent him from joining the association.

"Did either Mr. Harris or Mr. Adams apply?"

"Not to my knowledge—not to me at any rate."

Mr. Smye maintained present methods of distribution were best for the consumer on a proprietary article. The lowest price always goes. Retailers would never buy at a higher figure than the set price. "The manufacturer's set price allows the jobber a legitimate profit and he always fixes the price as low as he can so as to be able to sell as much as

possible to the ultimate consumer in competition with others. His object is to have amount of remuneration allowed to wholesaler and retailer as small as possible. The competition in proprietary articles is really between the manufacturers to get their goods to the consumer at as low a price as possible."

Asked what a proprietary article meant, Mr. Smye said it was a copyrighted or branded article—"one over which there is proprietorship," as Commissioner O'Connor put it.

Mr. McKay—"Suppose on an established priced article some retailer cuts, what happens to the other retailers?"

Losses Made Up on Other Lines

Mr. Smye—"If the other retailers' heads are screwed on tight they put that line under the counter and the sales decrease. This lowers the production of the manufacturers which means higher production costs and eventually leads to a higher price to the consumer. If a retailer makes a cut and takes a loss on one line he naturally must make it up on another."

Mr. Smye claimed that while large retailers should not be permitted to buy from manufacturers because it destroys the regular cycle of trade, there was just as much opportunity for them to make money as for the wholesale grocers, by studying the markets carefully and purchasing at the proper time. He had never objected to any manufacturer selling any legitimate wholesaler outside the organization.

Mr. McKay asked what was the price of Kellogg's Corn Flakes to the trade.

"The price of the London firm is \$4.15 per case, and that of the Toronto concern \$3.50, which is a special deal."

Mr. Roebuck asked—"Isn't the \$4.15 price a set price?"

"Yes,"

"And the \$3.50 price?"

"It may not be a fixed resale price, but it is set price."

"Do you mean that if the price is cut on a breakfast food, there would not be the same demand for it?"

"Not necessarily—the trade would not have the same interest in it and would not push it."

"What about sugar? Does the ruling of the Board of Commerce lowering the profit to you on sugar mean the cutting out of sugar?"

"No, sugar is different."

Mr. O'Connor asked what gross profit wholesalers made on sugar?

"Four per cent.—five, less 1 per cent. Operating expenses are nearly 10 per cent. and generally 40 per cent. of a wholesale business is in sugar."

Mr. O'Connor—"That shows sugar turns over more frequently on capital invested than any other line."

Jolley Tells of Beckett's Plan to Court

How H. C. Beckett Thought Ethics in Grocery Business Should be Brought Out—
Commissioner O'Connor Accuses the Witness of Endeavoring to Discredit
Himself and Evidence of Mr. Beckett—How the York Trading
Co. Operate Related by President Robert Dowson

(Staff Correspondence)

HAMILTON, March 17.—There was a touch of the dramatic in many of the proceedings in connection with the Board of Commerce investigation here last week. But perhaps the climax was reached when Archibald Jolley was in the box and at first refused to mention a conversation he had had with H. C. Beckett in November last which had included a reference to the appointment of W. F. O'Connor to the Board of Commerce.

It required the combined persuasions of both commissioners to get him to "loosen up" after being threatened severely by the bench. The chairman accused him of attempted blackmail. Here is how it all came about:

A. W. Roebuck, counsel for the prosecution, asked Mr. Jolley to give the substance of a conversation which had passed between him and H. C. Beckett on Nov. 24, 1919, in the office of W. H. Gillard & Co. The witness hesitated, saying he would rather not repeat it.

"You had better go on, Mr. Jolley," said Mr. O'Connor. "I am going to see that this comes out. This witness, Mr. Roebuck, is playing for something that I am going to give him the opportunity of carrying out."

"I am quite in the dark," said Mr. Roebuck.

"I know you are. But there are channels of information in the possession of this court which are not accessible to the ordinary public."

"Well, Mr. Jolley, give us the substance of that conversation."

"I would rather not."

"Mr. Jolley," said Mr. O'Connor, "I don't know whether you are going to leave this court room or not, but I am going to have that conversation, if I have to call in somebody else to do it."

"I am not prepared to give it."

"You are liable to prosecution for contempt of court," said Mr. Roebuck.

"I can't help it."

"Have you related this conversation before?" asked Mr. Murdock.

"Yes, I have."

"Well, tell it now."

Finally the witness decided to tell it. "The conversation," he said, "was regarding our opinions of the Board of Commerce. Mr. Beckett painted the picture that it was given unlimited powers, favored no one and was a court before which anyone could place his case. He spoke highly of the board. His personal opinion of Mr. O'Connor was high and he was anxious to see Mr. O'Connor appointed to the board. While in Ottawa he had sent out several telegrams at his own expense of \$200 or \$300 to per-

sonal friends, urging that Mr. O'Connor would be a good man for the board and to work for his appointment."

Mr. O'Connor—"Did you say early this morning that you were going to tell something that would discredit Mr. Beckett by stating what he said about me?"

"No, I didn't intend it that way."

"You are in trouble now through a loose tongue. Your tongue wagged this morning. You have announced you were going to take a new position. Let me tell you more men have to come to a bad end through what they have said rather than through what they have done."

The witness was also accused of attempting to discredit the chairman, who said:

"Mr. Jolley, you may leave here with the knowledge I haven't one atom of respect for you for your attempted blackmail of a person who happens to be placed in a judicial office. I may inform you that I have been told by the Prime Minister that not only Mr. Beckett, but hundreds of other persons, had sent telegrams urging my appointment. I don't regard the fact that Mr. Beckett sent these telegrams as being anything to my discredit, as you have attempted to turn it."

Mr. Roebuck objected to what he termed "small potatoes" in connection with the discussion regarding the witness's evidence, but the chairman declared the board would judge for itself as to whether the matter was or was not of importance. And there the storm subsided.

Mr. Roebuck, to witness—"What followed in the conversation?"

Mr. Jolley—"I held my views as to ways of doing my business and Mr. Beckett described his and gave me his ideas to think over. I asked him how he would like to see the wholesale grocery business conducted. He replied that he would like to see every manufacturer of a proprietary article set his resale price from wholesaler to retailer and from retailer to consumer. I told him that if that policy were adhered to it would raise price to the consumer."

"Why do you think that?"

"When a woman goes into a store, for instance, for three packages of corn flakes, and price is 15 cents, she would have to pay 45 cents, whereas otherwise she might get them for, say 40 cents." He replied that he wasn't talking about the consumer; he was talking about the wholesalers.

"What about wholesalers' associations?"

"I have no objection to wholesalers' associations."

"Are there many jobbers who do not cut the price?"

"I would say 70 per cent. do not. Mr. Beckett's idea was that manufacturers should only sell to men of honor who would not cut prices."

"Where does Board of Commerce come in?"

"He said he was going to place the whole matter before the Board and hoped they would see eye to eye with him, and that this arrangement would come into effect in Canada. I asked him if he wanted to see this all over Canada and he replied yes. I told him he practically controlled the grocery situation in Hamilton, and he asked me how I made that out. I replied that if a new wholesale house started up he would try to intimidate them. 'No, no,' he said, 'I would not.' 'I can give you instances,' I said; 'Fearmore Bros., and Joe Harris.' 'How do you make that out?' he asked. 'I said, Fearman Bros. came off our list because of your objections.'"

Mr. Roebuck—"How was Mr. Beckett going to work his scheme to uplift the trade in Canada?"

"It was to be worked by the manufacturer stating his price to the Board of Commerce, from wholesaler to retailer, and to the public."

"If price was not maintained, what would happen?"

"If prices were cut, they would find out the jobber or the retailer who cut, and they would tell the company not to sell any more goods to that jobber unless the matter were corrected, and if the manufacturer did not do his part to have the Board of Commerce close him up."

"I said, 'Suppose I came to Hamilton and opened a chain of stores and cut out delivery, shouldn't I be able to sell goods at a lower price?'"

"No," he said, "under my idea you would not." "How would I get business?" I asked. He said, "By introducing certain innovations and attractions, etc."

Premier Drury Notified

"After I had left Mr. Beckett, with whom I had talked for about two and a half hours, I called on a friend in the Spectator Building. He asked me where I had been, and I told him. I told him of Mr. Beckett's opinions, and mentioned Fearman Bros., and Joe Harris. There was in the room a Mr. A. S. Porter, sales manager of the General Electric Company. I was not talking to him, and I didn't notice that he was taking down any notes until he asked: 'Who are Fear-

man Bros.?' When we got through our talk he reached for the phone and called up Premier Drury on the long distance. I asked him what he was getting at.

"He said, 'I am going to report this thing to Premier Drury.' I said, 'Do not be foolish and go into something you know nothing at all about.' I tried to talk him out of it. I offered to take him to see Beckett that night. He seemed to think that Mr. Beckett's proposal was for the formation of something like a combine, and he said that he was going to see blood shed if necessary, but that this thing would be cleared up."

This explains how the matter got into the hands of the Attorney-General. Mr. Wilkinson, of the department, came to Hamilton to see Jolley and the latter was asked to go to Toronto to meet Hon. Mr. Raney.

Was Taken Off List

Getting back to business transactions in groceries and the plan of Mr. Beckett.

Mr. O'Connor to Mr. Jolley: "Was it Mr. Beckett's intention to carry these things out that you have described?"

"No. I don't think so. He just stated that in his own mind he felt these things should be brought about for the good of the trade."

"Do you know anything regarding the circumstances of putting F. W. Morley off the W. K. Kellogg Cereal list?"

"I didn't have any conversation on that. I was present when Mr. Beckett and Mr. Ware discussed it."

"What was done?"

"Morley was later cut off; I didn't know why, but they did not discuss cutting him off."

Mr. Ware had said: "We are not selling Mr. Morley and are losing all the Loblaw and York Trading business, but I understand the London firm (a different concern) is selling them. Then Mr. Beckett wrote a letter to R. K. McIntosh, of the Battle Creek Toasted Corn Flake Co., of London, in lead pencil, asking him if they were selling Morley." This letter was later read to the court.

Mr. McKay: "You appreciate there is a time when a man might qualify from a broker or a manufacturers' agent to a wholesaler?"

"Yes," replied Mr. Jolley.

"Sometimes it's difficult to say just when a man may really become a wholesaler?"

"Yes, sometimes."

"There was a period when you thought Fearman Bros. were wholesalers, or you would not have sold him?"

"Yes."

"Your idea is therefore the same as that of Mr. Beckett's?"

"Yes, but I would like to ask you a question."

"No thanks," replied Mr. McKay.

"When you had a talk with Mr. Beckett before meeting Mr. Porter you mentioned chain of stores in Hamilton?"

"Yes, that was merely an illustration mentioned in the discussion."

"You refused Mr. Harris to sell him at first?"

"Yes. I would not take an order from

a retailer who wanted the goods shipped direct."

"Is that the only instance where you would turn down business?"

"During my employment I submitted a number of other firms to be put on our list, and these were put on, but none were Hamilton firms."

Mr. Murdock asked for names. James Lloyd, of Goderich was mentioned, also Brents in St. John, N.B.

Mr. McKay: "Mr. Jolley, did you ever turn down any business except that of the retailers mentioned who wanted to buy direct?"

"To my knowledge, yes."

"What wholesaler was the order from Carroll's put through?"

"Lumsden Bros."

A MUCH-DISCUSSED RESOLUTION

A resolution passed by the Ontario Wholesale Grocers at their Dec. 2 meeting in Toronto was brought up several times during the enquiry. Here it is in full as it was passed:

"Whereas certain manufacturers are selling large retailers at preferred prices, to the detriment of the great body of the retail trade, and also selling brokers and those who are not legitimate wholesale grocers; therefore, be it

"Resolved, That the members at this meeting pledge themselves to support the manufacturers (except specific and definitely arranged cases agreed to by this Association) who will confine their sales to the legitimate wholesale grocery trade, and that a special committee be appointed to interview the manufacturers, and that the committee act along the lines of the platform adopted by the Canadian Wholesale Grocers' Association and the Wholesale Grocers of Ontario."

"What was the October 3rd deal you mentioned?"

"That was 4.15 case, less 50c per case for window display."

"Didn't you allot about 500 cases to Mr. Carroll and only about 400 altogether to the wholesalers?"

"No, that was not the situation. We allotted the goods to the wholesalers based on previous purchases in June."

"Was Mr. Carroll one of the jobbers who bought in June? How did he get 500 cases?"

"I sold him on the deal."

"Weren't the wholesalers annoyed?"

"I don't know. I don't remember any kick."

Mr. O'Connor here enquired as to how the public was interested in the private quarrels between local wholesalers and retailers.

Mr. Murdock: "I don't see how this line of questioning is going to affect

one way or another the price of goods to the consuming public."

Mr. McKay: "What is the difference between a jobber and a wholesaler?"

"No difference. The wholesaler and jobber are the same. The commission merchant and manufacturers' agent are different. A wholesale grocer is a man with a warehouse who bought goods from a manufacturer, took them into his warehouse and sold to retailers."

"A manufacturers' agent is a man handling one or more lines in a territory on a commission basis. A commission merchant is the same as a manufacturers' agent. The jobber's function is to carry certain stocks, take orders from retailers only, and ship out to the retail trade—he is the same as the wholesaler."

Mr. Murdock.—"I am glad to get that view. I am new at this business and I never heard that view before."

"I thank you for listening to me," replied Mr. Jolley.

The witness said at the beginning of his examination he had left his position with the W. K. Kellogg Cereal Co. and was taking another.

Have Suggested Price, Not Fixed Price
Geo. Morrow, Toronto representative of Quaker Oats Co., was the next witness.

Mr. Morrow stated he did not sell Joseph Harris. The Quaker Oats Co. have a suggested price but not a fixed price. He had never been approached by the wholesalers regarding setting a price or cutting below a set price. He had never been approached as far as he knew by any wholesalers regarding this.

"Had you an interview with any representative of the York Trading Co. re putting them on the list?" Mr. Roebuck asked.

"Yes, but we did not put them on. No mention was made in the interview regarding the Wholesale Grocers' Association."

Evidence of R. K. McIntosh

R. K. McIntosh, manager of the Battle Creek Toasted Corn Flake Co., London, was next on the stand.

Mr. McIntosh made clear the distinction between his firm and that of the W. K. Kellogg Cereal Co., of Toronto and Battle Creek, Mich. There was no connection between the two, he said.

Regarding Fearman Bros., he said he had had an application in 1917 from Fearman Bros. regarding placing them on the list. He replied it was their policy not to put on their list any manufacturers' agents as there was always the point of the agent getting a double commission. We have agents in various centres who get a brokerage, but they do not sell in a wholesale way."

Mr. Roebuck: "You have an agent in Hamilton. Does he say as to who is qualified as a wholesale grocer?"

"No."

"Has there been any communication from any wholesaler regarding selling to Fearman Bros.?"

"No, sir, I cannot recall any."

He said his records do not show that he had ever refused to sell J. Harris.

"Have you a price-fixing arrangement?"

No, not now, it was discontinued the first of the year."

This provided for a rebate to the jobber at stated intervals.

The agreement was cancelled on the suggestion of the secretary of the Wholesale Grocers of Ontario, who asked that instead of paying rebate quarterly to allow it at time of invoice. Eventually this was done."

Mr. Roebuck: "The agreement required you could demand a declaration if you desired?"

"Yes, if there was a cut in price."

In reply to Mr. McKay, Mr. McIntosh believed it was good business for a manufacturer to say at what price his goods should be sold to the retailer. Cutting prices is not good business. There was a grocer, for instance, who some time ago was cutting the price of our goods. I went to him and explained that this was not giving him a fair profit; that other grocers were complaining of this cutting in price and asked him to discontinue. He is out of business today."

W. E. Sutton, of W. E. Sutton & Co., wholesale grocers, Toronto, provided a list of firms from whom he purchased as required by Mr. Roebuck. He commenced business in December, 1919 but is not in the association.

To Mr. McKay he said he had no particular trouble in getting the lines he went after. There was of course difficulty on account of scarcity of supplies in getting many lines.

J. T. Menzies, of Stewart, Menzies & Co., manufacturers' agents, Toronto, then took the stand. His company represents several British lines, including Keillers and Crosse & Blackwell's goods.

"Have you a selling arrangement with anybody?"

"No. We sell on a fixed London, Eng., price throughout the world. We set no retail price. After the goods leave us we forget them. We believe in an established price, but not in a fixed price."

"Have you had any difficulty in selling in Hamilton?"

"Yes, we have."

"Did you sell to Harris?"

"I don't know, but we wouldn't have any objection to selling him. We have sold both Fearman Bros. and Carroll's."

Mr. McKay read a letter written by Stewart, Menzies & Co. stating they had supplied their list accounts and that "they confine their efforts to the wholesale grocers only."

"Is that correct?"

"The list accounts and the wholesale trade."

"But it doesn't say that, it says 'wholesale grocers?'"

"One Montreal retail firm had been on their list, but in a letter they stated they were rectifying this and were confining their sales to the wholesale trade and soliciting no further from the retailer."

"Then were you surprised that W. H.

Gillard & Co. had written you as they did?"

"Yes, because they knew we were selling such firms as Carroll's."

"Was it good business to rectify these conditions—this is cutting out retail accounts?"

"Yes, providing we got the support of the wholesale grocers."

"If you could get the wholesale trade to distribute your goods and support your lines you preferred to sell that way?"

"Yes."

"Is it correct that the reason is the wholesaler can sell cheaper on account of selling so many lines?"

"Yes."

Mr. O'Connor.—"What cash discount do you allow to wholesaler?"

"2½ per cent.; we sell cash against document."

"If you sold to retailer?"

"Just the same."

"Suppose you sold to all retailers in this city and also to all wholesalers, to whom would the wholesalers sell?"

"The wholesalers would be in an impossible position."

"Then should you object to wholesalers criticizing you if you sold to any retailer? Why do you find fault with them?"

"I'm not finding fault."

Mr. Murdock.—"Let us say one retailer in this city gets your goods for a certain price; another gets his goods from a wholesaler at same price, would a customer of the former get any benefit over a customer of the latter if the price is established?"

"No."

James Somerville, Hamilton representative of the Battle Creek Toasted Corn Flake Co. of London, was next called.

Answering Mr. Roebuck he said he had applications from Fearman Bros. to be put on their list.

After the first of January he advised them they could get the goods, as they had become wholesale grocers. These instructions came from headquarters in London. He had never received an application to purchase from Mr. Harris.

Mr. McKay produced a letter from Fearman Bros. Aug. 28, 1917, to Battle Creek Toasted Corn Flake Co. The letter head showed he was a "manufacturers' agent" at that time.

Case of the York Trading Co.

Robt. Dowson, president of the York Trading Co., Toronto, stated his company was a limited liability company with \$100,000 capital, \$7,000 to \$8,000 paid up and stock of \$21,000 on Jan. 1, 1920.

There are about 80 shareholders, 70 of whom are retailers. They have 6 of a staff, one traveller and about 90 customers. His company does not sell to the consumer—to the retail trade only. Profits are distributed as dividends on capital stock, not on purchases. Shareholders have no other interests. Any retailer may buy at same prices as

shareholders. Mr. Dowson's firm applied for membership in the Wholesale Grocers of Ontario, but was rejected.

Mr. Roebuck.—"Are there any other companies in which retailers are interested who are members of the Wholesalers' Association?"

"Yes, so I understand—the Canada Brokerage Co. and Eby-Blain, Ltd.; I am told Eby-Blain have retailers in their firm."

"What about the Canadian Shredded Wheat Co.?"

"We applied to Canadian Shredded Wheat Co. to be put on the list, but were informed they were oversold. Mr. Slate of that company had told him they wanted all their customers to be their friends, and they had to consider the matter before they could say what they could do."

"We told Mr. Slate we had made application to join the association and he said he would wait to hear how it was considered. He said he did not want to compromise himself with his customers." Later the word "customers" was changed to "guild" and Mr. McKay objected to the prosecution counsel leading the witness. Mr. Dowson then said he would not be sure of exact words and would rather not try to repeat the conversation.

Application had been made to the Battle Creek Toasted Corn Flake Co., London; W. K. Kellogg Cereal Co., Toronto; the Borden Co. and Procter & Gamble Co., but they were not able to get on these lists.

"What about Quaker Oats Co.?"

"Mr. Morrow told me he could not place us on the list."

A letter was read from E. W. Gillett Co. to the effect that until the application of the company was successfully considered by the Wholesalers' Association they would not consider placing them on the list.

A letter was also read from the St. Lawrence Starch Co. in a similar vein. Other firms applied to were the Channell Chemical Co., and Eugene Moore, Toronto. The former was merely a refusal to sell, the latter to the effect that until he became a member of the association they could not get the goods of Hills Bros., New York.

"What about T. A. Lytle Co.?"

"I phoned them last year and later interviewed Mr. Kerr. He said the company had given their word that they could not sell us, but advised us to see Eby-Blain, Ltd., to make application to the association. We did so and Mr. Eby told us the matter would be considered. I stated we were in the same kind of business as they."

"Would the sale by a manufacturer through you have any effect on the ultimate consumer?"

"Yes, the result would be a benefit to us and to the consumer." Mr. Dowson said the York Trading Co. was not bound by any contract.

Mr. O'Connor.—"Do you maintain the price?"

"Yes."

"Then how does the consumer get any saving?" asked Mr. Murdock. "Let us have a concrete example."

Mr. Dowson.—"Prunes, for instance. Our retail stores sell them at 28c a lb. for certain price and I noticed in some wholesale advertisement the wholesale price is 28c."

"Did you get these prunes under any different circumstances from the wholesalers?"

"We got them from the same sources."

"To-day in business," Mr. Dowson said, "everyone is harrassed to death by overhead expenses. The question is how can these expenses be reduced to lower the price. The system of the wholesale business is too cumbersome, too expensive."

Mr. Murdock.—"Would that argument hold good in regard to country distribution?"

"All over the country."

"But in country districts?"

"We have one country customer—a shareholder. He comes in for his goods."

Mr. Murdock.—"Your company has \$100,000 capital authorized, \$8,000 of which is paid in and \$20,000 stock. Do you, in your wholesale business, pay for the goods that pass to your retail establishments, or do you charge them up to each individual house? How do you pay for \$20,000 stock with \$8,000?"

"We pay for all our goods through the wholesale establishment."

"How do you do it?"

"That's where the ingenuity comes in. We have a system of weekly collections and we allow our shareholders 30 days or more extended credit."

"Then I was right in understanding the retailer paid for the goods on behalf of the wholesaler," said Mr. Murdock.

