

SUGAR SITUATION DISCUSSED IN THIS ISSUE

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 5, 1920

No. 10

Welch's QUALITY FRUIT JAMS



From the Fruit Belt of Niagara

THE name Welch has been a guarantee of Quality for a good many years. Welch's, the National Drink, has created a sound feeling of confidence in its uniform purity and goodness, throughout the Dominion.

That confidence is now shared with Grapelade and the other Welch Quality Fruit Jams. The true, natural taste of the fruits—the wonderful smoothness—the handsome packing. All these superior qualities are found in every one of the Welch Quality Fruit Jams. All make these goods a line wholesome and dependable for the consumer to buy and profitable for the retailer to sell.

Widely-read women's magazines and leading newspapers are now running extensive advertising on Welch Quality fruit products. Be ready to supply the demand in your locality. Order from your jobber now.

All Welch Quality Jams are packed in 15 oz. glass jars and in 4 lb. tins. Grapelade is also sold in 9 oz. tumblers and in three sizes of enamelled tins.

Permit. Est. 272

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

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

Be in the BAND

Are you satisfied with being among the crowd—or would you be one of those who “make the music?”

There is room in the band for you—but not if you are content merely to *be* there.

Blow your own horn—never mind the other fellow, who is doing his bit—blow the horn which sounds forth “Value, Service and Satisfaction.”

Use every means at your disposal, to secure attention and produce results. Make a noise—if it isn't music, it will at least let the people know you are there to serve them.

Many merchants are successfully “making a noise” by availing themselves of the attractive O-Cedar Polish cards and hangers. Some progressive retailers devote their entire window space to O-Cedar Products, having found that it pays to display a single line, and that it's “good business” to link-up with an advertised line so strong with the public as O-Cedar has become.

With this method some O-Cedar dealers have increased their sales one hundred per cent. Give the plan a trial—and you will see a wonderful change in your turnover—you'll find yourself right up on the band wagon, with the public applauding and responding to the music of your O-Cedar horn.

CHANNELL CHEMICAL COMPANY LIMITED
TORONTO,

The logo for O-Cedar Polish is presented within a dark, banner-like shape with a curved bottom edge. The text 'O-Cedar' is written in a large, white, serif font, with the 'O' being a solid circle. Below 'O-Cedar', the word 'Polish' is written in a smaller, white, serif font. The entire logo is set against a dark background.

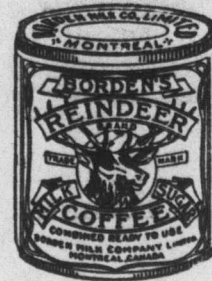
O-Cedar
Polish

Borden's
Reindeer Coffee
 and
Reindeer Cocoa

The convenience, economy and deliciousness of these



two beverages have won great favor with housewives. Simply add boiling water and a wholesome cup of cocoa or coffee is instantly made.



These two superb brands will reap you big returns—always popular—always up to the high standard of quality that has always placed Borden lines ahead of all competition.

Reindeer Coffee and Reindeer Cocoa should always be on your shelf, Mr. Merchant.

Just tell your customers they're Borden Products.

SIX CANADIAN FACTORIES

The
Borden
 CO., LIMITED

Leaders of Quality

MONTREAL

VANCOUVER

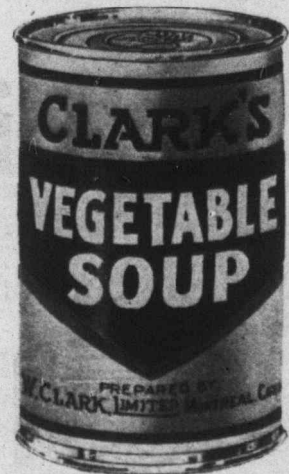
CLARK'S SOUPS

and other good things

MADE IN CANADA BY CANADIANS



are
the finest
quality
made anywhere



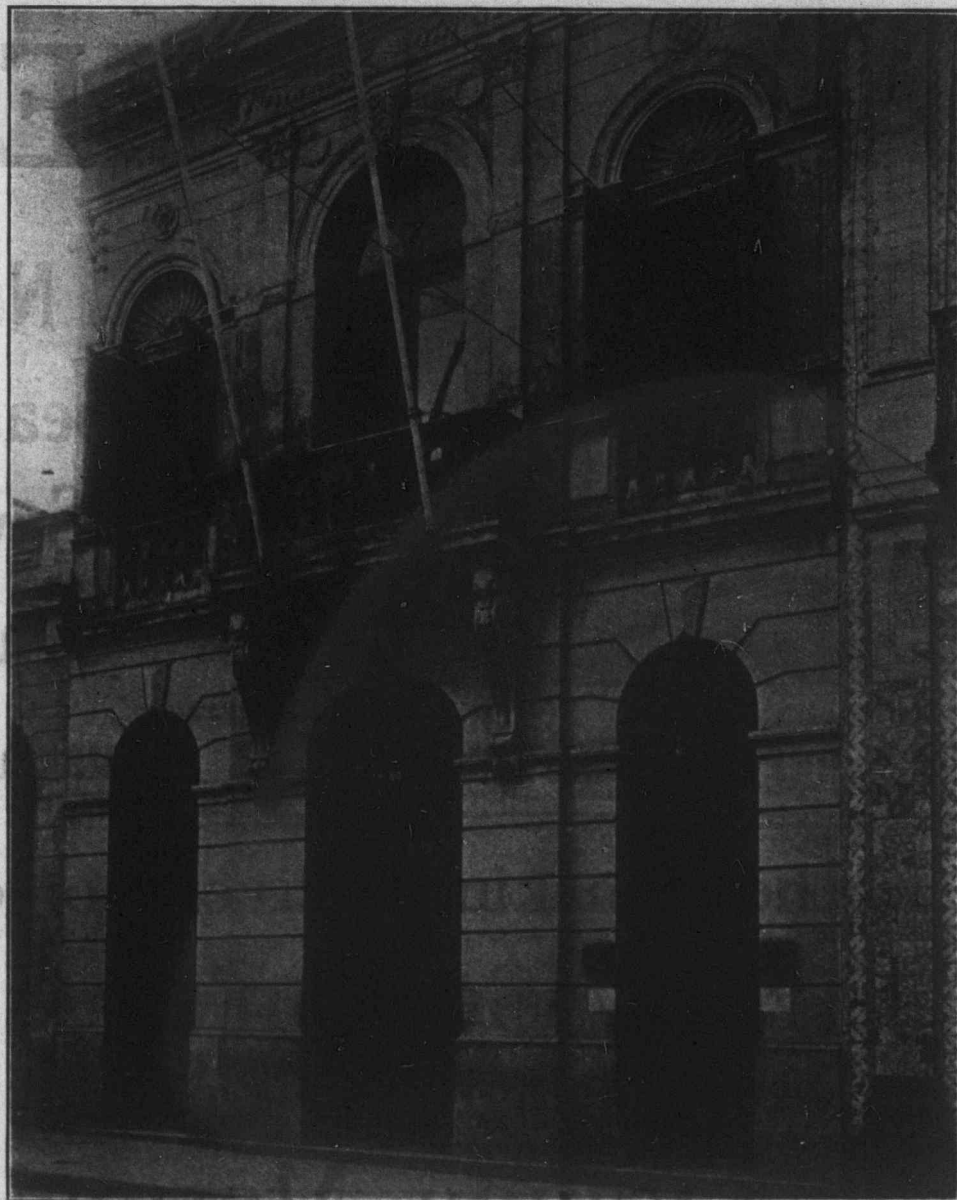
Tomato	Mock Turtle	Vegetable	Scotch Broth	Chicken
Green Pea	Mutton Broth	Ox Tail	Mulligatawney	Julienne
Consomme		Pea		Celery

DON'T FORGET

*that a CANADIAN DOLLAR buys its GREATEST
VALUE when spent on CANADIAN GOODS.*



W. CLARK, LIMITED, MONTREAL



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

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

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

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

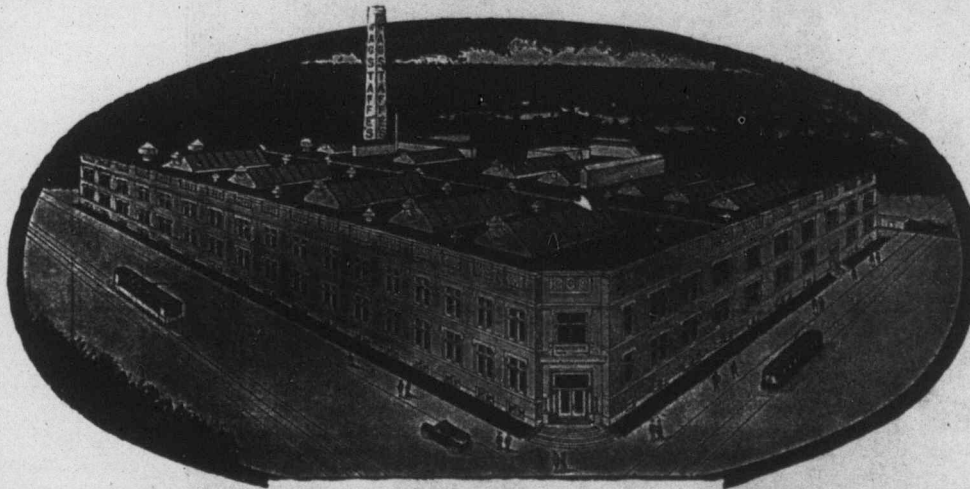
THIS CONSTITUTES ARON'S SUPERSERVICE

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

Canadian Representatives:

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

WAGSTAFFE'S



New
Season's
Seville
Oranges
just arrived

<p>WAGSTAFFE LIMITED HAMILTON - ONTARIO - CANADA</p>	<p>THE MOST MODERN EQUIPPED PLANT IN CANADA, FOR FRUIT PRESERVING, CANDIED PEEL AND CRYSTALLIZED FRUITS.</p>
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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. & Burton, 518 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 Rosator, St. John's, Nfld.

How Tiedtke Brothers

—Once Small Retailers

Now Sell \$780,000 Worth of Fruits and Vegetables

RETAIL sales of \$12,000 to \$18,000 worth of fruit and vegetables per week is the great record of this once small firm. And it is made on one floor in a single store in the city of Toledo.

Tiedtke Brothers are BIG retailers now, but they started small in a very *modest* kind of store. But they *thought ahead* of that small store. The business that was done each day was planned to increase the business of tomorrow.

They established a policy and began at once, small as they were, to departmentize the store, first making a specialty of fruit. Every day and always in a prominent place in this store, one would see bright, tempting, luscious fruit, principally oranges. They figured that if they became known as specialists in fruit they would draw trade to their store

which would increase sales on all their other lines.

Now that they are big that practice still obtains. A whole section in the middle of an immense salesroom is given over to lavish, loose, mass displays of oranges, lemons and grapefruit.

They have sold sixty boxes of oranges in an hour, often; sometimes a carload in a day.

Their sales of fruits and vegetables now amount to more than \$780,000 yearly.

And yet these men began in as small a store as that in which any retailer ever started.

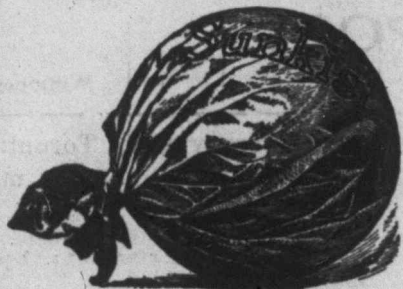
Can you, if you are small today, do what Tiedtke Brothers did? You can if you will establish as good a policy and stick by it as efficiently through the years. Every big store today points to some definite policy such as this as its main reason for success.

We will Help You—

We will send highly colored window display material free to retailers

who request it. We will also answer any specific questions as to retailing methods on which a retailer may wish to have information and advice.

Take advantage of our special department which is organized to help retailers sell more fruit. Send this coupon for information that every retailer needs.



California Fruit Growers Exchange

A Non-Profit, Co-operative
Organization of 10,000 Growers
Dealer Service Dept.
Los Angeles, California

California Fruit Growers Exchange Dealer Service Dept.

Los Angeles, California.

Please send me your book, "Salesmanship in Fruit Displays" and your "Merchant's Display Option List" without any obligation on my part.

Name.....

Street.....

City..... P. O.

Business Dry? Not Much!

DON'T you remember wondering, when you were a little Tad, what fun those great big chaps of twenty or so had? They didn't go "bobbing"—they didn't spin tops. Then you remember, perhaps, how, at twenty or so you rather pitied the old fellows of thirty-five or fifty who didn't dance (in those days) or do anything much. But now, at thirty-five, fifty, or even sixty, you find there is plenty of interest in life. The form of fun may change, perhaps the ideas of what constitutes fun—but fun, interest, there still is.

Business is Rightly Called a Game

Business is the interest—the fun—for many of us. We enjoy playing ourselves and we enjoy reading about the play of others.

This is why THE FINANCIAL POST, dealing with business, is bright, entertaining, a welcome week-end guest in some eight thousand homes.

Consider some of the articles in a recent issue:

A sketch of George Sumner, the newly appointed head of Montreal's Board of Trade—a man who is at work every day at 8 a.m., but who has found time to become an expert photographer and art critic. Peter McArthur's new suit—dealing with the farmer writer's boasted purchase of an all wool suit for \$45; speaking of the comparative value of this with

one he could have bought prior to the war, and showing what he would have to pay for each in eggs and wheat.

A \$4,000,000 stock offering coming for new movie chain.

Canada proposes to pick and choose her immigrants.

The Financial Post Editorials Have a Kick Behind Them

"Marse" Henry Watterson, the famous Democrat Editor, tells in his reminiscences of being criticized for himself criticizing the Democrat party. Marse Henry replied in his paper by quoting:

"Things have come to a hell of a pass when a man can't wallop his own jackass."

THE FINANCIAL POST is willing to wallop anything—but it doesn't wallop just for the fun of walloping. It wallops to achieve something.

Consider Some Recent Editorials:

"Give Drury a Chance"

An editorial describing the "sniping" by the daily press at the farmer Government—admitting certain mistakes of inexperience but calling for fair play; instancing how J. K. L. Ross, heir to many millions, was put, by his father, in a position where he could make mistakes in order that he might win through to success.

"Foolish Defiance of Canadian Law"

A scoring of the Fort Francis Pulp & Paper Company for refusal to admit the sheriff, and in other ways prejudicing the public against the pulp and paper industry as a whole.

S. R. Parsons Now Butts Into Insurance

An editorial telling of the Canadian Manufacturers' Association's mutual insurance schemes which went wrong, and pleading for a big man to manage the C.M.A. "The most useful and necessary institution in all Canada." There's life in each issue of THE FINANCIAL POST. It will help you keep informed on important financial and business matters. It is a paper for the leaders of thought in each community, be they rich or not. Fill in and send to us the attached coupon. Annual Subscription \$3.00.

SUBSCRIPTION PRICE \$3.00 PER YEAR (52 ISSUES)

THE FINANCIAL POST

Montreal

143-153 University Ave., TORONTO

Winnipeg

THE FINANCIAL POST OF CANADA,

143-153 University Ave., Toronto.

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

Name

Address

Please write plainly.

Have You

caught on to the **MONEY-MAKING** value of this new Canadian Product? It promises to be the big seller of the season. **Get Your Share!**



Just remember to say on Monday—Teco Tuesday to-morrow, and pancakes every day will soon be a profitable habit.

The Buttermilk Does it

That's the Big Day **TECO Tuesday**

That's the day which old fashioned custom has fixed as pancake day—just why, nobody cares, as long as they can get Teco—and there is a good reason—

USE NO MILK

The Buttermilk Does it

(It's in the flour).

Teco Flour has one unique ingredient of its own. That unusual element is *Buttermilk*—powdered malted buttermilk. Buttermilk is a recognized health food. The lactic acid makes the starch in the flour more palatable, more digestible, and increases its nutritive properties.

Try it and you will know why Teco flour is in such demand

**Made in our own mill at
Belleville, Ontario**

**Teco Company, Limited
Belleville, Canada**

*Mrs. Ida C. Bailey
Allen's Recipe Book,
"The Buttermilk
Book",
sent upon request.*

One of the advertisements appearing in daily papers across the continent.

50% MORE PROFIT ON DIAMOND DYES

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

Have Clerks ask 15c a Package

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

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

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

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST.

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MONTREAL, P.Q.

JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.

Codes: A.B.C. 4th and 5th Edition.

CONFECTIONERY MARZIPAN CHOCOLATE



Agents:

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

Lind Brokerage Co., Ltd., Toronto



“Yes, ‘Red Arrow,’
I find them selling
splendidly and giving
good satisfaction.”

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



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

Dodwell & Co., Ltd.

Importers & Exporters
VANCOUVER

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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

QUAKER BRAND GOODS WILL PAY

An interesting and we believe demand-creating newspaper advertising campaign is starting in the West.

We will need the Grocers' co-operation



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

FISH

Fresh - Frozen - Smoked

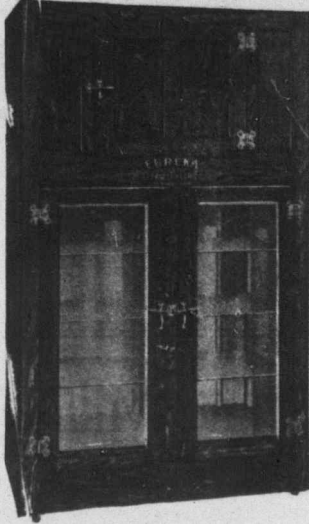
Expressed Daily

Directly off the Fishing Boats
Iced by Experts

B.C. COD SALMON HALIBUT HERRING SMELT CRAB, Etc.
ROYAL FISH CO.
VANCOUVER

EUREKA

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



Now is the time to order that Eureka Refrigerator for the coming season.

Why a Eureka Refrigerator?

Because you need a reliable method of preserving your perishable articles during the hot weather. One that has been giving satisfaction continuously for the past thirty-three years.

Ask any grocer who owns one, and he will tell you that he is money ahead since he had it installed.

Order your Eureka Refrigerator now, before

the Spring rush and be assured of prompt delivery, as we have a full line of Eureka Grocers Refrigerators in stock.

EUREKA REFRIGERATOR CO.
LIMITED

Head Office: OWEN SOUND

Branches: Toronto Hamilton Montreal

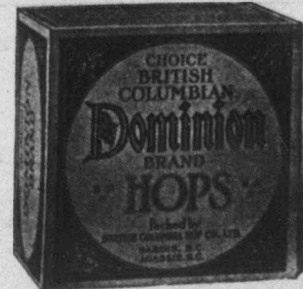


HOPS

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

Ranches located at
Sardis, Agassiz,
B. C.

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



Largest Hop Growers in Canada

Write for Prices—Samples

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

THE BEST CANNED SALMON

IS

Hallbest

BRAND

Extra Fancy Red Sockeye

YOUR JOBBER HAS IT



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.

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

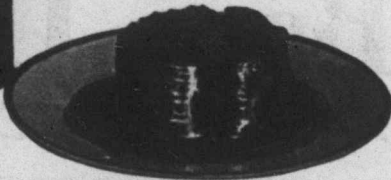
Grocery Broker and Manufacturers' Agent
105 Hibben-Bone Bldg., Victoria, B.C. In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

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:

If you could see the care with which we prepare
"ALBATROSS" PILCHARDS
you would recommend them with right good will.

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.

If Herrings Were Silverware!



"Wallace's"
Would Be the
Sterling Mark

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

A. M. Maclure & Co.MALTESE CROSS BUILDING
WINNIPEGIMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALIES**THE McLAY BROKERAGE CO.**WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS*Take advantage of our Service*

WINNIPEG

MANITOBA

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches at

Regina, Saskatoon, Calgary, Edmonton

C. H. GRANT CO.Wholesale Commission Brokers and
Manufacturers' Agents

810 Confederation Life Bldg., Winnipeg

We have the facilities for giving manufacturers
first-class service.**Richardson Green, Limited**MANUFACTURERS' AGENTSCalling upon the Grocery, Hardware and
Drug Trade.

Winnipeg

Regina

Edmonton

Calgary

Saskatoon

We work The Retail Trade

WHEN WRITING TO ADVERTISERS

KINDLY MENTION NAME OF THIS
PAPERPLEASE MENTION THIS PAPER
WHEN WRITING ADVERTISERS

Say you saw it in Canadian

Grocer, it will identify you.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

Herewith are Some Facts on Product Marketing

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

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

Get in touch with us.**Head Office: WINNIPEG****Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER**

ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
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 ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

"ALWAYS ON THE JOB"

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

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

STORAGE

DISTRIBUTING

FORWARDING

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN CANADA



The House of

Scott-Bathgate Co., Limited

Founded on Service, Integrity and Reliability. Have an organization equipped to introduce your products in Western Canada.

Manufacturers should write us.

Address:

140 Notre Dame Ave. E., Winnipeg

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

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

ALBERTA

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

B. M. Henderson Brokerage, Ltd.

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

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

Calgary Storage & Cartage Co., Limited

Warehousing and Distributing
Our Specialty

Office: 304 11th Ave. East
CALGARY ALTA.

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 adver-
tisements—tell them.



MACARONI

The pure food that builds Muscle and Bone at small expense

The Meat of The Wheat

Manufactured by the

Columbia Macaroni Co., Limited

LETHBRIDGE, ALTA.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

ONTARIO

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

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


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

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

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


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. Toronto
Donald H. Bain Co. Winnipeg
C. B. Hart Reg. Montreal

REMEMBER

that Laundry Blues vary in strength, color, and bleaching properties. Inferior kinds leave unsightly marks on linen.

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them

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.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*
MONTREAL TORONTO

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.

Established 1889

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

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

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

BRITISH GUIANA

Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?

McDAVID & CO.

Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara,
British Guiana
Exporters: Coconuts, Coffee, Rice, Cocoa.

Le Fils de Ath. Floros & Co. SMYRNA

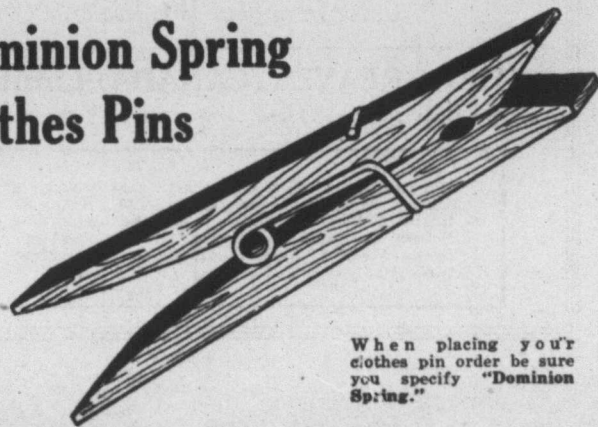
Highly reputed Packers and Shippers of
RAISINS (SULTANAS and ELEMES)
want to engage RESPONSIBLE AGENTS
in all important jobbing districts of Canada

MARITIME PROVINCES

GAETZ & CO.

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

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

Canada's Favorite



In Constant Demand

People nowadays don't come into your store and ask for "a plug of tobacco"—they ask for "Macdonald's."

The average smoker having once become acquainted with Macdonald quality will have no other brand.

This will mean a constant request for Canada's Favourite Tobacco—are you benefiting by this demand?

PLUG SMOKING

BRIER
INDEX
BRITISH CONSOLS

PLUG CHEWING

PRINCE OF WALES
CROWN
BLACK ROD (TWIST)
NAPOLEON

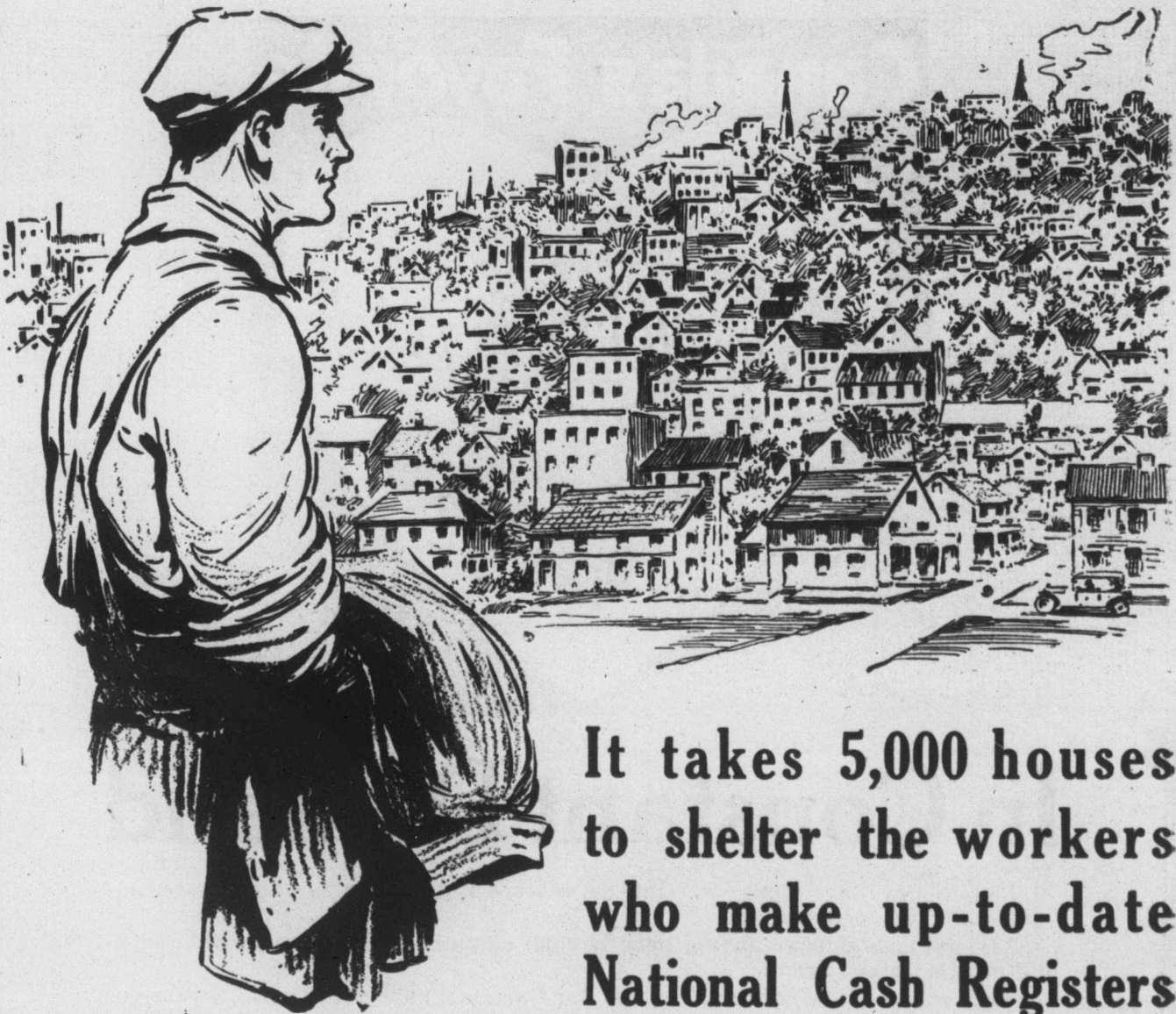
Our Selling Agents Are:

Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba and North-West—The W. L. Mackenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone.
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 REG'D

Incorporated
MONTREAL



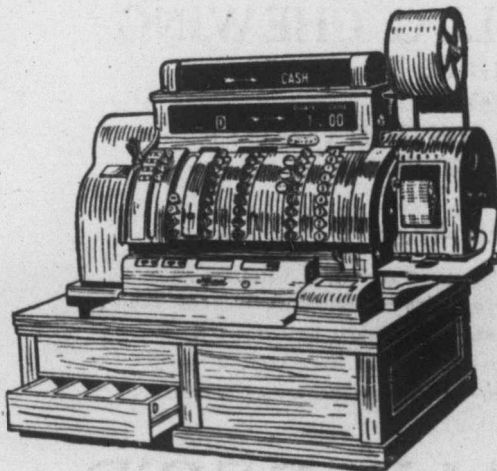
It takes 5,000 houses to shelter the workers who make up-to-date National Cash Registers

THESE 5,000 houses are the homes of more than 25,000 people—a city in itself.

They are good homes, too, because the workers at the N. C. R. factory are intelligent, skilled mechanics who are able to demand exceptionally good living conditions.

The factory in which they work comprises 21 modern buildings, providing over 40 acres of floor space.

It has taken 35 years of the hardest kind of work to develop this tremendous organization—an organization engaged solely in the manufacture of labor-saving machines that help merchants all over the world.



The National Cash Register Company of Canada, Limited

BRANCH OFFICES:

Calgary.....714 Second St. W.	Edmonton.....5 McLeod Bldg.	Halifax.....63 Granville Street	Hamilton.....14 Main Street E.
London.....350 Dundas Street	Ottawa.....305 Bank Street	Quebec.....133 St. Paul Street	Regina.....1820 Cornwall Street
Montreal.....122 St. Catherine Street W.	Toronto.....40 Adelaide Street	Saskatoon.....265 Third Avenue S.	
Vancouver.....524 Pender Street W.	St. John.....50 St. Germain Street	Winnipeg.....213 McDermot Avenue	

FACTORY: TORONTO, ONTARIO



Black
 Tan
 Toney Red
 Dark Brown
 White

This NUGGET BOY

was born in good old England and left the Nugget family home to bring the Nugget Polish to Canada. He also brought along the famous Nugget smile which is known from coast to coast, wherever Nugget Polish is sold and used, because every sale of Nugget Polish brings a smile to the Dealer's face, and every Nugget shine makes shoes smile, too.

Sell Nugget Polish because it is good polish and is advertised everywhere.

The NUGGET SHOE POLISH CO., Limited
 Toronto

"NUGGET" Shoe Polish

INSECTICIDES



To Kill the Gopher,
Potato Bug, San Jose
Scale, Apple Worm
and all other profit
destroyers.

WITH the coming of spring many people in your community will be considering the advisability of spraying as a means of greater production.

For such purposes you cannot recommend better or more economical insecticides than

Paris Green,
Sprayide,
Arsenate of Lime
Arsenate of Lead
(DRY AND PASTE)
Dry Lime Sulphur

These C.P. Products are more economical than most insecticides, retaining their strength and purity indefinitely and staying in suspension longer. They are easily applied and destroy the insect pests effectively. Paris Green is the best exterminator of the gopher pest.

Stock C.P. Insecticides for better customer-satisfaction and good profit. Your selling efforts will be backed by a vigorous consumer-advertising campaign.

May we send you particulars?



THE CANADA PAINT CO.
LIMITED

PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS
MONTREAL-TORONTO-WINNIPEG-CALGARY-VANCOUVER-HALIFAX

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

THE BISCUITS OF HUNTLEY & PALMERS, Limited

READING AND LONDON

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

Amongst their greatest favourites are the following:—

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

Representatives :

NOVA SCOTIA and PRINCE EDWARD ISLAND

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

NEW BRUNSWICK

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

QUEBEC

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

ONTARIO

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

MANITOBA, SASKATCHEWAN and ALBERTA

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

BRITISH COLUMBIA—

MAINLAND

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

VANCOUVER ISLAND

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

NEWFOUNDLAND and LABRADOR

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

HUNTLEY & PALMERS, LIMITED

READING AND LONDON, ENGLAND

379,879 Pounds Ahead Already!

THIS IS THE INCREASE IN THE SALES OF

"SALADA"

Since the beginning of this year compared with the same period in 1919

IMAGINE 4,000 CHESTS OF TEA IN A PILE AND THEN REMEMBER THIS IS THE INCREASE IN SEVEN WEEKS ONLY!

WHERE'S THE TRADER THAT CAN CONSCIENTIOUSLY IGNORE THIS PUBLIC DEMAND?

FRESH DRIED WHOLE EGG

Guaranteed Soluble

CHICKEN BRAND

Packed in Cases containing 140 lbs. each, or, in Cartons containing the equivalent of twelve Shell Eggs.

Sole Agents Wanted

H. D. HARDIE & CO., LTD.

11-27 Bishop Street,

Anderston, Glasgow

also at 102 Southwark St., London, S.E.1.

Telegraphic Address :
"Azote, Glasgow."

Telegraphic Address :
"Stracto, Boroh, London"

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 Bentleys

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

OBAYO REAL SARDINES

The Elite of the Sea

(Packed in Pure Olive Oil)

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

Obayo Real Sardines

will bring

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

When next you order Sardines,
ORDER

Obayo Real Sardines

Direct Importers:

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

SIMMS

**BETTER BRUSHES AND
---BETTER BROOMS---**

Are Made by
Experts

WE have been making **Better** Brushes and **Better** Brooms for over half a century.

Our mechanics are experts.

Our factory is completely equipped with the best and most up-to-date machinery.

The result of this combination is the **perfect product**—the brushes and brooms that the public wants to buy.

Stock up on the famous
line of

SIMMS

Scrubbing Brushes	Brooms
Shoe Brushes	Whisk Brooms
Stove Brushes	Paint Brushes
Lather Brushes	

For each sale—a good profit and a pleased customer.

Write For Prices, Etc.

T. S. SIMMS & CO., LTD.

*Makers of Better Brushes and Better Brooms
for 54 Years*

HEAD OFFICE: ST. JOHN, N.B.
MONTREAL TORONTO LONDON

Increasing Demand for Fine Quality Tea

ONE of the noticeable trade developments in Canada of recent times has been the increased demand for the finer teas, despite advancing prices. In Red Rose Tea your customers will find that quality for which they have been looking. It is sure to bring you repeat business.



T. H. Estabrooks Company, Limited

St. John, Montreal, Toronto, Winnipeg
 Calgary, Edmonton, St. John's, Nfld.
 and Portland, Maine.

A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

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

The cost?

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

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

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

Popularity means Sales

Keen's Oxford Blue has not won its great popularity without good reason—and that good reason is high quality and dependability.

Women everywhere have learned there is no better blueing on the market. That's why grocers selling Keen's Oxford Blue find and keep satisfied customers.

Magor, Son & Co., Ltd.

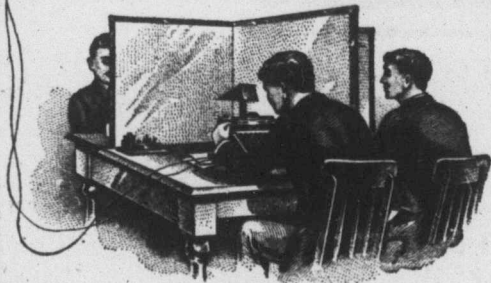
191 St. Paul Street W.
MONTREAL

30 Church Street
TORONTO



A Counter Display Stand like this will make your sales even more easy

NICHOLSON - RANKIN LTD.



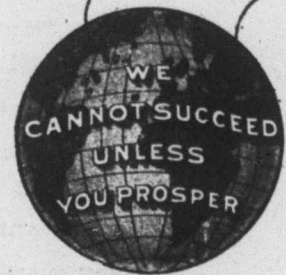
"IN TOUCH WITH THE WORLD'S MARKETS"
ALL QUOTATIONS SUBJECT TO CONFIRMATION
TELEPHONE MAIN 6501

WHOLESALE
GROCERY BROKERS

IMPORTERS
EXPORTERS

OFFICES-707-708 CONFEDERATION LIFE BLDG.

WINNIPEG, CANADA



CODES
A.B.C. 4176, 517EDITION
ARMSBY'S LATEST
PRIVATE CODES

WE REPRESENT---not merely handle accounts.
May we REPRESENT YOU.

WE DO NOT BUY OR SELL
MERCHANDISE
FOR OUR OWN ACCOUNT

NICHOLSON-RANKIN LIMITED

WINNIPEG

THE SERVICE BROKERS

CANADA

CANADIAN GROCER

Vol. XXXIV.

TORONTO, MARCH 5, 1920

No. 10

Will Present Economic Conditions Force Wholesalers Out of Business?

Heading That Way, Says Western Wholesaler in Letter to "Canadian Grocer"—He is Opposed to Manufacturers Setting Resale Price on Their Goods—Removes the Competitive Features, is His Claim—Sends Letter to Board of Commerce

By H. H. COOPER, Macdonald-Cooper, Ltd., Wholesale Grocers, Edmonton, Alta.

EDITORIAL NOTE.—The following letter from Mr. Cooper deals with a very important subject—whether or not the manufacturer should fix his resale price from wholesaler to retailer. CANADIAN GROCER believes this question will come up at the investigation in Hamilton next week by the Board of Commerce through the Ontario Attorney-General's Department. We would like to hear from other wholesalers and retailers as to their attitude towards this big subject. Should manufacturers have the right to state their resale prices; and should manufacturers and wholesalers make quantity prices to those in position to purchase in large quantities, or should they not? Read what Mr. Cooper says and write us with your opinion and reasons.

THE Hon. Mr. Colver, chairman of the U. S. Federal Trade Commission, who may safely be assumed to be a close student of commercial economics, about a year ago made the prediction that the retail grocery trade, as at present constituted in the United States, will be out of existence in twelve years; and that the wholesale grocer will only last half that time. Mr. Colver's idea is that the extinction of the grocers, both wholesale and retail, will be brought about by the development of the chain store and mail order house. These, operating at relatively small expense and working for big volume rather than high profits, will buy direct from the manufacturer; and will sell direct to the consumer at prices with which the retail grocer, as he exists to-day, cannot compete. Some of the stronger retailers will prolong their existence by buying direct from the manufacturers; but the wholesale grocer will disappear early in the game, according to Mr. Colver.

Would Apply Later to Canada

Mr. Colver's views, as summarized above, had reference only to the trend of trade in the United States. It is reasonable to suppose, however, that if his reasoning is sound, the same economic forces will eventually come into operation in Canada, though, owing to our relatively sparse population, the new conditions predicted for the United States will be longer in setting in, and their development might be expected to

be slower in Canada. In the meantime, in my humble opinion, the wholesale grocers of Canada are doing everything in their power to hasten the advent of the conditions predicted by Mr. Colver, and ensure their own destruction.

I do not agree with those who hold that the wholesaler is necessarily an economic parasite who gives no adequate service for the profit he takes and who ought to be eliminated. The wholesale grocer may be eliminated—and if he continues his present policy he certainly will be—but the service he performs must be continued by someone. Somebody will always have to attend to assembling foodstuffs from all quarters of the globe, at convenient centres, and redistributing them to where they are required for consumption. This service will be performed more efficiently and economically by the wholesaler working under highly competitive conditions than it could be done either by the manufacturers selling direct to the retailer, by combinations of retailers buying co-operatively, or by any other means that can be devised. But this is true only so long as the wholesaler is working under competitive conditions. Once that factor of competition is eliminated, the wholesaler's service ceases to be performed efficiently and economically; he ceases to justify his existence, and he will be swept away.

Competitive Factor Being Lost

At the present time, the competitive factor has largely been eliminated from

the wholesale grocery trade of Canada, particularly in the West; and the indications are that in another twelve months' time the proportion of that trade which will be done under competitive conditions will be still smaller. I feel absolutely certain that the wholesalers who are busily exerting the pressure of their organizations and entering into arrangements designed to eliminate price competition, to ensure themselves fat profits which they do not earn, are following a short-sighted policy which must inevitably, if persisted in, lead to their own destruction. The methods by which this is being brought about are explained in a letter recently written by my firm to the Board of Commerce, copy of which is attached.

The policy of the wholesalers to restrict competition affords encouragement and opportunity to developments which are a menace to the retailers, as well as destructive to the wholesale trade.

Letter to Board of Commerce

Following is the letter sent to the Board of Commerce on the subject by Macdonald-Cooper, and which is referred to above:

Hon. H. A. Robson,
Chairman,
Board of Commerce,
Ottawa.

Dear Sir:—

We have been watching with considerable interest the efforts that the Board has been making to prevent undue enhancement of the cost of necessities, particularly in the direction of foodstuffs. We think you will admit that the results of those efforts up to the present have been meagre and disappointing. This is not said in any spirit of criticism. The public expected too much in

the way of price control, and the Board was set an impossible task. The immutable economic laws cannot be brushed aside, either by Act of Parliament or by rulings and orders of the Board. The price of commodities must be governed, primarily, by the workings of the law of supply and demand; but may be modified appreciably by the effect of competition.

Is your Board aware that, so far as prices are concerned, that competition has largely disappeared as a factor in the wholesale grocery trade of Canada? Such is undoubtedly the case. Any element of price competition is totally eliminated from a large percentage of the items appearing in our price list; and, in many other lines, competition is eliminated from certain brands. Present indications are that the list of grocery products on which there is no competition as to prices will be rapidly extended in the near future, to the obvious detriment of the consumer and, we think, of the wholesale trade as well.

Think Some Discounts Too High

In the lines referred to, the prices at which the wholesale grocer must sell are fixed by the manufacturers, the wholesaler being allowed varying discounts on the different lines. We believe these discounts, and in some cases the selling prices, are generally arranged as a result of negotiations between the manufacturers concerned and the various wholesale grocers' organizations. In very many instances, these discounts are much higher than is necessary to afford a fair and reasonable profit to the wholesaler—at least, they are much higher than we consider necessary to the profitable operation of our business. And it follows that the prices at which we have to sell to the retailer, and the retailer to the consumer, are correspondingly higher than they should be.

We do not participate in such negotiations, and we are not a willing party to any arrangements as to prices at which we shall sell; but we are compelled to take profits greater than we consider fair, reasonable, or necessary, for the reason that if we sell these controlled lines at figures less than the prices fixed by the manufacturers the latter refuse to supply us with their goods. In some instances, we are compelled to take almost double the margin of profit on which we could operate successfully.

Manufacturers Not Always Willing

We have reason to believe that, in many instances, this attitude is not adopted by the manufacturers willingly or on their own initiative, but is generally forced on them by pressure exerted by various organizations representing a considerable majority of the wholesale grocers. The activities of those organizations have, during the past year or two, to our certain knowledge, forced many manufacturers to control re-sale prices in this way. More effective and widespread organization of wholesale grocers

recently effected is likely to result in many other manufacturers being forced to adopt a similar policy of elimination of price competition in the re-sale of their products.

We are in full accord with the pronouncement of Mr. O'Connor in the matter of the York Trading Company, to the effect that the wholesale grocer is an important and necessary part of the machinery for the distribution of food-stuffs, and if operating under highly competitive conditions, he will perform an essential service at the minimum expense and with the maximum efficiency. But with the competitive factor replaced by absolute assurance of large gross profits the chief incentive to efficiency of operations is removed; and a wholesale grocery business might be operated extravagantly and inefficiently and still show a favorable balance at the end of the year.

Believes Saving Could Be Made

With this pernicious protection against price competition removed, and the competitive factor permitted to operate without restraint, there would be an immediate and material reduction in the margin between the prices the manufacturers get for many of these controlled lines and the prices the retail dealers must pay for them. We are not at present prepared to make any estimate as to what such savings to the public would aggregate in a year; but we are confident it could be computed in millions of dollars.

If the Board can prevent the extension of the control of re-sale prices to other grocery lines, and can take steps that will result in the re-introduction of the competitive factor in those lines on which prices are now controlled, we believe it will have accomplished something of tremendous value to the country, and which alone would amply justify the Board's existence.

We are not clear as to how the re-establishment of competition in prices can be brought about. We understand that judges are not agreed as to the legality or illegality of manufacturers setting the prices at which their products shall be sold, and refusing to sell to wholesalers who fail to observe those prices. We are reasonably certain, however, that the ultimate object sought—cheaper goods to the consumer—can be achieved only by the re-introduction of the competitive factor, and not by any attempt to arbitrarily regulate prices or profits by order of the Board. There are so many varying conditions that what would be too much profit under one set of circumstances would be too little under another. Competition will ensure the minimum profit under all circumstances, if allowed to operate.

Trusting that our representations in this matter may receive the consideration which their importance demands, we remain,

MacDonald Cooper, Limited.

ANOTHER VICTIM OF THE CONSUMERS' ASSOCIATION — SENT FOR GROCERIES AND GOT MEMBERSHIP TICKETS

H. Martin, manager of the Consumers' Association, of Windsor, Ont., was arrested by the Dominion Police a few days ago charged with obtaining money under false pretences and, following the arrest, Commissioner Murdock, of the Board of Commerce, conducted an investigation in Windsor into the business methods of the accused, and an order was issued restraining Martin from continuing in business.

The Consumers' Association which advertised to supply groceries to association members at prices much less than those asked for the same articles by retail grocers, did a large business in Ottawa Valley towns, and it is now learned in the city of Ottawa as well. Many complaints have been received by the Commerce Board from persons who purchased membership certificates in the "association" but failed to get the groceries they ordered.

Commissioner Murdock received a new complaint from an Ottawa man who had answered one of the association's advertisements for an agent. This complainant alleges that he sent \$50 for an "outfit," expecting to receive groceries, but the mails brought him only a number of circulars and membership certificates which he was expected to sell at \$2 each. He claims he sold one and the person to whom he sold sent for groceries, but also received only circulars.

Since that time the customer has not been able to obtain satisfaction from the association, nor has the erstwhile agent obtained restitution of the money sent forward by him. Mr. Murdock's informant alleges that others in Ottawa and vicinity have had similar experience with the same concern.

RIPE OLIVES SAFE TO USE

The prompt action of James Foust, Director of the Pennsylvania Bureau of Foods, in studying the cases of poisoning attributed to eating ripe olives is highly commendable. There is no substantiation of the alarming report which caused such excitement. The report of the examiners follows, and shows there is no danger in eating ripe olives.

The embargo placed on December 4th upon the sale and distribution of ripe olives by the State Department of Health and the State Bureau of Food Control has been lifted after a complete and satisfactory report from Charles H. La Wall and Randle C. Rosenberger, chemists retained by the State Department.

NEW FACTORY FOR TORONTO

The Thompson-Norris Company, manufacturers of corrugated paper products, are moving to Toronto, and their plant at Niagara Falls has been closed and is being taken over as an addition to the American Can factory.

Sugar—All Restriction Removed

Price Advances \$2 Cwt.—Board of Commerce Takes Credit for Keeping Down Price—
But Wasn't It Done at Expense of Fair Profit to the Retailer?

THE Board of Commerce has juggled very few articles more than sugar. Not long ago, an order went forth that sugar must not be sold by the retail trade anywhere in Canada at more than 16 cents per pound. When it was shown that this was a discrimination against retailers located at a distance from the source of production, the Board immediately made a change to the effect that retailers could charge 16 cents plus freight, with a few variations.

Montreal refiners placed their case before the Board last week, and showed that they were losing money at the present price of raw sugar. It was listened to with some sympathy, and apparently in order to extricate themselves from the entire sugar entanglement, the Board has now decided to remove all restrictions from sale of sugar and allow supply and demand to take its course. Retailers may sell at any price they choose.

Price Kept Down at Expense of Retailer

In removing the restrictions, the Board of Commerce, which now includes Commissioners O'Connor and Murdock—Judge Robson having resigned, as announced in last week's issue—leaves the entire matter in the hands of the public as to whether they were responsible or not for keeping down the price of sugar. "Now see what will happen that we have given 'up the reins' is in effect what they say.

No one will say that they were not responsible for keeping down the price. Any body of men with the autocratic powers of the Board of Commerce could say at what price any article was to be sold and keep down the price of that article to the public. But when this is done at the expense of allowing a fair profit to the distributor, then it does not become a business proposition. It costs the average retailer from 15 per cent. to 20 per cent. to do business; that is 15 per cent. to 20 per cent. on his gross turnover, and if his gross margin is only 9 per cent. to 10 per cent. on sugar, how can he make any net profit on that article?

Letters from retailers in all parts of Canada to CANADIAN GROCER show that the last regulation of the Board in connection with sugar did not allow them any profit whatever.

Where Credit Can Be Taken

The Board of Commerce would be entitled to credit in keeping down the price of an article if it could encourage production so that the matter of supply and demand became more equalized. In such a case, production would be increased, and there would not be the

same demand compared with the supply of the article. This would not mean that the distributor would have to sell that article at a loss. That is the only kind of business transaction which, in the opinion of the trade, would give any Board the right to take credit to itself for keeping down the cost of any article to the consumer.

Judge Robson, Chairman of the Board, in an interview since his resignation, gives an important reason for his resignation. He does not think there should be price fixing and profit restriction put upon the products of the country now that the war is over. "Regulation of profits on necessities will tend to discourage persons from entering on useful services of life," he said. "It is, besides, an injustice to restrict these classes while those engaged in production and distribution of luxuries, or even useful things not classed as necessities, go free. This seems to me so incongruous that I was uneasy in the administration of the Act, and felt it my duty to resign.

"If you continually soak the people who are dealing in necessities, they will eventually quit the business, and go into some other that is not controlled by the Board of Commerce," he said. "It may not be popular doctrine, but I think Canadian producers should be allowed to make all the money they can."

A Place for the Board

There is undoubtedly a work to perform by the Board of Commerce. The question is as to whether this work includes the fixing of prices where competition is the leveller. In the necessities of life competition is very keen, both in manufacturing, wholesaling and retailing. It has been a long-established fact that retailers made very little, if any, money on sugar. It was one of the chief articles for price cutting, and many a retailer has spent an anxious time endeavouring to overcome this price-cutting mania on the part of many of his competitors.

The removal of the price restriction immediately sent the wholesale price of sugar up \$2 per hundredweight. This makes it now \$16.50 per hundred, Montreal basis.

The Refiners' Reasons

At the hearing of the sugar refiners in Montreal last week before the Board, it was pointed out that only a small portion of the raws that had been contracted for had come through this year so far, owing to strikes chiefly, and that, as a result, refineries had run only a portion of their capacity. When the rate of 14½ cents had been established at the beginning of the year, exchange had been only 7 per cent.; the difference

now was the chief reason for the application of an advance to \$16.50 per hundredweight.

The Commissioners agreed that prices in Canada were less than in the United States to-day, while the refiners held that there should be a difference of about three cents a pound in favor of Canadian refineries. F. G. O'Grady, general manager of Atlantic Sugar Refineries, declared that ordinarily, as a result of freight rates, duty, etc., the Canadian price had to be 75 cents to \$1 per hundredweight higher than in the United States. In addition, at the present time, as a result of the high exchange rate, the cost was added to by \$1.70 per hundredweight on raws, besides other extra charges through the same reason. In Chicago and district, on the other hand, the prices were actually much higher than in Canada, Chicago being from 17 to 22 cents, and New York and district 17 to 25 cents a pound. Commissioner Murdock remarked that prices in the Western States ran as high as 35 cents a pound.

In answer to a question, J. W. McConnell, president of St. Lawrence Sugar Refineries, stated that if the price had been left free, the wholesale rate in Canada would have been \$17.50 in Canada, and the retail \$20 per hundredweight.

BIG SHIPMENTS OF FISH FROM BUFFALO LAKE

Giving an idea as to the progress of the lake fishing industry in waters north and west of Edmonton is the statement made by officials of the Edmonton, Dunvegan and British Columbia railway, which reports that no less than 1,650,000 pounds of good whitefish have come down from Buffalo Lake during the winter season for Edmonton, Alta., and eastern Canadian markets.

Winnipeg and Toronto have been locations receiving a great amount of the fish products of Buffalo Lake, which is only one sheet of water of the many receiving attention by companies engaged in fishing. The fresh water lake fishing industry of Northern Alberta has flourished during the past few years, and expectations are that it will become one of the most important in Alberta in the very near future.

Seven cars of whitefish, billed through for Winnipeg and Toronto markets, are now in the local yards of the Alberta and Great Waterways railway. This single consignment represents 231,000 pounds of fish, the whole having been caught in Buffalo Lake, situated west of Cheecham, on the A. and G. W. line.

Railway officials estimate that the total fish shipments during the past three months will reach about fifty cars.

Advertising Ideas for Retailers

More Service to the Customer by Advertising—Putting Over the Sale and Making a Larger Profit on Oranges

Written by J. L. WYCKOFF



SUGGESTION FOR WINDOW CARD.

The illustration is cut from a magazine and pasted on the card. Many ideas for window cards can be had from this source.

ADVERTISING is systematized salesmanship. Salesmanship is the ability to persuade others to accept your ideas about something which benefits you and to buy what you have to sell at a price which is a satisfaction to him and a profitable compensation for you. The trend of modern retail business is to give more actual service. Service is giving people what they want and when they want it.

Anyone who has a reasonable amount of experience as a salesman can write advertisements that will increase the value of his own services and that of the goods he handles by just the amount of time, thought and energy he puts into selling them. Therefore, advertising is service that acts as a boomerang and brings back customers again and again.

Putting Over the Sale

The state of mind of the purchaser is a weighty factor in determining whether he desires the article advertised or not. For example: Oranges may be of the same value and quality in one store as another, but the merchant who displays and talks oranges in such a manner that a desire to possess is created in the mind of the possible purchaser, and this possession would give him a definite kind of satisfaction. He leaves your store firmly convinced in his own mind that you sell the finest oranges in the city. This feeling of satisfaction is carried home, to the pleasure of eating them, he conveys the same feeling of satisfaction to the rest of the family and all are unanimous in declaring that you

sell the choicest oranges. The result—this purchaser comes back again and again, he tells his neighbors about the luscious oranges you sell, which brings more customers to the store, not only for fruit, but will purchase other articles as well.

Creating a Larger Profit

Many grocers overlook the possibility for greater turnover and profit that can be derived from displaying oranges, grape fruit and lemons. The bright color of the fruit adds an attractive charm to a window display that few people passing your window can resist the temptation to stop and look, and when you get this attention from a possible purchaser it is just a short step to making a sale.

Lemons a Factor

Then, again, lemons usually show a good margin of profit to the grocer, but apparently he overlooks this fact and keeps the profitable lemon in the background and only brings it to light when someone asks for them. Lemons can be used for a great many purposes. Dur-

Suggestions For Display Cards or Headings For Advertisements

California Lemons for that real Lemon Pie.

Half a Grape Fruit every morning will start you off right for the day.

Eat an Orange a day.

Great big luscious Navel Oranges.

Take home some of our fine Oranges.

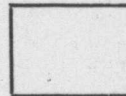
Keep a few Oranges in reach of the children.

ing sickness it is indispensable: for making that irresistible lemon pie, for decorating cold meats and salads, the juice used in the place of vinegar on fish and for making salad dressing. All these methods could be suggested to the customers, which make the extra sales that keep the cash register ringing merrily.

Another Shipment of Those Large, Luscious Navel Oranges

We offer these sweet, juicy oranges at a special price

**Friday
and
Saturday**



Per Dozen

Half a Grapefruit every morning will keep you fit.

FLORIDA GRAPEFRUIT, they're clean skinned and full of juice.

Great big ones at

FRUIT SUGAR, per lb.

Have you seen those California Lemons we're selling? They've clean, smooth skin; juicy and practically seedless. Just right for that mouth-watering Lemon Pie, at per dozen

Every order should include some of these.

Our 'phone 4600 is at your service.

JONES & COMPANY

A specimen advertisement that will help sales of oranges, lemons and grapefruit.

Nothing to Do With Resale Price, Says Wholesale Grocers' Chairman

W. P. Eby Refers to the Resale Prices Made by Manufacturers in His Address at the Annual Convention—Wholesalers Opposed to Re-enactment of Business Profits Tax—Opinions Differ on "Uniform" Grocery Terms—Exchange Situation Dealt With

Reported by Staff Correspondent

TORONTO, March 3. — Business Profits Tax, Uniform Grocery Terms, Exchange Situation and Postage War Tax were among the subjects discussed yesterday at the second annual convention of the Wholesale Grocers of Ontario held at the King Edward Hotel.

W. P. Eby, of Eby, Blain, Ltd., Toronto, chairman, occupied the chair. Before giving his annual report, A. C. Pyke, secretary, read the minutes of the last meeting, which were adopted.

Nothing to Do with Price Maintenance

Mr. Eby welcomed the delegates, reviewed the business of the past year and referred to future problems which, in his opinion, should be taken up by the convention. His address follows:

"As chairman of your executive I have very much pleasure in extending a hearty welcome to our second annual convention, and as I am advised that this is to be a 'business' convention, where long speeches will not be popular, I am going to set an example by being brief in my remarks.

"We are especially pleased and gratified to welcome as our guests Messrs. Clark, Buck and Smart, fellow wholesaler grocers from the State of Michigan, and we hope that they will be interested in our convention and heartily enjoy themselves while in our city.

"You will observe from the programme that your executive have not allotted much time for your social enjoyment and it is hoped that you will show your approval by your attendance during the convention and let us have the benefit of your criticism and advice in the discussion of the matters under consideration. It has been suggested that speakers confine their remarks to the subject under discussion and it is hoped that every part of the Province will be heard from. Let us hear from the men outside. This is an Ontario convention and we should hear from all sections.

A Trying Year

"Since our last convention we have passed through a bewildering and trying period of reconstruction, and no one can forecast with any degree of accuracy what the future may bring forth. Last February nearly all markets were depressed with indications for lower values. Inside of a few months, however, a complete change took place, nearly all classes of merchandise starting to advance, and have been advancing ever since until to-day. Taking it altogether prices are higher than they have been known for many years, with very little prospect of lower prices. We have not yet reached the end of the period of reconstruction.

"Our association, as you will learn later from the report of our indefatigable secretary, has been making substantial progress during the year, and I am glad to note on our agenda a proposal to adopt a constitution and set of by-laws, which should put the association on a permanent basis. I would like to suggest while on this question that you should appoint special committees whose duties during the year would be to



W. P. EBY.

Eby, Blain Ltd., Toronto, the chairman, who presided at the sessions.

take up certain questions concerning the wholesale grocery business, among which are the following:

"Manufacturers' cash discounts.

"Trade acceptances.

"Delivery of goods by motor trucks.

"Wages and hours for employees.

"The appointment of such committees would relieve your executive and assist materially in getting all the facts in connection with matters that come up so frequently and are of general interest to the trade. This plan has been adopted with considerable success by the large wholesale grocers' associations in the United States, and is worthy of your consideration.

Want Seasonable Goods More Quickly.

"I would suggest that one of these committees might consider the advisability of requesting the Federal Government to grant the wholesale grocers the privilege of passing certain seasonable goods, such as Malaga cluster raisins, California raisins, figs, dates and other Christmas specialties, which very often arrive late in the season, on the same basis as allowed to the wholesale fruit men, who upon furnishing a suitable bond or guarantee to the Government are permitted to get immediate possession of these goods without being obliged to wait until goods are cleared by the customs officials, as we are required to do to-day.

"Our association cannot make real progress unless we have the hearty co-operation and interest of each and every member. This is the age of co-operation and the interests of the wholesale grocery trade are of sufficient importance to warrant our organization being put on a permanent basis.

"The heartiest co-operation with our secretary is a very important consideration.

Much confusion and uncertainty is sometimes caused through overlooking this important feature.

Right of the Manufacturer

"I am sure that I have the endorsement of every member when I say that this association stands for a 'Square Deal' from the wholesale grocer to the manufacturer, and from the manufacturer to the wholesale grocer, and wholesaler to retailer. The wholesale grocer is, we believe, the logical and most economical distributor for the manufacturer, but we are absolutely opposed to the manufacturer who sells a portion of his product (though it may only be a small one) direct to some of the retail trade on the same terms as he does to the wholesale grocer. I know that the majority, if not all, of our members will endorse the statement that this association has nothing to do with the maintenance of manufacturers' price lists. It is unquestionably the manufacturer's privilege and right to decide as to whether he will enforce the maintenance of his price list or selling agreement. Any proposition which would require the fixing or maintenance of prices through our association is, in my humble opinion, illegal and impractical, and would eventually lead to a dissolution of the association.