"I don't see it that way."

Mr. Roebuck.—"Retailers in the York Trading Co. have an actual control over your methods?"

"Yes."

"Is it as difficult for you to solicit orders from your shareholders as if a wholesale house sent out travellers?"

"No, they come and get their own goods mostly."

Mr. Murdock.—"What proportion of the total requirements of your shareholders do you supply?"

"Practically everything."

"You do a business of about \$19,000 a month, or \$200,000 a year, showing an average of \$2,500 per annum. These must be all small corner stores?"

"No, sir, they are not."

"Do they only do an average of \$2,500 a month?"

"I don't know about that."

"Some must sell less than \$2,500 per year?"

"Yes, I would say so on that basis."

"Is it possible for a retailer to make a living profit on \$2,500 a year turnover?"

"I wouldn't say so."

Mr. Murdock asked is it fair for the public to be maintaining the overhead expenses of the families of the 80 retail

stores who are shareholders. "It seems to me ridiculous."

An argument ensued as to the meaning of the former evidence and witness pointed out he did not mean that their shareholders bought all their goods from them.

In answer to Mr. McKay, Mr. Dowson said he did not know what was the cost of maintaining the staff of 6 in their warehouse.

"Our traveller is sold on a commission basis—15 per cent. on selling capital stock and 5 per cent. on sales," he said.

"I'm told \$3,000 is a minimum per man?"

"I don't know. I can't give any figures, as I haven't got them."

Mr. Murdock ordered that the books of the company be presented to the Board.

Mr. Dowson could not give any figures in regard to the cost of doing his business. Mr. McKay asked, "Shouldn't the president of a company have an idea of what expenses of a new business would be?"

"About what is your total monthly overhead?"

"Salaries are about \$450."

"What is the rent?"

"One hundred a month. Delivery, \$25 per week—our delivery is cheap because most of our shareholders do their own delivery."

Mr. Murdock here wanted to know amid laughter what the employees getting an average of \$65 per month ate—those prunes that were mentioned?

"I suppose so."

Mr. McKay.—"I understand your retail shareholders come in and get their own goods. Then others are doing the work, and isn't it a fact that the work of the wholesaler is being shifted to the retailer? If a delivery van comes from a retail store in some other part of the city for his goods, this again shifts the responsibility from wholesaler to the retailer? Isn't that delivery paid for? Isn't your company just a buying agency to get their goods as cheaply as possible?"

"I don't look at it that way."

"You have said one advantage of the company was that your shareholders had really control of the business in their own hands?"

"Yes, that's true."

"And they exercise that control?"

"Yes, I suppose they do."

"Therefore the business is under their control all the time and they have the direction of the buying and selling of the goods."

"Yes, through their servants."

"The net result is they are in position of 80 men who meet and contribute \$100 each and employ men to carry out the buying under their instructions?"

"Substantially that's true."

Mr. O'Connor asked if the procedure of the examination in this way was leading to the point at which they wanted to arrive.

"The Board has already ruled before the Parliamentary Committee that the York Trading Co. is a 'sham' wholesale

house, and so far as we are concerned we haven't changed our mind."

Mr. Harris on the Stand

Joseph Harris was then called. He has been in the wholesale grocery business for past four years.

"Do you carry a full line?"

"As complete a line as I am permitted to handle."

"How many customers?"

"About 400, and serve no others. I deliver by motor truck."

"Are you a member of the Wholesale Grocers' Association?"

"No."

"Are you on the jobbers' list with any manufacturers?"

"Yes, some."

"Have you signed any manufacturers' agreement?"

"None; I don't believe in them."

"Are there any essential differences between your business and any other wholesale grocer?"

"None."

Mr. Harris cited making application with various manufacturers, including the Borden Co., St. Lawrence Starch Co., and the Procter & Gamble Distributing Co.

Replies indicated these firms were not in position to handle more business, or that they were satisfied with present distribution.

"I had an offer from the Procter & Gamble Co. to sell one carload of their goods if I would accept it through a competitive house, and allow me 9 per cent., 1 per cent. to go to the other wholesaler. I refused to accept on principle. I made an application to them some time ago, but they replied on account of shortage of materials they could not fill the order. I had been buying the goods from competitors and retailers."

"Did Mr. Jolley see you?"

"Yes, he took some orders from some of my customers, but told me he couldn't fill them, because he had had the matter up with Fearman Bros. and was told by some wholesalers that if the W. K. Kellogg Co. sold them they would have to cart their goods away."

Mr. Harris doesn't handle sugar, says he couldn't buy it, although he had applied to the agents of the Atlantic, Redpath and St. Lawrence Company. He couldn't buy Carnation milk because the agent claimed he was not a legitimate wholesaler, after asking him various questions.

He couldn't buy from Dominion Canners.

"Hard-boiled," he said. He never applied to Quaker Oats Co. or Canadian Shredded Wheat Co.

"Did you ever apply to Wagstaffe, Limited?"

"No, but I have some correspondence. One of the Wagstaffe salesmen took an order from a retailer to go through me. I accepted the business and received a letter from the company referring to the order, but eventually learned from the retailer that Balfour Smye Co. had filled it."

He also applied to the E. B. Eddy Co., Canadian Salt Co., and T. A. Lytle Co., but was informed that these firms were already represented through the wholesale trade and didn't wish to open new accounts. The T. A. Lytle Co. wrote in January that their representative would call on him, but he had not seen him.

Mr. Harris went into the witness chair on Wednesday morning to resume his evidence. He was cross-examined by Robt. McKay, K.C.

"Are you in accord with a manufacturer fixing his selling price to the retail grocers?"

"Yes. I only object to the dictation of the so-called association."

"Being in accord with that principle, do I understand that you undertake to sell only such lines as were profitable?"

"No."

"Did you ever make application to the refiners for sugar?"

"Yes, several."

"Do you carry a full stock of bulk groceries?"

"Some of them."

"Do you handle tea?"

"Yes."

"Any others?"

"Yes, peppers."

"That's all?"

"Yes."

"Well, then, a manufacturer might be pardoned if he considered that you were not really a wholesale grocer?"

"No. I don't think so. My growth had been retarded by my inability to secure certain lines of goods."

"Have you ever stated that you would never consent to join an association which held that you should not have the right to sell to one retailer at the regular price, fixed by the manufacturers, and to another retailer at another cost? You stated yesterday that you were in good financial standing to handle a wholesale business?"

"Yes."

"Do you realize that your mercantile rating is rather low?"

"No, I don't think so."

"Is it not a fact that your business is rated at from \$5,000 to \$10,000?"

"Do I have to answer that question?"

Mr. McKay did not press it.

Definition of Wholesaler

Mr. O'Connor—"What, in brief, is your definition of a wholesale grocer? That is, the main point in that question."

"A merchant who purchases goods and pays for them in the regular way and distributes them to the retail trade."

"Have you been in the habit of making concessions to large retail stores, such as chain stores?"

"No."

"Do you consider in your definition of a wholesaler that it is necessary for him to carry every line in the grocery business?"

"No, I do not."

"How many lines are there in the whole business?"

"About a thousand."

"How many wholesalers do you think carry absolutely every line?"

"I would say none in this city."

"So that if the theory of the association was carried to its logical conclusion none of them would see salvation?"

"No."

"You consider you are a wholesaler?"

"Yes."

"Do you give quantity prices?"

"Not unless by consent of the manufacturers."

"Do you buy outright?"

"No."

"Do you stock goods, assume your accounts, pay taxes, etc.?"

"Yes."

Mr. O'Connor asked the witness what was the amount of his business.

This was given.

Canada Starch Policy

E. T. Williamson, Toronto manager, The Canada Starch Co., stated he had not received any order directly to supply Wm. Carroll neither through Mr. Adams nor Mr. Harris. In regard to the General Wholesalers, Ltd., the policy of his firm at Montreal was to sell through the straight wholesale grocers, names of whom are not decided upon by any wholesalers.

"We make a resale price and allow the jobbers 12½ per cent. and if it is not complied with, we would cut them off the list. But this has never happened."

"Is there any connection between your company and the St. Lawrence Starch Co.?"

"None whatever."

"Do you know if there is any connection or 'gentleman's agreement' between your company and the St. Lawrence Starch Co.?"

"I think there may be, but I do not know. Mr. Ruddy would know and he is here to-day."

To Mr. McKay, Mr. Williamson said that the British-America Starch Co. years ago first sold direct to the retail trade. "The Brantford Starch Co. was organized, after the former went out of business. We then decided to sell through the wholesale trade and to large retailers in 100 case lots. Our discount was 12½ per cent. and 3 per cent. to the wholesaler and 6 and 3 per cent. to the large retailers. We didn't find the latter policy worked out properly, so decided to confine our trade strictly to the wholesaler, making the discount 12½ per cent. This, in my experience, has been most successful and cheapest method in getting our goods to the consumer."

"What would happen if you sold the broker, too?"

"As he can afford to sell at a less commission than the wholesaler, he would likely cut the price and demoralize our prices and trade and we would likely have to go back to the retail trade."

Joseph Ruddy, vice-president of the Canada Starch Co., followed. Mr. Ruddy said their list included names got together through their own representatives and considered on their merits.

"Do you consult as to whom you sell with the St. Lawrence Starch Co.?"

"We sometimes talk over prices together, but not as to the list we sell. We may occasionally discuss someone who wants to get on our list, but we sell to some they don't. We have many on our list who are not members of the association. We put Fearman Bros. on our list, or decided to, before they became a member. We supply about 20 times as much starch to the trade as comes into Canada."

"What is the tariff?"

"At present time, equivalent to about 14 per cent. apart from exchange."

"Is it possible to import starch into Canada at 14 per cent. duty and compete with you?"

"Oh yes, it comes in all the time."

"If you did not have a fixed price, would there tend to be a demoralization in trade and mean a reduction in prices?"

"It might mean a demoralization in local districts to our disadvantage. If a retailer did not make a profit he would not be inclined to push the sales of our goods and our production would be lessened."

To Mr. McKay—"The ultimate effect would be, it would increase our costs and naturally our prices would have to increase. Corn was very much less in price years ago—28c per bushel, as against \$1.90 now; coal is about 3½ times higher now, and labor is fully 3 times as high. Our increase in price in same period is about 2½ times."

"On what is your selling price fixed?"

"On our production and selling costs and on a fair profit to earn our dividends. In fixing our price we allow the wholesaler what we consider a fair profit for his service. The cost of the wholesaler is about 9 per cent. and when we sold to the retail trade our costs were about 20 per cent. This was because of bad debts, high cost of selling organization to call on all the retailers, expense of collections, warehouse costs, etc."

Mr. O'Connor—"On what basis do you justify the 'gentleman's agreement' you speak of?"

Mr. Ruddy—"If one of us were to put our prices below the other, he would be so flooded with orders that he couldn't take care of them and there would be a demoralization in the trade. The railways do it and telephone companies do it."

Mr. O'Connor—"Under supervision."

"Yes, and we would like to do it under the supervision of the Board of Commerce."

Mr. O'Connor—"But you are supposed to report all these things forthwith to the Board."

Mr. Ruddy pointed out that was the first time he knew of it and stated he was most ready to comply.

Procter and Gamble System

J. T. Owen, sales manager, Procter & Gamble Distributing Co. of Canada, stated their prices are suggested, not fixed. If prices were cut they would continue to sell to the wholesaler. They did not sell to Fearman Bros. when they applied last fall, as they felt it was not to their mutual benefit. They are now

selling them, but not because they became a member of the association. They refuse to sell the York Trading Co. "If they could have handled enough of our goods we certainly would have considered their application," he said.

In regard to Joseph Harris, they did not sell him. "One of our salesman may have offered to sell Mr. Harris through another wholesaler, allowing the latter 1 per cent. out of 10 per cent."

"And Harris objected?"

"Yes."

"Did any of the wholesalers object to this kind of business?"

"Yes, Mr. Beckett mentioned the matter, but he did not make a specific complaint, merely gave his ideas generally on what he considered proper business as far as he was concerned."

To Mr. McKay, witness said it was not a policy on part of his firm to sell any large retailer or wholesaler through another wholesaler. Sometimes a lower price was given than their list price.

"Could that be repeated frequently without interfering with the distribution of your goods?"

"Such sales are perhaps one or more a month."

"Your policy as you have outlined it, says that all sales are to be made according to the list. Your company believes that is the best method?"

"I believe so."

"But if you feel you can sell a large retail account on a different basis and make a little more money on it, your company believes it desirable to do so?"

"Apparently so."

Mr. O'Connor—"Suppose there are two retailers A and B on the same street and C a wholesaler. You sell B 100 cases of soap direct at a reduced price. You also sell soap to C, the wholesaler. He comes in to sell A, who wants, say 10 cases; but he says he won't buy because his competitor is buying it direct at a lower price. He then can't compete. What would be your answer?"

"A man is entitled to a differential in the price between 100 and 10-case lots according to our list."

"But how would you answer A?"

"About the only answer I could make would be that B has built up his business to the extent that he was able to buy a large quantity."

"You wouldn't be able to answer him why he should buy your goods."

Mr. McKay—"The small man must inevitably disappear if your view generally prevailed?"

"In the first place the big retailer wouldn't give all the extra profit to his customer. He would keep part of it."

Comm. Murdock—"Would he split it 50-50?"

"I couldn't say."

Mr. McKay—"Under such a system the small merchant would eventually have to go into demise if it became general?"

"I couldn't answer that."

Mr. Murdock—"My understanding is that this company has adopted a policy

which will be in the best interests of the Procter & Gamble Co., and not in interests of the retailer or the consumer." This statement was applauded at the rear of the court chamber where there were many retailers.

Mr. Lang, counsel for Procter & Gamble Co.—"Regularly our business is done through the wholesale grocery trade. Our company sells to a firm like the T. Eaton Co., about 23 cars a year. We also sell to some jobbers who are not members of the association, but we sell

to no retailer other than the T. Eaton Co.

Mr. Owen substantiated this.

It developed that Mr. Owen had misunderstood some of the questions asked before and that the Procter & Gamble Co. did not sell to any large retailer direct in quantity lots, except the T. Eaton Co.

Mr. Owen again stated that sales were made to large retailers, but the goods were put through some jobber, and so the incident closed.

Highest Profits 5 $\frac{3}{4}$ % on Capital

Wholesale Grocers Acquitted by W. F. O'Connor as to Undue Profits—Glad to be Able to Make 1 $\frac{1}{2}$ Per Cent. on Sales, He Says—An Incident of the Enquiry

HAMILTON, Ont., March 16.— (Special). — Profits made by wholesale grocers in Canada were dealt with here at length by Chairman W. F. O'Connor, of the Board of Commerce, on Friday last, as an incident during the course of the investigation into the alleged combine of wholesalers, retailers and manufacturers. The details were collected each year from the business facts which each wholesaler was required to submit to the Government during the past number of years, and which were without doubt reliable.

'As there may be in the public mind an idea that these proceedings have been undertaken because it was charged that the wholesale grocers have been making excessive profits, the Board of Commerce has seen fit to make a declaration to alleviate the mind of the public. They plan, in justice to the wholesale grocers, without any request or desire on the part of the wholesale grocers, to make a statement regarding the position of the business from coast to coast, from returns submitted relating to the details and profits of the wholesale grocers of Canada since 1913.

"It is impossible for these reports to be wrong. One year follows upon another. They disclose a condition of which the public should be apprised in justice to the gentlemen involved. I have brought here this morning five typical cases. There are two or three Hamilton concerns at least among the five.

"These statements disclose a very startling result—that result being that it would have been better for the wholesale grocers to have closed their doors, instead of doing business at all.

"Here is a typical case of a firm who does a gross business of \$1,300,000 per annum; the capital invested and at work is \$800,000. It costs this firm 11 $\frac{1}{4}$ cents on the dollar of business to do that business. The amount which the interested

parties draw as remuneration for doing that business is three-quarters of one per cent. per annum. The net profit is 1 $\frac{1}{2}$ per cent. on business done. The gross profit upon the capital invested is 6 per cent.

"These profits, as compared with others, are generous.

"Another case: The invested capital is \$450,000—I mean at work in the business. The sales amount to \$1,000,000. The cost of doing business is 12 per cent. on each dollar's worth of goods. Net profit on the business done amounts to 2 per cent.; the gross earnings on capital invested, 4 per cent.

"Another case: \$400,000 invested in the business; the net profit, 1 $\frac{1}{2}$ per cent.; the profit upon capital invested, 5 per cent.

"Best case I could find: The capital invested is \$500,000; sales, over \$1,200,000; percentage earned upon capital, 5 $\frac{1}{4}$ per cent.; percentage earned upon sales, 4 per cent. Out of that 4 per cent. the partners draw their salaries. If these salaries were computed at \$5,000 for two, which would seem to be small in consideration of the capital invested, the net profits would be 2 $\frac{1}{2}$ per cent.

They would have done better to have closed their doors. Money is worth at present 6 or 7 per cent. The highest interest on the money invested in any of these cases is 5 $\frac{1}{4}$ per cent. The wholesale grocer who makes a net profit of 1 $\frac{1}{2}$ per cent. upon his sales, calculates he is doing well.

"These things I have stated have no relation at all with the charge, that of an existing combine. But under the Fair Prices Act this board may make declarations in any case which are desirable for the guidance and information of trade and general public of the country.

"We expect to be asked to make declarations, but the only binding order we can make is refraining a proved combine from operating, but we may make certain declarations guided by our own opinions as to what is business ethics and business law."

Second-Hand Conversation Cause of Alleged Combine Investigation

Hamilton Young Man Hears Recital of a Conversation Traveling Salesman Had With a Wholesale Grocer and 'Phones to Premier Drury as a Consumer and British Subject—Commissioner O'Connor Thinks Anyway It is Serving a Good Purpose

By Staff Representative of CANADIAN GROCER.

HAMILTON, March 16. — Who started the big investigation alleging a combine among the wholesale grocers of Hamilton and of Ontario? Everything must have a start so what was the origin of the case heard last week before the Board of Commerce, and which will continue next week in Toronto—and maybe eventually wind up at Ottawa?

In short, here was the cause, as was brought out on Friday last when A. S. Porter, Hamilton manager the Canadian General Electric Co., took the stand: Archibald Jolley, now a former representative of the W. K. Kellogg Cereal Co., Toronto and Battle Creek, Mich., had a conversation with H. C. Beckett, of W. H. Gillard & Co., wholesale grocers, Hamilton, Ont., in regard to the rights of wholesalers refusing to buy goods from a manufacturer who permitted his product to be cut by another wholesaler. He recited this conversation to a friend, Mr. McVittie, an assistant to Mr. Porter, in the latter's office one afternoon. Mr. Porter therefore received the conversation second-handedly, and as a consumer and a British subject, called up Premier Drury by long distance phone and lodged the complaint, which was later put in writing. This written complaint naturally found its way to Attorney-General Raney's office, and the wheels were set in motion that eventually brought on the present enquiry into the alleged combine.

A. W. Jolley had previously given his story as to his connection with the affair, and Mr. Porter was subpoenaed to corroborate that evidence.

Major Duncan, Toronto representative of the Board of Commerce, handled the case. He recited his impression of the evidence of Archibald Jolley to Mr. Porter. The latter agreed these impressions generally were correct.

Mr. Porter then told what happened as he recollected it. In giving his evidence he said: "I desire to plead ignorance of the book of the common law." He assumed that Mr. Jolley addressed him in his office as well as Mr. McVittie, and then recited the conversation in effect that has already been given, except that Mr. Jolley had said to him that Mr. Beckett had said: "To hell with the consumers, I'm interested in the wholesale grocers," so I reached for the phone and called up Premier Drury's office."

Mr. Porter hesitated at first to mention the name of the company with which he was employed, because, he said, he was a consumer and solely interested in the consumption of groceries. He was not married. Asked by Major Duncan if there was any other reason, he said not.

"Are you aware that at about this time there was a suit on before the Board of Commerce, the Canadian General Electric Company being the defendant and the Canadian Laco-Phillips Co. the plaintiff?"

"No. I was not aware of it at that time."

"Haven't you told some people you hadn't read the reports of the proceedings before the Board of Commerce, that you had only read the headings?"

"The statement I made was that I may have read the headings."

He denied that by mentioning this matter to Hon. Mr. Drury he thought he could divert the attention of the Board of Commerce from the suit of the Canadian Laco-Phillips and the Canadian General Electric Co. to another channel—the wholesale grocers.

Mr. Porter did not remember anything said by Mr. Jolley about telegrams Mr. Beckett had sent out regarding the appointment of any member of the Board of Commerce. He admitted that perhaps he did act a little hastily in regard to phoning Hon. Mr. Drury without first getting the further facts from Mr. Beckett, which Mr. Jolley had urged him to do; and that it was on hearsay from Mr. Jolley that he had started the investigation, which Major Duncan declared would likely take up the time of the court for two or three weeks.

Finally Mr. McKay got from the witness an admission that while he was not ashamed of what he had done he was not altogether proud of it.

Mr. O'Connor remarked that at any rate the investigation was serving a good and useful purpose, no matter who had caused it.

Policy of W. C. Macdonald Reg'd.

F. G. Campbell, sales manager of W. C. Macdonald, Reg'd., Montreal, stated his firm had an application from Fearman Bros. in August, 1919, to be put on the list and replied that they did not wish to open up any new accounts in the Hamilton district. Asked why, he said they had ten distributors which they considered enough.

"Our position is that we prefer few

and active accounts rather than many and inactive accounts, so that to those who were on the list there would be some advantage in pushing sales. There has been another application, but so far it is neither granted nor declined.

"We have always had an understood resale price. We have never had any trouble; I presume our firm has a right to refuse to sell any firm that does not observe the established price. There was no move last July of the Ontario wholesalers to change our policy."

"On a business trip last year in Canada I found that in some cases our customers were cutting our prices and in others they were charging too much. I endeavored to arrange a fair price to all. Our own selling force and myself decided on that price."

Mr. Campbell denied that after calling on the wholesalers in Ontario, his firm had agreed on a price at which they would sell. The prices were made before and he announced those prices to the trade on his visit. No understanding was arrived at with A. C. Pyke, or the wholesalers in any way until after they had made their sale price.

"Since this price went into effect," Mr. Campbell said, "the wholesale trade in Ontario has sold more of our tobacco and we therefore manufacture more goods which tends to reduce our overhead and price to the consumer."

To Thos. Hobson, K.C., counsel for W. C. Macdonald, Reg'd., Mr. Campbell pointed out the wholesaler received 9 per cent. on the selling price; that he looked after establishing the price and that no wholesaler or organization has anything whatever to do with it. Their customers were picked by themselves always. Terms of sale to wholesaler are net cash, no discounts. Although cost of manufacture in the past few years has increased rapidly, on account of amount of business they had done the past year it had enabled them to keep their prices from advancing. Jobbers were permitted to sell other jobbers at a special discount.

To Mr. McKay, Mr. Campbell said they couldn't sell direct to the retailer, at least not except at a greater expense.

Mr. Roebuck asked in case one wholesaler sold to another would that sale be made on a brokerage basis?

Mr. Campbell replied that it would not, because drop shipments would not be made in a city where the firm had wholesalers representing them.

"To Do What He Will With His Own"

Such is the Decision of the United States Federal Circuit Court of Appeals Set Forth in the Case of the Beech-Nut Packing Company

THE United States Federal Trade Commission has once again been checkmated by the Federal Courts in its view on the subject of restraint of competition. The manufacturer has the right to control the price at which his brands may be sold, and it is confirmed by the Federal Circuit Court of Appeals that the resale price can be dictated with the legal right to cut off any wholesaler who sells a chain store or other dealer who refuses to adhere to the price terms named by the manufacturer.

In other words, the Beech-Nut Packing Company, or anyone else for that matter, can refuse to sell its goods to men it does not want to handle them. It matters not whether the point of objection be price cutting or anything else, so long as the seller acts independently of all others and not in collusion or conspiracy.

Trade Commission's Ruling Reversed

In its decision the court reversed and set aside the order issued by the Federal Trade Commission against the Beech-Nut Packing Co., whereby the company was commanded to cease and desist from refusing to sell dealers who either failed to observe the resale prices announced by that company or who resold to other dealers who failed to observe its prices. The court squarely held that such refusal-to-sell conduct on the part of the Beech-Nut Packing Co. does not constitute any unfair method of competition in violation of Section 5 of the Federal Trade Commission Act as the commission had charged.

The opinion of the court was written by Presiding Judge Ward, while Judge Manton filed a separate but concurring opinion. The ruling of the court is based upon the decision of the United States Supreme Court in the Colgate & Co. case made some months ago, in which the same questions were involved. In reversing the Federal Trade Commission, whose decision was a friendly one, in order to settle the rights of a manufacturer over resale prices, Judge Ward said:

"But we understand the Supreme Court to hold in United States vs. Colgate & Co., that a similar but less drastic method of sale constitutes merely the exercise of a man's right to do what he will with his own and is not obnoxious to the Sherman Act. The facts as found by the commission, being supported by testimony, are conclusive, but the effect of them is a question of law to be expressed in a conclusion of law and the commission so describes it. We do not see how this conclusion can be sustained in face of the decision in

the Colgate case. The order is reversed."

Upholds Beech-Nut Co. Policy

In his separate opinion Judge Manton said:

"In view of this recent pronouncement in the Colgate case, and even accepting the finding of facts of the commission, I think we are forced to the conclusion that the acts found and charged in the method of doing business under the 'Beech-Nut merchandising policy' are not unfair methods of competition and that, therefore, this court must hold, as a matter of law, that the commission exceeded its power in making the order appealed from."

Can Make Own Terms

Charles Wesley Dunn, counsel for the Beech-Nut Packing Company in this case and also counsel for Colgate & Co. in the Colgate case, commented upon the decision by the Circuit Court of Appeals as follows:

"The decision of the Circuit Court of Appeals in the Beech-Nut case, handed down yesterday, is a complete vindication of the 'Beech-Nut merchandising policy,' to-wit: the refusal to dealers who either do not charge the fair resale

prices suggested to the company or resell to other dealers who do not charge such prices.

"The court squarely holds that such refusal-to-sell policy does not constitute an unfair method of competition in violation of section 5 of the Federal Trade Commission Act, as charged by the commission.

"The decision is predicated upon the decision of the United States Supreme Court in the Colgate case, wherein our highest court established the fundamental principle that a manufacturer or trader, engaged in an entirely private business, has the undoubted right to exercise his own independent discretion as to the parties with whom he will deal and to announce in advance the circumstances under which he will refuse to sell, in the absence of any purpose to create or maintain a monopoly, and held that the aforesaid refusal-to-sell conduct does not constitute an offense against the Sherman Act.

"The commission previously announced that it would carry this case to the United States Supreme Court in the event of such a decision adverse to it."

J. A. TAYLOR NOW WITH LEA AND PERRINS

J. A. Taylor has been appointed special representative for Lea and Perrins, and will make his headquarters at Toronto. For the present Mr. Taylor will cover the Ontario field. For seven years Mr. Taylor was connected with Bovril, Limited, in Western Ontario.

FOOD CONDEMNED IN 1919, 337,653 Pounds

The Food Department in its report of the confiscations made during the year 1919, shows that 337,653 pounds of food were confiscated as being unfit for human consumption, made up of 28,487 lbs. of beef, 41,589 lbs. of veal, 7,956 lbs. of mutton, 26,148 lbs. of pork, 907 lbs. of venison, 2,211 lbs. of poultry, 164,979 lbs. of fish, 17,827 lbs. of sundry foods, 4,687 lbs. of fruits, 37,105 lbs. of vegetables, and 5,757 lbs. of sundry fruits, as well as 203 tons of ice.

In the same period the following animals were confiscated: 16 cattle, 737 calves, 90 sheep, 65 hogs, 3 deer, and 9,116 lbs. of various portions of animals.

UNITED FARMERS' BUY STORE AT HAWTREY

The U. F. O. have purchased a store in Hawtrely and will open up for business in the near future.

CO-OPERATIVE DELIVERY FOR LINDSAY

Lindsay, Ont., has a co-operative delivery system, conducted by Kennedy Bros. Merchants are very enthusiastic about this system, the cost is about 50 per cent. less than by private ownership, also the loss through carelessness in drivers losing and breaking parcels is obliterated, as Kennedy Bros. take full responsibility after orders are in their possession. Merchants state that they have less trouble with c.o.d. orders than ever before. Four deliveries are made each day with an extra delivery each Saturday evening.

INDIA'S 1919-20 RICE CROP

The first official forecast of India's 1919-20 rice crop, based upon reports furnished by provinces containing 99 per cent. of the total area under rice in British India, places the area sown at 73,233,000 acres, or nearly 3 per cent. above the estimate (71,172,000 acres) at the corresponding date a year ago. As compared with the final estimate (75,864,000 acres) for 1918-19, the present acreage, Consul General James A. Smith, of Calcutta, reports, shows a decrease of 3 per cent.

CURRENT NEWS OF THE WEEK

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

QUEBEC NEWS

L. Belisle has removed from 1578 Chabot Street to 613 Marquette Street, Montreal.

John Kelly has purchased the business of C. LeCavalier at 1091 St. Valier St., Montreal.

M. Woolff has bought out the grocery business of O. Christian at 653 Frontenac Street, Montreal.

E. P. Roberts, of the firm of John T. McBride, Montreal, is in New York on a short business visit.

Z. Richard has purchased from L. Pelletier the grocery business at 91 Cuvilliers Street, Montreal.

J. A. Longchamp has purchased the grocery business at 1669 Masson Street, Montreal, from D. Bourdan.

Phillippe Crete has purchased the grocery business at 520 DeMontigny Street E., Montreal, from Jimmy Hamel.

D. Dunberry has purchased the business at 759 Dorion Street, formerly owned and managed by Mrs. A. Corbeil.

F. S. Podvin, grocer, has sold his business at 37 Grandpre, Montreal, to C. E. Drainville, who expects to enter into occupation on or about March 22.

A. E. Cox, the Quebec representative of Cowan's Cocoa, who has been laid up for several months, has sufficiently recovered to take up again his work in Quebec Province.

The J. A. Goldman & Co., of 140 Villeneuve Street W., have sold their business to J. Woolman, who will continue under the name of the Villeneuve Provision Company.

Harold Seddon, Canadian representative of Lea & Perrins, returned to Montreal, from a several weeks' tour of Western Canada, extending as far as the Pacific Coast.

ONTARIO NEWS

E. E. Hunniford, Clinton, has sold his business to F. W. Wigg.

A. E. Wideman, Fort William, has sold his grocery business to Wanson and Kajander.

Jno. O'Donnell, Wallaceburg, Ont., has sold his grocery business to Kingsley Atkinson.

Howard Norris, formerly of Goldstone, has purchased a grocery and bakery business in Aurora.

G. A. McCullum has sold his bakery in Drayton and purchased the Ward bakery in Harriston.

The grocery business of Thomas Fielding, Gravenhurst, has been acquired by D. R. MacInnes.

J. K. Harstone, Severn Bridge, Ont., is changing his method of doing business to the cash system.

J. E. Lillico, Charlotte St., Peterborough, has sold his grocery business to Fitzpatrick & Geraghty.

Fobert & Corbeil, Cornwall, have opened a grocery and butcher store at the corner of 3rd and Gloucester Sts.

Mr. Prettie, of Toronto, has gone into partnership with W. J. Finnigan, Egmondville, Ont., in the grocery business.

C. H. Williamson, Hamilton, Ont., has opened a grocery and butcher business at the corner of Cannon and Wellington Streets.

D. R. McPhail, Kincardine, who a few weeks ago disposed of the Massey-Harris Agency, will open a grocery in the same premises.

Wanson & Kajander, Port Arthur, have purchased Wideman's grocery at the corner of Algoma and Cornwall Avenues.

E. D. Nills has purchased the grocery business of Ray Sales, Leamington, and will conduct it on the cash and delivery plan.

The general store business carried on by John Groves, Gravenhurst, has been formed into a joint stock company and will in future be known as the J. Groves, Limited.

The Davison block, Sudbury, occupied by Mawhinney & Co., general merchants, has been sold to Wm. Trivett, Burks Falls, who intends to open a grocery and confectionery in the near future.

DEATH OF JOHN WHYTE

Prominent Business Man in Stratford, Formerly in Mitchell

John Whyte, president of the Whyte Packing Company, and of the Stratford Brass Company, as well as vice-president of the Macdonald Thrasher Company, and the Avon Knit Company, died on Sunday, March 14, following a general breakdown a few days ago.

He was for years associated with his father at Mitchell, in the Whyte Packing Company, and, following the death of the latter, moved to Stratford in 1899.

Since that time he had been a prominent figure in Stratford. He served on the Hospital Trust and the Board of Health and was prominent in Board of Trade matters. A large family survive.

BRIDGEBURG FORMS

CO-OPERATIVE COMPANY

A co-operative company has been formed by members of the Trades and Labor Council of Bridgeburg, Ontario. The organization will have a capital stock of \$25,000, with shares being sold in as small lots as \$10. The discount is to be

allowed on the basis of the goods purchased and not according to stock holdings.

CLERKS NOW PARTNERS IN THE BUSINESS

T. A. Fisher, of Lindsay, Ontario, who has been in the grocery business since 1887, has formed a limited company. His associates in the business are composed of clerks from his staff. The firm will be known as Fisher, McFadyen, Limited. Neil McFadyen has just recently returned from overseas and was with Mr. Fisher for 8 years previous to enlistment.

NEW MILK CONDENSERY FOR SYDENHAM

The Bowes Milk Produce, Limited, Toronto, are erecting a hundred thousand dollar milk condensery at Sydenham. The work of excavating has already begun, and it is planned to have the plant in operation this summer. By means of motor trucks, operating over a radius of ten miles, milk will be collected from the farmers in the neighborhood and manufactured into condensed milk products. Eight of these trucks have already been purchased. When in operation the plant will employ about 75 men.

SALADA TEA CO. EXTENDING

The purchase has just been concluded by the Salada Tea Co. of a further 48 feet frontage on Wellington street with a depth of 300 feet. An extension of the warehouse is thus anticipated. The property is to the east of the warehouse, and this gives the company a total frontage of 148 feet on Wellington and 100 feet frontage at 461 King street west.

A FARMERS' CO-OPERATIVE STORE FOR GUELPH

It was learned to-day that the United Farmers' organization of South Wellington had purchased the property on Lower Woolwich street, owned by Palmer Bros., and intend to open up a big warehouse and store. The main floor of the building will be used as a warehouse for the handling of all sorts of farm supplies, such as seeds, sugar, meats and other necessaries. Provision will be made for the serving of meals and luncheons, and the farmers will not be dependent upon anyone but themselves.

TREASURER OF OGILVIE FLOUR MILLS COMPANY PASSES AWAY

By the passing of S. A. McMurtry, late treasurer Ogilvie Flour Mills Co., Ltd., of 29 Tower Avenue, Montreal, who succumbed after an illness extending over nine months, the community loses a man of the strong, vigorous type of character, interested in all good works and in athletics of all kinds, and one whose friendship was enjoyed by an usually large circle.

Mr. McMurtry was born in Bowmanville, Ont., seventy-six years ago. First engaging in banking he was promoted to the management of the Ontario Bank at Lindsay, which position he held for about 18 years. In November, 1888, he came to Montreal and was made office manager for what was then the A. W. Ogilvie & Company. When the present company, The Ogilvie Flour Mills Company, Ltd., was formed in 1902, Mr. McMurtry was appointed treasurer, which position he held till the time of his death. Mr. McMurtry was an elder of the Crescent Street Church for many years and took a very active interest in all church work. He was an ex-president of the Montreal Curling Club and a member of the Canadian Club and the Kanawaki Club.

HODGSONS, LTD., OPEN IN MONTREAL AS CONFECTIONERS

A new confectionery company has opened offices at 43-45 St. Maurice Street, Montreal, and will conduct business under the name of Hodgsons, Limited. The management will be in the hands of F. J. Hodgson, who, for several years, was connected with the executive staff of the Montreal Biscuit Company. Mr. Hodgson informs CANADIAN GROCER that his firm will specialize in high-grade package chocolates, and that they will cater to both domestic and foreign demand. They will, in addition, manufacture other candy specialties.

MONTREAL TO REGULATE ALL MEAT INSPECTION

The Administrative Commission of the City of Montreal is not satisfied with the present by-laws governing the inspection of meats sold within the city. And in view of the fact that a large number of abattoirs, killing animals outside the city and shipping to Montreal, are doing a considerable business here, a by-law is proposed which will require that all meat be stamped by the city's inspectors.

As it now stands, and while Montreal city inspectors inspect meat which is killed outside the city, subsequently offered for sale in Montreal, the Commission is not satisfied that the sale of the meat is under as complete control as they desire. The whole matter is being considered, it is pointed out, so that all meat coming to the city will unquestionably be fit for human consumption — something which cannot be positively guaranteed as matters now stand.

Believes in Future for Chain Stores

F. E. Robson, Until March 1 Manager of Loblaw Stores, Says System and Co-operation of Staff Important—Chain Across the Dominion

The chain store has undoubtedly been a very important factor in the grocery trade in recent years. It has grown rapidly in the larger centres wherever backed by aggressive merchandising



F. E. ROBSON
Until March 1 Manager, The Loblaw Stores, Toronto.

methods and the investigation at Hamilton has brought it still more prominently to the fore.

In an interview with Frederick E. Robson, who was until March 1 president and general manager of Loblaw Stores Ltd., Toronto, Mr. Robson was asked if he believed the cash and carry principle would continue to be as popular under present conditions as under war conditions.

"As it is close to the 17th of March," he replied that he would answer the question by asking another. "If a woman can save money on her groceries by paying cash and carrying her parcels, will she do it whether it is war time or not? It isn't the system, it's what the system accomplishes that makes it live or die."

"You increased the business of the Loblaw Stores from 11 to 33 and a bakery in about three years' time?" Mr. Robson was asked. He replied that Mr. Loblaw and himself were associated together a considerable portion of that period.

He regarded that system has a great deal to do with the development of the chain store idea, but he thought the main factor in so far as the Loblaw Stores were concerned was the co-operation of the employees with the management.

Asked as to whether he had sold out his interest he stated there had been a transaction with Dominion Stores Ltd.

"Are you still a director and associated with the firm?"

"Yes, but the directors have kindly given me an opportunity to go South for a few weeks' holiday." W. J. Pentland is the manager now as announced in last week's issue. In referring to him, Mr. Robson considered he was a genial and aggressive man.

When asked the volume of business that had been done last year he was reticent in this connection. He is on his first holiday for several years. He stated his trip to the States had no significance so far as the business was concerned, only he thought that the South was a good place for a holiday at this time of the year.

Mr. Pentland states that the company proposes to build up a chain of grocery stores throughout the Dominion. Until the organization has been developed, efforts will be chiefly directed to the two provinces of Ontario and Quebec. A store has been opened in Oshawa, the first outside of Toronto, and, according to present plans a new store will be opened every week and later two a week. As staffs are trained he expects that the work will proceed more rapidly.

The various stores will handle standard lines of groceries. It is not contemplated that the company will adopt any private trade mark, and will proceed generally along the lines adopted by the ordinary grocer, with the exception that the stores will possibly be operated under a more definite system.

The directors have taken up the first issue of preferred, Class B stock, which was used to finance the purchase of the Loblaw Company's assets. The new preferred will bear interest at 8 per cent. There are also 20,000 shares of common which have been largely taken by directors, a small amount being retained in the treasury for purchase later by the employees if they so desire. It is understood that the new issue of preferred will have first claim on the earnings of the company.

Mr. Pentland was formerly a general superintendent of a number of stores for the Great Atlantic and Pacific Tea Company in the United States, operating 4,000 stores. He came to Canada in April, 1919, to act as manager for the Dominion Stores, Ltd.

GUELPH MERCHANTS ORGANIZE

An organization meeting of the Retail Merchants of Guelph was held in the Candy Kitchen last week. J. McCrae presided. W. C. Millar, secretary of the Retail Merchants' Association, gave an address on Organization. One hundred members were enrolled. The following officers were elected: R. E. Nelson, president; J. Armstrong, first vice-president; W. G. Howell, second vice-president; Geo. Grinyer, secretary-treasurer.

HALF HOLIDAY FOR HALIFAX GROCERS

At a special meeting of the Halifax Grocers' and Butchers' Section of the Retail Merchants' Association of Canada it was decided that they would begin to observe the Wednesday afternoon half holiday, beginning the first Wednesday in May and continuing until the last Wednesday in September, and that further consideration would be given the matter as a large number are favorable to holding the half-holiday the year around, with the exception of the month of December. In order to make the Wednesday afternoon half-holiday universal as well as other holidays and hours of closing, it is absolutely necessary to have the Early Closing Bill now before the Provincial Parliament passed.

The question of early closing was also thoroughly discussed, and Mr. Doyle stated that the Bill was now before the Legislature and was introduced on Monday afternoon by the Hon. Mr. Faulkner. This Bill was defeated in the Lower House last year but when taken to the Upper House was carried unanimously, but on being brought back to the Lower House for ratification it was defeated on a technicality, the Speaker ruling that no Bill could be introduced the second time during the same session. Mr. Doyle stated that he had the assurance of a number of Members of the House that if the Bill were introduced again it would be passed.

This Bill has been brought before the members of our various branches throughout Nova Scotia as well as at our Provincial conventions for consideration, and they have unanimously endorsed it.

JAPAN SUPPLIES SUGAR TO EUROPE

Japan has succeeded in delivering forty million pounds of refined cane sugar to European Mediterranean ports in the last few months, according to the "Allgemeine Zeitung," which declares the feat one which formerly was believed impossible of accomplishment. Most of the sugar comes from Java refineries, the newspaper says.

SEPARATE FRUIT FROM GROCERY STORES

At the meeting of the Niagara Fruit Growers, a resolution was passed requesting the city of Toronto to amend the early closing by-law in such a way that fruit stores would be classified separately from grocery stores, and that said fruit stores be permitted to remain open during evenings.

DOMINION SUGAR CO. CHANGES QUARTERS

The Dominion Sugar Company have vacated their offices and warehouse at No. 1 Scott Street, Toronto, and taken up quarters in the Howell Warehouse

Company's building at 311 King Street East. This was formerly the Copland Brewery. The Sugar Co. have leased offices on the main floor and a portion of the same floor for storage space, the lease providing that if at any time temporary additional space is required it may be secured.

New Goods

Wheat Gold is a new cereal on the market, to cost the retailer \$5.30 per case of 24 packages. Manufactured by W. D. Brown & Co., Toronto.

Quaker Oats Company are now manufacturing macaroni, spaghetti and noodles. These goods are packed in 10½ ounce packages and cost the retailer \$2.70 per case of 24 packages.

EVAPORATED BANANAS

The wholesale grocers of Canada will, in the course of a few weeks, receive supplies of a comparatively new product, grown, processed and packed at Jamaica, in the British West Indies.

During the Great War, the British Government took all the evaporated bananas that could be produced by the West India Mercantile Company, with the exception of a few small shipments that were distributed in Canada during 1919.

The Canadian shipments met with immediate sale, and repeat orders from Canadian importers are now in hand for execution.

The commodity is known on the Island as a "fig"; and this designation appears on the package, in combination with the company's initials, as the "Wimco Banana Fig."

A certificate of analysis made by J. T. Donald & Co. at their laboratory in Montreal, shows the Wimco product to contain 56.22 per cent. of fruit sugar and 17.49 per cent. of moisture—as compared with a sample of a fresh, ripe banana obtained in the open market, which contained 6.73 per cent. of fruit sugar and 74.15 per cent. of moisture.

The latent explanation of the immediate popularity of the "banana fig," whether at the front or at home, is the predominating fruit sugar content which makes a readily assimilated foodstuff of highly nutritious value.

The other contents show a well-balanced "ration" and reveal that one "banana fig" will more than equal four ripe fresh bananas, in edible value.

The popularity of the article in every household is assured in advance by the further recommendation that it is attractive to the eye, as well as to the palate.

WESTERN

J. J. Stiegler, Humboldt, Sask., has disposed of his general store business to Ed. Suerking, of Saskatoon, formerly of Elmira, Ont.

A. E. Duncan & Co. have brought the business of A. M. Smith & Co., Clarence Avenue, Saskatoon. Mr. Duncan was previously located in Calgary, Alta.

G. E. Crawford, of Birks, Crawford & Co., Vancouver, B. C., and formerly with H. Bell-Irving & Co., Ltd., is at present in the Old Country in the interests of the company.

Nicholson & Rankin, Limited, manufacturers' agents, Winnipeg, have opened an office in Edmonton, under the management of H. M. Judge. Mr. Judge was formerly buyer for the Macdonald-Cooper, Limited, wholesaler grocers, Edmonton. Nicholson & Rankin, Limited, have also opened a branch at Calgary under the management of W. H. Dingle, formerly with Tees & Persse, Limited, of Calgary.