"Recent developments have brought our association into the limelight with the Attorney-General's Department of Ontario, and it is confidently expected that when the investigation is finished that the rights of our association will be clearly upheld and our existence justified.

"I desire to thank the members of the executive for their cordial co-operation and assistance, not forgetting our diplomatic and efficient secretary, A. C. Pyke, to whom credit is due for the splendid results of the year."

The Delegates Present

Among those who registered were the following:

H. W. Chamberlain, F. J. Castle Co., Ltd., Ottawa; W. J. Smith, T. B. Escott & Co., Ltd., London, Ont.; J. E. Davy, Robertson Grocery Co., Kingston, Ont.; W. E. Warwick, T. Kenny & Co., Ltd., Chatham, Ont.; M. R. Freedman, J. Freedman, Ottawa, Ont.; Frank Harding, The Harding Co., Ltd., St. Thomas, Ont.; A. B. MacLean, A. B. MacLean, Sons & Co., M. P. Byrnes, T. Long & Bros., Ltd., Collingwood, Ont.; N. Gilmour, Gilmour & Co., Brockville, Ont.; Stafford Higgins, Higgins & Birks, Toronto; Wm. Turnbull, E. Adams & Co., Ltd., London, Ont.; L. H. Major, L. H. Major & J. Soubliere, Ltd., Ottawa; L. Prager, J. Prager, Toronto; R. J. Carson, R. J. Carson, Kingston; A. Perras, S. J. Major, Ltd., Ottawa; M. D. Lemon, Lemon Bros., Owen Sound; W. G. McLauchlan, McLauchlan Co., Owen Sound; W. E. McMurtry, Groceries, Ltd., Toronto; W. T. Harris, Owen Sound; G. A. Morden, Owen Sound; J. A. W. Craig, W. G. A. Craig & Co., Kingston, and Warren Bros., Toronto;

F. T. Smye, Balfour, Smye & Co., Hamilton; T. H. Kinnear, Thos. Kinnear & Co., Toronto; Samuel Vila, James Turner & Co., Hamilton; A. D. Lumsden, Lumsden Bros., Hamilton; W. Somerville, Bristol, Somerville & Co., Hamilton; H. C. Beckett, W. H. Gillard & Co., Hamilton; H. N. Robertson, Geo. Robertson & Son., Ltd., Kingston; G. R. Lloyd, Macpherson, Glassco, Ltd., Hamilton; A. D. Lumsden, Lumsden Bros., Hamilton; F. R. Vollans, H. E. Guppy & Co., Windsor, Ont.; H. L. McNalley, National Grocers, Ltd., North Bay, Ont.; Arch. Foster, National Grocers, Ltd., North Bay, Ont.; A. M. MacLean, Hunter & Co., Ltd., Pembroke; W. Lumbers, James Lumbers Co., Toronto; A. H. Paffard and F. C. Armstrong, Armstrong & Paffard, Toronto; J. W. Charles, Marland Woolnough Co., Niagara Falls, Ont.

Wholesaler's Average Cost 8.9 Per Cent.

In his annual report, Secretary A. C. Pyke dealt at length with the work done during the past year. The following extracts from this report are of especial importance to the trade:

"In order to ascertain the cost of doing business in the province a form enumerating all the various cost items was prepared and sent to every member of the Association with a request that they fill same out and report their various percentages of costs to me. As a result of this some thirty-one firms completed the form and sent same to me, the results of which were published later, showing the average cost at 8.9%. If every firm would examine these statements carefully and compare their various cost items with others, much good would result.

"A proper allowance for leaks and swells on canned salmon and lobsters was a subject discussed with the fish packers. The salmon packers absolutely refused to make a deduction from their invoices of one-half of 1%, as suggested, but the lobster packers have agreed to do this on the coming pack.

5% on Sugar

"In connection with the Board of Commerce's order limiting the margin of profit on sugar, the Board recognized and approved of the Equalized Rates System and also the margin of profit we succeeded in securing from the refineries as being a fair and reasonable one, namely, 5%.

"We have also been in close touch with the Canadian Trade Commission in connection with the sugar situation and succeeded in having them refuse to issue export licenses for sugar and thus secure a much greater distribution for domestic trade.

"The case brought against the U.S. Railways by the National Wholesale Grocers' Association in connection with the special concession granted the big packers has been followed very closely and as soon as the decree in which the packers consent to confine their business to fresh and salt meats and dairy products is entered, it is the intention of the Canadian Wholesale Grocers' Association to endeavor to bring a similar arrangement into effect with the Canadian packing houses.

"The proper values or customs duty on importation from England were brought to the attention of the Canadian custom authorities. At present sterling invoices are computed for duty at 9½% instead of at the current rate of exchange, thus making considerable difference in duty. This matter is now being considered by the Minister of Finance and it is expected an announcement in this connection will be made during the present session of Parliament.

Manufacturers' Shipping Cases

"The proper marking of cases by manufacturers has been given attention, and considerable correspondence on this subject resulted. We are advocating that all cases should be plainly marked on the front, showing contents of the case, quantity, size, etc., and on the top the shipping weight should be plainly stencilled, and no advertising should appear on the case unless it referred to contents."

Business Profits Tax

H. W. Chamberlain, F. J. Castle Co., Ottawa, introduced the subject, "Busi-



A. C. PYKE.

Toronto, Secretary of the Wholesale Grocers of Ontario.

ness Profits Tax." He pointed out this tax was a war measure and that wholesalers gladly contributed to it. The Government may discontinue this tax and derive their revenue wholly from the income tax. We have incurred a large indebtedness and it can only be paid through a tax imposed by the Government. He read a letter from the Wholesale Grocers' Guild of Nova Scotia, indicating that the wholesalers there are much opposed to the re-enactment of the Business Profits Tax and that various business bodies in Nova Scotia had sent resolutions to Sir Henry Drayton which would be backed up by delegations to Ottawa. They asked for co-operation from the Ontario association. He moved, seconded by F. T. Smye, Hamilton, that a delegation from the wholesalers go to Ottawa to assist the others in preventing the re-enactment of this Business Profits Tax. The matter is coming up on Friday, March 5, at Ottawa.

Hugh Blain, Toronto, maintained that the method of operating the tax had not been fair, and he thought a resolution should be made to the effect that if the Government found it necessary to re-enact the tax, it should be made fair and equitable.

Mr. Chamberlain's resolution was adopted, the delegation to include the mover, Mr. Blain; the incoming chairman, and the secretary, A. C. Pyke.

Each member has been paying \$25 per \$100,000 volume, with a minimum of \$100. It was decided to rerate the fees as per 1919 turnover, the minimum being the same. It was felt this would produce sufficient funds to carry on the affairs of the association.

Problem of Packers in the U. S. A.

The dinner on Tuesday evening—an informal affair—tendered by the wholesale grocers of Toronto to the visiting members and guests, was a most pleasant interlude for the business proceedings of the two days. Chairman W. P. Eby presided, and with songs, moving pictures and good cheer, a most enjoyable time was spent.

The speaker of the evening was John G. Clark, president of the Michigan State Wholesale Grocers' Association, on how the National Wholesale Grocers of the United States succeeded in getting the Interstate Trade Commission to disengage meat packers from operating in other lines of business.

The guests at the head table included D. J. Buck, secretary of the Michigan Association; H. N. Smart, from the same association; H. N. Cowan, president the Cowan Co.; Mr. Miller, vice-president Lever Bros.; and Mr. Macfarlane, of the E. W. Gillett Co.

Mr. Clark reviewed the events that lead to the dissolution of the various ramifications of the United States packers. He said that with their refrigerator car system, which received a preference over other freight, was used to carry articles other than meats and allied perishable products. Wholesale grocers did not get a similar service and could not compete with them. These jobbers had to take "pot luck," and as their goods were not being moved quickly, they were losing business. The wholesalers claimed that the United States railroads had no right to discriminate and give the packers anything in the way of lower freights that they could not receive.

Their contention was upheld and the order went forth that the packers must disassociate themselves from lines of trade other than meats and allied dairy products.

Song sheets were passed around and everybody tested their lungs. J. W. Charles, Niagara Falls, Ont., was suddenly called upon for a reading and rose to the occasion with one of Robt. Service's. Mr. Hardy, of Eby, Blain, Ltd., sang an impromptu song. The moving pictures were a surprise. They included Chaplin; "The Grocer Clerk," playing at the "Allen"; and two Ontario Government films. So the boys had a right royal time.

Canner's Agreement

H. C. Beckett reported for the Canned Goods Committee. At the meeting in December a resolution was passed favoring the adoption of the selling plan as adopted and that a committee be appointed to interview the canners. A draft of a letter was pre-

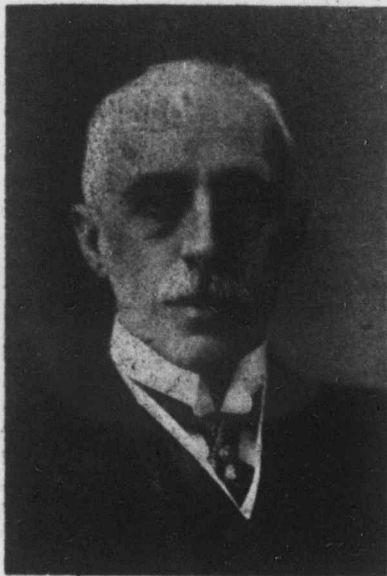
pared which the Dominion Cannery favored for Ontario.

A tentative contract was prepared by the Dominion Cannery, Ltd., and submitted by Mr. Beckett. In effect this is a contract made with the retailer through the wholesaler, and the idea is to give the retailer a 5 per cent. discount for purchasing his canned goods early. Orders would be taken from retailers and 100 per cent. delivery would be guaranteed, wholesalers to be allowed 10 per cent. after 5 per cent. allowance to the retailer for early orders had been deducted; also 1½ per cent. cash discount in 15 days to the wholesaler. In other words the retailer would be guaranteed his canned goods at 5 per cent. below opening prices for placing his orders early. In regard to swells the trade would be allowed ½ of 1 per cent. or given a six months' guarantee on the goods. Terms would be 30 days net f.o.b. shipping point. No orders would be accepted for less than ten cases and no shipments would be made for less than five cases. The contract, too, would be subject to the approval of the Canadian Cannery, Ltd. The Dominion Cannery made it clear that the idea of the above agreement was to relieve congestion. The agreement, if ratified, meant that wholesalers would not be able to purchase stocks above what retailers ordered until 100 per cent. of the retailers' orders had been filled. On purchasing stocks for themselves discount to the wholesaler would be 12½ per cent. on vegetables and 15 per cent. on fruits. The cannery also asked that the Wholesale Grocers have the entire agreement ratified by the Board of Commerce.

By a motion the entire matter was left in the hands of the incoming executive.

Want War Postage Removed

Hugh Blain, Eby, Blain, Ltd., considered the War Postage Tax—stamps on checks, drafts, etc.—should be discontinued. The Government, he felt, is los-



H. W. CHAMBERLAIN,
Of F. J. Castle Co., Ottawa, who introduced the
Business Profits Tax Question.

ing a great deal of money on parcel post, which benefited particularly the mail-order houses and were making a lot of money on the letter post. He believed the Government of Canada was giving use of the parcel post at 50 per cent. of its cost. If the Government is giving a bonus of this character it is unfair to wholesalers as competitors of the mail-order houses to be taxed.

One wholesaler stated one of the Toronto mail-order houses was shipping catalogues by express to North Bay and sending them out cheaply under the zone postage system.

Dried Fruit Contract

The dried fruit contract was discussed. Secretary A. C. Pyke read the address of L. F. Bridges, president Dried Fruits Association of New York. The following resolution was passed:

"Whereas among the many factors tending toward the high cost of living there stands out prominently the lately developed 'Firm at Opening Price' future contracts for food products, and,

"Whereas such contract enables the seller arbitrarily to establish and impose upon the buyer unreasonable prices, and

"Whereas such contract is against public policy and well-established mercantile customs, inasmuch as it leaves the buyer helpless to exercise any judgment whatever as to the true value of the article to the great injury of the ultimate consumer, and

"Whereas the contract has seemingly been utilized to their advantage by some producers' associations, so enabled by their legalized immunity from restraint and by some packers who enjoy a near monopoly of their products to name prices, which in our opinion are unwarranted. Be it

"Resolved that we, the Wholesale Grocers' Association of Ontario, do protest and condemn and discountenance such forms of contract in the future."

Non-Payment of Freights

Wm. Turnbull, Edward Adams & Co., London, Ont., dealt with "Equalizing Freights to Non-Competing Points."

"Wholesalers in Western Ontario," he said, "are very much opposed to prepayment of freights. Freight is a legitimate cost in goods and should be passed on to the consumer. It works very much against the drop shipment business, which is growing rapidly every month.

"Some retailers call up wholesalers for a few things with the purpose of getting waists, etc., from dry goods houses. They reverse the telephone charge and we have to pay the freight. We shouldn't have to prepay freights except to competing points." He moved a resolution that prepayment of freights be discontinued and that sales to all non-competing points be made on a basis of freights to the nearest competing point. This was seconded by Mr. Carson, Kingston. It was shown by the vote that the majority were in favor of the idea. The

association recommended the adoption of the resolution.

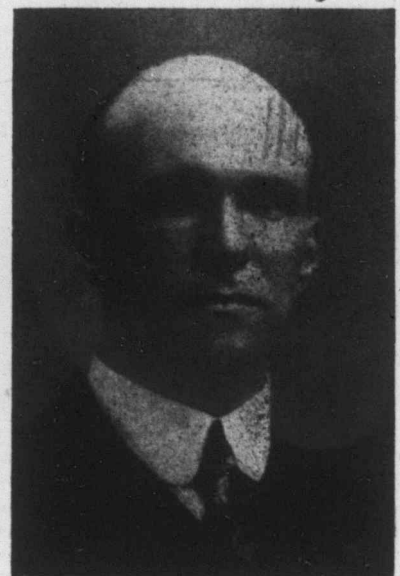
It was urged by several members that goods such as canned goods should be quoted by the case instead of by the dozen. Secretary Pyke will take the question up with the trade.

F. Harding, St. Thomas, brought up the point that certain manufacturers were allowing same discounts to retailers for 5 or 10 cases of goods as wholesalers are given for 25 cases and more. He had cut out one or two manufacturers who were doing this. The chairman asked all members to keep the secretary in touch with all these matters during the year.

Exchange Situation

J. W. Charles, Marland, Woolnough Co., Niagara Falls, Ont., opened the discussion on the "Exchange Situation," which he said was particularly annoying to wholesalers in border towns. He felt that the Canadian dollar should not be discounted in the United States and that eventually the depreciation of English money in New York would work out to the disadvantage of the people of the United States. It would divert British trade to South America as well as to the colonies of Britain. At present 62 per cent. of the raw cotton used in Britain comes from African colonies and from India.

He mentioned having purchased a car of a United States product last October, to cover which a check had been sent to the Canadian agents in Montreal the same as had previously been done. It was returned with the request that all payments be made at headquarters in the States, and in the meantime the rate of exchange advanced to around 16 p.c. instead of about 6 per cent. in October. He felt that Canadian wholesalers should now use a little more salesmanship and sell more Canadian products, and mentioned one in particular in competition with the United States line that was under discussion. He proposed a resolu-



ALBERT FERRAS,
Of S. J. Major, Ltd., Ottawa, one of the delegates from the Capital City.

tion that the trade should decline to purchase any goods from foreign countries where the Canadian dollar was not accepted at par.

J. G. Clark, the Michigan wholesaler, jocularly remarked that in 1868 (laughter) he was informed that Canadians would not accept the United States dollar except at a big discount. He believed that the conditions affecting the exchange was an economic one that would gradually right itself.

Hugh Blain, seconded by H. W. Chamberlain, Ottawa, moved a resolution of thanks to the three visiting wholesalers, Messrs. Clark, Buck and Smart, from Michigan, and to express

the thanks of the association for the splendid ideas given to the Ontario association. This was most enthusiastically carried by applause.

Mr. Clark responded and thanked the members. He referred to Canada's banking system, which he felt—and particularly our draft system—was something in which the Canadian wholesalers had an advantage over those in the United States.

Mr. Byrnes, Collingwood, seconded by F. T. Smye, Hamilton, tendered a vote of thanks to the Toronto wholesalers for their entertainment and reception given generally to the visiting delegates.

Majority Favor Selling 30 Days Net

Uniform Grocery Terms Thoroughly Discussed by Convention
—Many Favored One Per Cent. Discount in 15 Days—
Others Did Not Think Terms Could Be Made Uniform

AT the Tuesday afternoon session a number of important questions came up, among them the Business Profits Tax and Uniform Grocery Terms.

When the members assembled they found a handsome bunch of American Beauty roses on the chairman's table, presented by the delegates from Michigan on behalf of the Wholesale Grocers' Association of that State. Chairman W. P. Eby gracefully acknowledged the compliment, which was enthusiastically seconded by applause.

Then came the important question of the afternoon—Uniform Grocery Terms—introduced by T. H. Kinnear, Thos. Kinnear Co., Toronto. Mr. Kinnear pointed out that there were very few wholesale grocers in Canada now selling on the same terms. "Some are selling 30 days net, some one off in 10 days, and others one off whenever the customer likes to pay his bill." He felt that there should be some uniformity, so that manufacturers making up their price lists would be able to include in them the arrangement agreed upon. His suggestion was 10 days net—or elimination of all discounts. In many cases he thought that the retailer would be very glad of this arrangement, because he would be able to collect his money more quickly from his customers, having a good reason. He was not in favor of any discount, because, in such cases, there was a temptation for travellers working on a commission basis to allow a greater discount than the contract with a manufacturer permitted.

"We have tried the 1 per cent. 10 days before," said Mr. Kinnear, "but it didn't work, as many gave 1 per cent. off whenever the bill was paid." He also suggested bank interest, say, 7 per cent., after 30 days. He claimed that if the convention agreed upon 1 per cent. off in 10 days, or 1 per cent. off in 15 days, that at some time or other there would be some who would not

stick to this arrangement and would always allow the discount above the arranged length of time.

Chas. Parsons, of Parsons, Brown, Ltd., Toronto, brought up the point of travellers' bonuses, and some travellers agreeing to allow discount to secure the business where no discount was permitted. He cited a case where one traveller had offered to pay the freight on a certain shipment to get his business. It was one matter to arrange terms, he said, and another to control your salesmen.

Arch. Foster, National Grocers, Ltd., North Bay, Ont., considered it was a mistake to have travellers work on commission basis. He maintained that on this basis travellers were handing out discount of as much as 15 per cent. a

case on cereals from their own pockets, simply to get the order. He thought it was a difficult matter to make any set basis for payment.

Suggests a Penalty

Fred T. Smye, of Balfour, Smye, Hamilton, claimed there should be a uniform basis of payment, and that unless the association got more loyal support from the entire trade they would not get anywhere. His idea was that if a selling arrangement was arrived at, there should be a penalty in case that arrangement was broken by any firm.

J. A. W. Craig, Kingston and Toronto, asked how the association was going to put through a basis of 10 days net or 30 days net when there were so many small jobbers throughout the country allowing the discount.

He thought it was impracticable and said that it tended to eliminate competition if all goods are to be sold on the net basis.

Albert Perras, of S. J. Major, Ltd., Ottawa, pointed out that the Ottawa wholesalers had adopted the net cash basis since the first of January, and they found it working well. Interest was charged after 30 days. The only trouble was that the Ottawa grocers had to compete with other centres allowing the discount, and if these would only do the same they would be quite content. He claimed that small firms allowing the discount were ignored.

H. C. Beckett, of W. H. Gillard & Co., Hamilton, favored terms net, no discount, and interest over 30 days. Some definite arrangement should be arrived at, he thought, for the manufacturers who ask for our terms, so that he can get out his price list. He also favored a forfeit if any offense was committed. The house itself should, he thought, in such a case, be responsible for its travellers.

Mr. Carson, of Kingston, claimed the question was a difficult one to settle. He felt that if a wholesale house sold a retailer \$1,000 worth of goods and was sure of his money in two or three days, the merchant was entitled to a discount.

Mr. Gilmour, of Brockville, was of the same opinion.

Frank Harding, of the Harding Co., St. Thomas, was in favor of net terms and no discount. He claimed that there were some wholesale tobaccoists in Western Ontario allowing 2 per cent. on a certain tobacco where the wholesale grocers were not doing this. Mr. Martin, Stratford, Ont., claimed that the man who can pay his bill in 10 days should have an advantage over one who allows his accounts to run 60 days or more. He thought that the commission arrangement of paying travellers tempted them to allow discounts when they should not allow them. In such a case he did not blame the retailer for getting the best proposition he could, and favored the 1 per cent. net proposition.

H. W. Chamberlain, of Ottawa, along with other Ottawa wholesalers, since

OFFICERS ELECTED FOR 1920

President—T. H. Kinnear, Toronto.

First Vice-President—H. C. Beckett, Hamilton.

Second Vice-President—H. W. Chamberlain, Ottawa.

Treasurer—A. H. Paffard, Toronto.

Executive Committee—S. Vila, Hamilton; W. J. Smith, London; L. H. Major, Ottawa; H. N. Robertson, Kingston; M. P. Byrnes, Collingwood; M. Lemon, Owen Sound; W. E. Warwick, Chatham; F. R. Vallens, Windsor; Geo. Watt, Brantford; J. W. Charles, Niagara Falls; Frank Harding, St. Thomas; W. D. Martin, Stratford; Allan Gilmour, Brockville; A. Foster, North Bay; L. E. Walmsley, Belleville; A. McLean, Pembroke; W. E. McMurry, Toronto; J. A. W. Craig, Toronto; F. M. Sloan, Toronto; W. P. Eby, Toronto.

the first of the year allowed no discount and liked the arrangement. He maintained that the future would indicate whether this was in the best interests of the Ottawa wholesalers or not. He favored paying travellers a straight salary and at the end of the year allow them a bonus on the profits the firm had made.

Wm. Turnbull, London, Ont., maintained that wholesale houses, as well as executive officers and travellers, should sign the manufacturer's agreement, and if a traveller, or any member of the house, breaks the agreement, he should be immediately discharged. He thought the terms should be defined one way or the other and have a penalty.

One delegate suggested as a start to take up the question of sugar and have payments made 10 days net.

Terms Maintained in Michigan

D. J. Buck, Bay City, secretary of the Wholesale Grocers' Association of Michigan, stated that the wholesalers there insisted on their terms being maintained and the result was a great reduction in outstanding accounts each month. There was a discount allowed for 10 days and 30 day payments were net.

John G. Clark, president of the Michigan Association, referred to the maintenance of terms in the Michigan association even if it meant the loss of a customer. In the United States they would not be allowed to put up a forfeit for breaking such terms. In fact, he said, members of their association do not talk price in any way. In Detroit, out of 42 wholesalers, large and small, there were only 8 members to the association, but each of these maintained their terms and their businesses were growing rapidly. Many thousands of dollars were saved during the year by cutting down outstanding accounts. No goods are shipped to anybody by his house whose account is past due. That was the essential point in so far as terms were concerned to them.

H. N. Smart, of the same association, said that his firm decided a few years ago their customers would pay their accounts according to the terms of the invoice. For a time they lost a few accounts, but in a few months the majority of them came back. There were few houses now in Michigan that were not getting their money according to their terms. He also mentioned the zone system of meetings where wholesalers in a particular district got together and talked over their problems. In Michigan, too, payments were made by cheque to the travelling salesman and no drafts were used.

Mr. Byrnes, of Collingwood, favored selling goods net 30 days and charging interest over that time. Unless this is done the man who reserves the right to pay by cheque instead of by draft, takes off the discount, no matter when the account is paid; 95 per cent. of his customers were paying by draft and they



T. H. KINNEAR,

Toronto, elected President of the Ontario Wholesale Grocers for the year 1920.

were quite satisfied. He thought the draft system was the ideal one.

Different Terms on Different Goods

J. W. Charles, Niagara Falls, could not see how any definite arrangement could be arrived at because different terms should apply to different classes of goods. One house's experience could not be followed by other houses. He was, therefore, opposed to any net terms. His house had a graded list of lines showing various terms, and while they could afford to give 1 per cent. on some, they could not on them all. The whole matter was one of local conditions. "If we pick up CANADIAN GROCER, for instance," he said, "we can readily see why, in some cases, there should be no discount." He was in favor of 1 per cent. in 10 days.

After considerable further discussion it was moved by H. C. Beckett, of Hamilton, and seconded by A. Perras, of Ottawa, that the uniform terms of payment be net 30 days and interest charged at the rate of 7 per cent. per annum over that time.

Hugh Blain, Toronto, moved, and seconded by Mr. Martin of Stratford, that the terms be 30 days net, giving 1 per cent. on 15 days from date of shipment and charging interest at 7 per cent. from the expiration of the 30 days. This, he explained, would not apply to

contracts already made by manufacturers. On the matter being put to the meeting the original motion of Mr. Beckett carried.

**JAS. A. FULLER APPOINTED
New Superintendent for Dominion
Canners**

The announcement was made to-day that Jas. A. Fuller of West Lorne, manager of the branch factory of the Dominion Canners, Ltd., in that village, has been appointed to the position of superintendent of Western branches, made vacant through the death of David Marshall, M.P., of Aylmer, in Vancouver, two weeks ago. Mr. Fuller is one of the oldest canners in the Dominion, being associated with the Delhi Canning Company for several years before that branch was taken over by the Dominion Canners.

**JOHN SLOAN & CO. LTD., TO OPEN
WHOLESALE GROCERY IN
SARNIA**

John Sloan & Co., Ltd., of Toronto, Belleville, Kitchener and Orilla, are opening a wholesale grocery in Sarnia to serve the trade in that part of Western Ontario. Frank C. Crawford, of Sarnia, has been secured as local manager.

Simplified Bookkeeping

The Bills Payable Account—Treating Incoming and Outgoing Freight Charges

Written by J. L. WYCKOFF

"I WAS much interested in your article on Bookkeeping for Retailers in your last issue, and as I am one of those county dealers groping after a better system would like a little more detail.

Does your writer recommend keeping a Bills Payable Account? Of course, we keep a Bills Payable book as a memo, so that we won't forget a due date. I note a Freight Account. In our business we have a good many outward freights to pay re shipments to flag stations along R. R. These are charged to customers' accounts and paid when accounts are paid. How would he treat these? Perhaps we average fifteen such payments per week. To-day these totalled \$3.71. I note binders are specified. How would bound books answer for Purchase and General Ledger?

Would you treat 'Freights Inward' as expense or as cost of merchandise?

We have been working along with a Cash Book, Bill Book, Customs Ledger and files for invoices. Have not attempted a Merchandise Account as yet, but want to. So I feel a little fuller article would help more.

May say we are finding the GROCER a better help all the time."

CANADIAN GROCER received the above letter from Otto Hildebrand, of Doaktown, N.B. This is in answer to an article which appeared in a previous issue. We will take up these questions one by one.

A Bills Payable Account should be kept. It is not necessary that a separate entry be made for each note or draft, but the total of all drafts and notes paid according to the Bills Payable Book at the end of the month, debiting each individual account with the amount paid and crediting Bills Payable Account with the total.

The Freight Account is to look after the freight paid on incoming merchandise. For example, all amounts paid out for freight and express are credited to Freight Account, and the total of all amounts paid out for freight at the end of the month is debited to Merchandise.

Your method of collecting out-going freight is correct, but be careful that these amounts are not treated as a sale, because these freight transactions are not a sale upon which you make a profit, but merely an exchange of money. These out-going freights should really be charged on a separate invoice, crediting Cash Account, and when the amount is paid debiting the Cash Account with the amount.

All amounts paid for incoming freight should be added to the cost of the merchandise upon which freight is paid.

Bound books could be used, but they

soon become very cumbersome with old closed accounts. Loose leaf binders are certainly to be recommended, as, when an account is closed, the sheet is taken out and filed—thus doing away with a lot of records that are of very little use, except for reference.

A Merchandise Account is very necessary, as by its records you will have at your finger tips the exact condition of your stock.

Inquiries from subscribers on this subject will be appreciated, so send 'em along.

J. H. Magor, of the firm of Magor, Son & Co., Montreal, returned from a business trip to Toronto.

TARTARIC ACID FROM COAL TAR

At the January meeting of the New York section of the American Chemical Society, announcement was made of a newly discovered method of making coal tar yield tartaric acid and other important substances.

The basis of the process is a method of building up various substances from maleic acid obtained from benzol, one of the derivatives of dark and viscid coal tar. Of these the most welcome to the housekeeper and the trade is tartaric acid, which hitherto has been made from the cream of tartar, a solid found in the bottom of wine casks and employed principally in making of baking powder.

As the cream of tartar cannot be obtained except through the fermentation of wine, the grape juice industry is unable to supply the household want hitherto filled from the vats of the vintner.

By the new process citric acid, lactic acid and succinic acid can also be derived.

Are You Going to Open a New Store?

CANADIAN GROCER has received letters from subscribers requesting a form letter to be sent out to customers to introduce a new store.

One from Grant & Hillock, Moosomin, Sask., and from Miss M. B. Thompson, Toronto, Ont.

The following are the suggestions:—

Dear Madam:

We wish to announce the opening of our new store (formerly owned by W. J. McKay), at the hour of eight o'clock in the morning of April Third, Nineteen Hundred and Twenty.

Our store will be known as "The Red Front Grocery" and is fully equipped with modern conveniences in order to handle your business promptly and efficiently.

We will carry a complete stock of high-grade groceries at lowest prices consistent with quality.

In connection with the grocery we are opening an Ice Cream Parlor, where you can enjoy a refreshing Ice Cream, Sundae or Soda. Also ice cream to carry home.