HERRING FISHING IS ON

Vancouver.—Reports from the North indicate that the herring have started to run. They are about a month behind schedule this year. The ones running now are very small, and are not used for canning, but as the season advances they will improve both as to size and quality, and then canning will commence.

LIMIT SALE OF EXTRACTS CONTAINING ALCOHOL

Winnipeg.—Vanilla extracts and other essences containing a large percentage of alcohol will be brought under the Manitoba Temperance Act in the amendments to be recommended by the Government at the present session of the Legislature. Sales of these will be limited to two and a half ounces at a time. Bay rum will also be limited by law.

PUTTING IT UP TO THE LOCAL MERCHANTS

Vancouver.—(Special.)—As an example of the local newspaper putting their revenue problems before their merchants, the following from the current issue of the "Fraser Valley Record" stands alone:

"Timothy Eaton Company of Winnipeg are after advertising space in this paper hot-footed. They are always out after business and have after a thorough inquiry found that the advertising columns of this paper are worthy of support decided that it is up to them to secure space if they can. They promise 1,000 inches per annum, and all the printer will have to do is to put the cut in the paper—it arrives all ready set up. The price per inch is also very tempting, being much higher than is usually paid for such advertising—almost double of what we expect from other Eastern advertisers. If it appeared in this paper it would be the best paid adv. the paper has carried for sometime. We are seriously thinking of running the advertisement next week."

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE condition of all markets indicates a firm tone with the trend toward higher prices rather than lower. The egg market has eased off somewhat, but the butter market in all quarters has shown a tendency to firmness. Business is reported excellent.

MONTREAL—In summarizing the market for the week, many changes of interest have been made and among these are rather stiff advances for lamp chimneys. This is due to the strength of the glass market and labor charges are a primary contributing factor. Pressed hops and Canadian chicory are both revised upward. Cotton lampwick is higher. Crisco has advanced fifty cents per case and this is due in large measure to the container situation. Two lines of Fairbanks' soap have been advanced, glycerine tar toilet and scouring. The sugar market is unchanged, but firm. Improvement is being made in the extent of supplies, the refineries now operating right along. One jobber has lowered the price of corn 5c per doz. Beans and peas are firm and corn syrups are very active at present, prices being fully maintained. Some new Sultana raisins are being offered the trade this week. Javan peanuts are scarce and the market has firmed this week. Shelled walnuts are quoted lower in one quarter. Tapioca is one cent higher. Shredded wheat is up 40 cents the case. Coffees are steady and active, the demand being seasonably brisk. Rolled oats and other cereals, generally, are firm, but there are no changes. Feeds are in active demand, prices being fully maintained under a shortage of stock. Oats are one cent higher. Oranges and grapefruit are much firmer in price. Celery is lower, while tomatoes are somewhat higher.

TORONTO—The situation in all Toronto markets show no indication of lower prices prevailing for some time to come. Many lines of commodities have advanced to higher levels. Supplies of sugar are arriving more freely, but there is still a shortage felt. The raw sugar market is firmer and offerings have been comparatively light. New shipments of Barbadoes molasses have arrived and quoted at \$1.50 per gallon for the best grade. The tea market remains firm and spot stocks on some grades are decreasing. Importers report a difficulty in getting supplies. The coffee market is ruling at firm prices. Some importers are of the opinion that the peak has now been reached

as with the approach of warm weather the consumption will naturally decrease. One manufacturer of cornflakes is offering a special deal. Cereals are firm. No improvement is shown in the market for rice. New shipments of XX Siam rice is expected to arrive in about ten days. The price quoted is \$15.00 per hundred. Bakers' fresh grated cocoanut, shredded wheat, custard powder, soluble coffee, Lowney's cocoa, lamp chimneys and lantern globes have all advanced to higher levels. The market for spices is unsettled by the unprecedented situation in foreign exchange, also the keen competition amongst buyers both on this continent and in Europe. Lower prices on spices cannot be expected this year in view of the fact that all countries are considerably short of stocks. Higher prices are named on pickles. Canned goods are moving freely and prices are ruling firm. Shelled walnuts continue to be a worry to importers who state that it is almost an impossibility to fill contracts owing to the difficulty in getting supplies. Dried fruits are in active demand and prices are firm. Lemons have declined about \$2.00 per case. A good business is reported for apples. Nova Scotia apples are arriving freely. The potato market is firm, but prices are expected to break as transportation becomes easier.

Fresh meats are firm in tone and a brisk demand is noted. The butter market is also firm. The egg market has weakened and changes in prices are a daily occurrence. Trade in cheese is somewhat improved. Lard, shortening and margarine hold steady.

WINNIPEG—Changes this week in grocery markets shows no indication of the market is very firm and a few lines have a tendency to go upward. The prune market is easier. Offerings from the United States do not include the very large sizes and as a result they are being offered lower than previously. The sugar situation is improving and only one line advanced this week. Peppers for import are much easier in price and supplies are very short. Ginger and nutmegs remain high and are very scarce. Paprika is high in price and very little offered. Other spices are very steady. Syrups have advanced, also starch. Raisins are almost off the market with no prospects of lower prices before the new crop arrives. Jelly powder is likely to advance owing to the advance of sugar and the scarcity of gelatine.

QUEBEC MARKETS

MONTREAL, March 17—Considerable firmness characterizes the grocery markets, there being little indication of easier prices on most important commodities. There has been a fair and a seasonable amount of business, but there is room for improvement.

Sugar Steady With Unchanged Prices

Montreal.
SUGAR.—There is practically no change to the sugar situation this week. Prices are maintained in a firm market. Raws were easier during the week but have now recovered and stand very firm. Refineries are now running continuously and keeping up abreast of the heavy demands of the trade.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	16 50	16 50
Acadia Sugar Refinery, extra granulated ..	16 50	16 50
Canada Sugar Refinery	16 50	16 50
Dominion Sugar Co., Ltd., crystal granu.	16 50	16 50
St. Lawrence Sugar Refineries	16 50	16 50
Leing, barrels	16 70	16 90
Do., 25-lb. boxes	17 10	17 10
Do., 50-lb. boxes	16 90	16 90
Do., 50 1-lb boxes	18 20	18 20
Yellow, No. 1	15 10	16 10
Do., No. 2 (Golden)	15 00	16 00
Do., No. 3	14 80	15 90
Do., No. 4	14 70	15 70
Powdered, barrels	16 60	16 60
Do., 50s	15 80	16 80
Do., 25s	16 00	17 00
Cubes and Dice (asst. tea), 100-lb. boxes	16 10	17 10
Do., 50-lb. boxes	16 20	17 20
Do., 25-lb. boxes	16 40	17 40
Do., 2-lb. package	17 50	18 50
Paris lumps, barrels	16 10	17 10
Do., 100 lbs.	16 30	17 30
Do., 50-lb. boxes	16 50	17 50
Do., 25-lb. boxes	17 50	18 50
Do., cartons, 2 lbs.	18 00	19 00
Do., cartons, 5 lbs.	16 10	17 10
Crystal diamonds, barrels	16 20	17 20
Do., 100-lb. boxes	16 30	17 30
Do., 50-lb. boxes	16 50	17 50
Do., 25-lb. boxes	17 25	18 25
Do., cases, 20 cartons	17 25	18 25

Corn Syrup In Good Demand

Montreal.
CORN SYRUP.—Under very active demands corn syrup stands very firm and although no immediate changes appear likely the buyer would be wise to remember that the market is a strong one. While business is very brisk, it is badly hampered by the shortage of cars for shipping purposes and in many cases it is found absolutely impossible to catch up with the orders of a month or so ago. This is naturally causing extreme annoyance both to the buyer and the seller and a deal of business is lost through the present state of affairs.

MOLASSES.—Molasses are strong and in practically the same position as last week. Although no definite advances have been effected, the undertone is decidedly on the upward trend.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	0 09	
Half barrels	0 09 1/2	
Kegs	0 09 3/4	
2-lb. tins, 2 doz. in case, case ..	5 90	
6-lb. tins, 1 doz. in case, case ..	6 85	
10-lb. tins, 1/2 doz. in case, case ..	6 55	
2-gal. 25-lb. pails, each	2 85	
3-gal. 38 1/2-lb. pails, each	4 25	
6-gal. 65-lb. pails, each	6 85	
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case ..	6 50	
5-lb. tins, 1 doz. in case, case ..	7 45	
10-lb. tins, 1/2 doz. in case, case ..	7 15	

Cane Syrup (Crystal) Diamond—		
case (2-lb. cans)	8 60	
Barrels, per 100 lbs.	12 25	
Half barrels, per 100 lbs.	12 50	
Muocose, 5-lb. cans (case)	4 80	

Barbadoes Molasses—		Prices for
		Island of Montreal
Punchons	1 30	1 35
Barrels	1 35	1 36
Half barrels	1 35	1 40

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

Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above 1/2 barrel prices.

Package Wheat Is Advanced 40 Cents

Montreal.
PACKAGE PRODUCTS.—Shredded wheat is 40c per case higher, at \$4.90. The movement is steadily maintained on package goods, and still there is little of outstanding interest. Breakfast foods are steadily held, without price change, and the tendencies are rather firm on most lines. When the high price of labor and packages is taken into account, no early change of a radical nature is probable. Starches are firm.

PACKAGE GOODS		
Breakfast food, case 18	2 85	
Cocunut, 2 oz. pkgs., doz.	0 75 1/2	
Do., 10-lb. cartons, lb.	0 85	
Corn Flakes, 3 doz. case \$ 50 \$ 65 \$ 50	4 25	
Oat Flakes, 30s	5 40	
Rolled oats, 20s	6 50	
Do., 18s	2 42 1/2	
Do., large, doz.	3 00	
Oatmeal, fine cut, pkgs., case ..	6 75	
Puffed rice	5 70	
Puffed wheat	4 25	
Farina, case	2 25	
Hominy, pearl or granu., 2 doz.	3 65	
Health bran (20 pkgs.), case ..	2 60	
Scotch Pearl Barley, case	2 60	
Pancake Flour, case	3 60	
Pancake Flour, self-raising, doz.	1 50	
Wheat food, 18-1 1/2s	8 25	
Buckwheat Flour, case	3 60	
Wheat flakes, case of 2 doz.	2 95	
Oatmeal, fine cut, 20 pkgs.	6 75	
Porridge wheat, 26s, case	7 30	
Do., 20s, case	7 50	
Self-raising Flour (3-lb. pack.) doz.	3 05	
Do. (6-lb. pack.), doz.	6 00	
Corn starch (prepared)	0 12 1/2	
Potato flour	0 16	
Starch (laundry)	0 10 1/2	
Flour, Tapioca	0 15	0 16

Rolled Oats Firm But Sales Light

Montreal.
CEREALS.—The market movement is seasonable, but in a general sense the outturn is light. This is true of rolled oats, but the basis is firmly held, with little indication of any lowering in price.

CEREALS—		
Cornmeal, golden granulated ..	5 50	
Barley, pearl (bag of 98 lbs.) ..	8 00	8 25
Barley, pot (98 lbs.)	7 25	
Barley (roasted)		
Buckwheat flour, 98 lbs. (new) ..	6 00	
Hominy grits, 98 lbs.	6 50	
Hominy, pearl (98 lbs.)	6 25	
Graham flour	6 00	
Do., barrel	13 25	
Oatmeal (standard granulated) ..	6 00	6 75
Rolled Oats (bulk), 90s	5 50	5 75

Coffee Steady; Active Demands

Montreal.
COFFEE.—Coffee rules very firm under continued heavy demands, and practically no fresh developments have appeared in the local markets. Dealers state it is difficult to make any definite forecast of the future state of the market on account of the uncertainty of the exchange situation, which, to a very great extent, governs the prices. Several dealers are still finding it difficult to obtain adequate supplies of good coffee.

COCOA.—Cocoa stands firm and is proving a very good seller. Current quotations show no difference to the prevailing prices of last week, and are steadily maintained. Business is said to be picking up very considerably.

COFFEE—			
Rio, lb.	0 35 1/2	0 35 1/4	
Mexican, lb.	0 50	0 51	
Jamaica, lb.	0 46	0 48	
Bogotas, lb.	0 49	0 51	
Mocha (types)	0 50	0 52	
Santos, Bourbon, lb.	0 47	0 49	
Santos, lb.	0 47	0 48	
COCOA—			
In 1-lbs., per doz.	5 80		
In 1/2-lbs., per doz.	3 00		
In 1/4-lbs., per doz.	1 60		
In small size, per doz.	1 15		

No Improvement to the Tea Situation

Montreal.
TEAS.—Teas are strong in a comparatively quiet market—quiet on account of the poorness of available spot stocks. There is practically nothing new to report. Importers are of the opinion that no improvement may be looked for for several months. In the meantime the position is very strong with decidedly higher tendencies. Javas and Ceylons are practically cleaned up.

JAPAN TEAS—			
Choice (to medium)	0 65	0 75	
Early picking	0 75	0 85	
Finest grades	0 80	1 00	
Javas—			
Pekoes	0 46	0 48	
Orange Pekoes	0 49	0 51	
Broken Orange Pekoes	0 48	0 50	

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

Spices Unchanged; General Firmness

Montreal.
SPICES.—In a general sense, the spice market is very firm, although there are no actual changes. Several factors have served to make a somewhat unsettled market at import points, one of these being the recent firming of sterling exchange. This is, naturally, a firming factor of importance, but there is, on the other hand, an erratic buying on the part of the trade. Some strengthening of the demand is looked for.

Allspice	0 25	
Cassia (pure)	0 55	0 55
Cocunut, pails, 20 lbs., unsweetened, lb.	0 45	
Do., sweetened, lb.	0 35	
Chicory (Canadian), lb.	0 20	
Cinnamon—		
Rolls	0 35	
Pure, ground	0 35	0 40
Cloves	0 55	0 50
Cream of tartar (French pure) ..	0 75	0 80
American high test	0 80	0 85
Ginger	0 40	
Ginger (Cochin or Jamaica)	0 81	
Mace, pure, 1-lb. tins	1 00	

Mixed spice	0 30	0 32
Do., 2 1/2 shaker tins, doz.	1 15	1 15
Nutmegs, whole	0 60	0 70
64, lb.	0 45	0 45
80, lb.	0 45	0 45
100, lb.	0 40	0 40
Ground, 1-lb. tins	0 65	0 65
Pepper, black	0 38	0 40
Do., special	0 32	0 32
Do., white	0 50	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 20	0 20
Paprika	0 65	0 70
Tumeric	0 20	0 20
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamom seed, per lb., bulk	2 00	2 00
Caraway (nominal)	0 20	0 25
Cinnamon, China, lb.	0 30	0 30
Do., per lb.	0 35	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 18	0 20
For spices packed in cartons add 4 1/2 cents a lb., and for spices packed in tin containers add 10 cents per lb.		

Canned Goods Show Greater Activity

Montreal.
CANNED GOODS.—Canned corn, in one jobbing quarter, is easier at \$1.70 to \$1.75 per dozen. While there is no material change in other canned goods as far as prices are concerned, considerably more activity is manifest in the markets this week. Buying is still for immediate needs and little or no speculative business has developed. Pink salmon has strengthened owing to the report that England had placed a ban on the reshipment of this commodity out of the country for resale in other markets. A very active enquiry is being made for canned tomatoes.

CANNED VEGETABLES

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

CANNED FRUITS

Apricots, 2 1/2-lb. tins	6 25	6 50
Apples, 2 1/2s, doz.	1 40	1 65
Do., new pack, doz.	2 20	2 20
Do., 2s, doz.	1 30	1 05
Do., new pack	6 75	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, 1/2s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. tins, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.	16 00	16 00
Cherries, red, pitted, heavy syrup		
No. 2 1/2	4 80	5 15
No. 2	20 00	20 00
doz.	4 75	4 20
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	2 75	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gallon, "Pie," doz.	9 50	9 50
Do., gallon, table	10 00	10 00
Peas, 2s	4 25	4 50
Do., 2s (light syrup)	1 00	1 00

Do., 2 1/2s	5 25	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	1 90	1 90
Do., 2-lb. tins, doz.	2 30	2 30
Do., 2 1/2s	4 00	4 50
Plums, Lombard	2 00	2 20
Do., in heavy syrup	2 40	2 45
Do., in light syrup	2 45	2 45
Gages, green, 2s	2 40	2 45
Raspberries, 2s, black or red, heavy syrup	4 50	4 60
Strawberry, 2s, heavy syrup	4 50	4 65
Rhubarb, 2-lb. tins	2 25	2 25

CANNED FISH, MEATS, ETC.

Salmon—		
Chums, 1-lb. tins	2 00	2 00
Do., 1/2s, flat	1 20	1 20
Sockeye, 4s, 1s, doz.	4 75	4 75
Do., 9s, 1/2s, doz.	2 50	2 50
Red Springs, 1-lb. tall	4 10	4 30
Do., 1/2 lb.	2 00	2 00
Cohoos, 1-lb. tall	3 65	3 65
Do., 1/2-lb. flat	1 90	1 90
Pinks, 1 lb.	2 60	2 60
Do., 1/2 lb.	1 30	1 30
White Springs, 1s	2 00	2 00
Chums, 1 lb., tins	2 00	2 00
Do., 1/2s, flat	1 10	1 10
Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	2 25
Alaska, red, 1-lb. tall	4 25	4 50
Herrings, imported, tomato sauce	3 25	3 25
Do., kippered	2 85	2 90
Do., tomato sauce, 1/2s	1 85	1 85
Do., kipp., Canadian, 4s, 1s	1 50	1 50
Do., plain, case of 4 doz.	6 75	6 75
Do., 1/2s	1 65	1 65
Haddies (lunch), 1/2-lb.	1 00	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 25
Canadian sardines, case	6 25	6 75
Whole Steak, 1-lb. flat	2 00	2 00
Pilehards, 1-lb. tins	1 90	2 00
Norwegian sardines, per case of Oysters (canned), 5 oz., doz.	2 60	2 60
100 (1/2s)	24 00	25 00
Do., 10 oz., doz.	4 20	4 20
Lobsters, 1/2-lb., doz.	3 40	3 40
Do., 1/2-lb. tins, doz.	5 50	6 00
Do., 1-lb. tins	12 00	12 00
Do., 1/2-lb., doz.	6 00	6 00
Do., 1-lb. flats	12 00	12 00
Lobster pas', 1/2-lb. tins	2 40	2 40
Sardines (Amer. Norweg'n style) Do., Canadian brands (as to quality), case	14 50	6 25
Do., French	17 50	32 00
Do., (gen. Norwegian)	23 25	21 00
Do., Portuguese, case	24 00	24 00
Scallops, 1-lb., doz.	8 25	8 25
Do., Eastern trade	2 65	2 65
Do., Winnipeg and Western	2 35	2 35
Scotch Snaek, No. 2, doz.	4 50	4 50
Shrimps, No. 1	2 40	2 80
Do., 1 1/2s	4 50	4 50
Crabs, No. 1 (case 4 doz.)	6 75	6 75
Crab meat (Japanese), doz.	6 50	6 50
Clams (river), 1 lb., doz.	1 90	1 90
Scotch Snaek, No. 1, doz., Montreal	2 85	2 85
Meats, English potted, doz.	2 00	2 00

Beans and Peas Remain Very Firm

Montreal.
BEANS AND PEAS.—As with so many general lines this week, there are no definite changes to report, although the condition of the market is considerably stronger with an undertone suggestive of higher prices in the very near future. Canadian beans are quoted at from \$5.75 to \$6.00 although supplies are still coming along very slowly.

BEANS—		
Canadian, hand-picked, bush.	5 75	6 00
Japanese	5 50	5 75
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California	0 20	0 20
PEAS—		
White soup, per bush.	4 80	5 00
Split, new crop (98 lbs.)	8 25	9 00
Boiling, bushel	4 80	5 00
Japanese, green, lb.	0 10 1/2	0 11

Prunes Big Sellers; Some New Raisins

Montreal.
DRIED FRUITS.—Retailers are enjoying a good sale for prunes and other dried fruits, while the wholesale trade

seems to have quieted down materially this week for general dried fruits. A very unsettled condition in the States, last week, seems to have righted itself, according to press dispatches. This resulted from a liquidation of export stocks, but this appears to have ceased and buyers have purchased quite freely. Canadian buyers, too, have been making buying enquiries, but thus far few sales seem to have resulted.

New British Sultana raisins, for the past 5 or 6 years off the market, have been received at Montreal and are selling at 25c per lb., in round lots to the wholesale trade. These were described formerly, as Smyrna raisins.

Apricots, fancy	0 40	0 40
Do., choice	0 34	0 34
Do., slabs	0 30	0 30
Apples (evaporated)	0 23 1/2	0 24
Peaches, (fancy)	0 20	0 20
Do., choice, lb.	0 20	0 20
Pears, choice	0 20	0 20
Drained Peels—		
Choice	0 26	0 26
Ex. fancy	0 30	0 30
Lemon	0 45	0 45
Orange	0 46	0 46
Citron	0 60	0 60
Peels (cut mixed), doz.	3 25	3 25
Raisins (seeded)—		
Choice, bulk, 25-lb. boxes, lb.	0 22	0 22
Muscatale, 2 Crown	0 23	0 23
Do., 1 Crown	0 25	0 25
Do., 3 Crown	0 24	0 24
Do., 4 Crown	0 19 1/2	0 20
Fancy seeded (bulk)	0 28	0 28
Do., 16 oz.	0 24	0 25
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 28
Cal. Seedless, loose	0 26	0 28
Currants, loose	0 19	0 22
Do., Greek (16 oz.)	0 24	0 24
Dates, Excelsior (36-lbs), pkg.	0 15 1/2	0 15 1/2
Fard, 12-lb. boxes	3 25	3 25
Packages only	0 10	0 20
Do., Dromedary (36-10 oz.)	0 10	0 10
Packages only, Excelsior	0 20	0 20
Loose	0 16	0 17
Figs (layer), 16-lb. boxes, 2s, lb.	0 40	0 40
Do., 2 1/2s, lb.	0 45	0 45
Do., 2 1/2s, lb.	0 43	0 43
Do., 2 1/2s, lb.	0 50	0 50
Figs, white (70 4-oz. boxes)	5 40	5 40
Figs, Spanish (cooking), 22 lb. boxes, each	0 12	0 12
Figs, Turkish, 3 crown, lb.	0 44	0 44
Do., 5 Crown, lb.	0 46	0 46
Do., 7 Crown, lb.	0 52	0 52
Figs, mats	4 75	4 75
Do. (25-lb. boxes)	2 75	2 75
Do. (12 10-oz. boxes)	2 20	2 20
Prunes (25-lb. boxes)—		
20-30s	0 33	0 33
30-40s	0 30	0 30
40-50s	0 27	0 27
50-60s	0 23	0 23
60-70s	0 22	0 22
70-80s (25-lb. box)	0 20	0 20
80-90s	0 19	0 19
90-100s	0 17 1/2	0 17 1/2
100-120s	0 16	0 17

Peanuts Higher; Walnuts Decline

Montreal.
NUTS.—The peanut market is firmer on Javan grade. The supplies of these are limited, and it is stated that there will be few of these available for some time. New shelled walnuts are somewhat easier and are quoted at 70c to 75c per lb.