The confection department will receive careful attention as to fresh goods handled in a clean, sanitary manner.

Our telephone is at your service. Just call 70 and your order will have the same careful attention as though personally given.

Trusting we may have the pleasure of your patronage, we remain,

Yours very truly,

Grant and Hillock.

P.S.—We pay highest prices for farm products.

Dear Madam:

This is to introduce you to my new store at Nineteen Howard Street.

This store has been fully remodelled and enlarged so as to make it easy to conduct your business comfortably and at the same time to give you the best possible service.

New and up-to-date equipment has been installed, including refrigerator to contain the choicest cooked meats and bacon, also refrigerator for fish, both fresh and cured.

It will be my aim to supply you at the lowest prices—everything fresh, and all the newest goods in general groceries, fresh fruits and vegetables, both imported and home-grown, also cooked and cured meats and fresh fish.

Two delivery trucks are at your service to facilitate prompt and careful delivery of your orders.

Any suggestion that you can make in regards to store arrangement, delivery service or selling methods will be greatly appreciated.

Come in and let's get acquainted.

Yours very truly,

(Miss) M. B. Thompson.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

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

OFFICES

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

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

PUBLISHED EVERY FRIDAY

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

VOL. XXXIV. TORONTO, March 5, 1920 No. 10

GRAIN GROWERS' FRANK STATEMENT

IN sending a letter to the shareholders, the United Grain Growers, Ltd., of Western Canada, deals with the problem we shall have ever with us — that of Price-Cutting. C. Rice-Jones, the general manager, makes the following observations which every merchant should read:

"I would like to have a frank talk about this price question. We sometimes hear the statement made that 'the company's (Grain Growers) price is very little lower,' and sometimes, that 'it is not as low as that quoted by our opposition.' It seems to me that this immediately brings up the question — Can the company's price always be the lowest? A careful consideration of this question is bound to lead to the answer that it cannot. *No company*, whether it belongs to the farmers or anyone else, *can hope to cut prices* and continually be able to quote a lower price than their opposition. It has never yet been so and never can be. The co-operation patronage dividend idea, whereby no attempts is made to cut prices, but a patronage dividend paid is the ideal system. The farmers' company was unable to do business on that basis for reasons that are well known and at this stage of development, it is a very difficult matter to change the system. Our competitors must either quote

a price at least reasonably close to ours or it would only be a matter of time until the U. G. G. would put them out of business."

In most cases profits in the grocery business are small enough, yet we find wherever one goes retailers cutting prices in this or that line below what will give them some net profit. There is no end to this. One merchant cuts in one line, one in another, and so on. To meet all this competition it eventually often happens that everybody is selling at less than cost on a number of staples.

Another point brought out by Mr. Jones: Co-operative associations should make no attempt to cut prices, but should simply endeavor to pay a patronage dividend.

CANADIAN GROCER has always maintained, when economic fanatics were organizing co-operative societies and associations to cut prices to the consumer, that it was an impossibility for them to do this and pay the fabulous dividends alleged in the prospectuses. This was working under false pretences.

ABOLISHING PRICE CONTROL ON SUGAR

THE abolishing of the price control on sugar by the Board of Commerce will be hailed with joy by all grocers from coast to coast. CANADIAN GROCER has proven by hundreds of letters from grocers all over the Dominion that it was impossible to make even expenses on the retail price set by the Board of Commerce.

There is no doubt that the Board of Commerce was sincere in their efforts to keep down the cost of this essential to the consumer, but to do this they apparently overlooked the fact that in order to give the public sugar at a low figure they were robbing the grocer—the hardest worked citizen—of his just and fair profit.

The average grocer has never made a net profit on sugar, even in pre-war times, even when he could add whatever he felt he was entitled to in accordance with the cost of doing business in his particular locality.

This was probably attributed to the keen competition in the grocery business. Then again, the consumption of sugar is the greatest of all the lines of commodities and the grocer has used this line as an inducement to new customers to trade at his store.

There never was a time when the expenses of conducting a business were so great as at the present time. The merchant's living is higher; he pays more for labor, rent, heat, postage, etc. It now behooves the grocer to suppress this evil of price cutting. Not only in sugar, but every article sold should bear its part of the expense.

\$200 to \$23,000 in Eight Years

Lack of Capital No Handicap—But Circumspection is Needed Now

Written by HENRY JOHNSON, Jr.

LETTERS that come to me with statements periodically from the same merchants are those I like best. They seem to evince satisfaction and confidence. Maybe they indicate that my previous analyses have been helpful. Here's one:

Canada, Jan. 21, 1920.

Dear Sir,—Some time last spring I gave you figures showing a business run slightly under 10 per cent. on turnover. If you can refer to old letter you will see that I began here with only \$200 capital and encouraged cash by 5 per cent. discount, which we soon extended to 30 days prompt. I send statement of stock-taking 1918, 1919. These show business can be done where reputation for trade possibilities are really bad. Competition is keen now. Others think what I have done they can do, thus increasing the number of competitors. But my son is now home from overseas and possibly next year may send you further indications of progress here. There is no "padding" in the inventory, nothing put on for increased value through rising markets, stock taken according to your advice. May say success has been sought only on the following lines:

To handle the best goods. Obtain any new article asked for three times in one week. Never sell—without good reason—without profit. Remember that no profit is made until sale is made. When buying, study your patrons' needs. Shun what the big city demands. Pursue increasing turnover. Reduce overhead expenses to lower pricings. Always keep sufficient help to attend customers promptly. Never go after more business until capital is sufficient to take care of it. Never worry about the mail-order houses. Watch the jobber. Avoid giving orders for all items on want list to first traveller who calls; he may fill part, but not all, profitably. If we fall down on buying, bear the loss ourselves—not attempt to pass it on.

Yours truly,

Very well do I remember this man. He sought work and could find it nowhere. When he was about down and out he scraped together \$200 total and began business in a "neck of the woods" where "they" said business could not be done. Some results are shown by the statements:

Stock Taken December 31, 1918.

Assets	
House and store property, value 1917,	
\$2,620	\$ 2,450.00
Fixtures, \$687	625.00
Oven—Bakeshop, \$766	690.00
Stock Room, no depreciation	250.00
Elec. Light Plant, half share	300.00
Dry Goods	6,654.80
Groceries	5,413.25
Boots	4,717.75
Book Debts, good	4,207.05
Book Debts, bad, say	47.70
Cash in Bank	1,933.27
Cash on Hand	250.00
	\$27,539.70

Liabilities

Trade Debts	\$10,372.65
Taxes and Outstanding Checks	1,028.10
Surplus	16,138.95
	\$27,539.70
Sales, 1918	\$75,900.00

Stock Taken December 31, 1919.

Assets	
House and Store Property, value, 1918,	
\$2,450	\$ 2,300.00
Fixtures, \$625	562.50
Oven—Bakeshop	621.00
Stock Room	235.00
Elec. Light, \$300	200.00
Dry Goods	8,163.70
Groceries	7,120.70
Boots	7,581.45
Gents' Furnishings	3,387.60
Book Debts, good, \$8,133.65, say, 90%	7,320.10
Book Debts (?), \$329.65, say 50%	164.80
Book Debts, bad, \$1,131.65, say 10%	113.15
Cash in Bank	1,788.45
Cash on Hand	376.40
	\$39,932.85

Liabilities

Trade Debts	\$16,691.35
Taxes and Outstanding Checks	399.15
Surplus	22,842.35
	\$39,932.85
Sales, 1919	\$100,000.00

Enviably Record Against Great Odds

It is rather remarkable that this merchant adopted in the very beginning a set of principles basic to his business. Those have been expanded into what he writes above, but they have not been abrogated nor changed in any essential particular. When he was at the bottom, laboring alone far beyond any union hours to win success, he set certain markers by which to work and fixed limits to his service.

To discover and point out to others the essential elements in any man's success is very difficult, but I am satisfied that this adoption of certain definite rules for his business is the foundation, or very nearly the foundation of this man's progress. If men would think out in advance just what kind of service, how much of it, on what terms and in what manner it shall be rendered, far more would attain success than reach it now.

What are the Dangers, Weaknesses?

It is also very difficult to criticize success, and I hesitate to do it. In fact, maybe I might say that I merely suggest things that look to me to be dangerous tendencies, possible sources of weakness. In that spirit I write.

I think this business is expanding too fast, on lines not conservative, and I reach the conclusion this way:

The stocks and cash at the end of 1918 amounted to \$18,969.95, with trade debts of \$10,372.65. That shows live debts against quick assets of about 54% per cent. It seems to me that such proportion is too great.

In the beginning of such a business, when all factors are small and within the personal ken of the master mind, proportions often can be disregarded because the outcome can be foreseen very accurately and in the near future. But as resources pile up this same method

tends to the dangerous increase of liabilities. The fact that larger affairs must be handled vicariously increases this danger. The outcome cannot be foreseen and shaped so accurately and surely. Therefore it should be the practice to reduce the proportion of liabilities to assets as the business grows and get down to a rigid discount basis as rapidly as possible—play safe.

What is discount basis for such a business? I am not sure that I know. The turnover of \$76,000 shows just about 3.8 turns of stock based on 15 per cent. gross spread and a sales value of about \$20,000 in the stocks. Surely debts should not exceed 25 per cent. of the sales value, and that would give \$5,000 limit for trade debts—half what they were. Allowing that three to four weeks' purchases shall remain unpaid as current debts looks like the limit of conservative trading to me.

Greater Disproportion Now

At the end of last year the stocks and cash footed up \$28,366.30, and trade debts were \$16,691.35. This shows a fraction over 60 per cent. indebtedness, over 5 per cent. more than the previous year. Moreover, stocks now are so large that turnover—despite the efforts to speed it which my friend mentions—is only 3¼ times. So the disproportion is greater this year.

This condition leads to the question of what constitutes surplus. If it consists of more stock, more book accounts, as it seems to do—and no more cash—while debts are in greater proportion, it looks dangerous to me.

We must prepare for the unexpected. Disaster of any kind gives no advance notice of its coming. We know not what shape it may take, but the wise man knows that times of profit and plenty must be used to strengthen his position, to make himself impregnable against everything, foreseen or not. The man who does not owe anything is as nearly secure as earthly things can be; hence, do not owe!

Let Us Overlook Nothing

The plan of inventory is sound. No account is taken of enhanced values. Depreciation is taken. Accounts are discounted admirably—10 per cent. on good, 50 per cent. on dubious, 90 per cent. on bad. An entirely new department has been added.

But during the year the accounts outstanding have increased to more than double what they were last year. This in itself might be OK were it not for the showing that more than 10 per cent. of the total is bad—a loss of over \$1,000 out of \$9,600. Nor is this loss itself so bad as the apparent indication of a tendency to get careless, to have too great

confidence that everything will be "all right."

Book accounts are not preferred assets at best. Even if kept up to par they are secondary. So granting, as I eagerly do, their value if handled on rigidly conservative lines, I would urge that they be so handled, for that resource is good only as you make and keep it good.

Beware of piling up assets which are not truly assets. Many have nothing to show for a life's work but what will not assay 10 to 25 per cent. of its supposed value. Disappointment, grief and bewilderment are the resultant.

Let Me Hedge a Bit Here

If this sounds a trifle strong, let me again qualify it by saying that I stab rather wildly at some things, for I know practically nothing of the inner details of lines other than the grocery business, but I feel keenly the danger of an earnest man's going wrong, losing out after having labored so faithfully and long to win what to-day, undoubtedly is real success.

Danger comes not when we are poor and keyed up to make our best efforts. It is far more apt to be most imminent and threatening—though hidden—when the prospect looks brightest. That is why so many apparently prosperous, substantial concerns fail when a financial squall strikes the business world. Everybody is surprised, but the facts are there. Let us not fool ourselves.

We all know one thing, that to be out of debt, independent, free of obligation to anybody, is to play safe. Therefore shun debt and discount your bills!

I shall be mighty glad to hear further and shall greatly appreciate the fullest analysis of what I have written in return.

CANADIAN SECTION OF BRITISH CHAMBER OF COMMERCE

A Canadian section of the British Chamber of Commerce was recently inaugurated in Paris. The aim of the new organization is to help Canada grasp the excellent trade opportunities that are daily offering in France, and in this way to plan a practical role in the development of Canadian trade. Hitherto, Canadian business men in Paris have been given every assistance by the British Chamber of Commerce; but it is thought that the time has come when the trade of the colonies with France has developed to a point where separate organizations are not only useful but necessary.

In addressing the meeting, Lt.-Col. H. Barre explained that it was the future of Canadian trade relations in France which principally interested Canada at the present time.

Col. Barre, the recently-appointed Canadian Trade Commissioner in Paris, will play an important part in the new Chamber of Commerce, as he was last week elected a member of the British Chamber, as the representative of the Colonial section.

"Canadian trade with France," said the Commissioner, "is handicapped just now by the ruinous rate of exchange.

On the other hand, we must not let pass the exceptional opportunities of the present moment." Col. Barre emphasized the desirability of granting credits in Canada against which French firms could purchase materials to be used for the reconstruction of the devastated areas.

The following officers were elected: Chairman, H. F. Fletcher; vice-chairman, F. G. Dastous; honorary secretary, F. W. Rickett; honorary assistant-secretary, C. Billard.

Members of the executive: Lt.-Col. Dansereau, Messrs. Benson, Duncan, Dorey, Pratt, Robert and Warren.

Why Currants Are High Priced

California Seedless Raisins Labeled as Currants, Contrary to the Adulteration Act

CURRENTS are well understood to be a product of the Ionian Islands, and are imported from Greece, states a Government bulletin. As a rule, under normal conditions of the market, they are sold in Canada at a somewhat lower price than raisins. Owing, however, to war conditions in the last year or two, the importation of currants was largely cut off, and in consequence of this fact, the small stocks held by dealers commanded an unusually high price; in some instances quite double that of normal times. This induced packers of the smaller varieties of raisins, usually sold as seedless raisins,

to label these good as currants, and thus to obtain the inflated price of currants for them.

The California product has actual value; but if offered under a name which properly identifies it as a Californian Seedless Raisin, it comes into competition with other seedless raisins, and must be sold at their price. By offering it, however, as a currant, and thus implying that it has a foreign (transatlantic) origin, it becomes possible to secure the price of European currants for it; which price is, under war conditions, approximately double that of seedless raisins.

Maple Sugar Supplies Still Heavy

What Will Future Prices Be?—Said to Be Two Million Pounds Still Held in Quebec—If Not Sold Before New Crop, May Be Declines

MONTREAL.—CANADIAN GROCER published a report a few weeks ago relative to the excessive supplies of maple sugar which were held in Quebec Province. Since that time despatches have asserted that the market was well sold up last winter and that nothing was obtainable. Later reports assert that there is still much sugar in the Province of Quebec, and it would seem that the report appearing in CANADIAN GROCER was substantially correct in stating that probably 100 carloads of sugar were still available.

Paid Big Price

In reports which were published many months ago it was pointed out that farmers were holding out for an excessive price for maple sugar and they received 25 cents per pound and upwards for their holdings in some cases. In other instances CANADIAN GROCER has been informed by reliable sources that the farmers' supply was purchased by a syndicate, a group who undertook to finance the considerable amount involved. It is stated that between 25 and 30 cents per pound has been paid for sugar and that much of this supply has been held for many months. Estimates indicate that as much as 2,000,000 pounds of sugar is still held, and that a great deal of it is in the Beauce district of Quebec Province.

In speaking with John Grimm, head

of the Grimm Manufacturing Co., Ltd., Montreal, CANADIAN GROCER was informed that, as far as the Canadian trade is concerned—the Western Canada trade in particular, there will be little business possible at prices around 30 to 35 cents, and particularly after they pay the transportation charges from the East. "If these high prices hold," said Mr. Grimm, "we do not look for Western business. In such a case the production would go to the United States. There are probably 180 cars of last year's sugar, figuring 30,000 pounds to a car.

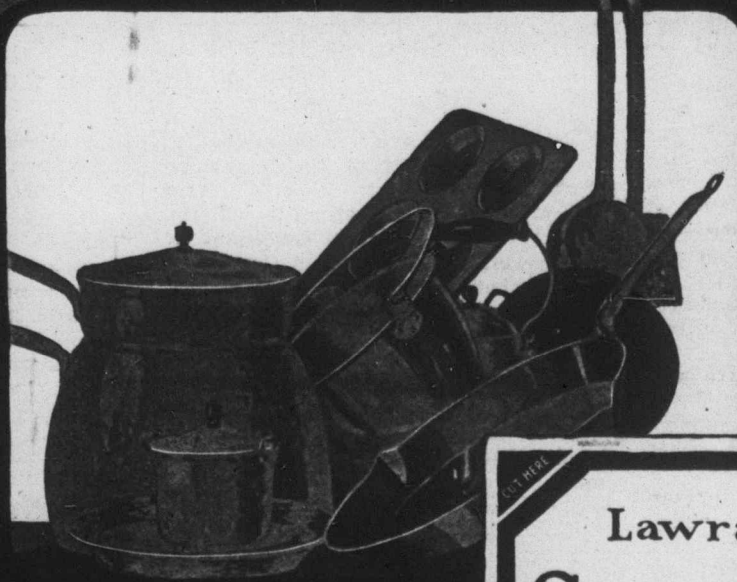
"Those holding this large quantity of sugar expected that they would have an outlet to Europe. Much of this sugar was bought at 29 cents, and even more was paid for some of it. And if the exchange situation should change prices would go still higher."

If the new crop is a good one it may be that prices will decline. Much will depend on the demand from the United States, Mr. Grimm thinks.

Regarding the future of the sugar situation, Mr. Grimm said: "If the sugar is kept pure then we can get a market overseas, but otherwise there will be difficulty in getting a permanent market."

W. Woods, grocer on Edith Street, St. John, N.B., suffered a severe loss by fire recently.

...difference!



*Softens
Water*

*Cuts
Grease*

Lawrason's
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For Household and
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London, Canada

Snowflake
*Is the full
strength Ammonia*

STOCK UP for SPRING

The opposite page is a reproduction of a full page plate which appears simultaneously in the March issue of the four greatest national publications in Canada.

The circulation of these publications, as issued by the Audit Bureau of Circulations, is as follows:—

McLean's Magazine	68,491
Everywoman's	102,014
Canadian Home Journal	39,220
Canadian Courier	42,319
Total.....	252,044

This advertising campaign will be constant. Other full-page plates containing forceful appeals to practically every Canadian home will appear in subsequent issues of these publications.

Be prepared for the spring cleaning season and co-operate with our extensive advertising campaign by having a good stock of SNOWFLAKE AMMONIA on hand.

Order through your wholesaler.

Five-case lots and over, freight prepaid.

Snowflake
 Is the full strength **Ammonia**

Olive Oil Will be Very High

Stocks of Olive Oil, Awaiting Shipment, Seized by the Italian Government—Shipments Probably Cancelled

VANCOUVER. — Letters received by a local importer from his buyer in Europe have very little good news regarding olive oil shipments.

In Italy, with the exception of Tuscany, the crop is not a large one, and the Italian Government has seized vast stores of oil that were intended for export. It would appear that, while the Government there has set an outside price to be charged the domestic buyer for olive oil, the sky was the limit when selling for export, and, naturally, the bulk of the oil was being disposed of outside of Italy. By recent action, the Government has assured a supply for

domestic use at the expense of foreign buyers.

In France, Government restrictions permit the export, on permit only, of lots bought before the embargo became operative.

In Spain, starting with strikes on the part of dock workers and finishing with lock-outs on the part of the majority of the employers, it has been impossible during recent months to get deliveries from Spanish ports. As the permit for goods ordered have an expiry date—and still it is unable to effect shipments—many exporters fear that their export permits covering their various parcels will expire before shipment can be made.

Exit the Storage Egg

Stocks of Storage Eggs Depleted—American Fresh Eggs Are Arriving Freely

MONTREAL.—The produce trade report that stocks of storage eggs are practically exhausted. The consumption has been very heavy this winter and owing to the constant demand of the trade for these eggs the supply has dwindled to until now practically none are available. This has thrown the demand on strictly new-laid eggs and large quantities of these are coming to hand and going into immediate use.

U. S. Eggs Arrive

In speaking with Harmer R. Grey, manager of Gunn, Langlois & Co., Ltd., Montreal, CANADIAN GROCER was informed that supplies of new-laid eggs are coming through in large quantities

from Chicago. Many cars of these have arrived on the Canadian market and interest centres around the fact that prices, while very firm at the moment, will be lower toward the end of the month. Mr. Grey stated that March deliveries were quoted as low as 39½ cents to the trade and that just what prices actually would be was a question of weather. In the far Western States, where these eggs come from, weather conditions have been rather severe and this has made a temporary firming of the market. Improved weather conditions in the Western States will serve to bring prices lower and supplies will doubtless be increased if weather conditions improve.

The Power of Suggestion

Showing How One Merchant Made Sales and a Satisfied Customer

THE merchant who makes suggestions as to which article is best for the customer to buy and does it in such a manner that the customer gets the impression that a special favor is being conveyed upon him by the merchant is surely getting the cream of the business. This was forcibly impressed upon a CANADIAN GROCER representative upon the occasion of a visit recently to the store of R. H. Stewart, 599 Sherbourne Street, Toronto.

A gentleman came into the store and asked Mr. Stewart if he had a certain blend of tea and if it was Ceylon; he was told that it was not Ceylon, that it was partly Java, but, Mr. Stewart continued, "if you want a Ceylon tea I

have it." He then takes a scoopful out of a bin and says, "There is a splendid Ceylon tea that I know will please you. Try it and if you don't like it you are quite welcome to bring it back." "The price?" "One dollar a pound but it's worth it." "Give me two pounds," says the customer.

While wrapping up the parcel, Mr. Stewart said: "Tis cold to-day, just the kind of weather when a bowl of hot soup tastes mighty good." The result of this bit of psychology was the sale of two cans of soup and also two cans of salmon that was on a shelf nearby the one containing the soup. The customer then asked for grape juice. Mr. Stewart, taking a bottle off the shelf, said:

"I only stock this one brand because I am satisfied it is the best made." The customer left the store carrying his parcels, well satisfied with his purchases.

Favors License System for Grocers

CANADIAN GROCER asked in a recent issue for opinions as to whether the grocery trade should be licensed, in view of so many failures being due to lack of capital and incompetence. Following letter bears on this point:

Editor CANADIAN GROCER—I for one would say it would be a good idea to put the grocery business on a license basis as you have outlined in your recent editorial article, although I did not start with much capital. Of course, every person has a right to do as they like, but there are so many people who think anyone can run a grocery business, till they try; then they begin to find out they can't make ends meet. If a man has not got a fair amount of capital these days he has not got a ghost of a chance. He sells at ridiculous prices and at the same time makes it bad for the men that are trying to make an honest living, pay 100 cents to the dollar and make a little for a rainy day. There are so many men do not figure how much their expenses are, nor how much of a turnover they have to have at a certain per cent. to make the expenses.

W. F. HOPKINS.

Islington, Ont., Feb. 23, 1920.

We would like to hear from others on this subject. Who's next?

WINNIPEG WHOLESALERS ELECT OFFICERS

A. O. Marrin, of the Jobin, Marrin Co., Winnipeg, has been elected president of the newly organized Prairie Provinces Wholesale Grocers' Association. The officers of the association are located at 303 Montreal Trust building.

A. E. Burns is secretary and other officers are: Vice-president Sask., H. Smith; vice-president, Alta., W. A. Logan; directors, F. G. Bowser, John Weidman, J. D. Miller, J. B. Jones, John Horne, and R. G. Bradley.

WILL ACT AS HEAD OF BOARD

Ottawa.—W. F. O'Connor, K.C., member of the Board of Commerce, has been directed by the Government to act as chairman until the vacancy caused by the resignation of Judge Robson is filled by a permanent appointment.

This does not, however, confer upon Mr. O'Connor all the powers vested by the law in a chairman of the board. It enables him to preside at meetings and to perform the judicial functions of the chairman, but does not authorize him to order investigations or inaugurate inquiries.

A permanent appointment will, therefore, have to be made in the immediate future if the Board of Commerce is to continue to operate.

CURRENT NEWS OF THE WEEK

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

QUEBEC PROVINCE NEWS

Mr. Frank McIntyre is in Vancouver again, after a three months' sojourn in the South.

Victor Lalumiere, fish merchant, of Valleyfield, Que., was in town on Monday of this week.

W. J. McGee, of Kearney Bros., tea importers, Montreal, has been obliged by sickness to remain from his business.

Mr. Hamilton, director of the West Indian Mercantile Co., Ltd., with offices at Beaver Hall Hill, Montreal, left this week for Kingston, Jamaica.

A. McCormack, of McCormack & Zatzman, St. John, N.B., was in Montreal last week, and left here for New York before returning to St. John.

Wilfrid Viau, a member of the wholesale manufacturing candy and biscuit firm of Viau and Frere, Montreal, died in Paris on Sunday last after an illness of two days.

The late Mr. Viau, a son of the late Charles T. Viau, was in his thirty-third year. He spent a considerable time in Paris, but was expecting to sail this week for Canada with his wife on the S. S. La France. He was keenly interested in amateur sport.

W. J. Forgie, of the William Davies Company, Limited, Montreal, who has been laid up for some time with a mild attack of the flu, is now sufficiently recovered to be back at his desk.

SUGAR EMPLOYEE IS HONORED

In showing their appreciation of the completion of fifty years' service at the Canada Sugar Refineries, Ltd., Montreal, John O'Dowd was presented, by the mechanical department of the refinery, with an address of congratulations and good wishes. Mr. O'Dowd has been foreman of the carpentry dept. for over 40 years and is a veteran of the war of 1866.

POULTRY GOING TO THE UNITED STATES

MONTREAL, March 5.—CANADIAN GROCER is informed that considerable export of poultry to the United States is obtaining at the present time. This is due to the better prices which Canadian producers can secure on the American markets, owing to the present exchange situation. Those having poultry to dispose of can secure a much better price across the line than he can in Canada, and due to this fact the Canadian market is quite clear of supplies. This throws the demand upon

dressed, frozen poultry, and for this there is an active demand from Canadian buyers. With a dearth of live poultry, the dressed variety is naturally holding at rather firm prices. Montreal stocks are quite heavy, being at this writing about 1,300,000 pounds; but this is not an excessive amount, as the consumption in Montreal alone is a large one.

LOBSTER SEASON OPENS

MONTREAL, March 5.—The lobster season for 1920 is now open, and while prices are high the indications point a lower price basis in the near future. Speaking with a prominent importer, he told CANADIAN GROCER that he expected cheap lines for this fish product in the next few weeks. "Prices last week were 70 cents per pound; this week they are 60 cents per pound; and next week they may go as low as 50 cents per pound," said this informant. Just what the season will bring forth in the matter of supply is difficult to outline at the present time.

FIGS ARE CHEAPER

MONTREAL, March 5.—In days when general advances are the order of the day, it is comforting to be told that something is weaker and has declined in price. Such is the condition of figs to-day. The market is decidedly weaker, and the buyer would be wise to benefit by its condition. Many reasons are advanced to explain this weakness, and the first and most important is that the comparatively low value of sterling at the present time has enabled importers to considerably reduce their prices. One Montreal dealer stated to CANADIAN GROCER that another reason is that consignments arriving at New York recently would not pass the American Pure Food Inspection, and, in consequence, must be re-exported.

While there has been a reduction in price, the demand for figs is increasing, and wholesale confectioners, grocers and biscuit manufacturers are laying in large stocks for future use.

It is expected that as soon as spot supplies are cleaned up the market will show an upward tendency again.

WILL PRESS CHARGES AGAINST HAMILTON GROCERS

HAMILTON.—Although the rumored disorganization of the Board of Commerce may delay the investigation into the charges against the Hamilton wholesale and retail grocers and manufacturers, Attorney-General Raney said

that the case would be pressed. In case of the Board being abolished, Mr. Raney said his department would proceed with the charges. The retail grocers have filed a statement of defense, in which they say that charges are misleading and not based on fact. They deny the whole charge.

ICE TO BE CHEAPER

Hamilton, March 1.—Because of the large ice harvest, prices will be fully 15 per cent. lower in Hamilton next summer, according to local dealers, who have finished filling their ice-sheds.

HAMILTON GROCERS REPLY TO CHARGES

The majority of the manufacturers, wholesalers and retailers who were charged in the complaint filed by the Attorney-General of Ontario with the Board of Commerce with complicity in the operation of an alleged grocery combine have filed their replies to the accusation within the prescribed time limit. A number of others are expected to do so. The retail grocers included in the complaint have signed a statement, alleging that the information before the board is misleading and not based on facts.

Pleas of not guilty are entered by W. H. Gillard and Co., James Turner & Co., Ltd.; Balfour, Smye & Co.; Lumsden Bros.; MacPherson Glassco Co., and Bristol, Somerville & Co.

J. E. Dignam denies being a member of any association of retail grocers in Hamilton, and J. Hutchison claims to have withdrawn from the executive committee of the Hamilton association in question.

The Battle Creek Toasted Corn Flakes Co., Ltd., claim that it is necessary in the interests of both the trade and consumers that prices be regulated, but add that all sales, contracts or agreements with reference to the sale of goods, prices, terms and conditions have been cancelled as from February 1, 1920. Discounts and commissions will be in future deducted from this company's invoice at the time of making shipment and not at fixed prices as heretofore. The company denies that they limited the supplying or production of goods or fixed a price so as to enhance the cost to the consumer, or that they were part of a combine or injured commerce in any way.

The Borden Co., Ltd., claim that they are a party to no agreement, arrangement or combination such as charged, and add that their percentage of profit is less than in pre-war years.