Almonds, Tarragona, per lb.	0 32	0 33
Do., shelled	0 60	0 60
Do., Jordan	0 75	0 75
Brazil nuts (new)	0 25	0 25
Chestnuts (Canadian)	0 27	0 27
Filberts (Sicily), per lb.	0 25	0 25
Do., Barcelona	0 25	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peas, No. 4, Jumbo	0 25	0 25

Peanuts, Jumbo	0 24
Do., "G"	0 19 0 20
Do., Coons	0 16
Do., Shelled, No. 1 Spanish	0 24 0 25
Do., Salted, Spanish, per lb.	0 29 0 30
Do., Shelled, No. 1, Virginia	0 16 1/2 0 18
Do., No. 1 Virginia	0 14
Fancy wholes, per lb.	
Fancy splits, per lb.	0 33
Pecans, new Jumbo, per lb.	0 32 0 35
Do., large, No. 2, polished	0 32 0 35
Do., Orleans, No. 2	0 21 0 24
Do., Jumbo	0 60
Pecans, shelled	1 60 1 70
Walnuts	0 29 0 35
Do., new Naples	0 34
Do., shelled	0 70 0 75
Do., Chilean, bags, per lb.	0 33

Many Lines Have Advanced

Montreal.
MISCELLANEOUS. — Prices are marked higher on Fairbanks' soap, glycerine tar toilet being \$2 higher at \$10, in single cases. "Scouring" soap has advanced \$1.50 per case of 100 bars to \$6.50, in single case lots. In half cases the price is \$3.25 Crisco has advanced, the increase being 50c per case. This is due, in large measure, to the container situation. The present price, per case, is \$13.20, the market for lamp wick has advanced. Number two is now priced 5c higher at 68c, and No. 1 at 45c.

Advanced prices are quoted on pressed hops, these being 5c per pound higher, to 75c.

Canadian chickory is also higher. The jobbing price is now 5c higher to 25c per lb.

New High Prices On Lamp Chimneys

Montreal.
LAMP CHIMNEYS.—Prices on lamp chimneys have been advanced. The present jobbing prices are: No. 2 or "B," cases of 6 dozen, per doz., \$1.50; cases of 3 doz., \$1.70. The advances are, respectively, 20 and 25c per doz. In cases of 8 dozen, the No. 1 or "A" are selling at \$1.25 per dozen, and in 4 doz. lots at \$1.40. The old prices were \$1.05 and \$1.20 per dozen.

Fresh Fruit Quiet; Citrus Lines Higher

Montreal.
FRESH FRUITS. — A somewhat quiet week has been experienced, but there is the usual demand for staple fruits, including oranges and grapefruit. Both of these are higher, and Valencia oranges are marked as high as \$9.50 per case. At these prices the sales are bound to be curtailed. Jamaican grapefruit is marked higher to \$5 per case, while Florida crop is priced at \$6 the case. Messina lemons are still selling at \$8 per case.

Apples—	
Baldwins	7 50 8 00
Ben Davis, No. 1	6 00 7 00
Greenings	7 50 8 00

Gravenstein	10 00
Spies	7 00
Winter Reds	6 50 7 00
Apples in boxes	5 00 5 50
Bananas (as to grade), bunch	6 00 7 00
Cranberries, bbl.	11 00
Do., gal.	0 60
Grape, Emperor, kegs	13 00
Grapefruit, Jamaican, 64, 80, 96	5 00
Do., Florida, 54, 64, 80, 96	6 00
Lemons, Messina	8 00
Pears, Cal.	5 00
Pomegranates (boxes of about 80), box	9 00 9 50
Oranges, Cal., Valencias	9 00 9 50
Cal. Navels	9 00
Florida, case	6 00

Rice Market Steady; Tapioca Up One Cent

Montreal.
RICE.—While there is little of new interest in the local rice situation, the movement of supplies to export sources is said to have been active within the past ten days. This is due to the shipment of orders that were previously placed. The same strength of undertone is still characteristic of the market, and declines are not now anticipated.

An advance of one cent per pound has been made in one jobbing quarter this week 'or tapioca.

RICE—	
Carolina, ex, fancy	19 00 21 00
Do. (fancy)	18 00
Rangoon "B"	14 50
Rangoon "CC"	14 25
Broken rice, fine	14 00
Tapioca, per lb. (seed)	
Do. (pearl)	0 12 1/2 0 13 1/2
Do. (flake)	0 11 0 12 1/2

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

Celery Prices Less; Tomatoes Higher

Montreal.
VEGETABLES. — Florida tomatoes are marked somewhat higher this week, quotations being \$7 to \$8 per 40 lbs. Florida celery is down to \$6 per dozen crate; cauliflower is \$3.75. Coarse vegetables are selling still, but the movement is confined to immediate wants, with buying done frequently. The state of the weather, with bad roads prevalent, and likely to be worse, may have an effect on the basis for some of these products, a number of them being likely to hold firm under these temporary conditions. Potatoes are unchanged, and there may be no easing of these prices for the above reason. Florida tomatoes, crate (40 lbs.).. 7 00 8 00

Beans, new string (imported) hamper	
Beets, new, bag (Montreal)	2 50
Cucumbers (hothouse), doz.	3 00
Chicory, doz.	0 50
Cauliflower, Am., doz. dble crate	7 00
Do., single crate	3 75
Cabbage (Montreal), barrels	4 50
Carrots, bag	1 75
Garlic, lb.	0 50
Horseradish, lb.	0 20
Lettuce (Boston), head crate	3 00
Leeks, doz.	4 00
Mint	0 60
Mushrooms, lb.	1 00
Onions, Yellow, 75-lb. sack	8 50
Do., red, 75 lbs.	8 50 9 00
Do., crate	3 00
Do., Spanish, case	8 50
Oyster plant, doz.	0 50
Parsley (Canadian)	1 00

Peppers, green, doz.	0 50
Parsnips, bag	1 75
Potatoes, Montreal (90-lb. bag)	3 50
Do., New Brunswick	3 75
Do., sweet, hamper	3 75
Radishes, American, doz.	0 75
Spinach, barrel	6 00
Turnips, Quebec, bag	2 00
Do., Montreal	1 50 1 75
Tomatoes, hothouse, lb.	0 40
Florida lettuce (hamper)	6 00
American parsley, doz.	2 00
Florida celery (4-doz. crate)	6 00
Watercress (per doz.)	0 75

Oat Prices Firmer; Little Hay Moves

Montreal.
GRAIN AND HAY.—The price of oats has firmed this week, on all grades, one cent per bushel being added to the quoted prices of last week. The net prices quoted at the elevators are as under.

HAY.—The movement is very limited. This will be the case for some weeks in all probability, owing to the breaking up of roads. It is stated that ample tonnage is in store to take care of the existing needs, and which, at the moment, are limited.

Hay—	
Good, No. 1, per 2,000 lb. ton.	28 00
Do., No. 2	27 00
Do., No. 3	24 00
Straw	15 00
Oats—	
No. 2 C.W. (34 lbs.)	1 18 1/2
No. 3 C.W.	1 14 1/2
Extra feed	1 14 1/2
No. 1 feed	1 13 1/2
No. 2 feed	1 11 1/2
Tough 3 C.W.	1 12 1/2
Barley—	
No. 3 C.W.	1 60
No. 4 C.W.	1 60
Feed barley	1 60
Prices are at elevator.	

Domestic Enquiry Is Limited For Flour

Montreal.
WHEAT FLOURS.—Millers state that a considerable improvement of demand from the domestic trade would be welcome. The movement is limited to a great extent, and a rather quiet condition prevails. No new price or other features have developed.

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

Active Demand For Millfeeds

Montreal.
FEEDS.—Supplies of bran and shorts are not ample to meet the demands of the farmers, and there is, as a consequence, a firm undertone to the market. There have been no changes in the market this week, prices being maintained.

FEEDS—	
Bran, mixed cars	45 00
Shorts, mixed cars	52 00
Crushed oats	63 00 71 00
Barley chop	5 00
Special Middlings	5 00
Feed Flour, 98 lbs.	3 90
Gluten Feed—	
F.o.b. Cardinal	65 00
F.o.b. Fort William	64 00

ONTARIO MARKETS

TORONTO, March 19—The situation in these markets shows no indications of lower prices prevailing for some time to come. Sugar is arriving more freely and the raw sugar market is firmer. New molasses has arrived and quotations are higher. The best grade of Barbadoes molasses is quoted at \$1.50 per gallon. The tea market is firm and importers report a difficulty in getting supplies. Cereals are steady. New Siam rice is expected in about ten days. The price quoted is \$15.00 per hundred. Bakers' fresh cocoanut, shredded wheat, custard powder, celluloid starch, soluble coffee, lamp chimneys and lantern globes have all advanced to higher levels. All spices show an upward tone. Higher prices are named on pickles and olives. Lemons are quoted at \$6.00 per case, a considerable drop since last week. Potatoes are firm at \$4.50 per bag.

Sugar Market

Shows No Change

Toronto.

SUGAR.—No new developments are noted in the sugar market this week. Supplies are coming along more freely, but there is still a shortage felt. The raw sugar market is firmer than it has been for several weeks and offerings have been comparatively light.

St. Lawrence, extra granulated, cwt.....	16 71
Atlantic, extra granulated	16 71
Acadia Sugar Refinery, extra granulated ..	16 71
Dom. Sugar Refinery, extra granulated..	16 71
Dom. Sugar Refinery, extra granulated..	15 50
Canada Sugar Refinery, granulated.....	16 46

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Barbadoes Molasses

\$1.50 Per Gallon

Toronto.

CORN SYRUPS—The market for corn syrup stands firm at the advance of last week.

MOLASSES—New Barbadoes molasses is now on the market and quoted at \$1.50 per gallon. No. 2 tins, \$5.75 per case of 2 dozen; No. 3 tins, \$8.00 per case of 2 dozen; No. 5 tins, \$6.50 per case of one dozen and No. 10 tins at \$6.25 per case of 6 tins.

Corn Syrups—	
Barrels, about 700 lbs., yellow	0 00
Half barrels, 1/2c over bbls.; 1/4	
bbls., 1/2c over bbls.	
Cases, 2-lb. tins, white, 2 doz.	
in case	6 50
Cases, 5-lb. tins, white, 1 doz.	
in case	7 45
Cases, 10-lb. tins, white, 1/2 doz.	
in case	7 15
Cases, 2-lb. tins, yellow, 2 doz.	
in case	5 90
Cases, 5-lb. tins, yellow, 1 doz.	
in case	6 85
Cases, 10-lb. tins, yellow, 1/2 doz.	
in case	6 55

Cane Syrups—	
Barrels and half barrels, lb...	0 08
Half barrels, 1/4c over bbls.; 1/4	
bbls., 1/2c over	
Cases, 2-lb. tins, 2 doz. in case	7 00
Molasses—	
Fancy, Barbadoes, barrels, gal.	1 45
Choice Barbadoes, barrels	1 50
West India, bbls., gal.	0 55
West India, No. 10, kegs	6 50
West India, No. 5, kegs	3 00
Tins, 2-lb., table grade, case 2	

doz., Barbadoes	5 75
Tins, 3-lb. table grade, case 2	
doz. Barbadoes	8 00
Tins, 5-lb., 1 doz. to case, Bar-	
badoes	6 50
Tins, 10-lb., 1/2 doz. to case,	
Barbadoes	6 25
Tins, No. 2, baking grade, case	
2 doz.	4 00
Tins, No. 3, baking grade, case	
of 2 doz.	4 70
Tins, No. 5, baking grade, case	
of 1 doz.	6 75
Tins, No. 10, baking grade, case	
of 1/2 doz.	3 60
West Indies, 1 1/2s, 48s	4 60

Tea Market

is Very Firm

Toronto.

TEAS—No recent developments are reported this week. The fluctuations in the exchange and the difficulty in getting supplies are the cause for worry on the part of the dealers. The market is quite firm and spot stocks of some grades are decreasing.

Ceylons and Indians—	
Pekoe Souchongs	0 48
Pekoes	0 52
Broken Pekoes	0 56
Broken Orange Pekoes	0 58
Javas—	
Broken Orange Pekoes	0 58
Broken Pekoes	0 50
Japan and China—	
Early pickings, Japans	0 63
Do., seconds	0 50
Hyson thirds	0 45
Do., pts.	0 58
Do., sifted	0 67

Special Deal

On Corn Flakes

Toronto.

PACKAGE GOODS — All package goods remain firm at prices quoted. One manufacturer of corn flakes is offering their brand at \$4.15 per case, 2 cases free with a ten-case order; this offer to expire on 15th April.

PACKAGE GOODS	
Roller Oats, 20s, round, case....	6 50
Do., 20s, square, case.....	6 50
Do., 36s, case	4 85
Do., 18s, case	2 42 1/2
Corn Flakes, 36s, case	4 00
Porridge Wheat, 36s, regular, case	6 00
Do., 20s, family, case.....	6 80
Cooker Package Peas, 36s, case...	4 20
Cornstarch, No. 1, lb. cartons...	0 12 1/2
Do., No. 2, lb. cartons	0 11
Laundry starch	0 10 1/2
Laundry starch, in 1-lb. cartons.	0 12 1/2
Do., in 6-lb. tin canisters.....	0 14 1/2
Do., in 6-lb. wood boxes.....	0 14 1/2
Potato Flour, in 1-lb. pkgs.....	0 16
Fine oatmeal, 20s	6 75

Cornmeal, 24s	3 65
Farina, 24s	2 90
Barley, 24s	2 60
Wheat flakes, 24s	5 00
Wheat kernels, 24s	4 50
Self-rising pancake flour, 24s ..	3 70
Buckwheat flour, 24s	3 70
Two-minute Oat Food, 24s.....	3 75
Puffed wheat, case	4 60
Puffed Rice, case	5 70
Health Bran, case	2 60
F.S. Hominy, gran., case.....	3 65
Do., pearl, case	3 65
Scotch Pearl Barley, case	2 60

Steady Market

Reported For Coffee

Toronto.

COFFEE—The consumption of coffee has been far in excess of other years; this coupled with the high exchange rate and difficulties of transportation has sent coffee prices soaring. However, some importers are now of the opinion that the peak has now been reached, as with the approach of warmer weather the consumption will naturally decrease.

Java, Private Estate	0 51	0 52
Java, Old Government, lb.	0 51	0 52
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	0 55	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	0 52	0 52
Mocha, lb.	0 55	0 55
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47 1/2

Cereals Are Firm;

Prices Unchanged

Toronto.

CEREALS—The demand for cereals shows no abatement. Although no changes in price have occurred a firm market is reported with an upward tendency on some lines.

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

Siam Rice

Quoted at \$15.00

Toronto

RICE—The situation in the rice market shows no improvement. Spot stocks are light and reports from primary markets all point to firm high prices. Siam rice, the XX quality, is quoted at 15 cents per pound.

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

**Many Lines
Have Advanced**

Toronto.

MISCELLANEOUS — Baker's fresh grated cocoanut in 10-oz. tins advances to \$2.15 per dozen; Shredded Wheat up to \$4.90 per case; Harry Horne Custard Powder advances, 4-oz. tin, \$1.20; 6-oz. tin, \$1.75; 16-oz. tin, \$3.60 per dozen, and 10-pound tins at \$2.75 each.

Celluloid starch is up to \$1.35 per dozen. Barrington Hall soluble coffee, standard size, \$7.20 per dozen, and the hotel size, \$4.65 each. Lowney's Cocoa also advanced, 1/4s, 1/2s, 1s, at 49 cents per pound and 1-5s at 51 cents per pound.

**Spice Markets
Have Upward Trend**

Toronto.

SPICES—The market for spices is unsettled by the unprecedented situation in foreign exchange. Spot stocks in dealers' hands have greatly decreased and consequently the competition amongst the buyers is very keen, both on this continent and in Europe. Lower prices for this year cannot be expected in view of the fact that all countries are considerably short of stocks.

Allspice	0 23	0 25
Cassia	0 35	0 40
Cinnamon	0 55	0 55
Cloves	0 85	0 90
Cayenne	0 35	0 37
Ginger	0 32	0 40
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 35
Pickling spices	0 22	0 30
Mace	0 50	0 90
Peppers, black	0 39	0 41
Peppers, white	0 59	0 52
Paprika, lb.	0 30	0 35
Nutmegs, select, whole 100s.	0 55	0 55
Do., 80s	0 68	0 68
Do., 64s	0 75	0 75
Do., ground	0 40	0 50
Nutmegs, ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	0 75	0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 35	0 45
Tumeric	0 25	0 25
Curry	0 40	0 45
Curry Powder	0 40	0 45
Cream of Tartar— French, pure	0 80	0 85
American high-test, bulk	0 30	0 85
2-oz. packages, doz.	1 75	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	5 75	5 75

**New Maple Syrup
Quoted at High Figure**

Toronto.

MAPLE SYRUP — The prices are named for new maple syrup to arrive in about 10 days. One firm is quoting 5-gal. cans as high as \$19.00. The size of the crop is hard to estimate at the present time.

MAPLE SYRUP—

2 1/2-lb. tins, 24 to case	17 35
5-lb. tins, 12 to case	17 35
8-lb. tins, 10 to case	19 35
10-lb. tins, 6 to case	15 75
5 gal. Imp. tin, 1 to case	14 70
15 gal. keg, per gal.	2 90
16 oz. bottles, 24 to case	8 85
Pure Maple Sugar, 1-lb. blocks, 50s	0 35

**Honey Supplies
Becoming Scarce**

Toronto.

HONEY—Very little is being quoted this week; apparently most stocks are

in retailers' hands. Clover honey, in some quarters, is quoted at 26 cents per pound in 10-pound cans.

Honey, Clover—

5-lb. tins	0 27	0 28
2 1/2s, tins	0 27	0 29
10-lb. tins	0 26	0 27
60-lb. tins	0 26	0 26
Buckwheat, 50-lb. tins, lb.	12 20	
Comb, No. 1, fancy, doz.	4 50	5 00

**Higher Prices
Named on Pickles**

Toronto.

PICKLES—There is a considerable advance noted on the new price of pickles. Lytle's quoted as follows: Sweet mixed, sweet mustard, \$2.75 per dozen for the 10-ounce bottle, sweet gherkins 10-ounce bottle, \$3.00; sweet mixed and sweet mustard in 14-ounce bottles, \$3.60 per dozen; sour mixed in 14-ounce bottles, \$2.75 per dozen; 1-gal. pail sour mixed, \$1.70; 1-gal. pail chow chow, \$1.95; 1-gal. pail sweet mixed and sweet mustard, \$2.75; 10-gal. keg sour mixed, \$14.50; 10-gal. keg chow chow, \$17.00; 10-gal. keg sweet mustard and 10-gal. keg sweet mixed, \$21.00.

**Shelled Walnuts
Likely to Be Higher**

Toronto.

NUTS—Shelled walnuts continue to be a worry to importers, who state that it is almost an impossibility to fill orders, owing to the difficulty in getting supplies. Other nuts remain firm at prices quoted.

**Canned Goods
Remain Steady**

Toronto.

CANNED GOODS—Supplies of canned vegetables and fruits are moving out very freely. Wholesalers report a good business, especially on peas and the larger fruits. Jams are ruling at firm prices. Prices are unchanged for the most part.

**Dried Fruits
Are Selling Well**

Toronto.

DRIED FRUITS—Dried peaches, apricots and prunes are in active demand. Raisins are moving out slowly, probably due to the high price.

**Steady Demand
Noted For Beans**

Toronto.

BEANS—Conditions in the bean market remain unchanged. Ontario hand-picked beans are scarce, but dealers state that just as soon as the roads become in better condition and as the season is advancing, farmers will commence to dump their stocks upon the market. A good business is reported for this line.

**Lantern Globes Up;
Lamp Chimneys Also**

Toronto.

LAMP CHIMNEYS—An advance has taken place on lamp chimneys, quoted as follows:—Case of 96 No. 1A or medium, \$10.20; Case of 48 No. 1A, \$5.70; case of

72 No. 2B or large, \$8.90; case of 36 No. 2B, \$4.95.

LANTERN GLOBES—Cold blast lantern globes quoted at cases of 36 at \$1.05 per dozen; cases of 12 at \$1.15 per dozen; Squat lantern globes quoted at cases of 12 at \$1.05 per dozen; cases of 36 at \$1.00 per dozen.

**Lemons Quoted
at \$6.00 Per Case**

Toronto.

FRUITS—The demand for citrus fruits is keeping steady. The large size oranges are in over supply and in consequence prices are quoted lower; on some sizes as much as 75 cents per case. The smaller and medium-size oranges remain at the high figure. California lemons are quoted this week at \$6.00 per case, a drop of \$2.00 in the previous 2 weeks. Apples from Nova Scotia are arriving freely. A good business is noted.

Cal. Navel Oranges—

80s, per case	5 00
100s, per case	6 25
126s, per case	7 25
150s, per case	8 25
176s, 200s, 216s, 250s, per case	9 00
Florida Oranges—	
126s, 150s, 176s, 200s, 216s, 250s	6 00 9 00
Bananas, Port Limons	0 09 1/2
Lemons, Cal., 300s, 360s	5 50 6 00
Do., Messinas, 300s .....	.....
Grapefruit, Florida—	
36s, 46s, 54s	5 75 6 00
64s, 70s, 80s, 96s, 126s	6 50
Grapefruit, Cuban—	
54s, 64s, 70s, 80s, 96s	5 00
Apples, Nova Scotia—	
Baldwins	6 50 8 00
Starks	7 00 7 50
Fallowatus	6 00 7 50
Mann	7 00 7 50
Apples, Ontario—	
Spys, No. 1, bbl.	11 00
Do., Nos. 2 and 3	6 50 9 00
Baldwins	6 00 8 00
Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s	3 75 4 00
Cal. Pears	5 50
Florida Tangerines, 144s, 168s, 196s, 216s, 224s .....	.....
Grapes, Spanish Malagas, keg ...	15 00 17 00
Cranberry, Cape Cod, bbl.	12 50
Do., half bbl.	7 50
Do., boxes	4 50

**Bran is Scarce;
Shorts Also**

Toronto.