Tea Holdings Smaller Than Usual

Medium and Better Grades of Teas Are Selling Better Than at Any Previous Time—Importation of Low Grade Tea Shows Decrease

MONTREAL, March 1.—In speaking with E. M. Lovelace, Montreal manager for Harrisons & Crossfield, Ltd., regarding the tea outlook, CANADIAN GROCER was informed that the outlook promises well. Stocks have been cleared up generally throughout the country and the holdings are very much less than they usually are at this time of the year. There has been a steady and active demand for all grades of tea and the medium and better grades have sold even better than at any previous time. Even people with small means will buy a good grade of tea and there is not now the importation of low grade tea which once obtained.

"We must remember that there are five years to be made up," said Mr. Lovelace. "During this time we have been working on the production of war materials and the nations have been engaged in prosecuting war. Now that this is over, it will take a long while to overcome the damage that was done and tea trade should be good for some time to come."

In all parts of the country, Mr. Lovelace had noted decided activity, and particularly in the retail buying, both in Canada and the United States, especially in the latter country. People certainly have money and more than ever before and they are spending it freely.

What of Prices?

As to price tendencies, Mr. Lovelace did not wish to go on record. There are difficulties connected with procuring teas and shipments have been consigned to London and which the trade here desired have reshipped, although it is slow in coming forward. "I understand," said Mr. Lovelace, "that shipping is held up for six weeks after arriving for a cargo at London, and then there is the delay in addition to this, when the ship leaves port. It makes it very difficult for importers to know when they will get a supply of tea after it has been shipped."

Indications point, however, in the opinion of Mr. Lovelace, to a continued strong market, but there are so many factors to be considered that it is impossible to make a definite forecast.

Teas are arriving all the while from various countries of production and notably from Ceylon and India. The shipments from Ceylon usually are made throughout the year, as production there obtains through a great part of the calendar year.

In the matter of Japan teas, the available quantities, especially of high grade tea, have been pretty well liquidated and have already arrived and have been distributed through trade channels. These teas are very firm in price and will likely continue to be.

Customers Prefer to See Contents of Package

How One Store Increased Sales of Canned Fruit by Displaying the Contents

THAT bigger and better results can be obtained by letting the customer see just what she is buying is the opinion of the head clerk at a large grocery store on St. Catherine Street, Montreal.

For example, he pointed out to CANADIAN GROCER that they do a large business in canned goods. Many brands are handled in which prices vary very considerably, and they found that the general demand was for the higher-priced variety. Thinking they would put the matter to the test, they opened several cans of peaches, and, in glass dishes, displayed them upon the counters. The result was that they sold more than they have ever done before, and the strangest part is that still the higher-priced varieties were the favorites.

Mr. _____ stated that he formerly held the opinion that people were inclined to the high-priced goods, regardless of quality; but this test proved that they really are better than those a few cents cheaper. In appearance they were

pretty much the same, but the quality and flavor was by far superior, and because the customer was able to see for herself (taste, if she wished) just what the can contained, their turnover that day was far in excess of any other.

PACKERS' INSURANCE BANNED

MONTREAL, March 5.—According to an order issued by the supervisor of live stock yards in Canada, the "Packers Insurance," amounting to one-half of one per cent. on all live stock sold through stock yards, is to be banned on and after April 1st of the present year.

A local paper says: "This tax came into force shortly after the Government adopted compulsory inspection of meats at abattoirs, and many thousands of dollars have been collected on cattle which never reached an abattoir in Canada, as the tax was imposed on stockers and feeders, as well as butcher cattle, and in many cases cattle passing through the yards twice paid the tax twice."

THE LITTLE SCHOOLMASTER'S CLASSROOM

From Printers' Ink, Jan, 8, 1920

Cummings & Co., Washington, D. C., retailers of things to eat, employ forty clerks. Once a week the forty get together for an informal meeting to talk over store matters. At one meeting the newest accession to the rank of clerks indicated that he had something to say. The manager invited him to talk.

"It's about the telephone," he began. "We have five trunk lines and ten 'phones throughout the store, and they are busy most of the time filling telephone orders. Every one who picks up the 'phone says 'Hello.' But if a customer comes in the store and we wait on her from behind the counter, we don't say 'Hello.' Of course, I know that 'Hello' is the conventional telephone greeting. Sometimes one of us says 'Yes?' and once in a while I hear 'This is the canned goods department'; but I don't think any of those are the things we ought to say. If we greet a customer face to face we don't begin with 'Hello' or 'Yes' or 'This is the canned goods department. We say 'Good morning. May I serve you?' or 'I've been hoping you'd come in, Mrs. Smith, to see these new hams we have just received,' or something pleasant and smiling.

"I can't see any difference between service to a customer back of the counter and service over the 'phone. It's a customer in each case. If a customer is in the flesh, we have a smile, a clean bright store and air of being busy to please and impress. Over the 'phone the only impression we can make is by the sound of our voice and what we say with it. I think we ought to make it a study, what to say and how to say it, and that any clerk who starts off with, 'Hello,' ought to be gently reminded that this is Cummings & Co., and not an informal chance meeting place."

Cummings & Co. have acquired a telephone reputation. This is the explanation of it, as given by the floor manager. "That was several years ago," he added. "I was pretty new but I'm old in the service and bossing the floor. I still think the telephone is an asset, not merely a means of getting orders."

JOINS S. H. MOORE & CO.

E. F. Walker has joined the staff of S. H. Moore and Company, manufacturers' agents, Toronto, as a specialty salesman traveling out of Toronto. Mr. Walker was twenty-five years with F. W. Humphrey, wholesale grocers, Toronto, so is quite familiar with the grocery trade. On leaving his former employment he was presented with two traveling cases and was tendered all kinds of good luck in his new work.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE trend of all markets shows indications of further advances. The feature this week is the \$2.00 per hundred advance registered on sugar. Stocks of many lines of commodities are becoming low, with a firmer tendency. Many lines have advanced.

MONTREAL—Montreal markets are fairly active this week and further advances are recorded on many lines. The removal of the controlled price of sugar came as a surprise to the trade and future developments are very uncertain. Most refineries have advanced their prices \$2.00 per hundred pounds, but in one instance sugar is being quoted at \$15.50. Canned goods are stiffening up under better enquiries and prices are firm with upward tendencies. Coffee stands strong and high prices are maintained. Cocoa is a good seller and prices rule very firm. There is practically no change to the tea situation and prices tend upward. The bean market is a very firm one and the better grades of white beans are not plentiful. Prices on rice are firm with no promise of lowering. Molasses and syrup rule very strong and although no changes have been effected this week, advances may be expected, it is stated. Feeds continue very scarce and difficulty is experienced in meeting the exceptionally heavy demands of the moment. Cereals stand steady and firm under active demands and quotations are unchanged. A fairly active demand is manifest in the spice market and the undertone is strong with upward tendencies. Hay and oats show little change, although dealers state that the undertone is very unsettled. Dried fruits are in active demand. Figs have reacted and stand stronger with upward tendencies. All lines of nuts continue to hold strong, although no definite advances have been effected during the week. Package goods sell freely and quotations are unchanged. Stiff advances were made during the week for oranges and lemons, and apples in boxes are quoted at \$5.00 per box. Potatoes are easier and further declines may be expected during the week as farmers appear to now want to unload their surplus supplies. Advances are recorded on the following miscellaneous lines: Wrapping paper, canned oysters, shrimps, special coffee, wood dishes, condensed milk, olives, bottled ammonia, tomato soup, custard powder, health salts, shoe polishes, prepared cocoanut, peanuts and toilet soaps.

TORONTO—All grocery lines continue in a firm market with no indications of lower prices for some time to come. All

sugars have advanced \$2.00 per hundred. This was expected by the majority of the trade in view of the petition sent to the Board of Commerce asking to be permitted to advance the price of sugar. Supplies of sugar continue to be scant and are being distributed very carefully. A big demand is reported for corn syrup. The market is firm. Practically all stocks of the lower grade teas are cleaned up. The market is ruling firm. Peanut butter is quoted 25 to 60 cents per dozen higher and 3 to 4 cents per pound higher for bulk. Rolled oats have advanced 25 cents per bag. One line of pancake flour has advanced 40 cents per case. Many other lines are also higher: Brunswick sardines, Sun liquid ammonia, Star egg carriers, Garton's custard powder, chocolatta, Welsh's fruit and grape-lade, Rite Shape butter plates and Borden's condensed milk have all registered advances this week. Practically all grades of rice are scarce and the market is very firm. There is a scarcity of Ontario hand-picked beans, but good samples of two-pound pickers are quoted at \$5.60 per bushel. Supplies of nutmegs, ginger and cloves are reported scarce. Several brands of compound jams and canned fruits are higher. Canned pineapple is quoted at \$5.25 per dozen. A small shipment of bakers' seedless raisins have arrived and are quoted at 26 cents per pound. All lines of dried fruits are in active demand with the exception of figs. One wholesaler is offering mat figs at 11 cents per pound. Nuts are in a firm market. The trouble between China and Japan is causing importers a great deal of uneasiness. Shipments of Manchurian walnuts are delayed and importers state it is doubtful if any arrive. Shoe polishes are higher. Oranges, lemons and grapefruit are arriving barely enough to meet demands. The vegetable market is firm.

The produce and provision market is steady. Live hogs are quoted at \$18.20 on the fed and watered basis. The butter and egg market is inclined to be easier.

WINNIPEG—The situation in this market indicates a very strong condition. Sugar is still the main feature, supplies are scarce and quotations are higher. Tapioca, sago and rice are very firm and prices are expected to be higher. Rolled oats have shown an advance of 20 per cent. and further advances are expected. Oranges and lemons are quoted \$1.00 per case higher. Vegetables are also scarce and prices have advanced.

The produce and provision market is very firm. Supplies on some lines are very limited.

QUEBEC MARKETS

MONTREAL, March 5—Montreal markets rule pretty strong this week and several advances have been effected on various lines. Chief in importance is sugar which, being now de-controlled, is in a very uncertain position. Opinions differ as to how long present prices will hold, but the general impression is that the price will be governed to a large extent by the incoming supplies of raw.

General Advances Effected On Sugar

Montreal.
SUGAR.—General advances have been effected on sugar this week and future conditions are a matter of conjecture. While supplies of raws are stated in some quarters to be greatly improved, other refiners complain that they cannot keep running because of a serious shortage. The general advance is \$2.00 per hundred, but one refinery is quoting at a dollar less. Whether or not the situation will remain as it is for any little time is very uncertain, and one refinery is of the opinion that it will develop into a case of the law of supply and demand governing the prices. In the meantime the market is most uncertain and fresh developments are likely to be noted at any time, now that the price of sugar is no longer controlled.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	16 50	16 50
Acadia Sugar Refinery, extra granulated.	16 50	16 50
Canada Sugar Refinery	15 50	15 50
Dominion Sugar Co., Ltd., crystal granu.	16 50	16 50
St. Lawrence Sugar Refineries	16 50	16 50
Iceing, 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 jumps, 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

More Activity To Canned Goods

Montreal.
CANNED GOODS.—Canned goods appear to be stiffening up. Dealers report better enquiries and retailers are in need of replenishments in all of the main sellers and orders are coming in with more freedom. Prices generally are very firm, with upward tendencies, especially in the case of canned fruits in which sugar is largely employed in their manufacture.

CANNED VEGETABLES		
Asparagus (Amer.), mammoth green tips	4 50	4 95
Asparagus, imported (2 1/2s)	5 50	5 95
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 80	1 80
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2 1/2-lb., doz.	1 50	1 50
Succotash, 2 lb., doz.	1 80	1 80
Do., Can. (2s)	1 80	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2 1/2 lb. tins.	1 60	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 50
Do., 2 1/2s	1 80	1 85
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2 1/2s (doz.)	1 50	1 55
Do., gallons (doz.)	4 00	4 00
Peas, standards	1 85	1 90
Do., Early June	1 92 1/2	2 05
Do., extra fine, 2s	8 00	8 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., 3s, doz.	1 80	1 95
Do., new pack	6 75	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, 1/2s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 00
Do., gallons, doz.	16 00	16 00
Cherries, red, pitted, heavy syrup, No. 2 1/2	4 80	5 15
No. 2	20 00	20 00
doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	2 75	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gallon, "Pie," doz.	9 50	9 50
Do., gallon, table	10 00	10 00
Pears, 2s	4 25	4 50
Do., 2 1/2s (light syrup)	1 95	1 95
Do., 2 1/2s	5 25	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	1 90	1 90
Do., 2-lb. talls, doz.	2 30	2 30
Do., 2 1/2s	4 00	4 50
Plums, Lombard	2 00	2 20
Do., in heavy syrup	2 40	2 45
Do., in light syrup	2 45	2 45
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

Coffee Very Firm; Cocoa Stands Steady

Montreal.
COFFEE.—Conditions are unchanged in this market as far as prices are concerned. High prices are maintained, and in view of the great difficulty experienced in securing ample supplies of good coffee, dealers are of the opinion that higher levels will be reached. Reports indicate a firm, but somewhat irregular, market in Brazil.

COCOA.—No further changes are reported from the market this week. Trade is stated to be picking up very considerably and prices rule very firmly.

COFFEE—		
Rio, lb.	0 33 1/2	0 35 1/2
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	5 80
In 1/2-lbs., per doz.	3 00	3 00
In 1/4-lbs., per doz.	1 60	1 60
In small size, per doz.	1 15	1 15

No Improvement On Tea Situation

Montreal.
TEA.—Tea stands much as it did last week and no improvements are shown in the matter of supplies. There is manifest an ever-increasing demand for tea and in view of the bare state of the market at the present time advanced prices may be expected. Black tea appears to be the general favorite and enquiries are stated to be very brisk.

JAPAN TEAS—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Finest grades	0 80	1 00
Javas—		
Pekoes	0 46	0 48
Orange Pekoes	0 49	0 51
Broken Orange Pekoes	0 48	0 50

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

Bean Prices Firm And Likely Will Be

Montreal.
BEANS.—The market is a very firm one, and the better grades of white beans are not plentiful. Prices are being firmly held by the producers, and Ontario beans are not moving freely, as the jobbers are unwilling to pay the prices asked.

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 10	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

No Low Prices Likely On Rice

Montreal.
RICE.—Prices on rice are firm, with no promise of any lowering on most grades. This is forecast by the importers, who state that there are embargoes in nearly all countries of production. It is difficult to obtain supplies, but the Canadian trade is supplied with ample stock for its immediate and near future needs, it is stated.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	18 00	18 00
Rangoon "B"	14 50	14 50
Rangoon "CC"	14 25	14 25
Broken rice, fine	14 00	14 00
Tapioca, per lb. (seed)	0 12 1/2	0 13
Do. (pearl)	0 12 1/2	0 13
Do. (flake)	0 11	0 12 1/2

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

Molasses Very Firm; New Crop to Be Late

Montreal.
MOLASSES AND SYRUP.—Prices are very firm on molasses, and in view of the fact that other markets are using much of this—notably England—and at prices which are very high, Canadian

prices will probably hold high for a long time. Then, too, the new crop of molasses will be very late in arriving on the market—perhaps late March and early April. There is a seasonable demand for syrups.

Corn Syrups—

Barrels, about 700 lbs., per lb.	0 08 1/2
Half barrels	0 08 3/4
Kegs	0 09 1/4
2-lb. tins, 2 doz. in case, case	5 70
5-lb. tins, 1 doz. in case, case	6 55
10-lb. tins, 1/2 doz. in case, case	6 25
2-gal. 25-lb. pails, each	2 70
3-gal. 35 1/2-lb. pails, each	4 00
5-gal. 65-lb. pails, each	6 50

White Corn Syrup—

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

Cane Syrup (Crystal) Diamond—

case (2-lb. cans)	8 50
Barrels, per 100 lbs.	12 25
Half barrels, per 100 lbs.	12 50
Glucose, 5-lb. cans (case)	4 80

Barbadoes Molasses—

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

Fancy Molasses (in tins)—

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

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

Feeds Very Scarce And Very Strong

Montreal.
FEEDS.—There is manifest at the present time a great scarcity of all feeds in the local markets and dealers state it is practically impossible to secure adequate supplies to meet heavy demands. Although prices rule unchanged, the market is very strong, with decidedly upward tendencies.

FEEDS—

Bran, mixed cars	45 00
Shorts, mixed cars	52 00
Crushed oats	63 00 71 00
Barley chop	.....
Special Middlings	.....
Feed Flour, 98 lbs.	3 80
Gluten Feed—	
F.o.b. Cardinal	66 00
F.o.b. Fort William	64 00

Many Lines Have Advanced

Montreal.
MISCELLANEOUS. — Squirrel brand whole salted peanuts have advanced in price. This increase is 40c per a 10-lb. tin, the present quotation being \$3.80 per can. Schepps' improved coconut has advanced in price 2 1/2c per dozen for 2 oz. packages. The present price of these per dozen is now 81c to the trade. Advanced prices are effective for waterproof shoe blacking of Nugget Mfg. Co.'s make. This is now 5c higher at \$1.25 per dozen. Packard's Pony Combination polish is now advanced 15c per dozen to \$1.50; the Combination, large, 15c to \$2.40 per dozen, and Ladies' Special, 50c per dozen, \$3.00. An advance of 5c per dozen is effective for Khovah's custard powder. The price is now \$1.40 per dozen. Khovah's health salts are also advanced in price, the increase being 15c per dozen to \$1.50. An advance is recorded this week for Snider's tomato soup; the 16 oz. size is increased 40c per dozen in price to \$1.85. An advance in the price of Harvey's Sun brand

liquid ammonia is made effective, the present price on 14 oz. being \$1.80 per dozen, and which is 50c advance over the old price. The 26 oz. size is \$1.00 per dozen higher at \$3.35.

An advance has been made effective for condensed milk and this is due to the increased cost of refined sugar and also of containers which are made of tin plate. Eagle brand is up 75c per case of 4 dozen to \$11.00, and Reindeer brand, in the same size case, at 70c per dozen to \$10.50.

Evaporated milk of St. Charles, Jersey and Peerless brands are selling as follows: Hotel size, per case, \$7.15; "Tall," \$7.25; "Family," \$6.25; "Small," \$3.30. Borden's condensed coffee is selling at the following prices: Reindeer brand, "large," each 24 cans, case, \$6.75; Reindeer brand, "small," 48 cans, \$6.50; cocoa, Reindeer brand, 24 cans, \$6.25, and cocoa, Reindeer brand, "small," 48 cans, \$6.50. Higher prices are now ruling on wood dishes of various sizes. The square in half-pound sizes are up 22 1/2c per crate of 500 to \$2.35; one-pound, 22 1/2c to \$2.50; 2 pounds, 27 1/2c to \$2.70; and 3-pound, in crates of 250, 17 1/2c to \$1.82 1/2, and 5-pound in 250, 20c to \$2.40.

Steady Demands For Cereals

Montreal.
CEREALS.—Cereals stand steady and firm under active demands and no important change has developed during the week. Dealers state that business is very good for the time of year and supplies are sufficient to meet all demands. Quotations rule unchanged.

CEREALS—

Cornmeal, golden granulated	5 50
Barley, pearl (bag of 98 lbs.)	7 50
Barley, pot (98 lbs.)	6 75
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	18 25
Oatmeal (standard granulated)	5 75
Rolled Oats (bulk), 90s	5 50 5 75

Spices Are In Good Demand

Montreal.
SPICES.—Local dealers state that there is manifest at the present time a fairly active demand for spices, and although prices remain unaltered, the undertone is strong with upward tendencies. Supplies are coming in with more freedom, it is stated, and greater activity has been shown during the week.

Oats Are Steady; Hay Is Unchanged

Montreal.
HAY AND GRAIN.—Little or no changes are effected in the market this week. Oats are steady, but dealers state that the undertone is very unsettled. Trade is not at all active, and in the meantime prevailing prices rule comparatively steady.

HAY.—The demands for hay are very

good, but cars are short and difficulty is experienced in filling orders. Prices are unchanged and the undertone is firm.

Hay—

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

Oats—

No. 2 C.W. (34 lbs.)	1 16
No. 3 C.W.	1 12
Extra feed	1 12
No. 1 feed	1 11
No. 2 feed	1 09
Tough 3 C.W.	1 10

Barley—

No. 3 C.W.	.....
No. 2	.....
No. 4 C.W.	.....
Feed barley	1 60

Prices are at elevator.

Figs React Under Increased Demands

Montreal.
DRIED FRUIT.—Figs have reacted, as was expected, and the situation is decidedly stronger, although no definite advances have been effected in the local market. Figs were decidedly weaker last week and the increased demand that arose is responsible for the reaction.

Demands are picking up for evaporated apples and higher prices are to be expected. Business on all dried fruit lines is very good and steady.

Apricots, fancy	0 40
Do., choice	0 34
Do., slabs	0 30
Apples (evaporated)	0 23 1/2 0 24
Peaches, (fancy)	0 28 0 30
Do., choice, lb.	0 23
Pears, choice	0 30 0 35
Drained Peels—	
Choice	0 26
Ex. fancy	0 30
Lemon	0 45
Orange	0 46
Citron	0 68
Peels (cut mixed), doz.	3 25
Raisins (seeded)—	
Choice, bulk, 25-lb. boxes, lb.	0 22
Muscateles, 2 Crown	0 23
Do., 1 Crown	0 25
Do., 3 Crown	0 24
Do., 4 Crown	0 19 1/2 0 20
Fancy seeded (bulk)	0 28
Do., 16 oz.	0 21 0 26
Cal. seedless, cartons, 12 ounces	0 24 0 25
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
Dates, Excelsior (36-10s), pkg.	0 15 1/4
Fard, 12-lb. boxes	3 25
Packages only	0 19 0 20
Do., Dromedary (36-10 oz.)	0 19
Packages only, Excelsior	0 20
Loose	0 16 0 17
Figs (layer), 10-lb. boxes, 2s, lb.	0 40
Do., 2 1/2s, lb.	0 45
Do., 2 1/4s, lb.	0 43
Do., 2 1/2s, lb.	0 50
Figs, white (70 4-oz. boxes)	5 40
Figs, Spanish (cooking), 22 lb. boxes, each	0 12
Figs, Turkish, 3 crown, lb.	0 44
Do., 5 Crown, lb.	0 46
Do., 7 Crown, lb.	0 52
Figs, mats	4 75
Do. (25-lb. boxes)	2 75
Do. (12 10-oz. boxes)	2 20
Prunes (25-lb. boxes)—	
20-30s	0 33
30-40s	0 30
40-50s	0 27
50-60s	0 23
60-70s	0 22
70-80s (25-lb. box)	0 30
80-90s	0 19
90-100s	0 17 1/4
100-120s	0 14 0 17

Peanuts Stand Firm Under Active Demand

Montreal.
NUTS.—Peanuts stand firm under active demands and high prices are maintained. Bordeaux shelled walnuts

(halves) are beginning to come upon the market, but supplies are stated to be cleaned out almost as soon as they arrive. The quality is found to be excellent. Now that shipments are arriving direct from Bordeaux to Canada, prices should be easier, as it will no longer be necessary to pay American exchange. All lines of nuts continue to hold strong.

Almonds, Tarragons, per lb.	0 32	0 33
Do., shelled	0 60	0 60
Do., Jordan	0 75	0 75
Brazil nuts (new)	0 28	0 28
Chestnuts (Canadian)	0 27	0 27
Filberts (Sicily), per lb.	0 28	0 29
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	0 24	0 25
Peanuts, Jumbo	0 24	0 24
Do., "G"	0 19	0 20
Do., Coons	0 16	0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 29
Do., Shelled, No. 1, Virginia	0 16½	0 18
Do., No. 1 Virginia	0 14	0 14
Peanuts (Salted)—		
Fancy wholes, per lb.	0 38	0 38
Fancy splits, per lb.	0 33	0 33
Pecans, new Jumbo, per lb.	0 32	0 36
Do., large, No. 2, polished	0 32	0 36
Do., Orleans, No. 2	0 31	0 34
Do., Jumbo	0 30	0 30
Pecans, shelled	1 60	1 70
Walnuts	0 29	0 35
Do., new Naples	0 34	0 34
Do., shelled	0 75	0 80
Do., Chilean, bags, per lb.	0 23	0 23

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

Package Goods

Good Sellers

Montreal.

PACKAGE GOODS.—There is an active demand for all cereals in packages at the present time, but prices are unchanged as compared with a week ago. Rolled oats are fairly strong and are selling freely. Corn starch is also proving a fairly good seller and is quoted on the market at about 12 cents.

PACKAGE GOODS		
Breakfast food, case 18	2 85	
Cocunut, 2 oz. pkgs., doz.	0 78½	
Do., 20-lb. cartons, lb.	0 36	
Corn Flakes, 3 doz. case	3 50	3 65 3 50
Oat Flakes, 20s	5 40	
Rolled oats, 20s	6 50	
Do., 18s	2 42½	
Do., large, doz.	3 00	
Oatmeal, fine cut, pkgs., case	6 75	
Puffed rice	5 70	
Puffed wheat	4 25	
Ferina, case	2 35	
Hominy, pearl or granu., 2 doz.	3 65	
Health bran (20 pkgs.), case	2 60	
Scotch Pearl Barley, case	2 60	
Pancake Flour, case	1 50	
Pancake Flour, self-raising, doz.	1 50	
Wheat food, 18-1½s	3 25	
Buckwheat Flour, case	3 00	
Wheat flakes, case of 2 doz.	2 95	
Oatmeal, fine cut, 20 pkgs.	7 75	
Porridge wheat, 36s, case	7 50	
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	
Potato flour	0 16	
Starch (laundry)	0 10½	
Flour, Tapioca	6 15	6 16

Steady Demand

Noted For Flour

Montreal.

FLOUR.—No changes have been effected in the market and prices are maintained under a steady demand from all sources. Small lots, per barrel, (2 jute bags), is selling at \$13.55.

Standard Wheat Flour—		
Straight or mixed case, 50,000 lbs. on truck, per bbl., in (S) jute bags, 98 lbs.		13 55

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	....

Lemons and Oranges Advanced Sharply

Montreal.

FRUITS.—Stiff advances were made during the week for oranges and lemons. This is due to a much greater consumptive demand, in part, and for lemons this is probably induced by the epidemics prevalent everywhere. Lemons are selling at \$9 box, and oranges, navels, \$8 to \$9, and Florida at \$6 per case. Apples, in boxes, are quoted at \$5, and many of the varieties are now off the market entirely.

Apples—		
Baldwins	7 50	8 00
Ben Davis, No. 1	6 00	7 00
Greenings	7 50	8 00
Gravenstein	....	....
Spies	10 00	10 00
Winter Reds	6 50	7 00
Apples in boxes	5 00	5 00
Bananas (as to grade), bunch	6 00	7 00
Cranberries, bbl.	12 00	13 50
Do., gal.	0 75	0 75
Grape, Emperor, kegs	13 00	13 00
Grapefruit, Jamaican, 64, 80, 96	4 25	4 25
Do., Florida, 54, 64, 80, 96	4 25	4 25
Lemons, Messina	9 00	9 00
Pears, Cal.	5 00	5 00
Pomegranates (boxes of about 60), box	3 00	3 00
Oranges, Cal., Valencia	7 00	7 00
Cal. Navels	8 00	8 50
Florida, case	6 00	6 00

Potatoes Are Less;

Lettuce Prices Up

Montreal.

VEGETABLES.—Prices are lower on potatoes, and there may be further declines during the week. The farmers appear to now want to unload some of

their considerable surplus, and a \$3 bag price may be effected during the week. Imported lettuce is higher in price, being quoted at \$6 per hamper, while Florida celery is selling 50c per crate less, at \$7.

Florida tomatoes, crate (40 lbs.)	8 00
Beans, new string (imported) hamper	7 00
Beets, new, bag (Montreal)	2 00
Cucumbers (hothouse), doz.	4 00
Chicory, doz.	0 50
Cauliflower, Am., doz. dble crate	7 00
Do., single crate	3 50
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
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 50
Radishes, American, doz.	0 75
Spinach, barrel	6 00
Turnips, Quebec, bag	2 00
Do., Montreal	1 50
Tomatoes, hothouse, lb.	0 40
Florida lettuce (hamper)	6 00
American parsley, doz.	2 60
Florida celery (4-doz. crate)	7 00

Higher Prices Now

For Toilet Soaps

Montreal.

TOILET SOAP.—Lever Brothers' toilet soaps are advanced from 5c to 10c per dozen. Coral Buttermilk brand is up 5c to \$1.00 per dozen; Carnival, 10c to \$1.35; Silk Skin, 10c to \$1.35; Witchazel, 10c to \$1.35 a dozen.

ONTARIO MARKETS

TORONTO, March 5—The big feature of general grocery lines this week is the advance of \$2.00 per hundred on sugar. Other lines in which sugar enters into their making are almost sure to follow. While no changes have been made on tea and coffee as yet, the market is very firm and higher prices are assured. Higher prices are registered on peanut butter, Brunswick sardines, Star egg carriers, Garton's custard powder, Borden's milk, chocolatta, grape-lade and butter plates. Shelled nuts and spices are very firm.

Sugar Advances

\$2.00 Per Hundred

Toronto.

SUGAR.—All sugars advanced \$2.00 per hundred. This was rather expected in view of the petition sent to the Board of Commerce by the refiners, asking to be allowed to advance the price. Supplies are scant and are being distributed very carefully. Representatives of refiners state that they cannot see any improvement in supplies coming along for some time to come.

St. Lawrence, extra granulated	16 71
Atlantic, extra granulated	16 71
Acadia Sugar Refinery, extra granulated	16 71
Can. Sugar Refinery, extra granulated	16 71
Dom. Sugar Refinery, extra granulated	16 71
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons,	

50/2s, 55c. Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c. Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Syrups Steady;

Molasses Firm

Toronto.

SYRUPS AND MOLASSES.—There are no changes in syrups this week. There is an active demand for corn syrups. The market for molasses is very firm and fancy lines are cleared up.

Corn Syrups—	
Barrels, about 700 lbs., yellow	0 08½
Half barrels, ¼c over bbls.: ¼ bbls., ¼c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	6 30

Cases, 5-lb. tins, white, 1 doz. in case	7 15
Cases, 10-lb. tins, white, 1/2 doz. in case	6 85
Cases, 2-lb. tins, yellow, 2 doz. in case	5 70
Cases, 5-lb. tins, yellow, 1 doz. in case	6 55
Cases, 10-lb. tins, yellow, 1/2 doz. in case	6 25
Cane Syrups—	
Barrels and half barrels, lb.	0 08
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/4c over.	
Cases, 2-lb. tins, 2 doz. in case	7 00
Molasses—	
Fancy, Barbadoes, barrels	
Choice Barbadoes, barrels	
West India, bbls., gal.	0 56
West India, No. 10, kegs	6 50
West India, No. 5, kegs	3 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes	
Tins, 3-lb. table grade, case 2 doz. Barbadoes	
Tins, 5-lb., 1 doz. to case, Barbadoes	
Tins, 10-lb., 1/2 doz. to case, Barbadoes	
Tins, No. 2, baking grade, case 2 doz.	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70
Tins, No. 5, baking grade, case of 1 doz.	3 75
Tins, No. 10, baking grade, case of 1/2 doz.	3 60
West Indies, 1 1/4s, 48s	4 60

Teas Are in Firm Market

Toronto.
TEAS.—The market for teas is very firm, and while no change in prices have been registered as yet, higher prices are looked for. Spot stocks are getting low and lower grades are about cleaned up.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 62	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Higher Prices on Coffee Likely

Toronto.
COFFEE.—A firm market prevails on coffee with every indication toward higher prices. One line of package coffee has advanced.

Java, Private Estate	0 51	0 52
Java, Old Government, lb.		
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica		0 52
Mocha, lb.		0 55
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47 1/2

Bulk Rolled Oats Has Advanced

Toronto.
CEREALS.—An advance of 25 cents per bag has been registered on rolled oats in 90-pound bag. An active demand is reported and prices on other lines are unchanged.

	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 75	6 00
Do., fancy yellow, 98s		6 50
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 75	6 00
Oat Flour		
Corn Flour, 98s	5 50	
Rye Flour, 98s	5 00	
Rolled Oats, 90s	5 60	5 75
Rolled Wheat, 100-lb. bbl.		3 00
Cracked wheat, bag		6 50
Breakfast food, No. 1		7 75
Do., No. 2		7 75
Rice flour, 100 lbs.		10 00
Linseed meal, 98s		6 75
Peas, split, 98s		0 08 1/2
Blue peas, lb.	0 09	
Marrowfat green peas		0 11 1/2
Graham Flour, 98s		7 00
Farina, 98s		6 20

Peanut Butter is Quoted Higher

Toronto.
PEANUT BUTTER.—Several brands of peanut butter have advanced 25 to 60 cents per dozen and the bulk is quoted at 31 to 33 cents per pound. Salted peanuts are also higher. Salted with skin on is quoted at \$3.80 per 10-pound tin and blanched is quoted at \$4.20 per 10-pound tin.

Package Goods Are Ruling Firm

Toronto.
PACKAGE GOODS.—All lines of package goods are ruling very firm. One line of wheat flakes has advanced to \$6.00 per case of 24 packages. One line of pancake flour has also advanced 40 cents per case.

PACKAGE GOODS		
Rolled Oats, 20s, round, case	6 50	
Do., 20s, square, case	6 50	
Do., 36s, case	4 85	
Do., 18s, case	2 42 1/2	
Corn Flakes, 36s, case	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	
Do., No. 2, lb. cartons	0 10 1/2	
Laundry starch	0 10 1/2	
Laundry starch, in 1-lb. cartons	0 12 1/2	
Do., in 6-lb. tin canisters	0 13 1/2	
Do., in 6-lb. wood boxes	0 13 1/2	
Potato Flour, in 1-lb. pkgs.	0 16	
Fine oatmeal, 20s	6 75	
Cornmeal, 24s	3 65	
Farina, 24s	2 90	
Barley, 24s	2 60	
Wheat flakes, 24s	5 60	6 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	

Advances Noted on Several Lines

Toronto.
MISCELLANEOUS.—Several lines have registered higher prices this week. Brunswick sardines are quoted at \$6.75 per case. Sun liquid ammonia is up to \$1.80 doz. Star eyg carriers are quoted at \$7.50 per dozen for the one-dozen size, and \$10.00 per M for the trays. Garton's custard powder is quoted at \$1.75 per dozen. Chocolatta has advanced 75 to \$1.50 per dozen. Welsh's fruit and grapelade has also advanced. Rite shape butter plates are quoted about 15 per cent. higher. Borden's condensed milk has advanced 60 to 75 cents per case.

Honey Firm, Also Maple Syrup

Toronto.
HONEY AND MAPLE SYRUP.—Very little honey is being offered. Most of the supplies are in the hands of the retailers. Stocks of maple syrup are also becoming small. Prices for both these lines remain the same.

Honey, Clover—		
5-lb. tins	0 28	
2 1/2s, tins	0 29	
10-lb. tins	0 27	
60-lb. tins	0 26	
Buckwheat, 50-lb. tins, lb.	12 20	
Comb, No. 1, fancy, doz.	4 50	
Do., No. 2, doz.		
Maple Syrup—		
3 1/2-lb. tins, 10 to case, case	18 00	
Wine qt. tins, 24 to case, case	23 00	
Wine, 1 gal. tins, 6 to case, case	24 00	
Imp. 5 gal. cans, 1 to case, case	20 00	
Bottles, 36 to case, doz.	5 40	
Do., 24 to case, doz.	9 60	
Maple Sugar—		
50 1-lb. blocks to case, lb.	0 29	

Rices Scarce; Tapioca Firm

Toronto.
RICE.—Practically all lines of rice are scarce. Some lines are off the market. Polished Patna rice is selling at 17 cents per pound, and a very high grade Blue Rose at 20 cents, in bag lots. Tapioca is also firm and quoted at 14 1/2 cents per pound in bag lots.

Honduras, fancy, per 100 lbs.	0 20	0 20 1/2
Blue Rose, lb.	15 00	16 00
Siam, fancy, per 100 lbs.	13 50	14 50
Siam, second, per 100 lbs.	17 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., Pakling		
Chinese, XX., per 100 lbs.		
Do., Simiu		
Do., Mujin, No. 1		
Tapioca, per lb.	0 14 1/2	0 15

Hand-picked Beans Are Reported Scarce

Toronto.
BEANS.—There is a scarcity of Ontario hand-picked beans, but good samples of 2-pound pickers are quoted at \$5.60 per bushel. Dealers state there are plenty of beans throughout the country, but the farmers refuse to sell except at a high figure.

Ontario, 1-lb. to 2-lb. pickers, bus.	5 60
Do., hand-picked, bus.	6 00
Marrowfat, bu.	4 50
Japanese Kotonashi, per bu.	3 00
Rangoons, per bushel	0 16
Limas, per lb.	0 14
Madagascars, per lb.	0 15

Spices Firm and Stocks Are Scarce

Toronto.
SPICES.—No new developments are reported in the market for spices this week. Supplies of nutmegs, ginger and cloves are scarce.

Allspice	0 23	0 25
Cassia	0 55	0 40
Cinnamon	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
Peppery	0 25	0 38
Pickling spices	0 22	0 30
Mace	0 95	1 00
Peppers, black	0 39	0 41
Peppers, white	0 50	0 52
Paprika, lb.	0 80	0 85

Canned Goods

Quoted Higher

Toronto.

CANNED GOODS.—There is a big demand noted for all lines of canned goods. Blueberries have advanced to \$2.45 for the 2-pound cans. Pineapple in 2-pound cans are quoted as high as \$5.25 per dozen. Blue Sea tuna fish quoted at \$3.90 per dozen. Asparagus tips selling at \$4.75 per dozen. Some lines of compound jams have also advanced. All other lines remain firm.

Salmon—

Sockeye, 1s, doz.	4 75
Sockeye, 1/2s, doz.	2 75
Alaska reds, 1s, doz.	4 25
Do., 1/2s	2 50
Lobsters, 1/2 lb., doz.	6 50
Do., 1/4-lb. tins	3 90
Whale Steak, 1s, flat, doz.	1 75
Filehards, 1-lb. tall, doz.	1 75

Canned Vegetables—

Tomatoes, 2 1/2s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.	2 40	2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, dozen	1 45	1 45
Do., extra sifted, doz.	2 77 1/2	2 82 1/2
Beans, golden wax, doz.	2 00	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2 1/2s, doz.	2 50	2 50
Canadian corn	1 75	2 10
Pumpkins, 2 1/2s, doz.	1 85	2 15
Spinach, 2s, doz.	2 15	2 15
Do., 2 1/2s, doz.	2 52 1/2	2 80
Do., 10s, doz.	10 00	10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	4 52 1/2
Do., standard 10s doz.	5 00	5 00
Apples, gal., doz.	6 25	6 25
Peaches, 2s, doz.	3 55	3 90
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 85	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	4 90	5 25
Blueberries, 1s	2 35	2 45

Jams—

Apricots, 4s, each	1 03
Black Currants, 16 oz., doz.	4 85
Do., 4s, each	1 25
Gooseberry, 4s, each	0 98
Do., 16 oz., doz.	4 10
Peach, 4s, each	0 97
Do., 16 oz., doz.	4 00
Red Currants, 16 oz. doz.	4 15
Raspberries, 16 oz., doz.	4 90
Do., 4s, each	1 30
Strawberries, 16 oz., doz.	5 10
Do., 4s, each	1 30

Seedless Raisins

Are 26 Cents Per Pound

Toronto.

DRIED FRUIT.—A small shipment of Baker's seedless raisins in 25-pound boxes has arrived in the city and are quoted at 26 cents per pound. Other lines of raisins continue to be scarce and are being distributed very sparingly. All lines of dried fruits are in good demand, with the exception of figs. One wholesaler is offering mat figs this week at 11 cents per pound.

Evaporated apples	0 24
Apricots, cartons, 11 oz., 48s.	4 55
Candied Peels, American—	
Lemon	0 44
Orange	0 44
Currants—	
Grecian, per lb.	0 22
Australians, 3 Crown, lb.	0 22
Dates—	
Excelsior, pkgs., 3 doz. in case	6 00
Dromedary, 9 doz. in case	7 75
Fard, per box, 12 to 13 lbs.	3 50
New Hallowee dates, per lb.	0 21
Figs—	
Taus, lb.	0 17
Layer, lb.	0 38
Comarde figs, mats, lb.	
Smyrna figs, in bags	0 16
Cal., 4 oz. pkgs., 70s, case	5 00
Cal., 8 oz., 20s, case	3 25

Cal., 10 oz., 12s, case	2 25
Prunes—	
Per lb.	
80-100s, 25s	0 31
40-50s, 25s	0 28
50-60s, 25s	0 24
60-70s, 25s	0 22
70-80s, 25s	0 21 1/2
80-90s, 25s	0 20
90-100s, 25s	
Sunset prunes in 5-lb. cartons, each	1 15

Peaches—	
Standard, 25-lb. box, peeled	0 26 1/2
Choice, 25-lb. box, peeled	0 27
Fancy, 25-lb. boxes	0 29
Raisins—	
California bleached, lb.	0 28 1/2
Extra fancy, sulphur bich., 25s	0 28 1/2
Seedless, 15-oz. packets	0 26 1/2
Seedless, 15-oz. packets	0 24
Seedless, Thompson's, bulk	0 25
Crown Muscatels, No. 1s, 25s.	0 25
Turkish Sultanias	0 25 1/2

Shelled Brazils

Are Reported Scarce

Toronto.

NUTS.—All nuts are in a firm market. There is a scarcity noted on shelled Brazils. Importers state that prices quoted in primary markets are higher than present price to retailers. The trouble between China and Japan is causing a great deal of uneasiness with the importers. Shipments of Manchurian shelled walnuts are long delayed and importers state that it is doubtful if any arrive.

Almonds, Tarragonas, lb.	0 31
Rutternuts, Canadian, lb.	0 48
Walnuts, Cal., bags, 100 lbs.	0 40
Walnuts, Bordeaux, lb.	0 28
Walnuts, Grenoble, lb.	0 30
Do., Marbot	0 30
Filberts, lb.	0 25
Pecans, lb.	0 30
Cocoanuts, Jamaica, sack	10 50
Cocoanut, unsweetened, lb.	0 40
Do., sweetened, lb.	0 45
Peanuts, Spanish, lb.	0 25 1/2
Brazil nuts, large, lb.	0 32
Mixed Nuts, bags 50 lbs.	0 32
Shelled—	
Almonds, lb.	0 62
Filberts, lb.	0 45
Walnuts, Bordeaux, lb.	0 78
Do., Manchurian	0 45
Peanuts, Spanish, lb.	0 25
Do., Chinese, 30-32 to oz.	0 20
Do., Java	0 19 1/2
Brazil nuts, lb.	
Pecans, lb.	1 10

Shoe Polish Up;

Stove Polish Also

Toronto.

POLISHES.—Nugget shoe polish has advanced to \$1.25 per dozen. Two-in-One shoe polish has also advanced to \$1.35 per dozen. Black Knight stove polish has advanced to \$1.35 per dozen.

Citrus Fruits

in Active Demand

Toronto.

FRUITS.—Oranges, lemons and grapefruit are selling in a strong market. Importers state that in their opinions the highest price has been reached. In spite of the scarcity and high price of sugar, dealers report a big demand for bitter oranges; the first shipment is practically cleaned up and the second shipment is expected this week. Apples from Nova Scotia are showing considerable waste, due to frost.

Cal. Navel Oranges—	
80s, per case	6 50
100s, per case	7 09
126s, per case	7 75
150s, per case	8 25
176s, 200s, 216s, 250s, per case	8 75

Florida Oranges—

126s, 150s, 176s, 200s, 216s, 250s	8 00-61	8 25
Bananas, Port Limons		0 05
Lemons, Cal., 300s, 360s	7 50	8 00
Do., Messinas, 300s		
Grapefruit—		
per case		
28s		4 50
36s		5 00
46s, 54s		5 00
64s, 70s, 80s	5 25	5 75
Apples, Nova Scotia—		
Baldwins, bbl.	4 50	7 00
Starks	4 50	6 75
Fallawatus		6 75
Peewaukie	6 25	7 00
Kings	4 50	5 00
Other varieties	4 50	7 00
Apples, Ontario—		
Spys, No. 1, bbl.		11 00
Do., Nos. 2 and 3	6 50	9 00
Baldwins	6 00	7 00
Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s.	3 75	4 00
Cal. Pears		5 50
Florida Tangarines, 144s, 168s, 196s, 216s, 224s		
Grapes, Spanish Malagas, keg	15 00	17 00
Cranberry, Cape Cod, bbl.		18 50
Do., half bbl.		7 50
Do., boxes		4 50

Package Shortening

Has Declined

Toronto.

SHORTENING.—Crisco has declined 50 cents per case. The one and three pound size quoted at \$12.75 per case and six and nine pound at \$12.55 per case.

A Fair Demand

Reported on Flour

Toronto.

FLOUR.—There is a steady demand for flour. Prices are unchanged.

Bran is Scarce;

Shorts Also

Toronto.

MILLFEEDS.—The market for bran and shorts is still very acute. Practically none is being offered and millers state that no improvement can be expected for some time.

Hot House Tomatoes

Are 45 Cents Per Pound

Toronto.

VEGETABLES.—California vegetables are mostly in evidence on the market these days. Cauliflowers are quoted at \$6.00 per crate; head lettuce at \$4.75 per crate. Green peppers are selling at \$1.00 per dozen. Canadian vegetables are none too plentiful. Potatoes are ruling firm at \$4.25 per bag.

Cabbage, bbl.	6 00
Carrots, per bag	2 25
Parasips, per bag	2 75
Radishes, Cal., doz.	0 75
Cabbages, Cal., 1/4 bbl. hampers.	3 75
Onions, Yellow Danvers, 100 lb. sacks	8 00
British Columbia Onions, 75 lb. sacks	7 50
Spanish Onions, large cases	7 50
Do., small crates	2 75
Onions, white, large sacks	8 50
Celery, Florida, 3 to 4 doz. crates	6 50
Cauliflower, Cal., standard case	5 50
Potatoes—	
Ont., 90-lb. bags	4 25
Quebec, 90-lb. bags	4 25
Jersey Sweet, hamper	3 75
Turnips, bag	1 25
Mushrooms, 4-lb. basket	4 00
Lettuce, Cal., head, crate	4 75
Do., leaf, doz.	0 35
Cabbage, Florida, hamper	4 00
Green onions, Cal., doz. bunches	1 00
Do., Domestic, doz. bunches	0 40
Hothouse Tomatoes, lb.	0 45
Green Peppers, doz.	1 00
Rhubarb, doz. bunches	1 35

WINNIPEG MARKETS

WINNIPEG, March 5—The sugar situation continues to be the main feature of the market. Supplies are scarce and quotations are higher. Olives are expected to advance. Tapioca, sago and rice are very firm and prices are expected to be higher. Rolled oats have advanced 20 per cent. and market very strong. Spices are also quoted higher and many lines are reported scarce. Dried fruits and canned goods are in active demand. Oranges and lemons are \$1.00 per case higher. Vegetables also are reported scarce and prices have advanced.

Sugar Continues To Advance

Winnipeg.

SUGAR.—The sugar situation is not improving. Refiners are again advancing their prices, which will have its reflection on all sugar products.

The Cuban strikes have been settled and new cane should be coming into the market as soon as raws can be transported, refined and sent on. The American market is reported slightly easier.

Supplies for the West are very poor. Refiners find themselves unable to take care of their contracts.

Olives Will Be Much Higher

Winnipeg.

OLIVES.—The Seville olive crop is estimated at only 6,432,000 gallons. The crop of Queens is estimated at 2,572,800 gallons, but reports state there is considerable "spotting" on this variety. Manzanilla crop is 3,859,200 gallons. The price paid this year for curing averaged \$6.55 per fanega (16 gallons).

Tapioca and Sago Steady But Firm

Winnipeg.

TAPIOCA AND SAGO.—Tapioca and sago have been fairly steady for the past two weeks. Prices are held very firm in sympathy with the higher cost of rices, it is believed. Even at to-day's prices both tapioca and sago are good buying as the market will surely go higher when new crop rices make their appearance.

Rice Market Somewhat Firmer

Winnipeg.

RICE.—As reported some weeks ago new crop rice would be higher. This has now been confirmed by importers, and latest advices are that it will be considerably higher than at first anticipated, caused by the shortage of Oriental rices, labor troubles, etc. Oriental rice will be very late reaching this market this season.

Rolled Oats Are Very Firm

Winnipeg.

CEREALS.—The rolled oats market has been showing strong advances for some weeks past. New contracts being

made are on a much higher basis. The advances recently have amounted to over 20 per cent. Retailers will do well to take care of their requirements now for some time to come as the market is very firm.

Canned Goods Are Selling Freely

Winnipeg.

CANNED GOODS.—There is an active demand for all lines of canned goods. Prices, although showing no change; are ruling firm.

Dried Fruit Supplies Are Scarce

Winnipeg.

DRIED FRUITS.—The situation in the dried fruit market shows no improvement. Supplies are scarce. Prices are unchanged.

VANCOUVER MARKETS

VANCOUVER, March 5—The markets in general grocery lines for the most part are very firm. Some lines have shown an advance. A scarcity of sugar is reported and local industries are seriously handicapped. Macaroni has advanced 75 cents per case. Jams are also higher. Sago and tapioca have declined 2½ cents per pound. Peanut butter, condensed milk, shoe polish, matches and dates have all reached higher levels. Package teas and coffees are 3 cents per pound higher. Marmalade oranges are on the market and selling at \$4.50 per case.

Scarcity of Sugar is Reported

Vancouver.

SUGAR.—Local industries are seriously handicapped by the shortage of sugar. Refiners have notified customers that deliveries for March will only be about half of the amount delivered in February.

Strawberry Jam Has Advanced

Vancouver.

JAMS.—With the advances recently noted, strawberry jam in 4's is quoted at \$15.50. Other varieties with usual differential.

Macaroni is Quoted Higher

Vancouver.

MACARONI.—Eastern product ad-

Oranges Are Higher; Lemons, Also

Winnipeg.

FRUIT.—Both oranges and lemons show strong advance of around \$1 per case. The market is very firm and supply reported as only fair. There is a heavy demand for all fresh fruits.

Spices Show Strong Advance

Winnipeg.

SPICES.—Higher prices have been looked for in spices for some time. Manufacturers stated some weeks ago they would have to advance prices on account of containers and higher costs of raw materials. This advance has not been in keeping with new costs but manufacturers have given the trade the benefit of old stocks bought on lower markets. These stocks now being almost depleted, higher prices are bound to come.

Vegetables Are Steadily Advancing

Winnipeg.

VEGETABLES.—Many lines of vegetables show advances. There has been a scarcity of a number of lines due to the extra heavy demand. British Columbia onions show an advance of about \$1.50 per sack; cabbage 3c per pound; turnips, ½c per pound; potatoes 50c per bushel. There are one or two declines: Cauliflower has dropped 50c per case and head lettuce 75c per case.

vanced about 75 cents per case (packages). Local manufacture advanced a cent per pound in bulk. Lethbridge product quoted in bulk at cent and three-quarters advance.

Sago Declines; Tapioca Also

Vancouver.

SAGO AND TAPIOCA.—Both sago and tapioca are enjoying a steady sale. Some report business in these lines better than usual. The price rules around 11 cents. Prices have been as high as 13½ cents.

Many Lines Have Advanced

Vancouver.

MISCELLANEOUS.—Squirrel Brand peanut butter has advanced 25 cents per case. Condensed milk is up 65 to 75 cents per case. One line of shoe

Continued on page 52

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., March 5.—This market is quite active and a number of advances are recorded on staples. A scarcity of oranges is noted and prices have advanced one cent per pound. Rice has advanced one cent per pound. Salmon is \$1.00 per case higher. Matches are 40 cents per case higher. Sugar is more plentiful. There is a pronounced demand for vegetables owing to the early frosts of last fall. Potatoes are quoted at \$2.50 to \$2.75 per bushel; onions are \$6.00; and cabbage selling at 11 to 12 cents per pound. Creamery butter has declined, now quoted at 65 cents. New-laid eggs are also lower, selling at 72 to 75 cents per dozen.

Beans, small white, Japans, bus.	4 50
Beans, Lima, per lb.	0 12½
Rolled oats, brails	8 00
Rice, Siam, cwt.	13 00
Sago, lb.	0 11½
Flour	5 40
Tapioca, lb.	0 14
Sugar, pure cane, gran., cwt.	15 55
Cheese, No. 1, Ontario, large	0 33
Butter, Creamery	0 65
Lard, pure, 3s, per case	21 60
Bacon, lb.	0 50
Eggs, new laid	0 72
Tomatoes, 2½s, standard case	4 47
Corn, 2s, standard case	3 96
Peas, 2s, standard case	4 80
Apples, gal.	3 25
Apples, evaporated, per lb.	0 26
Strawberries, 2s, Ont., case	9 75
Raspberries, 2s, Ont., case	9 75
Peaches, 2s, Ontario, case	7 85
Plums, 2s, case	5 00
Salmon, finest Sockeye, tall, case	18 80
Salmon, pink, tall, case	11 25
Peaches, Cal., 2½s	7 00
Potatoes, bushel	2 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 5. — Business has been greatly hampered during the last ten days by heavy storms, and some of the smaller towns had great difficulty in getting supplies. Sugar has advanced \$2.00 per hundred. Cornmeal is up 10 cents a bag. Compound lard has declined one cent per pound. Pork is slightly firmer, breakfast bacon quoted at 40 to 45 cents per pound. New-laid eggs are very scarce, due to the bad roads which are holding back supplies. Potatoes are firm at \$7.25 per barrel.

Flour, No. 1 patents, bbls., Man.	14 90
Cornmeal, gran., bags	6 25
Cornmeal, ordinary	4 10
Rolled oats	12 50
Rice, Siam, per 100 lbs.	14 76

Tapioca, 100 lbs.	13 50	15 00
Molasses	1 30	0 32
Standard, granulated	16 60	
Sugar—		
No. 1, yellow	16 10	
Cheese, New Brunswick	0 32	
Cheese, Ont., twins		
Eggs, fresh, doz.	0 75	
Lard, pure, lb.	0 33	0 33½
Lard, compound	0 30	0 30½
American, clear pork	56 00	60 00
Tomatoes, 2½s, standard case	4 25	4 25
Beef, corned, 1s	4 00	4 20
Eggs, storage	0 58	0 60
Breakfast bacon	0 40	0 45
Butter, creamery, per lb.	0 66	0 66
Butter, dairy, per lb.	0 63	0 63
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	3 80
Peas, standard, case	4 15	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 22½	0 23
Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bbl.	7 25	7 25
Onions, Can., 100-lb. bag	8 00	8 00
Lemons, Cal., case	10 00	10 00
Grapefruit, Cal., case	7 00	10 00
Grapefruit, Cal., case		
Apples, Western, box	4 75	6 50
Bananas, per lb.	0 10	0 11
Grapes, Malaga, keg	11 00	13 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., March 5.—The market for the most part is very firm and advances recorded on a number of lines. Condensed milk is 75 cents per case higher. Crisco has declined 50 cents per case. New-laid eggs have also declined and expected to reach lower levels this week. Storage eggs are selling at a variety of prices, almost any price offered is accepted. Beans are 50 cents per bushel higher, and Japan rice is quoted at 16½ to 17 cents per pound. Sliced pineapple is very scarce, No. 2 cans selling at \$9.50 to \$10.00 per case. Higher prices are registered on jams, cigars, toilet paper and prunes.

Flour, 96s, per bbl.	12 95
Beans, B.C.	8 00
Rolled oats, 80s	4 90
Rice, Siam	12 75
Japan, No. 1	16 50
Tapioca, lb.	0 12
Sago, lb.	0 14
Sugar, pure cane, granulated, cwt	15 35
Cheese, No. 1, Ont., large	0 29
Butter, creamery, lb.	0 65
Do., dairy, lb.	0 50
Lard, pure, 3s	18 60
Eggs, new laid, local, case	16 50
Do., No. 1, storage, case	15 00
Tomatoes, 2½s, standard, case	4 50
Corn, 2s, case	4 00
Peas, 2s, standard, case	4 20
Strawberries, 2s, Ontario, case	10 20
Raspberries, 2s, Ontario, case	10 20
Cherries, 2s, red, pitted	9 00
Apples, evaporated	0 22½
Do., 2½s, lb.	0 25½
Peaches, evaporated, lb.	0 25½
Do., canned, 2s	7 50

Prunes, 90-100s	0 18
Do., 70-80s	0 19
Do., 50-60s	0 20
Do., 30-40s	0 30
Do., 20-30s	0 33
Raisins, bleached Sultanias	0 27
Do., bulk, seedless	0 21
Do., package, 11 os.	0 16½
Filiatras Currants, lb.	0 26
Salmon, pink tall, case	10 25
Do., Sockeye, tall, case	17 50
Do., halves	13 00
Potatoes, Alta., per ton	75 00
Oranges	7 25
Lemons	8 50
Grapefruit	9 00

VANCOUVER MARKETS

Continued from page 51

polish has advanced 65 cents per gross. Matches also advanced 25 to 50 cents per case. Dromedary dates are quoted at \$9 per case, and Excelsior dates are quoted at \$8 per case.

Package Teas

Have Advanced

Vancouver. TEAS AND COFFEES.—Package teas and coffees were advanced 3 cents a pound. Further advances are prophesied—exchange is the governing factor.

Salt Prices

Are Higher

Vancouver. SALT.—An advance on shaker salt is noted of 25 cents per case. Table salt is also up \$1 in barrels and 50 cents in gunnies. Even at advanced prices the supply is low.

Vegetables Are

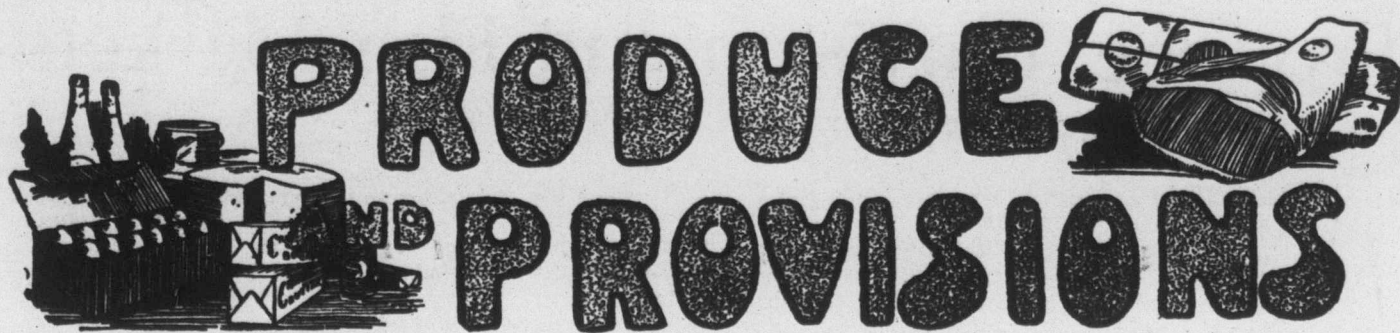
Selling Freely

Vancouver. VEGETABLES.—Dealers claim that with potatoes at 5-6 cents per pound the consumer is using less. No further advances are expected, but the whole thing depends on the consumption. With the warmer weather, it will not be long here before the potatoes will begin to sprout and the prices will slack off, and much loss will be suffered: Green vegetables are all moving freely: Mint, water-cress, parsley, artichokes, radishes, green peas, peppers. Brussels sprouts are pretty well over in the South. Peas are down 2 cents, selling now at 32 cents. At present the prices are:

Bitter Oranges

Have Arrived

Vancouver. FRUITS.—Marmalade oranges are in and on sale at \$4.50. The freedom of sugar delivery will be the deciding factor on the quantities of these oranges the market will absorb. Okanagan apples are in good demand.