MILLFEEDS—There is a heavy demand for bran and shorts, but the supply is very limited. Prices are unchanged.

**Potatoes Are
Quoted \$4.50 Per Bag**

Toronto.

VEGETABLES—The potato market has a firmer tone, being quoted at \$4.50 per bag. Dealers state that this is only temporarily, due to Eastern storms and bad roads which make transportation of supplies very difficult. Florida cabbages are now arriving in car lots in bulk, and are being dished up to the trade at \$6.50 per barrel. Ontario onions are getting scarce. Spanish onions are much in evidence and are quoted at \$8.00 for a 120-pound case.

Carrots, per bag	1 75	2 00
Paranips, per bag	2 75	2 75
Radishes, Cal., doz.	0 75	0 75
Onions, Yellow Danvers, 100 lb. sacks	8 00	8 00

British Columbia Onions, 75 lb. sacks	7 50
Spanish Onions, large cases, 120 lbs.	8 00
Do., small cases, 90 lbs.	6 50
Onions, white, large sacks	8 50
Celery, Florida, 3 to 4 doz. crates	6 50
Cauliflower, Cal., standard case	5 50 6 00
Potatoes—	
Ont., 90-lb. bags	4 25 4 50
Quebec, 90-lb. bags	4 25 4 50
Jersey Sweet, hamper	3 75
Turnips, bag	1 25

Mushrooms, 4-lb. basket	4 00
Lettuce, Cal., head, 4 to 5 doz. cr.	4 50 5 00
Do., leaf, doz.	0 35 0 50
Cabbage, Florida, large hamper	4 00
Do., Florida, bbl.	6 50
Green Onions, doz. bunches	0 40 0 50
Greenhouse Tomatoes, lb.	0 45
Green Peppers, doz.	1 00
Rhubarb, doz. bunches	1 35 1 50
Parsley, per dozen	1 00 1 25
Mexican Tomatoes, case	6 00
Florida Tomatoes, case	7 50 8 00

Carrots, per lb.	9 00 1/2
Beets, per lb.	8 00
Turnips, per lb.	8 00 1/2
Cabbage, per lb.	0 05
Onions, B.C., sack	8 50
Do., Man., sack	9 00
Valencia Onions, sack	9 00
Head lettuce, Cal., case	7 25
Do., leaf, per doz.	0 70
Tomatoes, per case	15 00
Celery, per dozen	8 00
Cauliflower	4 25

WINNIPEG MARKETS

Sugar Supplies in Better Supply

Winnipeg.
SUGAR.—Sugar supplies are improving. The feature of the week in the sugar market is the advance in the price of Redpath.
SUGAR—
 Redpath, granulated 17 30
 Atlantic, granulated 17 55
 St. Lawrence, granulated 17 55
 Acadia, granulated 17 70

Corn Syrups Have Advanced

Winnipeg.
SYRUPS.—Corn syrups have advanced this week—an advance of 20 cents per case on the small sizes and 30 cents on the larger.

Jelly Powders Are Likely to Be Higher

Winnipeg.
JELLY POWDER.—An advance is expected owing to the advance of sugar and the scarcity of gelatine, which is very hard to get at the present time.

Starches Are Quoted Higher

Winnipeg.
STARCH.—An advance of one-half a cent per pound is registered on starch due to the high exchange rate and the increase in the cost of corn.

Coffee Stocks Getting Low

Winnipeg.
COFFEES.—The feature in the coffee market is that coffee is firmer in price and it is reported that stocks of Santos are much smaller than at first supposed. The peak may be reached about the first of July. New crops will not arrive until about the first of September.

Spices Are in Firm Market

Winnipeg.
SPICES.—Spices are very steady in some lines. Peppers for import are easier, spot supplies are rather short. Ginger and nutmegs remain high and scarce. Paprika is high in price and very little being offered.

Raisins Are in Scant Supply

Winnipeg.
DRIED FRUIT.—Raisins are almost off the market with no prospect of lower prices before the next crop comes in.

The prune market is easier as firms from the other side are mostly offering very large sizes at prices much lower than opening prices.

Advance in Tea Likely

Winnipeg.
TEA.—The trend of the tea market shows every indication for higher prices in the very near future.

Bean Market is Unchanged

Winnipeg.
BEANS.—Bean market is very flat. Prices are unchanged.
 White Beans (in 100-lb. bags)—Extra fancy hand-picked, \$8.50; fancy, hand-picked, \$7.75.
 Lima Beans—Per lb., 13c.
 Lentils—Per lb., 16c.

Vegetables Are in Good Supply

Winnipeg.
VEGETABLES.—New vegetables are arriving daily from California, cabbages, cauliflowers, onions, lettuce, and Mexican tomatoes.

Beets, per lb.	0 04
Turnips, per lb.	0 05
Carrots, per lb.	0 04
Cabbage, per lb.	0 05
Potatoes, per bushel	2 75 3 00
B.C. Onions, per sack	7 50
Head Lettuce, per case	5 50
Leaf Lettuce, per doz.	0 75
California Cabbage, per lb.	0 10
Do., Cauliflower, case	3 75
Do., Celery, case	15 00
Spanish Onions, case	9 00

Fruit Market is Very Active

Winnipeg.
FRUITS.—Apples have recovered from a very bad slump and are likely to continue climbing till balance of season. All retailers should watch the packs for keeping qualities because of shrinkage that is causing the apple market to advance. Navel oranges are still soaring on account of the exceptional high demand in New York.

VANCOUVER

Onions Scarce; Potatoes Higher

Vancouver.
VEGETABLES.—Onion supplies are decreasing, the price is firmer. Potatoes have advanced to \$115 per ton for Ashcrofts, and locals are quoted at \$95 to \$100.
 Potatoes, Ashcroft 115 00
 Do., Mainland, ton 95 00 100 00
 Do., local 95 00 100 00

Oranges Higher; Lemons Firm

Vancouver.
FRUIT.—There is a good demand for all varieties of fruit. Apples are ruling at steady prices. Oranges are higher, quoted at \$9 per case. Lemons are firm at \$8 per case.

Apples—

Cooking, box	1 75
Baldwin, box	2 75
Delicious, box	4 50
Spitzberg, box	3 50 3 75
Winesaps, box	3 25 3 50
Winter Bananas, box	8 00
Newtons, box	8 50
King David, box	2 75
Jonathans, box	2 75 3 00
Grapefruit, Florida	11 00
Oranges, Navel	9 00
Lemons	8 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 19.—Very few changes are noted in the market this week. Business is reported brisk. The ordinary grade of cornmeal has advanced to \$4.35 per bag. American clear pork is easier, declining one cent per pound. Fresh eggs are more plentiful and an easier tone has developed. Storage eggs are firmer and quoted at 60 cents per dozen. Potatoes are scarce, selling at \$7.50 per barrel. Lemons have declined to \$7.00 per case. Bananas are higher, quoted at 12 to 13 cents per pound.

Flour, No. 1 patents, bbls., Man.	14 90
Cornmeal, gran., bags	6 25
Cornmeal, ordinary	4 35
Rolled oats	12 50
Rice, Siam, per 100 lbs.	14 75
Tapioca, 100 lbs.	13 60 15 00
Molasses	1 25
Standard, granulated	16 60
Sugar—	
No. 1, yellow	16 10
Cheese, New Brunswick	0 32
Cheese, Ont., twins	0 32
Eggs, fresh, doz.	0 70
Lard, pure, lb.	0 33 0 33 1/2
Lard, compound	0 30 0 30 1/2
American, clear pork	55 00 59 00
Tomatoes, 2 1/2s, standard case	4 25
Beef, corned, 1s	4 00 4 20
Eggs, storage	0 60
Breakfast bacon	0 42 0 45
Butter, creamery, per lb.	0 88
Butter, dairy, per lb.	0 83
Butter, tub	0 58 0 60
Raspberries, 2s, Ont., case	4 40 4 45
Peaches, 2s, standard, case	7 30 7 40
Corn, 2s, standard, case	3 80
Peas, standard, case	4 15
Apples, gal., N.B., doz.	4 75 5 00
Strawberries, 2s, Ont., case	.....
Salmon, Red Spring, flats, cases	19 50
Pinks	11 00 11 50
Cohoos	15 00 15 50
Chums	9 00
Evaporated Apples, per lb.	0 22 1/2 0 23
Peaches, per lb.	0 27 1/2 0 28
Potatoes, Natives, per bbl.	7 50
Onions, Can., 100-lb. bag	8 00
Lemons, Cal., case	7 00
Grapefruit, Cal., case	7 00 7 50
Apples, Western, box	5 00 5 50
Bananas, per lb.	0 12 0 13

PRODUCE AND PROVISIONS

QUEBEC MARKETS

MONTREAL, March 19—Hogs are stronger and have advanced to from \$20.50 to \$21.00. Beef stands pretty much as it did last week and no changes have been effected. Barrelled pork is strong with higher tendencies. Hams and bacon are unchanged as far as prices are concerned, but the undertone is decidedly firmer and advances may be expected. No change is reported in cooked meats which remain steady under active demand. Margarine is steady and prices are maintained. Lard is firmer with higher tendencies. Shortening stands firm and strong under steady demands. Butter has advanced in the local market to from 64 to 65 cents per pound and is in a very strong position, owing to the fact that so much is being sold in the American market and the considerable reduction of spot stocks. New-laid eggs are selling as low as 60 cents per dozen and dealers are of the opinion that even lower prices may be expected, although there are very few Canadian eggs available. Cheese is unaltered, although a decidedly better feeling is manifest in the market. There is practically no change to report in the poultry situation. Fresh fish is easier this week and declines have been effected.

Hogs Advance \$1.00; Beef is Unchanged

Montreal.
FRESH MEATS.—Hogs are considerably stronger this week and have advanced to from \$20.50 to \$21 in the local markets. The market is very strong on account of the short supplies and the keener competition for what stocks are available. Business is stated to be fairly active, and the undercurrent is decidedly strong.

BEEF.—There is practically no change to report in the beef market. Prices rule unchanged under fairly active demands and the situation remains comparatively steady.

FRESH MEATS			
Hogs, live (selects)	20 50	21 00	
Hogs, dressed—			
Abattoir killed, 65-90 lbs.	23 50	24 50	
Fresh Pork—			
Leg of Pork (foot on)	0 81½		
Loins (trimmed)	0 35		
Loins (untrimmed)	0 32		
Bone trimmings	0 18	0 21	
Trimmed shoulders	0 25		
Untrimmed	0 25		
Pork Sausage (pure)	0 23		
Farmer Sausages	0 18		
Fresh Beef—			
(Cows)		(Steers)	
\$0 19	\$0 22	\$0 24	\$0 27
0 12	0 14	0 15	0 18
0 27	0 27	0 40	0 42
0 22	0 22	0 30	0 30
0 12	0 12	0 16	0 16
0 18	0 18	0 23	0 23
Calves (as to grade)	0 22	0 23	
Lambs, 50-80 lbs. (whole carcass), lb.		0 23	
No. 1 Mutton (whole carcass), 45-50 lbs., lb.		0 18	

Barrelled Pork Strong With Upward Tendency

Montreal.
BARRELLED MEATS.—Barrelled pork is considerably stronger this week, and although no actual changes have been effected in the local markets the undertone indicates that advanced quotations may be expected in view of the strength of the hog market at the present time. Short cuts (25-35 pieces) are offered at \$54.

BARRELLED MEATS	
Barrel Pork—	
Canadian short cut (bbl.), 25-35 pieces	54 00
Clear fat backs (bbl.), 40-50 pieces	56 00
Heavy mess pork (bbl.)	52 00
Plate Beef	23 00
Mess Beef	25 00
Bean Pork	50 00

Steady Demand Made For Bacon

Montreal.
CURED MEATS.—A steady demand is manifest in the market for hams and bacon. No appreciable change has been effected in the prices but the position is considerably stronger, and dealers are of the opinion that tendencies are upward rather than down. Breakfast bacon is quoted at 48 cents and picnic hams are selling at about 28 cents.

Hams—	
Medium, smoked, per lb.—	
(Weights) 8-10 lbs.	0 35

12-14 lbs.	0 36
14-20 lbs.	0 35
20-25 lbs.	0 30
25-35 lbs.	0 30
Over 35 lbs.	0 28½
Boneless (for slicing), 4c advance over above prices.	
Bacon—	
Breakfast	0 48
Cottage Rolls	0 34
Picnic Hams	0 28

Cooked Meats Are Unchanged

Montreal.
COOKED MEATS.—There is practically no change to the position of cooked meats this week. Prevailing prices show no alteration over those of last week, but the situation is somewhat firmer with higher tendencies on many lines in which pork largely figures.

Jellied pork tongues	0 46
Jellied Pressed Beef, lb.	0 32
Ham and tongue, lb.	0 30
Veal and tongue	0 28
Hams, cooked	0 47
Shoulders, roast	0 50
Shoulders, boiled	0 43
Pork pies (doz.)	0 75
Blood pudding, lb.	0 12
Mince meat, lb.	0 15
Sausage, pure pork	0 26
Bologna, lb.	0 14

Margarine Steady; Prices Unchanged

Montreal.
MARGARINE.—There is practically no change in the position of margarine this week. Prices are maintained under a somewhat limited demand, and, taken altogether, the situation is very steady. Prints are quoted at 37 cents per pound.

MARGARINE—		
Prints, according to quality, lb.	0 37	
Tubs, according to quality, lb.	0 31	0 35

Lard Firm and an Active Seller

Montreal.
LARD.—A steady demand for lard is maintained in the local markets and although prices rule unchanged the position is considerably firmer and slight advances may be looked for rather than any decline.

LARD—		
Tierces	0 29½	0 30½
Tubs	0 29½	0 30½
Pails	0 30	0 31
Bricks	0 32	0 33

Shortening Firm; in Active Demand

Montreal.
SHORTENING.—No fresh developments have appeared in the market for shortening which stands firm under very active demands. Prices are maintained

and tierces are offering at 29 cents per pound.

Three-Cent Advance Made For Butter

Montreal.

BUTTER. — Butter is considerably stronger this week and advances have been effected. Creamery prints are offering at from 64 to 65 cents per pound. There is manifest in the market a steady demand for butter from the United States, and as some dealers are of the opinion that a more profitable business can be transacted there, a considerable quantity is being shipped out of Canada. Consequently spot stocks are considerably reduced.

BUTTER—

Creamery, prints, qual. storage	0 64	0 65
Creamery, solids, quality storage	0 63	0 64
Dairy, in tubs, choice	0 48	0 55
Dairy, prints		0 50
Bakers'		0 45

Egg Prices Show Further Declines

Montreal.

EGGS.—New-laid eggs are considerably easier and further declines have been effected during the week. In one quarter they are being offered at 60c per dozen and the general opinion is that further declines may be expected. Supplies of Canadian eggs are still insufficient to meet present demands, and the bulk of eggs upon the market are from across the line. Dealers state that the demands for eggs are very heavy.

EGGS—

New laids	0 60	0 63
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Better Feeling in Cheese Market

Montreal.

CHEESE. — Although no material change has developed in the market as far as prices are concerned, a decidedly better feeling is manifest on account, principally, of the improvement in the sterling exchange situation. Stocks on spot have been considerably reduced by the recent purchases made by the British Ministry of Food and the opinion is that stocks on hand will be disposed of in a more satisfactory manner. New cheese is selling at 29½ cents.

Dressed Poultry Nearly Exhausted

Montreal.

POULTRY.—Local dealers state that supplies of dressed poultry are about finished for the season and practically none are coming upon the market. Supplies of live poultry are also very limited but are found sufficient to meet the slow demands of the present. Prices hold unchanged and the general tone of the market is very quiet.

Easier Prices For Fresh Fish

Montreal.

FISH.—Owing to the improved condition of spot stocks, fresh fish is considerably easier and declines have been effected during the week. Fresh haddock is

selling at from 8 to 9 cents per pound. Lobsters are more abundant and prices are declining. The mild weather of the past few days has had a bad effect on the sales of frozen fish, although prices have remained practically unchanged. With Lent more than half over, the trade is not buying heavily. Trading in salt and pickled fish is stated to be very quiet. Prices are maintained. Oysters in shell are still very scarce and in good demand. Bulk oysters are somewhat easier owing to the increased production and lesser demands.

OYSTERS

Cape Cod, per barrel	16 00
Batouche, per barrel	13 00
Malpeques shell oysters, choice, bbl.	15 00
Do., XXX, bbl.	13 00
Scallops, gallon	4 50
Can. No. 1 (solids)	2 50 2 75
Can. No. 3 (solids)	7 00 7 50
Can. No. 4 (solids)	11 00 12 00
Can. No. 1 (selects)	3 50
Can. No. 3 (selects)	6 75 10 50

FRESH FISH

Haddock	0 08	0 09
Steak cod	0 11	0 12
Market cod	0 07½	0 08
Mackerel		0 18
Flounders	0 08	0 09
Prawns		0 40
Live Lobsters		0 65

Salmon (B.C.), per lb., Red	0 30
Skate	0 12
Shrimps	0 35
Whitefish	0 16

FROZEN FISH

Gaspereaux, per lb.	0 06	0 07
Halibut, large and chicken	0 18	0 18½
Halibut, Western, medium	0 20	0 21
Haddock	0 08	0 08½
Mackerel	0 15	0 16
Dore	0 15	0 16
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large		0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	0 11	0 12
Market Cod	0 07	0 07½
Whitefish, small	0 12	0 13
Sea Herrings	0 07	0 07½
Steak Cod	0 09	0 09½
Gaspé Salmon, per lb.	0 24	0 25
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 12½	0 23
Whitefish	0 16	0 16
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.		4 50
Alewives	0 07½	0 08

SALTED FISH

Codfish—		
Large bbis., 200 lbs.		13 00
No. 1, medium, bbl., 200 lbs.		15 00
No. 2, 200-lb. bbl.		14 00
Strip boneless (30-lb. boxes), lb.		0 20
Boneless (24 1-lb. cartons), lb.		0 18
Ivory (2-lb. blocks, 20-lb. boxes)		0 16
Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.		15 00
Skinless, 100-lb. boxes		16 60
Pollock, No. 1, 200-lb. barrel		13 00
Boneless cod (2-lb.)		0 23

ONTARIO MARKETS

TORONTO, March 19—Fresh meats are firmer in tone and a brisk demand is noted. Live hogs are quoted 25 to 50 cents per hundred higher. Dressed beef also has advanced 2 cents per pound. Provisions show no change. Business is reported good. Cooked meats are firm. The butter market has developed a firmness and while no change in price has occurred, the feeling amongst the dealers is that higher prices can be looked for. The egg market has weakened and change in quotations is almost a daily occurrence. Trade in cheese is somewhat improved. Lard, shortening and margarine hold steady. Poultry is firm.

Fresh Meats

Toronto.

FRESH MEATS.—There is a good demand for fresh meats and prices are firm. On some lines a few cents per pound higher is quoted. Live hogs are quoted 25 to 50 cents per hundred higher. Dressed beef is also about 2 cents per pound higher. Loins of pork are quoted at 38½ cents per pound.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	24 00	26 00
Live off cars, per cwt.	19 75	20 00
Live, fed and watered, per cwt.	19 50	19 75
Live, f.o.b., per cwt.	18 50	18 75

Fresh Pork—

Legs of pork, up to 18 lbs.	0 81
Loins of pork, lb.	0 38½
Tenderloins, lb.	0 52
Spare ribs, lb.	0 25
Picnics, lb.	0 24
New York shoulders, lb.	0 28
Boston butts, lb.	0 32
Montreal shoulders, lb.	0 29

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 24	0 27
Front quarters, lb.	0 14	0 16
Ribs, lb.	0 24	0 25
Chucks, lb.	0 14	0 16
Loins, whole, lb.	0 32	0 36
Hips, lb.	0 20	0 22
Cow beef quotations about 2c per pound below above quotations.		

Calves, lb.	0 24	0 27
Spring lamb, lb.		
Yearling lamb	0 30	0 34
Sheep, whole, lb.	0 14	0 20
Above prices subject to daily fluctuations of the market.		

Cooked Ham

is 52 Cents Per Pound

Toronto.

COOKED MEATS.—Cooked hams are apparently the big seller in cooked meats. The price remains firm at 52 cents per pound. Jellied ox tongue is also in good demand and quoted as high at 60 cents per pound.

Boiled hams, lb.	0 50	0 52
Hams, roast, without dressing, lb.	0 51	0 54
Shoulders, roast, without dressing, lb.		
Head Cheese, 6s, lb.		0 13½
Choice jellied ox tongue, lb.	0 55	0 60
Jellied pork tongue	0 49	0 50
Above prices subject to daily fluctuations of the market.		

Bacon and Hams

Ruling at Firm Prices

Toronto.

PROVISIONS.—The market for provisions shows little change as far as prices are concerned. Business is reported good for the season of the year. Nice, medium size hams are quoted at 35 cents per pound and the best trimmed breakfast bacon at 45 cents per pound.

Butter Market

Shows a Firmness

Toronto.

BUTTER. — The butter market has

developed a decidedly firm tone and while no change in price has been registered, a higher price can almost be expected.

BUTTER—

Creamery prints (fresh made)	0 62	0 65
Dairy prints, fresh, lb. ....	.....	0 55
Dairy prints, No. 1, lb. ....	.....	0 54

Egg Market Has Downward Tone

Toronto.
EGGS.—The egg market has considerably weakened. The price now quoted is 60 cents per dozen but even lower prices are expected before this week is out. American eggs are still the mainstay of the market but Ontario are arriving more freely.

EGGS—

Fresh	0 60
Fresh selects in cartons	0 63

Prices shown are subject to daily fluctuations of the market.

Trade in Cheese Has Improved

Toronto.
CHEESE.—Dealers report a steadier condition in the cheese market. A few small lots have been exported but stocks held are still very heavy. The prices quoted to the retail trade is 28 to 29 cents per pound.

CHEESE—

Large	0 28	0 29
Stilton	0 34	0 35

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Shortening is Quoted Higher

Toronto.
SHORTENING.—An advance of one cent per pound is registered on shortening this week. One pound prints are quoted at 30½ cents and bulk at 29 cents per pound on the tierce basis.