PRODUCE AND PROVISIONS

Is the Lobster Disappearing?

It Takes More Lobsters to Fill a Can Than Formerly — Interesting Facts About the Lobster

IN the early days of the lobster industry only the large ones were caught. These were so abundant that the young ones were ignored. A single lobster would often fill two or three cans. To-day it takes several of the average size to fill a can.

Even in the British provinces, where the canning industry thrives the best, most of the large lobsters have been killed. One rarely sees or hears of a big lobster now, and a fifteen pounder would be a curiosity. There is a lobster preserved in the collection of crustacea at the Smithsonian Institute, New York, which weighed eighteen pounds at the time of its capture. Reliable records show that specimens weighing from thirty to thirty-five pounds have been captured. Such a monster would measure nearly five feet in length, including the claws, and prove a pretty formidable antagonist for one in the water.

Hatching the Baby Lobster

The work of hatching the young at the different stations is now in full progress. The female breeds only once in two years, but she makes up for this seeming loss of time by producing a great number of eggs. It is estimated by the fish experts at the hatcheries that a ten-inch lobster will produce in one season about 10,000 eggs and a nineteen inch nearly 75,000 eggs. It does not require at this rate a great number of female lobsters to yield several million eggs a year.

The female attaches these eggs to her until they have hatched out, and she is known in local parlance as a "berried hen" lobster. It was not many years ago that these female lobsters were caught and sold as much for their eggs as for their meat. The eggs were considered as great luxuries as the roe of a shad is to-day. This greatly helped to decrease the supply. As sauces for salads the eggs of the lobsters were of great value, and expert cooks eagerly sought them. The passage of laws both in New England and Canada making it punishable to capture or sell decorated lobsters has made it impossible to obtain these delicacies in this country.

In the lobster hatcheries the eggs are put in hatching jars, where they are kept in water heated to the proper temperature until they hatch out. The young creatures when first hatched are only from a third of an inch to an inch long, and for a time they swim about as ordinary fish. They are turned loose when an inch or two in length and then they begin their perilous career in the waters of the coast, where innumerable dangers beset them. A large percentage of them never pass beyond the stages of infancy, and the few which survive this period are then compelled to face the new dangers incident to the shedding process. Every now and then the crustacean finds that it is outgrowing its shell, and it proceeds to shed it, as a crab, and take on another one. This process is a long and dangerous one, and for a considerable period the creature is weak and helpless. Every part of the armor must be removed, and in the process the creature becomes thin and emaciated, and fishermen do not consider them fit to eat. Before the old shell has been discarded a new thin one has been provided, but it requires time to make it of much protective use.

But if the young lobsters are destroyed by enemies in the water during the helpless periods of their lives they return the compliment with full interest when they reach maturity. There are very few things in the water that can overcome a full-fledged lobster, and he knows it, apparently, for he does not hesitate to attack any of his old-time enemies, which he squeezes and cracks with malicious pleasure. He will hunt for fish and clams all day long, digging up the latter from the mud and cracking the shells. When clams are scarce the lobsters will lie in wait for fish. Flounders are particularly welcome, and they fish for them at every opportunity. They are so expert in fishing that young minnows are captured in great numbers. Thus left to themselves, the lobsters are fully as able as any fish to take care of themselves, but it is the intervention of man that has destroyed the balance of nature. By killing off all the big lobsters the enemies of these crustaceans

have been given an advantage in the struggle for existence for which quarter of a century of artificial propagation will not entirely compensate.

RESERVED DECISION OF EARLY CLOSING BY-LAW

Toronto.—That the early closing by-law was passed in "bad faith" by the city council was the argument of J. W. Curry, K.C., counsel for the Grocers' Section of the Retail Merchants' Association before Judge Morson in the city's appeal against the decision of Magistrate Kingsford to-day. Mr. Kingsford found the early closing by-law ultra vires and dismissed charges under the by-law in the Police Court.

"The by-law was passed in bad faith," said Mr. Curry, "to take advantage of the fruiterers, pressed on by the grocers." Judge Morson finally reserved his decision.

Mr. Curry contended that the by-law was passed under sub-section 3, and therefore was invalid because the requisite number of signatures to the petition had not been obtained.

Corporation Counsel Geary said that the magistrate had found the man guilty and should have stopped there. The quashing of the by-law was the matter for a high court.

"Would it surprise you to know I have quashed a by-law?" returned the judge. "Or found it ultra vires?" counsel argued. The proper order must be taken in a subsequent motion to get rid of the by-law.

WON'T BUY FROM U.S.—FRUIT FAMINE IN SYDNEY

SYDNEY, N.S.—Cape Breton is suffering from a fruit famine, due to the determination of Sydney wholesalers not to purchase further goods from the United States until such time as American firms agree to pay the exchange, or until the rate becomes lower. A consignment of lemons has been ordered by one firm, as the demand is so great for this fruit for hospitals for patients.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, March 5—Markets hold pretty steady, although revisions are recorded in some lines. Hogs are firm on account of poor supplies and beef is strong and very firm. Market for cooked meats has ruled steady and prices are unchanged. Ham and bacon is in fair demand on an unchanged price basis. Margarine is not active and prices are unchanged. Lard holds steadily and without change as far as prices are concerned, although the tendency is inclined downward. A decline of one cent per pound in the price of shortening has been effected and the demand is stated to be fairly steady. Butter is unsettled and there has been an easing of the basis for the past while. Declines in creamery and in lower grades of butter are effective this week. Eggs are down to from 71 to 72 cents per dozen and further declines may be looked for in view of the car lots arriving from Chicago. Cheese is slightly easier and is being quoted to the retailer at 29½ cents per pound. Poultry is firmer this week. A shortage of live poultry is manifest in the market and advances may be expected. Fish is in active demand and frozen fish in particular will tend to decline as soon as the cold weather is broken.

be any real interest in the product other than that which has obtained for some time, and there are only odd cases going to the retailer from week to week, jobbers state. The imported product is costing more to import from U. S. makers, but resale prices are not advanced.

MARGARINE—

Prints, according to quality, lb.	0 37	0 39
Tubs, according to quality, lb.	0 31	0 35
White Nut .....	.....	0 35

Lard Holds Firm; In Active Demand

Montreal.
LARD.—With demands from the trade fairly well maintained, prices are held steadily and without change. Some are selling at full prices, but in other quarters a tierce basis of 29½c per lb. is being quoted. The hog market is ruling a bit unsteady, with tendencies downward. If lower prices are reached on hogs, lard will probably be easier.

LARD—

Tierces	0 29½	0 30½
Tubs	0 29¼	0 30¾
Pails	0 30	0 31
Bricks	0 32	0 33

Shortening Declines One Cent Per Pound

Montreal.
SHORTENING.—A decline of one cent per pound in the price of shortening brings the tierce basis to 28½c per pound. There is a fairly steady market for the product and sales are normal.

Crisco prices are less, too. The new basis now is: One pounds, per case, \$12.70; 6-lb., \$12.55.

SHORTENING—

Tierces, 400 lbs., per lb.	0 28½
Tubs, 50 lbs., per lb.	0 28¾
Pails, 200 lbs., per lb.	0 29
Bricks, 1 lb., per lb.	0 31

Butter Unsettled; Shipments to U.S.

Montreal.
BUTTER.—Prices on butter are unsettled, and there has been an easing of the basis for the past while, brought about by a variety of conditions. Fresh-made butter is in good demand in the United States, and some shipments have gone forward, that affording the producer a better market than this one is, under exchange differences. Montreal stocks are heavy, but much of the butter is said to be held for outside account, and this may soon be shipped out. Declines in creamery, and in lower grades of butter, are effective this week.

BUTTER—

Creamery, prints, qual. storage	0 61	0 62
Creamery, solids, quality storage	0 60	0 64
Dairy, in tubs, choice	0 48	0 55
Dairy, prints .....	.....	0 50
Bakers' .....	.....	0 45

Eggs Are Down; Will Decline More

Montreal.
EGGS.—Jobbers report that storage

Hogs Stand Steady; Beef Very Firm

Montreal.
HOGS.—Trade is stated to be but fairly good in the hog market this week. Supplies are very short and quotations rule unchanged.

BEEF.—Beef is strong and very firm. In some quarters prices on dressed beef have advanced two cents per pound over last week's quotations. Trade is very slow.

FRESH MEATS

Hogs, live (selects)	18 50	19 50
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	23 50	24 50
Fresh Pork—		
Leg of Pork (foot on)	0 31½	
Loins (trimmed)	0 35	
Loins (untrimmed)	0 32	
Bone trimmings	0 18	0 21
Trimmed shoulders	0 25	
Untrimmed	0 23	
Pork Sausage (pure)	0 23	
Farmer Sausages	0 18	
Fresh Beef—		
(Cows)		(Steers)
\$0 19 \$0 22 ..Hind quarters..	\$0 24	\$0 28
0 12 0 14 ..Front quarters..	0 13	0 16
..... 0 27 ..Loins .....	.....	0 38
..... 0 22 ..Ribs .....	.....	0 28
..... 0 12 ..Chucks .....	.....	0 14
..... 0 18 ..Hips .....	.....	0 19
Calves (as to grade)	0 22	0 28
Lambs, 50-80 lbs. (whole carcass), lb. ....	.....	0 28
No. 1 Mutton (whole carcass), 45-50 lbs., lb. ....	.....	0 18

Barrelled Meats Are Unchanged

Montreal.
BARRELLED MEATS.—There is practically no change to the market. Sales are satisfactorily maintained on quite even basis and supplies are sufficiently ample to meet all present demands. Canadian short cut (25-35 pieces) is quoted at \$54.00.

BARRELLED MEATS

Barrel Pork—	
Canadian short cut (bbl.), 25-35 pieces	54 00
Clear fat backs (bbl.), 40-50 pieces	55 00
Heavy mess pork (bbl.)	52 00

Plate Beef	30 00
Mess Beef	23 00 28 00
Bean Pork	48 00

Cooked Meats Rule Steady

Montreal.
COOKED MEATS.—The market for cooked meats has ruled steady and no changes in price have been effected. Trade is stated to be fairly good, but there is little movement in the market.

Jellied pork tongues	0 46
Jellied Pressed Beef, lb.	0 32
Ham and tongue, lb.	0 30
Veal and tongue	0 23
Hams, cooked	0 47
Shoulders, roast	0 50
Shoulders, boiled	0 43
Pork pies (doz.) .....	.....
Blood pudding, lb.	0 13
Mince meat, lb.	0 15 0 19
Sausage, pure pork	0 18 0 25
Bologna, lb.	0 15

Steady Demand For Bacon

Montreal.
CURED MEATS.—There is manifest in the local market a fairly active demand for ham and bacon, which rule firm on an unchanged price basis. Medium smoked hams (weights) 8-10 lbs. are selling at 35 cents per pound.

Hams—

Medium, smoked, per lb.—	
(Weights) 8-10 lbs.	0 35
12-14 lbs.	0 36
14-20 lbs.	0 35
20-25 lbs. ....	.....
25-35 lbs.	0 30
Over 35 lbs.	0 28½
Boneless (for slicing), 4c advance over above prices.	

Bacon—

Breakfast	0 48
Cottage Rolls	0 32½
Picnic Hams	0 24

Margarine Not Active, But Prices Are Held

Montreal.
MARGARINE.—Prices are unchanged on margarine. There does not seem to

egg stocks are entirely exhausted and that supplies of new-laid are now coming to hand from outside points. Several car lots have arrived within the past week from Chicago, and these are opening out well and are being quoted to the Canadian trade at 71-72c per dozen. It is a matter of favorable weather conditions in the United States producing points now, and declines right along may be looked for. In fact a Chicago forecast suggests prices there as low as 39c per dozen, for later March delivery.

EGGS—
New laids 0 71 0 72

**Cheese Prices Less;
Is Hard to Ship**

Montreal.

CHEESE.—Prices on cheese are somewhat easier, and new cheese is being quoted to the retail trade at 29½c per lb. The sterling exchange arrangement is altogether a serious impediment to shipping overseas, and while there have been enquiries from Belgium, France, and other points, it is stated that the exchange rates have precluded the possibility of business being done in a large way while these conditions last. While recent shipments have totalled up better than expected, the approach of the active making season will tend to so increase surplus here as to provoke more favorable prices, or, in other words, lower prices to the trade. It is understood that holders will suffer considerable losses on cheese which has been held, and which was bought before exchange rates took so drastic a turn.

CHEESE—
New, large, per lb. 0 29½
Twins, per lb. 0 30
Triplets, per lb. 0 32
Stilton, per lb. 0 36
Fancy, old cheese, per lb. 0 33

**Old Fowls Higher;
Live Birds Scarce**

Montreal.

POULTRY.—Prices on poultry have been firming somewhat, and dressed old fowl are quoted up this week at 32-33c. This is a direct result of a shortage of live poultry, the trade finding that prices offered in the United States are much higher, when exchange is taken into consideration. Poultry raisers are shipping into that market, and where several cents a pound more are paid for their birds. Here, the holdings of frozen, dressed poultry are rather heavy, but when compared with the active demands made on stocks, they are said to not be excessive.

POULTRY (dressed)—

(Selling Prices)
Chickens, roasting (3-5 lbs.).... 0 37 0 40
Chickens, roasting (milk fed).. 0 42 0 44
Ducks—
Brome Lake (milk fed green).. 0 46
Young Domestic 0 42
Turkeys (old toms), lb..... 0 55
Do. (young) 0 58
Geese 0 34
Old fowls (large) 0 34 0 36
Do., (small) 0 32 0 33

**Frozen Fish Will
Soon Decline Here**

Montreal.

FISH.—The trade reports an active season, and there has been, since the beginning of the Lenten season, a decidedly active business. Prices on frozen fish will tend to decline as soon as the cold weather is broken, and this may come at any time. There is now a good sale for salt, pickled and canned fish. Oysters are coming to hand better, and lobsters, too, are a little freer and will be lower in price ere long. Green cod-fish is now very scarce.

Large, per lb. 0 30 0 31
Heavy 0 28 0 29
Bacon—
Skinned, rib, lb. 0 49 0 50
Boneless, per lb. 0 53 0 56
Bacon—
Breakfast, ordinary, per lb. ... 0 40 0 45
Breakfast, fancy, per lb. 0 45 0 52
Roll, per lb. 0 29 0 30
Wiltshire (smoked sides), lb. . 0 33 0 35
Dry Salt Meats—
Long clear bacon, av. 50-70 lbs. 0 27
Do., av., 80-90 lbs. 0 25
Clear bellies, 15-30 lb. 0 28
Sausages in brine, keg, 35 lbs.. 7 35
Fat backs, 16-20 lbs. 0 30
Out of pickle prices range about 2c per pound below corresponding cuts above.
Barrel Pork—
Mess pork, 200 lbs. 42 00
Short cut backs, bbl. 200 lbs.. 50 00
Picked rolls, bbl., 200 lbs.—
Heavy 50 00
Lightweight 60 00
Above prices subject to daily fluctuations of the market.

**Cooked Meats
Are Selling**

Toronto.

COOKED MEATS.—A good steady demand is reported on cooked meats, particularly on ham and jellied meats. Prices remain the same as quoted last week.

Boiled hams, lb. 0 48 0 52
Hams, roast, without dressing, lb. 0 50 0 52
Shoulders, roast, without dress-
Head Cheese, 6s, lb. 0 12 0 14
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.

**Creamery Butter
Is 68 Cents Per Pound**

Toronto.

BUTTER.—The butter market remains firm. Fresh-made creamery butter is quoted at 68 cents per pound. Choice dairy butter is scarce and quoted at 56 to 59 cents per pound.

BUTTER—
Creamery prints (fresh made). 0 66 0 68
Dairy prints, fresh, lb..... 0 59
Dairy prints, No. 1, lb..... 0 56

**Shortening Market
Ruling Steady**

Toronto.

SHORTENING.—The shortening market remains unchanged at a price basis of 29 cents per pound for tierces. The demand is steady.

SHORTENING—
1-lb. prints 0 31½
Tierces, 400 lbs. 0 29

**Eggs Are
Inclined to Be Easier**

Toronto.

EGGS.—Supplies of fresh eggs are arriving more freely, and the market is showing an easier tendency. Fresh eggs in cases are quoted at 72 cents per dozen. Storage eggs are practically off the market.

EGGS—
No. 1 storage, doz. 0 72
Fresh 0 72
Fresh selects in cartons 0 76
Prices shown are subject to daily fluctuations of the market.

**Lard Remains
Unchanged**

Toronto.

LARD.—There is a good demand for lard. Prices are unchanged.

ONTARIO MARKETS

TORONTO, March 5—The market for produce and provisions show little change. Beef is arriving in better quality and live hogs are quoted at \$18.20 on the fed and watered basis. Butter, eggs and cheese have a tendency for an easier market. Poultry receipts are very light and the demand is greater than the supply.

**Dressed Meats
Remain Steady**

Toronto.

FRESH MEATS.—No changes are manifested in the fresh meat market. The quality of beef arriving has greatly improved, the best cuts bringing 25c per pound. Dressed hogs are quoted at \$25.00 per hundred.

FRESH MEATS
Hogs—
Dressed, 70-100 lbs., per cwt... 24 00 25 00
Live off cars, per cwt..... 19 50
Live, fed and watered, per cwt. 19 25
Live f.o.b., per cwt. 18 25
Fresh Pork—
Legs of pork, up to 18 lbs..... 0 31
Loins of pork, lb. 0 38
Tenderloins, lb. 0 50
Spare ribs, lb. 0 25
Pienies, lb. 0 26½
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 22 0 25
Front quarters, lb. 0 14 0 16
Ribs, lb. 0 24 0 28
Chucks, lb. 0 14 0 16
Loins, whole, lb. 0 32 0 36
Hips, lb. 0 20 0 22
Cow beef quotations about 2c per pound below above quotations.
Calves, lb. 0 22 0 26
Spring lamb, lb. 0 28
Yearling lamb 0 28 0 32
Sheep, whole, lb. 0 14 0 18
Above prices subject to daily fluctuations of the market.

Bacon and Hams
Are Unchanged
Toronto.
PROVISIONS.—The market for provisions show little change. Hams and bacon are firm and are in steady demand. Prices are unchanged.

HAMS—
Medium 0 34 0 36

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

*Margarine is
a Slow Seller*

Toronto.
MARGARINE.—The price of mar-
garine remains the same. Dealers re-
port a slow sale for this line.

MARGARINE—

1-lb. prints, No. 1	0 33½	0 33½
Do., No. 2	0 34	0 37
Do., No. 3	0 30	0 34½
Nut margarine, lb.	0 34	0 35

*No Changes
Reported on Cheese*

Toronto.
CHEESE.—The market for cheese is
still in an unsettled condition. Stocks
are heavy and the demand is only fair.

CHEESE—

Large	0 30	0 31
Selton	0 35	0 36
Twins 1c. higher than large cheese. Triplets 1½c. higher than large cheese.		

*Oysters Scarce;
Smoked Fish Also*

Toronto.
FISH.—The fish market is very active
these days. Supplies are being disposed
of nearly as fast as they arrive. Oysters
are scarce, but the situation is
expected to be relieved this week.
Smoked fillets are also scarce.

FRESH SEA FISH.		
Cod Steak, lb.	0 11	0 13
Do., market, lb.	0 4½	0 07
Haddock, heads off, lb.		0 00
Do., heads on, lb.		0 09
Halibut, chicken	0 15	0 20
Do., medium		0 19
Fresh Whitefish		
Fresh Herring		
Flounders, lb.		
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	0 22
Do., Qualla	0 10	0 11
Halibut, chicken		0 15
Do., medium	0 18	0 19
Do., jumbo	0 19	0 20
Whitefish, lb.		0 13
Herring		0 09½
Mackerel	0 12	0 13
Flounders	0 10	0 11
Trout	0 17	0 16
Pickarel, dressed	0 14	0 15
Smelts	0 15	0 25
Spanish Mackerel		0 30
Pike, round		0 05
Do., headless and dressed		0 05
SMOKED FISH		
Haddies, lb.	0 18	
Fillets, lb.	0 18	
Kippers, box	2 40	
Bloaters, box	2 25	
Ciscoes, lb.	0 20	

*Poultry Supplies
Are Very Light*

Toronto.
POULTRY.—Supplies of poultry are
very light and the demand is very heavy.
Nearly all the live hens are being
quickly grabbed up by the Jewish popu-
lation.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	\$0 35	\$0 45
Do., young, lb.	0 55	0 55

Roasters, lb.	0 27	0 30-0 37
Fowl, over 5 lbs.	0 40	0 40
Fowl, 4 to 5 lbs.	0 37	0 37
Fowl, under 4 lbs.	0 25	0 35
Ducklings	0 40	0 40
Geese	0 25	0 28
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 30	0 35

Prices quoted to retail trade:—

	Dressed	
Hens, heavy	0 42	
Do., light	0 28	0 40
Chickens, spring	0 28	0 40
Ducklings	0 34	0 45
Geese	0 33	
Turkeys	0 50	0 60

WINNIPEG MARKETS

WINNIPEG, March 5—The markets for produce and pro-
visions are firm and supplies on some lines are very
limited. Dairy butter is scarce and prices quoted higher.
Cheese is firm and in heavy demand. Fish is in active demand
and prices remain steady.

*Dairy Butter
In Scant Supply*

Winnipeg.
BUTTER.—Dairy butter is in very
scant supply. Creamery seems to be
more plentiful. Prices are unchanged
for creamery.

BUTTER—

Finest creamery, 1s	0 65
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

*Cheese Market
Is Unchanged*

Winnipeg.
CHEESE.—Cheese is very steady.
Price remains unchanged, but firm. De-
mand is reported good and supplies fair.

CHEESE—

Ontario, large, per lb.	0 33
Do., Twins, per lb.	0 33½
Do., Triplets, per lb.	0 34
Manitoba, large, lb.	0 30
Do., Twins, per lb.	0 30½

*Lard Steady;
Market Unchanged*

Winnipeg.
LARD.—Lard remains unchanged.
Prices are slightly easier.

PURE LARD—

1 lb. Bricks	0 34
No. 3 Pails, 20 to case	19 20
No. 5 Pails, 12 to case	19 13

No. 10 Pails, 6 to case	19 05
20-lb. Wooden Pails, each	6 70
Tierces, per lb.	0 31

*Fish is in
Active Demand*

Winnipeg.
FISH.—Fish remains in heavy de-
mand. Supplies are good. Prices are
very steady, with practically no changes.

FRESH FROZEN FISH

Black Cod, lb.	0 14
Brills, lb.	0 09½
Herring, Lake Superior, 100-lb. sacks, new stock	
Halibut, cases 300 lbs., chicken	0 17
Halibut, broken cases, chicken	0 18
Jackfish, dressed	0 10
Pickarel, case lots	0 13
Salmon, Cohoe, full boxes, 300 lbs.	0 20½
Do., Cohoe, broken cases.	0 21½
Do., Red Spring, full boxes.	0 23½
Do., Red Spring, broken cases.	0 24½
Soles	0 09½
Baby Whitefish or Tulibeas.	0 09½
Whitefish, dressed, case lots.	0 12½
Whitefish, dressed, broken cases.	0 13½
SMOKED FISH	
Bloaters, Eastern National, case.	2 60
Do., Western, 20-lb. boxes, box	2 40
Haddies, in 30-lb. cases, lb.	0 15
Do., in 15-lb. cases, lb.	0 16
Kippers, East. Nat., 20 count, per count	2 40
Do., Western, 20-lb. boxes, box	2 30
Fillets, 15-lb. boxes, box	0 20
SALT FISH	
Steak Cod, 2s, Seely's, lb.	0 16
Acadia Strip Cod, 30-lb. boxes, lb.	
Acadia Cod, 12-2s, wood boxes, lb.	0 16
Acadia Cod, 20-1s, tablets, lb.	0 16
Holland Herring, Milkers, 9-lb. pails, per pail	1 35
Do., Mixed, 9-lb. pails, per pail	1 25
Labrador Herring, 100-lbs. bbls., per bbl.	8 50

VANCOUVER MARKETS

VANCOUVER, March 5—The produce and provision mar-
kets show little change this week. Fresh meats are ruling
at firm prices. Butter and eggs are easier and further
declines are expected shortly. Cheese is steady. Pure lard
is quoted at 36 cents per pound.

*Fresh Eggs Are
63 Cents Per Dozen*

Vancouver.
EGGS.—The market for eggs is de-
cidedly weak; a decline of 2 cents per
dozen is noted this week. Further de-
clines are expected shortly.

*Cheese is
32 Cents Per Pound*

Vancouver.
CHEESE.—There is a good demand

for cheese, and quotations are ruling
steady at 32 cents per pound.

*Butter Market
Reported Easier*

Vancouver.
BUTTER.—While no change has oc-
curred in the price of butter, the market
is very unsettled, and quotations are ex-
pected to be lower. Fresh creamery
butter is quoted at 70 cents per pound.



THIS is
A Real Quality Product—
Davies Pure Lard

“Quality”: Something that every dealer wants. Something every housewife demands. Something we have and something we can give you.

Davies Pure Lard measures up in quality to the highest standard set for Canadian Pure Lard. It is fine in texture, smooth of grain and white in color.

You will find it well worth your while to feature Davies Pure Lard, for, when once taken into a home, it is asked for again.

Can be had in convenient packages for household use. 10-lb., 5-lb. and 3-lb. pails, or in 1-lb. sanitary cartons.

Write us direct, or, if our salesman is calling upon you, give him your order.

Special attention always given orders received by mail.

THE **DAVIES** COMPANY
 WILLIAM **DAVIES** LIMITED
 TORONTO

MONTREAL

CHICAGO



Brunswick Brand Sea Foods

*Make this Brand of Fish Food your leader through the
LENTEN SEASON*



Display them on your Counters.

Display them in your Windows.

Display Brunswick Brand in your Ad-
vertisements.

Recommend Brunswick Brand to your
Trade.



MR. GROCER, Educate your Clerks
to the value of Brunswick Brand Fish
Foods. The more information your
clerks have about these Fish Products
the more profits for you. All Canadian
Products, excellent quality and reliable.

*Be sure your Stock is complete. Now is the time for Big Sales.
Order from your wholesaler.*

Connors Bros., Limited

Black's Harbor, N.B.



For Your Easter Trade

ARMOUR'S Veribest Ham *The Ham What Am*

Easter is the beginning of the big ham-consuming season. *Veribest* Ham —The Ham What Am—introduced a few years ago—has already established such a favorable reputation that to-day it is a big seller wherever handled.

Veribest Ham has a firm grain, an appetizing appearance — and the stockinet covering definitely retains the original fine flavor and prevents shrinkage.

Take advantage of this sales opportunity — stock *Veribest* Ham as a special Easter offering. Write us for prices—or ask the Armour salesman to give you additional details.

ARMOUR AND COMPANY

General Offices and Plant:
Hamilton, Ontario

Branch Offices:
Toronto
Sydney, N.S.

Montreal
St. John, N.B.

M
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M
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“The Greatest Seller of Its Kind in the World”

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

CANADIAN DISTRIBUTORS:

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

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec



SALT PLANT, WINDSOR, ONTARIO

Windsor
Table
Salt
Made in Canada

—beats them all in quality—beats them all in clever advertising that helps the Grocer to make more sales.

THE CANADIAN SALT CO., LIMITED

Something New in Appetizers



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

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

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

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

Satisfied Customers Build Bigger Business

When you sell "Easifirst" you sell the quality that satisfies. Every housewife who buys it from you becomes a permanent customer.

Make sure that you can always supply it.

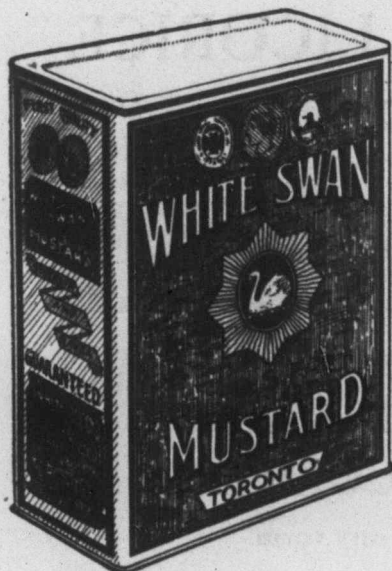
It will pay.

Phone Junction 3400

GUNNS LIMITED
WEST TORONTO



"It Has the Nip"



"WHITE SWAN" PANCAKE TIME

White Swan Pancake Flour has proven a quick selling, highly profitable line for Canadian grocers and women have learned that White Swan Brand is an absolute guarantee of delicious Pancakes, Muffins, etc.



White Swan Mustard needs no introduction. This famous brand is daily increasing in popularity. It is a Made-in-Canada brand that is far superior in strength and quality to all imported lines. Attractively packed in

1/4 pounds	\$2.25
1/2 pounds	4.00

See our advertisements in the daily papers.

White Swan Spices and Cereals, Limited
Toronto, Canada

It's Profitable Because—



**100%
PURE**

**COSGRAVE'S
PURE MALT
Vinegar**

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

RETAILS

15c and 25c

WELL ADVERTISED

Write us or ask your jobber for trade prices.



**A New Drink
Champagne de
Pomme**

Made from the juice of Canadian apples. A most delicious and refreshing drink.

Put up in pints, bottles or splits.