SHORTENING—

1-lb. prints	0 30	0 30½
Tierces, 400 lbs.	0 28½	0 29

Margarine is Moving Steadily

Toronto.
MARGARINE.—The demand for margarine is very steady and while no change is recorded in price the market is ruling firm at prices quoted:

MARGARINE—

1-lb. prints, No. 1	0 37	0 38½
Do., No. 2	0 34	0 37
Do., No. 3	0 30	0 34
Nut margarine, lb.	0 34	0 35

Lard Prices Hold Firm

Toronto.
LARD.—The market for lard holds firm and shows no change in quotations. Business is reported good on this line.

Tierces, 400 lbs., lb.	0 30½	0 31
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In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.

Brisk Business Noted on Fish

Toronto.
FISH.—The demand for fish is very active. Although supplies are arriving more freely, the demand is even greater, which is natural at this season. Halibut quotations are somewhat easier and this

is by far the most favored fish. The demand for oysters is falling off due to the few mild days and the approach of the end of the season. Prices generally remain unchanged.

FRESH SEA FISH.

Cod Steak, lb.	0 11	0 13
Do., market, lb.	0 4½	0 07
Haddock, heads off, lb. ....	.....	.....
Do., heads on, lb. ....	.....	0 09
Halibut, chicken	0 15	0 17
Do., medium .....	.....	0 19
Fresh Whitefish .....	.....	.....
Fresh Herring .....	.....	.....
Flounders, lb.	0 09	0 10
Oysters, glass jars, 13 oz., doz. ....	.....	5 05
Do., No. 3 can .....	.....	10 50
Do., No. 5 can .....	.....	17 00
Blue Point oysters, 800s .....	.....	15 75
Do., 1000s .....	.....	14 00

FROZEN FISH

Salmon, Red Spring	0 24
Do., Cohoe	0 20
Do., Qualla	0 10
Halibut, chicken	0 15
Do., medium	0 18
Do., jumbo	0 18
Whitefish, lb.	0 13

Herring	0 09½
Mackerel	0 12
Flounders	0 10
Trout	0 17
Pickrel, dressed	0 14
Smelts	0 15
Spanish Mackerel	0 08
Pike, round	0 08
Do., headless and dressed	0 09

SMOKED FISH

Haddies, lb.	0 13
Fillets, lb.	0 18
Kippers, box	2 40
Bloaters, box	2 25
Ciscoes, lb.	0 20

Poultry Supplies Continue to Be Light

Toronto.
POULTRY.—There is a dearth of fresh poultry noted. Live fat hens are in heavy demand and are quickly bought up; however, the stocks of storage poultry are still large and a good demand is reported for this line.

WINNIPEG MARKETS

WINNIPEG, March 19—The produce and provision markets continue firm. Hogs have advanced 75 cents to \$1.25 per cwt. Cheese and butter have a firm tone, but quotations are unchanged. Fresh eggs are easier. Storage eggs are cleaned up.

Hog Market is Very Firm

Winnipeg.
FRESH MEAT.—The hog market is firm and quotations are 75 cents to \$1.25 per cwt. higher.

HOGS—

Selected, cwt.	\$20 00
Heavy, cwt.	18 00
Light, cwt.	18 00

Cheese Market is Unchanged

Winnipeg.
CHEESE.—No change is noted in the cheese market. Prices remain firm at quotations listed.

CHEESE—

Ontario, large, per lb.	\$0 33
Do., twins, per lb.	0 33½
Do., triplets, per lb.	0 34½
Manitoba, large, per lb.	0 31
Do., twins, per lb.	0 31½

Butter Firm; Supplies Normal

Winnipeg.
BUTTER.—The market for butter shows a tendency to firmness. Fresh creamery is quoted at 66 cents per pound.

BUTTER—

Finest creamery, 1s	0 66
Do., solids	0 64
Do., choice	0 64
Do., solids	0 63
Dairy, finest No. 1, prints	0 62
Do., solids .....	.....
Margarine, 1s	0 38

Eggs Have Declined

Winnipeg.
EGGS.—Fresh eggs are arriving more freely and price declined considerably. Storage eggs are cleaned up.

EGGS—

New laid, doz.	0 58
New laid from farmers	0 60

VANCOUVER MARKETS

quoted for new laids is 50 to 53 cents per dozen.

Fresh Beef Has Advanced

Vancouver.
FRESH MEAT.—There is a good business on fresh meats and the market is somewhat firmer. Beef has advanced about one cent per pound. Mutton and lamb, although firm, remain at the same quotations.

Beef steers	0 23
Do., cow	0 21½
Lamb	0 40
Mutton	0 38
Pork	0 38

Egg Market Has Weakened

Vancouver.
EGGS.—The market for eggs is continuing to show declines. The price now

Butter Market Has Declined

Vancouver.
BUTTER.—The market for butter has weakened. The price quoted this week is 69 cents per pound.

Cheese Prices Are Unchanged

Vancouver.
CHEESE.—There is an active demand for cheese, the market ruling at firm prices.

CHEESE—

British Columbia	0 32½
Ontario, solids	0 33½
Do., twins	0 33½
Stilton	0 32



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E. W. Jeffress, Limited
WALKERVILLE, ONT.

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

DIRECT

SHIPPERS



Field & Co

(F.M.) LTD.

40-42 KING WILLIAM STREET,
LONDON, E.C.4. ENGLAND.Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions
Western Union and Bantleys

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

OBAYO REAL SARDINES

The Élite of the Sea

(Packed in Pure Olive Oil)

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

Obayo Real Sardines

will bring

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

When next you order Sardines,
ORDER

Obayo Real Sardines

Direct Importers:

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

An OXO Cube Year

This year the sales of Oxo Cubes promise to beat all previous records. Strong and persistent advertising, combined with the fact that the public fully realize the remarkable economy — cheapness — and convenience of these Cubes is increasing the demand by leaps and bounds.

If you have not already done so, get in touch with the sole proprietors and manufacturers — OXO Limited, to-day. (See addresses below).

*The Cubes
that sell*



OXO Limited

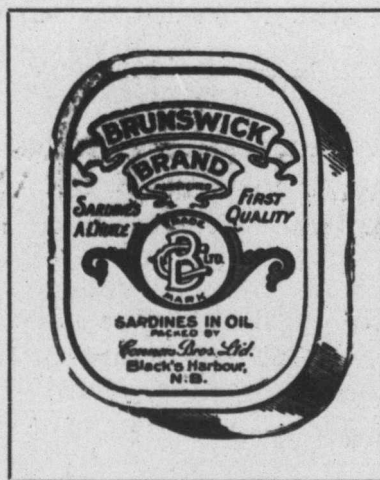
Montreal—356 St. Antoine Street Toronto—441 King Street West
Winnipeg—203 Bon Accord Block

Push Brunswick Brand Sea Foods for a Greater Lenten Profit

The delicious, satisfying flavor of these wholesome sea foods wins the esteem of the most fastidious, turning first sales into profit-building, repeat business.

Brunswick Brand will win you a larger and more profitable Lenten fish trade. Their superior quality and purity has produced an ever-increasing demand which Brunswick dealers are finding a remarkable source of profit.

The
Standard
of
Sea Food Quality



With
the Smack
of the Sea
in them

Selling Brunswick Brand lines is not experimenting in the least—their popularity is well-established and their selling value is unquestioned.

The ideal location and modern equipment of our plant enables us to produce sea foods that are leaders in their respective lines. Brunswick Brand brings the flavor of old Atlantic right to your customers' tables.



- ¼ Oil Sardines
- ¼ Mustard Sardines
- Finnan Haddies (Round Tins)
- Kipped Herring
- Herring in Tomato Sauce
- Clams



Connors Bros., Limited

BLACK'S HARBOR, N.B.

ROSE BRAND

The Choice Products of a Great Institution

ROSE BRAND represents the choice products of an institution which for generations has been famous for the high quality of its foods.

It is the mark of foods critically selected and particularly prepared under ideal and scrupulously sanitary conditions. The kind of foods that you can well be proud to sell your customers.

To help our dealers increase their sales of pure food products, we create the demand for ROSE BRAND by forceful advertising in large dailies, weeklies and magazines throughout Canada.

Dainty, beautifully colored show cards, hangers, window trims, etc., have been prepared to attract purchasers to the store—give a more artistic touch to the food department and assist the storekeeper to arrange especially appealing displays.

Recipe folders and other literature for counter distribution will be sent with the above-mentioned advertising to any dealer who requests it—gratis and postpaid.

A big feature of the ROSE BRAND service is prompt, speedy delivery. Fresh products can be obtained daily or on short notice by writing the nearest of our numerous branches or packing houses.

CANADIAN PACKING COMPANY LIMITED

PACKING HOUSES

Brantford
Toronto
Peterboro
Montreal
Hull

BRANCHES

Fort William
Sudbury
Sydney, N.S.
Charlottetown, P.E.I.
Winnipeg, Man.



CANADIAN PACKING COMPANY LIMITED

*Why We Fixed a Price
for the Handle of the*

O-Cedar Mop
Polish

THE increased cost of raw materials has compelled us to increase the price of the O-Cedar Polish Mop.

When contemplating this step, we took into consideration the fact that many consumers have enquired as to the price of the Mop without the handle.

Upon investigating we find it frequently happens that a woman has on hand one or more handles received with previous Mop purchases — and quite naturally she does not wish to duplicate the purchase if she can save something by purchasing the Mop proper, without handle.

It was evident, therefore, that we should quote these articles separately — one price for the Mop and another for the handle.

So instead of fixing our new price to the public at \$1.75 for the complete article, we make it

**\$1.50 for the Mop
and
25c. for the Handle**

In our newspaper advertising we are quoting these new prices in the new way.

You should clip one of our ads and hang it up in some prominent place, so that in the event of a customer questioning the change of price, you may simply point out the new price as quoted by the makers.

**This Mop, without handle, retails for \$1.50
The Handle, 54" long, is 25c. extra**

Gummed sticker like the above,
with the corrected price — will be
forwarded to merchants on request.

**CHANNELL CHEMICAL CO., LIMI
TORONTO**

If you have not received our Folder showing O-Cedar Advertising
Features which are free to all dealers, write for a copy now.



Canada Beaver Brand Brooms

Quality

as expressed by Canada Beaver Brand Brooms means long service and complete customer-satisfaction. They are light yet tough, with smooth polished handles of flawless maple and brush of high-grade corn.

Household Brooms—10 Different Grades.
Toy Brooms—3 Different Grades. Whisks
—10 Different Grades. Warehouse Brooms
—A Specialty.

The
Canada Broom & Brush Co., Limited
RIDGETOWN, ONT.

Sales Manager
M. Webber, London

Western Sales Agency—MESSRS. NICHOLSON-RANKIN
707-708 Confederation Life Bldg., Winnipeg, Man.

Toronto Agents—MESSRS. SCOTT & THOMAS, Foy Bldg., 32 Front St.



Looking Ahead!

WHEN planning for increased trade in the future, don't forget the little things that count.

Often enough it's the QUALITY in a 5 Cent purchase that leads to a 5 Dollar sale.

You may be sure that's one reason why the growing Grocery Stores sell.

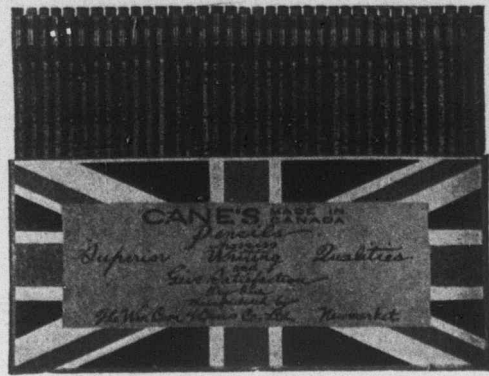
OCEAN BLUE

In Squares and Bags
Order from your Wholesaler.

HARGREAVES (CANADA) Limited

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

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



Good Pencils Attractively Displayed

mean considerably more business without a proportionate extra bother on your part.

Send for your first order of Cane's Pencils to-day and watch the counter display earn you profits.

Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.

Sani-Flush

(TRADE MARK REGISTERED)

Closet Bowl Cleaner

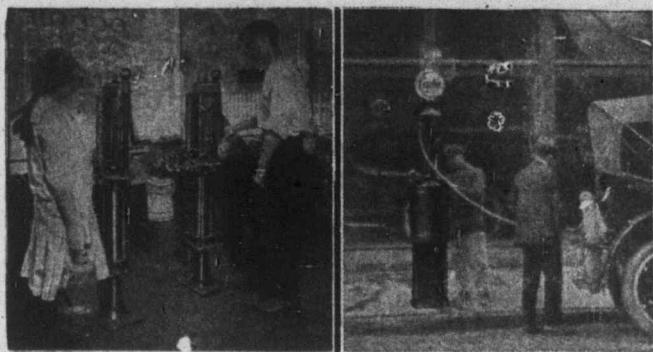
The sale of *Sani-Flush* does not conflict with the sale of washing and scouring powders, because the function of *Sani-Flush* is distinctive. It is used only for cleaning closet bowls.

Always think of *Sani-Flush* as a unique preparation. Display it separately from general cleansers.

Harold F. Ritchie & Co.
LIMITED

10-12-14 McCaul St.
TORONTO, ONT.





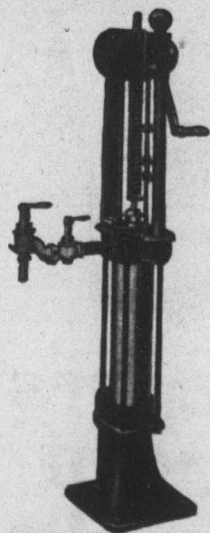
Profit in Cleanliness

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

Cleanliness?

Neatness and order?

Or is the look within merely depressing and disgusting?



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

BOWSER SYSTEMS

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

Bowser pumps are accurate, clean and economical.

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

Signify your interest by asking for literature.

S. F. BOWSER COMPANY, Ltd.

66-68 Fraser Ave., TORONTO, Ont.

KING GEORGE'S NAVY

CHEWING
TOBACCO

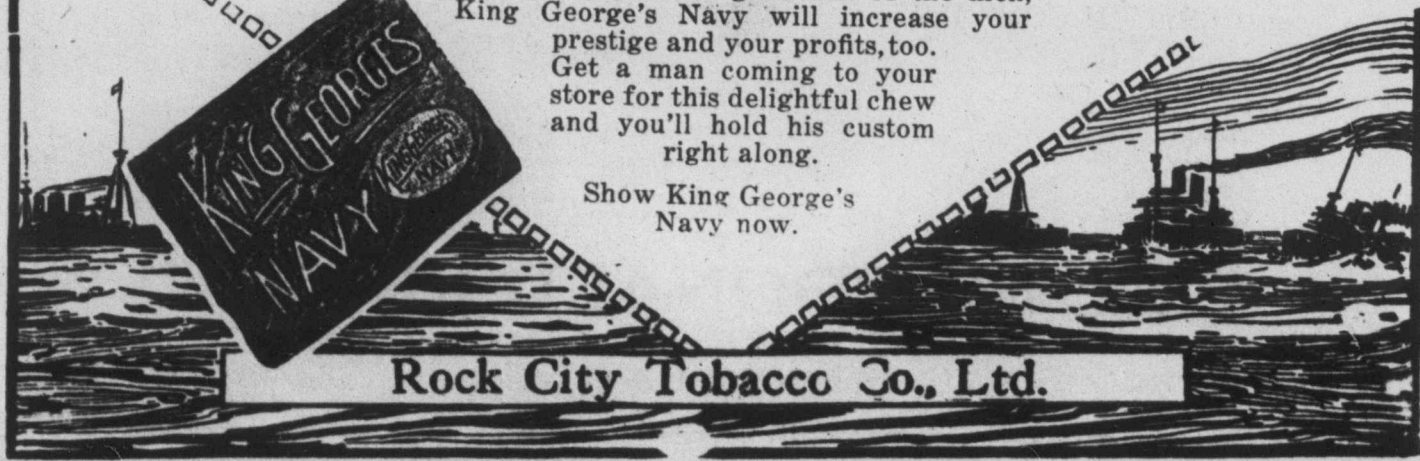
Will win you increased
business prestige

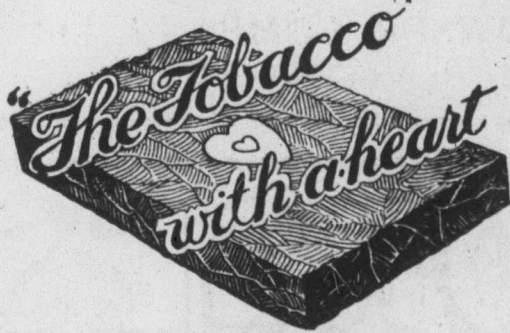
By getting you the good-will of the men, King George's Navy will increase your prestige and your profits, too. Get a man coming to your store for this delightful chew and you'll hold his custom right along.

Show King George's
Navy now.



Rock City Tobacco Co., Ltd.





All the Newspapers Carry the Story of **MACDONALD'S TOBACCO**

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

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

PLUG SMOKING
BRIER
INDEX
BRITISH CONSOLS



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

Selling Agents:

Hamilton—Alfred Powis & Son.

London—D. C. Hannah.

Manitoba and North-West—The W. L. McKenzie & Co., Limited, Winnipeg.

British Columbia—George A. Stone, Vancouver.

Quebec—H. C. Fortier, Montreal.

Nova Scotia—Pyke Bros., Halifax.

New Brunswick—Schofield & Beer, St. John.

Kingston—D. Stewart Robertson & Sons.

Ottawa—D. Stewart Robertson & Sons.

Toronto—D. Stewart Robertson & Sons.

W. C. MACDONALD REGD.
INCORPORATED
MONTREAL

A favorite seller that nets substantial profits



Grocers everywhere find it a good flour to sell—a flour that never varies in quality—a flour that will live up to the highest recommendation.

Brodie & Harvie's XXX Self-Raising Flour is known and preferred by women who are particular about the results of their baking and cooking operations.

For making delicious Pancakes, Muffins, Biscuits, etc., it is the peer of "Self-Raising" Flours. Your customers will find they can get better results from Brodie & Harvie's XXX "Self-Raising" Flour than from any other. Now is the time to push sales. The Lenten season means a big demand for flour of this type. Keep a good stock on hand.

Brodie & Harvie, Limited
MONTREAL

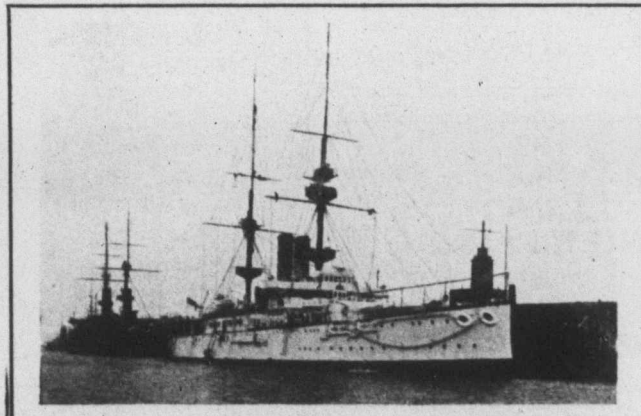
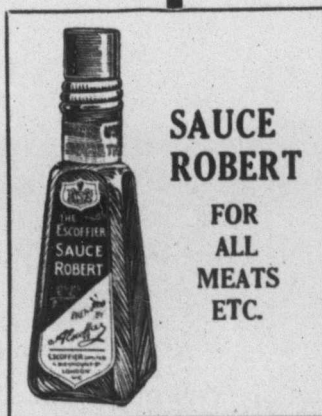


ESCOFFIER



SAUCES, PICKLES, Etc.

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



SAUCE MELBA
FOR
PUDDINGS AND FRUIT

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

SAUCE DERBY
FOR ALL
COLD MEATS AND STEWS



The American Palate
Craves the Maple Taste

Mapleine

satisfies this inborn desire. It is simply delicious in cakes, frostings, puddings, desserts—adds the bit of novelty the housewife so enjoys. "The maple-tasting flavoring" describes it perfectly and insures its welcome with customers. Keep plenty of Mapleine on your shelves—order of your jobber or

F. E. Robson & Co., 25 Front St. East, Toronto
Mason & Hickey Box 2949 - Winnipeg
M-531

TURKISH DELIGHT HAREM BRAND

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

Mail us your order.

DOMINION SALES COMPANY

General Sales Agents
ROOM 412, BIRKS BLDG. MONTREAL, QUE.

TOMATO PASTE

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

P. PASTENE & CO., LIMITED

340 ST. ANTOINE STREET - MONTREAL, QUE.



Oakey's "WELLINGTON KNIFE POLISH."

The original and only reliable preparation for cleaning and polishing cutlery, etc.

John Oakey & Sons, Ltd.

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

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

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

Sankey & Manson, 839 Beatty Street,
Vancouver.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.
"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and
Pure Sugar Only.

Screw Vac. Top Glass Jars, 16 oz.	
Strawberry	\$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 85
Gooseberry	4 50

"AYLMER" PURE ORANGE
MARMALADE

12 oz. Glass, Screw Top, 2 doz. in case	3 15
16 oz. Glass, Screw Top, 2 doz. in case	3 85
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 85
2's Tin, 2 doz. per case	5 95
4's Tins, 12 pails in crate, per pail	0 95
5's Tin, 8 pails in crate, per pail	1 18
7's Tin or Wood, 6 pails in crate	1 64
80's Tin or Wood, one pail in crate, per lb.	0 23

PORK AND BEANS
"DOMINION BRAND"

Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92 1/2
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97 1/2
1 1/2's (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27 1/2
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52 1/2
2 1/2's Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

1/2 Pts., Aylmer Quality	\$1 80
12 oz., Aylmer Quality	2 55
Gallon jugs, Aylmer Quality	\$1.65
Pints, Delhi Epicure	\$2.75
1/2-Pints, Red Seal	1.25
Pints, Red Seal	1 90
Qts., Red Seal	2.40
Gallons, Red Seal	6.45

BORDEN MILK CO., LTD.
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK
Terms—Net 30 days

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

EVAPORATED MILK

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

CONDENSED COFFEE

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

HARRY HORNE & CO.
Toronto, Ont.

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

**COLMAN'S OR KEEN'S
MUSTARD**

D.S.F., 1/4-lb.	\$2 00
D.S.F., 1/2-lb.	5 30
D.S.F., 1-lb.	10 40
F.D., 1/4-lb.	

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

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	\$12.50
16 oz. tins, 2 dozen per case	11.50
10 lb. tins, 6 tins per case	25.00

Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.
Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.
Manufacturers of the
Edwardsburg Brands Starches
Laundry Starches—

Boxes	Cents
40 lbs., Canada Laundry	\$0 10 1/2
100-lb. kegs, No. 1 white	0 10 1/2
200-lb. bbls., No. 1 white	0 10 1/2
40 lbs., Edwardsburg Silver	0 12 1/2
Gloss, 1-lb. chromo pkgs.	3 50
40 lbs., Benson's Enamel, (cold water), per case	3 50
Celluloid, 45 cartons, case	4 80

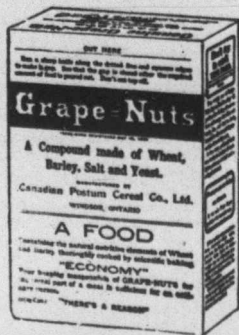
Culinary Starch.

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0 12
40 lbs. Canada Pure or Challenge Corn	0 10 1/2
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 16

(20-lb. boxes, 1/4c higher, except potato flour.)

The Repeating Quality of Grape-Nuts

among all classes of customers becomes noticeable to the grocer who observes his trade.



There is a definite customer asset in this which the grocer recognizes; and this constant trade, with its generous profit, is steadily increased by heavy, judicious advertising.

“There’s a Reason”

Made by CANADIAN POSTUM CEREAL CO., LTD., Windsor, Ontario



Furnivall's
FINE
FRUIT
PURE JAM

The Acme of Perfection—

The delicious flavor so characteristic of Furnivall's Jam is continually attracting new and profitable business to Furnivall dealers.

Only fine, nature-ripened, carefully selected fruit and pure cane sugar is used in Furnivall Jams.

FURNIVALL-NEW
Limited
Hamilton - Canada

Try a sample order to-day.

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

"The Pink of Perfection"

CASCADE SALMON

EVERY TIN IS GUARANTEED



Pounds and Half
Pounds

British
Columbia
Packers'
Association
Vancouver, B.C.

Arm and Hammer Brand Sal Soda

is packed in handy, attractive cartons of 2½ lbs. each—36 packages to the box.



Have your jobber send you a supply at once and save time and money by selling Sal Soda "the New Way."

Church & Dwight, Limited
Montreal

CROWN BRAND CORN SYRUP
2-lb. tins, 2 doz. in case... 6 50
5-lb. tins, 1 doz. in case... 7 45
10-lb. tins, ½ doz. in case... 7 15
20-lb. tins, ¼ doz. in case... 7 10
(Prices in Maritime Provinces 10c per case higher.)
Barrels, about 700 lbs... 0 09
Half bbls., about 350 lbs... ..

LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case... 5 90
5-lb. tins, 1 doz. in case... 6 85
10-lb. tins, ½ doz. in case... 6 55
20-lb. tins, ¼ doz. in case... 6 50
(5, 10, and 20-lb. tins have wire handles.)

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

INFANTS' FOOD
MAGOR, SO N & 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

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

NUGGET POLISHES
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each \$1.25
Doz.
White Cleaner (liquid) \$2.00
Card Outfits—Black, Tan, Toney Red, Dark Brown 4.80
Metal Outfits—Black, Tan, Toney Red, Dark Brown.... 5.60

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH
Black Watch, 10s, lb. \$1 20
Bobs, 12s 1 15
Currency, 12s 1 15
Stag Bar, 9s, boxes, 6 lbs. ... 1 00
Pay Roll, thick bars 1 20
Pay Roll, plugs, 10s, 6-lb. ¼ caddies 1 25
Shamrock, 9s, ¼ cads., 12 lbs., ¼ cads., 6 lbs. 1 25
Great West Pencils, 9s, 2-lb. boxes, ½ and 1-lb. lunch boxes 1 00
Forest and Stream, tins, 9s, 2-lb. cartons 1 44
Forest and Stream ¼s, ½s, and 1-lb. tins 1 60
Master Workman, 2 lbs. ... 1 25
Master Workman, 4 lbs. ... 1 25
Derby, 9s, 4-lb. boxes 1 20
Old Virginia, 12s 1 70
Old Kentucky (bars), 9s, boxes, 6 lbs. 1 25

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

COCOA
Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz... \$5 20
Perfection, ¼-lb. tins, doz... 1 60
Perfection, ½-lb. tins, doz... 2 00
Perfection, 10c size, doz... 1 15
Perfection, 5-lb. tins, per lb... 0 42
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz. 3 25
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. 0 30
UNSWEETENED CHOCOLATE
Supreme Chocolate, 12-lb. bxs, per lb. 0 45
Supreme Chocolate, 10c size, 2 doz. in box, per box... 2 25
Perfection Chocolate, 10c size, 2 doz. in box, per box... 1 90

SWEET CHOCOLATE
Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes 0 26
Eagle Chocolate, ½s, 6-lb. boxes, 25 boxes in case... 0 26
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case. 0 26
Diamond Chocolate, 5s, 6 and 12-lb. boxes, 144 lbs. in case. 0 26
Diamond Crown Chocolate, 25 cakes in box 1 26

CHOCOLATE CONFECTIONS
Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. \$6 47

Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb... 0 47
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. 0 47
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. 0 47
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb... 0 47
Milk Croquettes, 5-lb. boxes. 0 47
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb... 0 47
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb... 0 43
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb... 0 43
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb... 0 43
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, lb... 0 43
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb... 0 40
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb... 0 43
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb... 0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb... 0 60

NUT MILK CHOCOLATE, ETC.
Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box... 2 24
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box... 2 24
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb. 0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box... 2 44
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb... 0 47
Fruit and Nut Milk Chocolate Slabs, per lb. 0 47
Milk Chocolate Slabs, with Assorted Nuts, per lb... 0 47
Plain Milk Chocolate Slabs, per lb. 0 47

MISCELLANEOUS
Maple Buds, fancy, 1 lb., ¼ doz. in box, per doz... \$6 00
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz... 3 21
Assorted Chocolate, 1 lb., ½ doz. in box, per doz... 6 00
Assorted Chocolate, ½ lb., 1 doz. in box, per doz... 3 20
Chocolate Ginger, ½ lb., 1 doz. in box, per doz... 4 35
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz... 4 24
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box 2 00
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box 2 00
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box 2 00
Chocolate Cent Sticks, ½ gr. boxes, 20 gr. in case, per gross 1 10
120-1c Milk Chocolate Sticks, 60 boxes in case... 0 20

W. K. KELLOGG CEREAL CO., Battle Creek, Mich. Toronto, Canada.
Kellogg's Toasted Corn Flakes, Waxyite 4 10
Kellogg's Toasted Corn Flakes, Ind. 2 00
Kellogg's Dominion Corn Flakes 4 10
Kellogg's Dominion Corn Flakes, Indiv. 2 00
Kellogg's Shredded Krumbles, 2 50
Kellogg's Shredded Krumbles, Ind. 2 00
Kellogg's Krumbled Bran ... 1 25

BRODIE & HARVIE, LTD., 14 Bleury St., Montreal
XXX Self-Raising Flour, 6 lbs. packages, doz. \$6.00
Do., 3 lbs. 3.05
Superb Self-Raising Flour, 6 lb. 5.50
Do., 3 lb. 2.95
Crescent Self-Raising Flour, 6 lb. 5.90
Do., 3 lb. 3.00
Perfection Rolled Oats (55 oz) 3.00
Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz... 1 50
Brodie's Self-Raising Buck-Flour, 1½ lb. pkg., doz... 1.50

Diamond Crystal

We have received a letter from the Diamond Crystal Salt Co. of St. Clair, Mich., of which the following is an extract.

"In order to assist our Canadian friends in avoiding the high exchange rates between the two countries at this time we are arranging to accept payment on all Canadian accounts in Canadian funds, to accumulate these funds in the Bank of — and as they accumulate to purchase Canadian Government Bonds, and if necessary to use these bonds as a collateral against loans in this country until the exchange rate improves."

You will observe that these people appreciate the serious exchange situation and are willing to directly assist in rectifying this unsatisfactory condition. We would also like the trade to know that this offer came to us unsolicited. This action of theirs will enable us to materially reduce prices of the finest salt produced on this continent, and now quote:-

Bbls. Diamond Crystal,	120-21½s,	7.65
" Diamond Crystal,	75-4s,	7.55
" Diamond Crystal,	60-5s,	7.25
" Diamond Crystal,	24-12s,	7.45
" Diamond Crystal,	75-2s and 37-4s,	7.70
Bags Diamond Crystal, Dairy,	28s,	.65
" Diamond Crystal, Dairy,	56s,	1.15
Shaker Salt, Case 2 dozen,		2.95 per case

SEND US A TRIAL ORDER

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

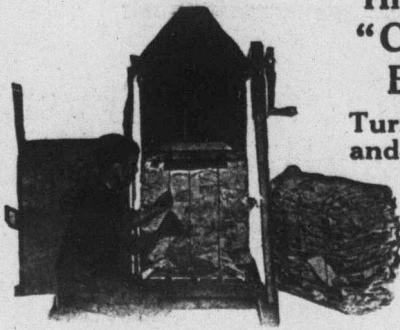
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**"Climax" Steel
 Baling Press**

Turns it into money
 and reduces your fire
 risk. made in 12
 sizes.

Send for Catalog.

Climax Baler Co.
 HAMILTON, ONT.



We would like to communi-
 cate with firms desiring to
 have a reliable company act
 for them as agents for the
 Islands of Cape Breton and
 Newfoundland.

The Farquhar Trading Company, Ltd.
 NORTH SYDNEY, N.S.

P. O. Box 249

Even One Half Hour

spent reading your trade
 paper is time well spent.
 Then pass it on to your
 assistant, and let it help
 him to help you.

BLACKWOODS' BAKING POWDER

3-oz. tins, 4 doz. to case	Per doz	6 1 50
12-oz. tins, 4 doz. to case		3 25
16-oz. tins, 4 doz. to case		3 50
Qt. Sealers, 1 doz. to case		5 00
1-lb. tins, 1 doz. to case		6 50
4-lb. tins, 1 doz. to case		10 50

CORDIALS

Black Cherry	St. Julien Orange
Mondego Port	Grape Wine
Hot Todd	Ginger Wine
Sloe Gin	Crème de Menthe
Packed 1 doz. qts. to case	
Per case	94 50
Bulk, per gallon	1 25

LIQUEURS

H. T. Special	Ginger	
Crème de Menthe	Black Cherry	
Hot Todd	Port	
Grape	Claret	
Sloe Gin	Trench Rum	
Packed 1 doz. qts. to case	Per case	94 25
Bulk, per gallon		2 25

CONCENTRATED FRUIT CORDERS

Orange	Cherry	Per doz.
Peach	Loganberry	
Lemon	Strawberry	
Grape	Raspberry	
Packed 24, 2 1/2-lb. tins to case		97 25
Apple, pkd. 24, 2 1/2-lb. tins to case		7 40

EXTRACTS

Blackwoods' Government Standard	
All Flavors, Per doz.—	
2-oz. 2 1/2-oz. 4-oz. 8-oz. 16-oz.	
\$1 75 2 00 3 25 6 75 11 25	
Heather Brand, Fifty per cent. over	
Government Standard, Per doz.—	
2-oz. 2 1/2-oz. 4-oz. 8-oz. 16-oz.	
\$2 25 2 00 4 25 7 50 14 00	

OYSTER COCKTAILS

Pimento Stuffed, 24, 8 oz. to case	3 00
Packed 5-doz. 4-oz. bottles to case	99 25

OLIVES

Queens, packed 24, 8 oz. to case	32 25
Queens, packed 24, 16 oz. to case	5 25
Pimento Stuffed, 24, 16 oz. to case	4 50

BLACKWOODS' DE LUXE PICKLES

Oms.	10	16	18	20	Qts.
Sr. Mix.	2.25	2.16	3.25	3.75	4.00
Chow	2.25	2.25	3.40	3.25	4.00
Onions	3.45				
Gherkins	3.50				
Sw. Mix.	2.50	2.25	3.00	4.00	5.75
Sw. Onions	3.75				
Sw. Gherkin	3.75				

F.o.b. jobbing points add the following freight per dozen:—
 F.o.b. Winnipeg.

10 oz., 10c; 16 oz., 15c; 18 oz., 20c; 20 oz., 25c; qts., 30c.

PICKLES IN TENS

Sr. Mix, 2 1/2-lb. tins	Per doz.	\$3 25
Chow, 2 1/2-lb. tins		3 40
Sw. Mix, 2 1/2-lb. tins		3 50
Sr. Gherkin, 2 1/2-lb. tins		4 25
Sw. Gherkin, 2 1/2-lb. tins		4 50
Dills, 2 1/2-lb. tins		3 50
Kraut, 2 1/2-lb. tins		1 50

PICKLES IN BULK

Spring Top Gallen Jars	
Sr. Mix	\$1 10
Chow	1 25
Sw. Mix	1 40
Dills	1 10
Pails 1 gal. 2 gal. 5 gal.	
Sr. Mix	\$1 40 \$2 00 \$4 00
Chow	1 45 2 25 4 50
Sw. Mix	1 70 2 25 4 50

RELISHES

Home Radish, 10-oz. bottles	Per doz.	\$2 40
English Pickled, 8-oz.		2 25

RASPBERRY VINEGAR, HEAVY SYRUP

Packed 1 doz. Qts. to case	\$5 50
Packed 2 doz. Pts. to case	3 25
Packed in bbls., 6 doz. Qts.	5 25
Packed in bbls., 10 doz. Pts.	3 00

BRAMBLE BRAND RASPBERRY VINEGAR

Packed 1 doz. Qts. to case	\$4 00
Packed 2 doz. Pts. to case	2 50
Packed in bbls., 6 doz. Qts.	3 25
Packed in bbls., 10 doz. Pts.	2 25

SAUCES

Gravy Sauce, 1/2-pt. bottles	Per doz.	\$2 50
B.B. Sauce, 1/2-pt. bottles		2 25
Worcester, 1/2-pt. bottles		1 40
Worcester, pt. bottles		2 00
Mustard, 4-oz. bottles		0 95

TOMATO BOUILLON

Packed 1 doz. qts. to case	Case \$12 00
----------------------------	--------------

VINEGAR

BLACKWOODS' NO. 1 BROWN AND WHITE SPIRIT VINEGAR	
Packed 2 doz. Qts. to case	\$2 25
Packed 2 doz. Pts. to case	1 50

BULK

50 O.P. Spirit, per gallon	\$0 52
Proof Spirit, per gallon	0 37
Spirit, per gallon	0 25 1/2
Cider, per gallon	0 45
Artificial Proof, per gallon	0 25
Artificial, per gallon	0 22

ARTIFICIAL HONEY

Packed 2 doz., 8-oz., per doz.	\$2 40
--------------------------------	--------

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 This Paper.

**Pet Brand Sunkist Navel
Oranges**

**Pet Brand and Greyhound
Lemons**

**Stripes Brand
Florida Grape Fruit**

The best in their respective Lines

**Also Florida Cabbage
Florida Celery
Cauliflower, Lettuce, etc.**

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Fruits de Luxe
TORONTO

FRESH ARRIVALS DAILY OF

New Vegetables

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**Cabbage Celery Tomatoes
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California Sunkist Navels
Florida Sealdsweet Oranges

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Florida and Cuban—All sizes

NEW MAPLE SYRUP AND SUGAR

(Guaranteed Pure)

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

The House of Quality

Hugh Walker & Son

Limited
Guelph Established 1861 Ontario

Vinegar and Syrup

Pumps

**Fruit Jars
Jar Rings
Lamp Chimneys
Lantern Globes**

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Hamilton and Winnipeg

[Correspondence Solicited.]

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CANARY & PARROT MIXTURES
Etc.,**

through **SPRATT'S**

PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
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MARSH'S

The name of a high-class grape juice, that means greater profits and repeat sales for you, Mr. Grocer.

Marsh's Grape Juice possesses all the wonderfully rich flavor of the full-ripened, juicy Concord grapes from which it is made.

It is an all-year seller that deserves a prominent place in your displays. Keep your stock of Marsh's in good shape.

The Marsh Grape Juice Company

NIAGARA FALLS, - ONT.

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The McLaren Imperial Cheese Company Limited

Toronto and Montreal

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PURE

COSGRAVE'S
PURE MALT
Vinegar

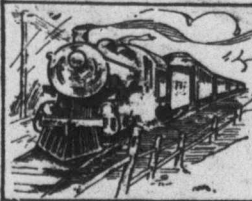
Better to sell this branded, bottled vinegar than the bulk article. No waste—no loss—no deterioration. Easily handled—makes fine display. Quality guaranteed.

RETAILS
15c and 25c

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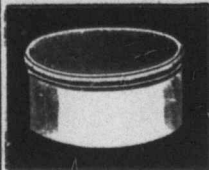
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Latest Editorial Market News



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

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GEO. J. CLIFF

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Best English Malt Vinegar

QUALITY VINEGAR

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

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Beach 2170 Toronto

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

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

BAIRD & CO., Merchants, St. Johns

Order from your jobber to-day.

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the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

A GOOD TIME TO BUY PICKLING SPICE

It may be a little too early to think of pickling spice, but with every indication pointing toward scarcity and higher prices on all kinds of spices, it might be wise for the merchant to have orders for this line booked. Lower prices are unlikely in view of the fact that stocks of spices are very low, both on this continent and in Europe.

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Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

C. A. MANN & CO.

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RADIANT MANTLES

GAS and GASOLINE MANTLES FOR ALL STYLES OF LIGHTS. ASK FOR SAMPLES and QUOTATIONS.

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PACIFIC COAST MANTLE FACTORY.

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

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Ask for quotations

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

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

Fidelity Collection Agency Ltd.

Canadian Bank of Commerce Bldg., Winnipeg

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"We collect anything anywhere"

References: Can. Bank of Commerce and Molsons Bank

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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 \$2.20 per insertion if used each issue in the year.

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EXPERIENCED CLERK FOR GENERAL store, must be smart, congenial, reliable, able to take charge if necessary. Furnish reference with first letter. Wages \$25 per week. To commence at once. Address Box 31, Martintown, Ont.

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**Arnett Soda
Fountains**

They're money-makers—the public want the service and they buy lots of other things where they buy their sodas.

We are the Fountain experts of Western Canada and supply all the big stores.

Ask us for literature.

Thomas Lewis Arnett
Souris — Manitoba



Opportunities
are offered
every week
on this page.

Are you
making use
of them?

SITUATIONS WANTED

DOES ANY LARGE TEA HOUSE REQUIRE representation on commission? Ten years' experience in wholesale bulk and package trade and well known to buyers in Quebec and Ontario. Position as buyer would be considered. Box 70, Canadian Grocer, 153 University Ave., Toronto.

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So it looks like new



**PARKE'S
Straw Hat Dye**

A waterproof, durable dye, made in all fashionable colors.

Retails 35c per bottle with brush. Wholesale price, \$2.75 per dozen, \$29.70 per gross.

Manufactured by
**PARKE & PARKE
Limited**
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Market Sq.
Hamilton Ontario

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WHEN WRITING TO ADVERTISERS



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

BERG & BEARD MFG. Co., Inc.
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Get our prices on Split Peas, Pot and Pearl Barley, Manitoba Blended and Ontario Wheat Flours.

Quick Turnovers

This large, well-known, Red and Blue Package of **Quality Rolled Oats** is daily increasing its vast circle of friends. Grocers find it an excellent seller and the profits on each sale are remarkably good.

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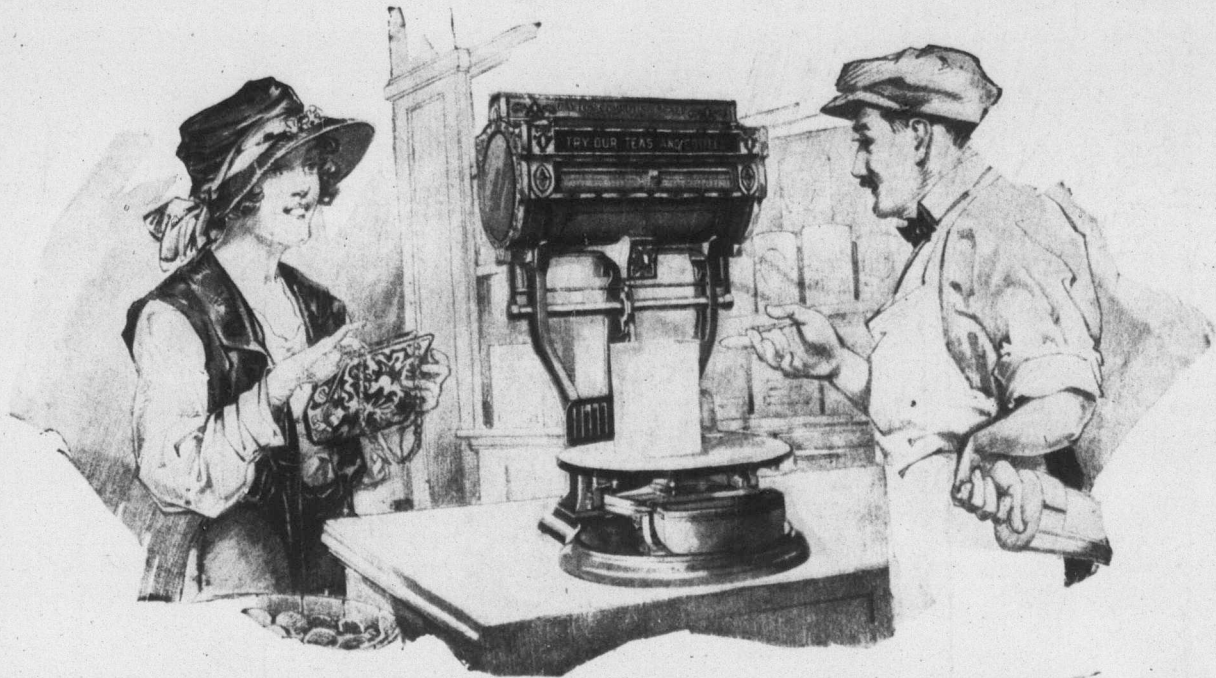
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Canadian Cereal & Flour Mills Co., Limited

TILLSONBURG, ONTARIO

Head Office - - Stratford, Ont.



Consider that Dollar you have just taken in

How much of it belongs to you? How much of it is YOURS? After the wholesaler is paid—the rent is paid—your light bills, heat, clerks, taxes, repairs, insurance, etc., have all been satisfied—how much of that dollar remains? For what is left belongs to you—to educate, feed and clothe yourself and family with. Did you ever reflect that every little loss you sustain in your business in the weighing of goods, for example, comes out of the little fag end of that dollar—YOUR end? That's why up-to-date merchants use the Dayton Scale. Every weighing is just. Every price calculation is right. The customer is satisfied. The business prospers.

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