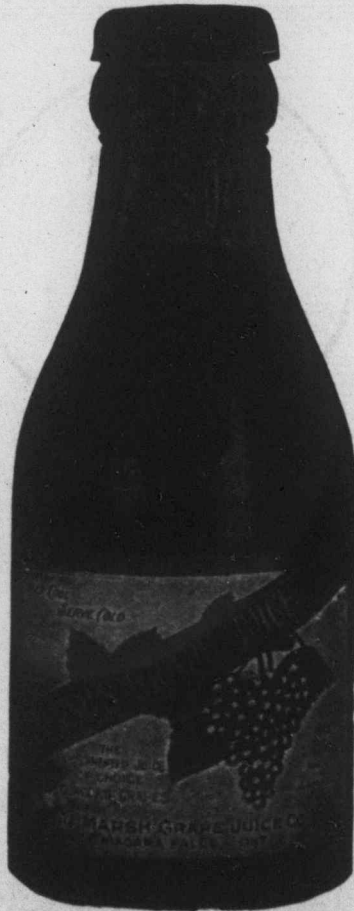
Every grocery store in Canada can sell this delicious beverage.

Packed 2 doz. to the case.

Order from your wholesaler or direct to

Cie Canadien Importations

140 St. Catherine St. E., Montreal



**Luscious
Concord
Grapes**

full-ripened and juicy give Marsh's Grape Juice that peculiar "personality" of flavor that wins repeat orders from every trial. Marsh's superb Grape Juice is a good Grape Juice to sell. The profits are worth while and the customer-pleasing qualities it possesses wins lasting satisfaction.

**The Marsh Grape
Juice Company
NIAGARA FALLS, ONT.**

Agents for Ontario, Quebec and Maritime Provinces:

**The McLaren Imperial
Cheese Company Limited
Toronto and Montreal**

**Y & S
STICK LICORICE
in 10c Cartons**



Everything in Licorice for all

**Industries using
LICORICE**

in any form.

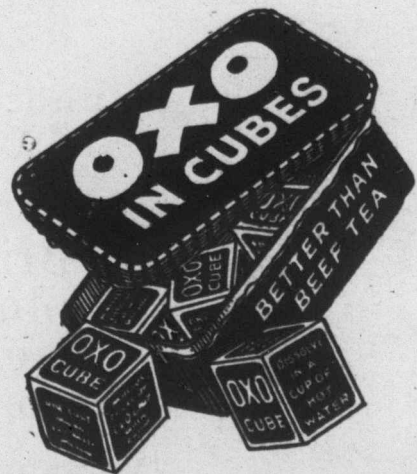
Made in Canada by

**National Licorice Company
MONTREAL**

Selling by the million!

Are you taking advantage of the big trade boom? The demand for OXO CUBES is growing day by day and is extending to every corner of the country. Get your share before the winter is out. There must be hundreds in your town or city who would become buyers of Oxo Cubes. Handy—cheap—and good,—they make an immediate and irresistible appeal to all classes—rich and poor alike.

The Cubes that sell



OXO Limited

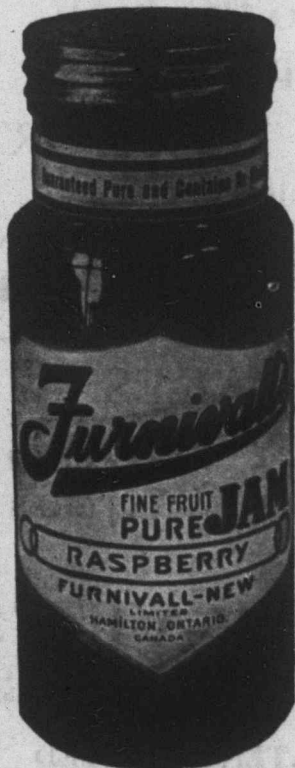
Montreal
356 St. Antoine Street

Toronto
441 King Street West

Winnipeg
203 Bon Accord Block

Your Jam Business

will show a steady, profitable increase if you recommend



Furnivall's
FINE FRUIT
PURE JAM

to your customers and feature it in your displays.

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: 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.

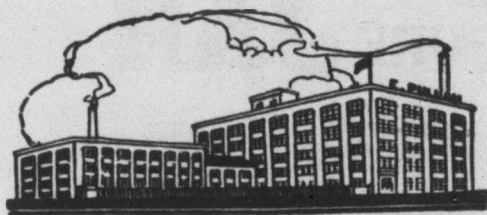
Sell Us Your

JUTE SUGAR

-BAGS-

AND COTTON LINERS

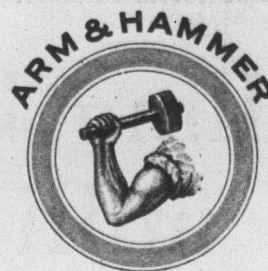
We'll pay you the highest price for them in any quantities, small or large. Just gather them together to-day, tie them up and put a tag on them.



Scientific Reclamation of Commercial Waste

E-PULLAN

TORONTO



The easy way

No time lost wrapping and tying up parcels if you sell

Arm and Hammer Brand

Sal Soda put up in handy, attractive cartons of 2½ lbs. each. There are 36 packages to the box.

Have your jobber send you a supply

Church & Dwight, Limited
Montreal

Owing to the high
freights prevailing
CONTINUE TO IMPORT
supplies of

SPRATT'S

DOG CAKES

POULTRY FOODS

CANARY & PARROT MIXTURES

Etc.,

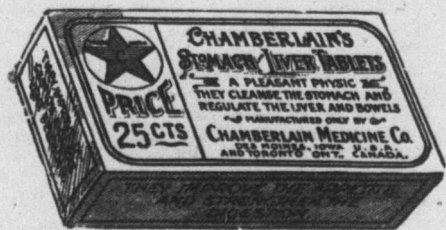
through **SPRATT'S**

PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED

24-25 Fenchurch St., London, E.C. 3, Eng.

Chamberlain Remedies are steady, profitable sellers



The name "Chamberlain" stands for reliable remedies and good, fair profits.

You can safely recommend these popular remedies to your customers and rely on their curative properties to win absolute satisfaction and goodwill.

Chamberlain Family Remedies are free from harmful drugs, and are most natural and effective in their action. There are a number of Chamberlain Medicines—each one a good profit-earner. Send for our booklet containing price list. You'll find them quick sellers.

Chamberlain Medicine Co., Limited
TORONTO



**Canada
Beaver
Brand
Brooms**

Broom Perfection

are made by skilled workmen from the finest materials obtainable. The brush is made from the highest grade Corn and the handles from flawless maple of unusual strength and lightness.
Household Brooms—10 Different Grades.
Toy Brooms—3 Different Grades.
Whisks—10 Different Grades.
Warehouse Brooms—A Specialty.

Make out a trial order to-day.

The Canada Broom & Brush Co., Ltd.
RIDGETOWN, ONT.

Sales Manager—M. Webber, London, Ont.

Western Sales Agency—Messrs. Nicholson-Rankin, 707-708
Federation Life Building, Winnipeg, Man.

Toronto Agents—Messrs. Scott & Thomas, Foy Bldg., 32
Front St. West, Toronto, Ont.

Sani-Flush

(TRADE MARK REGISTERED)

Closet Bowl Cleaner

With Sani-Flush it is easy to perform the otherwise unpleasant and discouraging task of cleaning the water-closet.

Stains and sediment which form in the closet bowl are dissolved by Sani-Flush. The bowl is made as white, sanitary and odorless as new.

You accommodate your customers when you sell Sani-Flush.

Harold F. Ritchie & Co.
LIMITED

10-12-14 McCaul St.

TORONTO, ONT.



Enquiry Department

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

SHOW CASE MANUFACTURERS

Would you kindly let me know the address of show case manufacturers and also of second-hand dealers in Toronto.—E. Caumartin, Penetang, Ont.

Answer.—Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.; Sherer-Gillett Co., Guelph, Ont.; Thos. Lewis Arnett, Souris, Man.; Ontario Case & Fixture Co., 20 Beverley St., Toronto, Ont.; Cameron & Campbell, 578 Queen St. E., Toronto, Ont.; Canada Show Case, 819 King St. W., Toronto, Ont.; Jones Bros. & Co., Toronto, Ont.; Duluth Show Case Co., Duluth, Minn.; W. A. Andrews, 12 Elm St., Toronto, Ont.; Beverly Store Fixture Co., 40 Cummings St., Toronto, Ont.; Kent-McClain, Queen St. and Carlaw Ave., Toronto, Ont.; W. G. Price, 1521 Davenport Road, Toronto, Ont.; Second Hand O.K. Office Furniture Co., 90 Wellington St. West, Toronto, Ont.

EGGS IN COLD STORAGE

Would it be possible for you to ascertain the approximate number of carloads of eggs held in cold storage in Toronto about Feb. 1st?—Subscriber.

Answer.—Storage eggs held in Toronto on Feb. 1st, 1920, were 1,633 cases of 30 dozen each. One car is about 450 cases.

If possible we would like you to please give us the names of the Canadian wholesale manufacturers of the following merchandise: Spice, lard substitute, paints and varnish.

Answer.—These lists have been sent.

SOLUBLE CASEIN

What is soluble casein and where can we procure it, also certified yellow color?—Hunstein & Wittich, Cargill, Ont.

Answer.—Soluble casein is used in making cheese and can be purchased from Lyman Bros., Limited, 71 Front St. E., Toronto, Ont. Certified yellow color from Chr. Hansen's Laboratory, 201 Church St., Toronto, Ont.

LABOR-SAVING DEVICES

Please advise us the names of manufacturers or agents who handle hotel or kitchen labor-saving devices, such as mechanical dishwashing machines, potato, apple and vegetable peelers.—Algoma Steel Corporation Ltd., Sault Ste. Marie, Ont.

Answer.—Mechanical dishwashing machines may be purchased from Canadian General Electric Co., King St., Toronto, Ont.;

potato, apple and vegetable peelers from Canadian Potato Machinery Co., Galt, Ont.; Aspinwall Mfg. Co., Guelph, Ont. Jobbers for all lines of hotel and kitchen labor-saving devices: E. Sparrow, Church St., Toronto, Ont.; Malleable Iron Range Mfg. Co., King St., Toronto, Ont.

Grocers in Bobcaygeon

Please send me the name of a grocer in Bobcaygeon, Ont.

Answer.—A. R. Croft, grocer and confectioner; Charles G. Edgar, grocer and butcher.

Agents of Carnation Milk

Will you please advise us the name of the agents of Carnation Milk in Toronto.—New Subscriber.

Answer.—R. S. McIndoe, Wellington St. E., is the agent in Toronto for this product.

Price on Prunes

Please give me information on the following: Prunes, 10c, 40x50; 25s, 40x50; 10s, 60x70.

Answer.—Opening price on prunes Dec. 1, 1920 (Toronto): 90-100, 16%; 80-90, 17%; 70-80, 21½; 6-70, 22; 50-60, 24; 40-50, 27; 30-40, 31. There was quite a variation on the opening prices quoted by different wholesalers, caused by the different dates of arrival of goods and the daily fluctuation in United States exchange. The above prices are a fair average.

TEA IMPORTATIONS

How many pounds of tea were imported into Canada in 1918?—Reader.

Answer.—For fiscal year ending March 31, 1919, figures are: from British Empire, 4,275,829 lbs.; from foreign countries, 12,898,450 lbs., total, 17,174,279 lbs. This does not indicate that only 17,000,000 lbs. were drunk in that year. Our normal tea consumption in one year is about 40,000,000 lbs. A lot of tea came to Canada the previous year—58,000,000 lbs.—but this was due to an anticipated shortage.

INFORMATION FOR A DEBATE

To prove: That Canada would be more prosperous under the present system of protection than under the policy of free trade. Please reply in the affirmative.

N.B.—As this is for a debate I would appreciate as much information as possible.—Ryley & Son, Bethany, Ont.

Answer.— This information has been mailed direct.

WHERE TO BUY SYRUP PUMP

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

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

NATIVE WINE MANUFACTURERS

Will you kindly advise me address of a firm in Toronto who sells native wine? I got the address of a firm but mislaid it. Of course this is legitimate under the O.T. Act, as I bought it last winter.—Edward Tuffy, Cobden, Ont.

Answer.—We are giving you the following names to get in touch with: The Coleman Co., Ltd., 67 Portland St.; L. A. Kirkland, 36 Dundas St.; J. J. McLaughlin Limited, 145 Sherbourne St.; O'Keefe Brewery Co., Gould St.; Gingello Limited, 29 Temperance St.; Dominion Brewery Co., Limited; S. Patterson & Co., 318 Berkeley St.; Salisbury Ginger Beer Co., 200 Dalhousie St.; Chas. Wilson Limited, 519 Sherbourne St.; Home Comfort Specialty Co., 877 Queen St. West; Ontario Wine Co. .

PEANUT ROASTERS

Kindly give me the names of firms manufacturing peanut roasters.—A. T. Logan, Lyons Brooks, N.S.

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

QUEBEC USES MORE FISH

MONTREAL. — That there is an increased consumption of fish in the Province of Quebec is indicated by the Montreal trade. "Small points that we never sold any fish to before," said a prominent fish importer to CANADIAN GROCER, "have been ordering from us this winter, and trade this year has been very good; better, in fact, than for years. Prices are reasonable this year, and the trade seems to be realizing that fish is a good food, and that more and more of it should be used.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers
INFORMATION WANTED

Date.....1920..

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

Address

.....

.....

.....

No More Handle Troubles

The New Patent "Never Strip Metal Thread Handle"

A Big Sales Argument for Keystone Brushes

This new Metal Thread Handle furnishes the grocer with the strongest possible argument in favor of Keystone Brushes. It is not too much to say that this handle with its Metal Thread which cannot wear off, will sell the brush.

Two other points you have probably noticed: the finer finish of the wooden backs of Keystone Floor Brushes and the thicker filling of best quality bristles.

No additional charge for Metal Thread handles with Keystone Brushes.

**STEVENS-HEPNER
COMPANY, LIMITED**
PORT ELGIN, ONTARIO



Note the handle, metal thread, and ferrule—shown separately

No more wood threads, to wear off and allow the brush to drop from the handle.

Easter Eggs

Solid, to retail at 5 and 10c. each

Hollow, decorated at 5, 7, 10, 20, 25, 35, 50, 75c, \$1.00 and \$2.00.

Quantity limited.

Quality and value the best.

Send in your order, or write for prices

Chas. Lauder Co.

97 ONTARIO STREET
TORONTO

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.

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

The Formula for
MAGIC

was a result of the life-time experience of a practical laundry-man.

It Loosens The Dirt

ABSOLUTELY HARMLESS TO FABRICS

The Herald Brokerage Company, Winnipeg & Calgary



Tell Your Customers How To Take
The Grief Out Of Washday

Sell Them

"MAGIC"
WASHING TABLETS

Six
Washes for a
Quarter

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

SEASON 1919

Many of the restrictions upon the exportation of our productions during the war have now been removed, and others are about to be rescinded.

We hope shortly to again be able to ship to our Canadian friends our

"Old English Xmas Pudding," packed in tins and basins.
Silver Medal. Cream Stilton Cheese.

Particulars and enquiries from Hamblin Brereton, 256 Lemoine St., Winnipeg; Chapman, Montreal

TUXFORD & NEPHEWS, MELTON MOWBRAY, ENGLAND



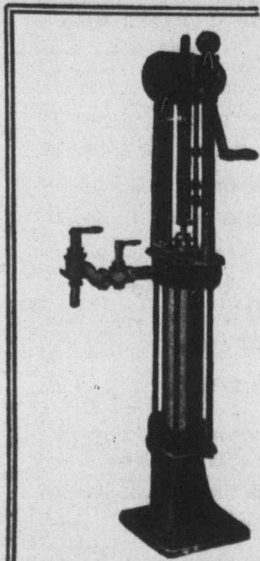
Profit in Cleanliness

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.

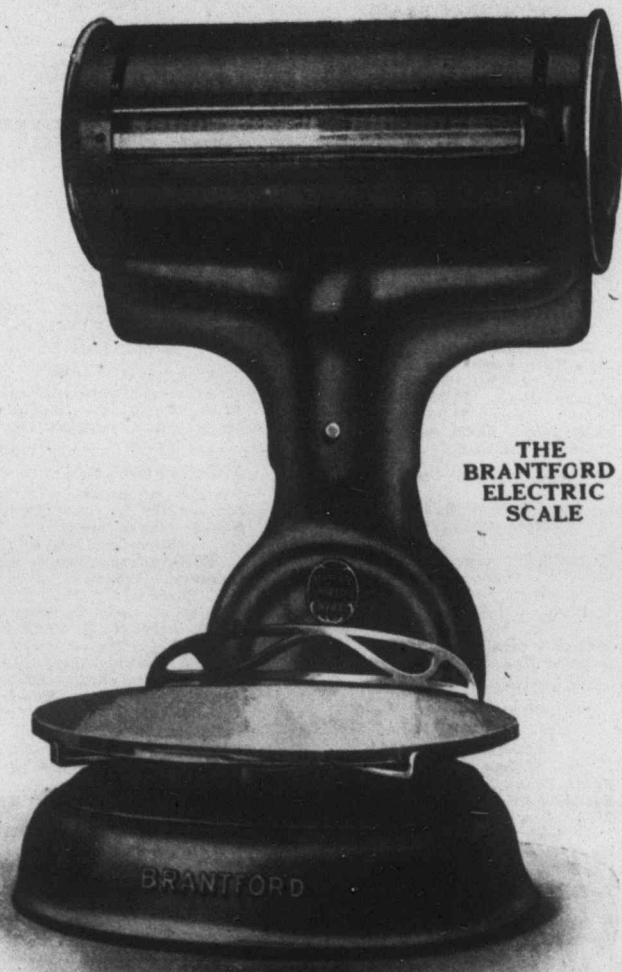
Bowser pumps are accurate, clean and economical.

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.



THE
BRANTFORD
ELECTRIC
SCALE

Brantford Computing Scales

(Made-in-Canada)

These all-Canadian-made Scales are the "last word" in accuracy and scale perfection.

Every working part is enclosed to insure protection from dirt and meddlers, thereby insuring long life and accurate service. Every scale is agate bearing throughout—computes instantly, is handsomely finished and easily cleaned.

There is a Brantford Scale made for every purpose and everyone is backed by our reputation to be the most complete and perfect piece of scale mechanism ever assembled. Write us for particulars.

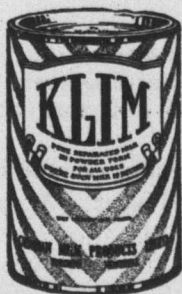
**Brantford Computing
Scale Co.**
BRANTFORD, CAN.

More Klim Will be Sold This Year than Ever Before

because more people, every day, are learning that Klim is more economical, convenient, and time-saving than any other form of milk. They appreciate "the natural milk flavor" because Klim is not boiled or cooked in the process which removes the water, and has no added sweetening.

The many ways in which Klim can be used, in place of the more expensive milk, as well as its convenience and keeping qualities, make it a daily necessity in the home.

Keep a good stock of Klim in the 3 sizes—10-pound, 1-pound, and ½-pound tins



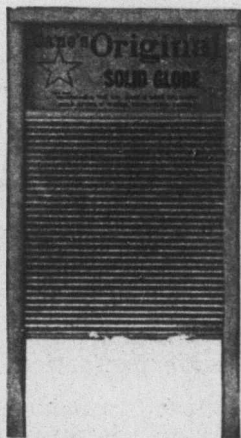
**Canadian
Milk Products
Limited**

Toronto

Winnipeg, Montreal, St. John

Cane's Washboards

*Built to last
a lifetime*



Skilled workmanship and the very best of materials are a guarantee of long and satisfactory service.

Try a small display to prove that they are good sellers.

The profit from this first order will convince you that Cane's Washboards are worth handling.

Write to-day.

Wm. Cane & Sons Co.
LIMITED
NEWMARKET, ONTARIO

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	Per doz.
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 pall	0 95
5's Tin, 6 pails in crate, per	
pail	1 18
7's Tin or Wood, 6 pails in	
crate	1 64
30's Tin or Wood, one pall in	
crate, per lb.	0 23

PORK AND BEANS "DOMINION BRAND"

Individual Pork and Beans,	Per doz.
Plain, 75c, or with Sauce,	
4 doz. to case	\$0 85
1's Pork and Beans, Flat,	
Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat,	
Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall,	
Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall,	
Tomato or Chili Sauce, 4	
doz. to the case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 37½
2's Pork and Beans, Plain,	
2 doz. to the case	1 50
2's Pork and Beans, Tomato	
or Chili Sauce, Tall, 2	
doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 55
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

½ Pts., Aylmer Quality	Per doz.
12 oz., Aylmer Quality	\$1 80
	2 55
	Per jug
Gallon jugs, Aylmer Quality	\$1.65
	Per doz.
Pints, Delhi Epicure	\$2.75
½-Pints, Red Seal	1.25
Pints, Red Seal	1 90
Qts., Red Seal	2.40
Gallons, Red Seal	6.45

BORDEN MILK CO., LTD.,

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

CONDENSED MILK

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

EVAPORATED MILK

St. Charles Brand, Hotel, each	
24 cans	\$7 15
Jersey Brand, Hotel, each 48	
cans	7 15
St. Charles Brand, tall, each 48	
cans	7 25
Jersey Brand, tall, each 43	
cans	7 25
Peerless Brand, tall, each 48	
cans	7 25
St. Charles Brand, Family, 48	
cans	6 25
Jersey Brand, Family, each 48	
cans	6 25
Peerless Brand, Family, each	
48 cans	6 25
St. Charles Brand, small, each	
48 cans	3 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.	Per case
in case)	4 20
Cooker Brand Popping Corn	
(3 doz. in case)	4 20

COLMAN'S OR KEEN'S MUSTARD

D.S.F., ¼-lb.	Per doz. tins
D.S.F., ½-lb.	\$2 90
D.S.F., 1 lb.	5 30
F.D., ¼-lb.	10 40

Durham, 1-lb. jar, each	Per jar
Durham, 4-lb. jar, each	\$0 40
	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 10½
100-lb. kegs, No. 1 white	0 10½
200-lb. bbls., No. 1 white	0 10½
40 lbs., Edwardsburg Silver	
Gloes, 1-lb. chromo pkgs.	0 12½
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 10½
20 lbs. Casco Refined Potato	
Flour, 1-lb. pkgs.	0 16
(20-lb. boxes, ¼c higher, except potato flour.)	



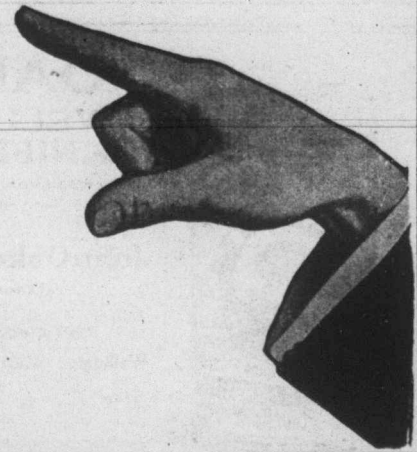
BRODIE & HARVIE'S XXX SELF-RAISING FLOUR.

will reward your customers' baking efforts with perfect results. For making delicious pancakes, tempting muffins, biscuits, etc., it is without a "peer." Grocers find it a good flour to sell—a uniform flour that never varies—a flour of no regrets.

Steady sales—good profits

There is a good, steady sale for Brodie's Self-Raising Flour and the profit margin is exceptionally good. It's a fine business-builder and a line you'll be proud to sell.

Brodie & Harvie, Limited
Bleury Street, Montreal



Malcolm Milk Products

There are three things you can always count on when you fill your customers' needs with Malcolm Milk Products—complete satisfaction, goodwill and an excellent profit.



You cannot feature three more dependable sellers than Malcolm's. Try a good display of these "All-Canadian" leaders and see what handsome profits they will net you.



Malcolm lines have "made good" with Canadian housewives through sheer merit and purity. Rich, pure milk and sanitary methods in

manufacturing, combined with Canadian skill, have made these All-Canadian lines the accredited leaders in their respective fields.



The Malcolm Condensing Co., Limited
ST. GEORGE, ONTARIO



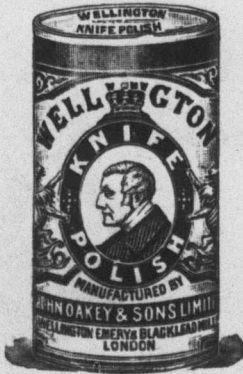
The American Palate
Craves the Maple Taste

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



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.

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.

Order from your Jobber

STAR BRAND

COTTON
CLOTHES LINES,
ROPE AND
WRAPPING TWINES

Manufactured in Canada

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case... 5 45
5-lb. tins, 1 doz. in case... 6 95
10-lb. tins, 1/2 doz. in case... 5 75
20-lb. tins, 1/4 doz. in case... 5 70
(Prices in Maritime Provinces 10% per case higher.)
Barrels, about 700 lbs. 0 00 1/2
Half bbls., about 350 lbs. 0 00 1/4

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case... 5 05
5-lb. tins, 1 doz. in case... 6 55
10-lb. tins, 1/2 doz. in case... 6 25
20-lb. tins, 1/4 doz. in case... 6 20
(5, 10, and 20-lb. tins have wire handles.)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz... \$1 75

INFANTS' FOOD

MAGOR, SO N & CO., LTD.

Robinson's Patent Barley— Doz.
1-lb. \$4 00
1/2-lb. 2 00
Robinson's Patent Groats—
1-lb. 4 00
1/2-lb. 2 00

BLUE

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

NUGGET POLISHERS

Den.
Pelish, Black, Tan, Toney Red and Dark Brown \$1 15
Card Outfits, Black and Tan. 4 25
Metal Outfits, Black and Tan. 4 25
Creams, Black and Tan. 1 25
White Cleaner 1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 10s, 8s. \$1 30
Bobs, 12s 1 15
Currency, 12s 1 15
Stag Bar, 9s, boxes, 6 lbs. 1 00
Pay Roll, thick bars 1 30
Pay Roll, plugs, 10s, 5-lb. 1/2 caddies 1 25
Shamrock, 9s, 1/2 cadd., 12 lbs., 1/4 cadd., 6 lbs. 1 25
Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes 1 00
Forest and Stream, tins, 9s, 2-lb. cartons 1 44
Forest and Stream 1/2s, 1/4s, 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, 5 lbs. 1 25

COCOA AND CHOCOLATE

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

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. \$5 80
Perfection, 1/2-lb. tins, doz. 1 60
Perfection, 1/2-lb. tins, doz. 3 00
Perfection, 10s size, doz. 1 15
Perfection, 5-lb. tins, per lb. 0 42
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box, doz. 3 25
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. 0 28

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. 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, 1/4s, 6-lb. boxes 0 36
Eagle Chocolate, 1/4s, 6-lb. boxes, 25 boxes in case... 0 36
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case 0 36
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 36
Diamond Crown Chocolate, 25 cakes in box 1 25

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 20 boxes in case, per lb. \$0 47
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. 0 47
Lunch Bars, 5-lb. boxes, 20 boxes in case, per lb. 0 47
Coffee Drops, 5-lb. boxes, 20 boxes in case, per lb. 0 47
Chocolate Tulips, 5-lb. boxes, 20 boxes in case, per lb. 0 47
30 boxes in case, per lb. 0 47

No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 47
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. 0 43
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. 0 43
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 43
No. 1 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 43
No. 2 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 43
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 43
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 40
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per box 2 25
Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per box 2 25
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb. 0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box 2 45
Fruit and Nut Milk Chocolate Slabs, per lb. 0 47
Milk Chocolate Slabs, with Assorted Nuts, per lb. 0 47
Plain Milk Chocolate Slabs, per lb. 0 47

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., 1/2 doz. in box, per doz. 06 00
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz. 3 20
Assorted Chocolate, 1 lb., 1/4 doz. in box, per doz. 6 00
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz. 3 20
Chocolate Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 25
Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 25
Active Service Chocolate, 1/4s, 4-lb. box, 24 boxes in case, per box 2 06
Triumph Chocolate, 1/4s, 4-lb. boxes, 25 boxes in case, per box 2 06
Triumph Chocolate, 1/2-lb. cakes, 4 lbs., 36 boxes in case, per box 2 06
Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross 1 10
120-1c Milk Chocolate Sticks, 60 boxes in case. 0 90

W. K. KELLOGG CEREAL CO.

Kellogg's Toasted Corn Flakes, Waxtite 4 10
Kellogg's Toasted Corn Flakes, Ind. 2 00
Kellogg's Dominion Corn Flakes 4 15
Kellogg's Dominion Corn Flakes, Indiv. 2 00
Kellogg's Shredded Krumbles, 3 50
Kellogg's Shredded Krumbles, Ind. 2 00
Kellogg's Krumbled Bran 1 25

BRODIE AND HARVIES

XXX Self-Raising Flour, 6 lbs. packages, do. 0 00
Do., 3 lbs. 3 05
Superb Self-Raising Flour, 6 lb. 5 20
Do., 3 lbs. 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, 1 1/2 lb. pack., doz. 1 50

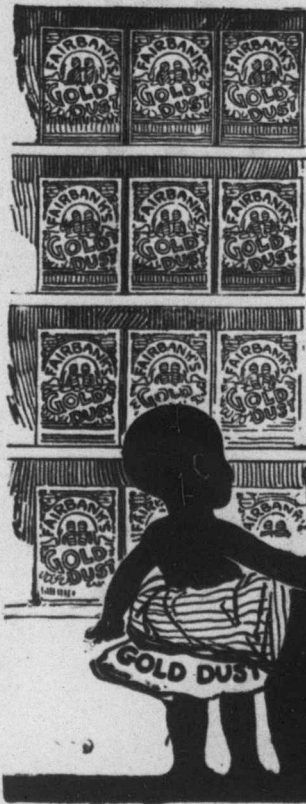
BLACKWOODS' BAKING POWDER

Per doz.
6-oz. tins, 4 doz. to case... \$ 1 50
12-oz. tins, 4 doz. to case... 2 25
16-oz. tins, 4 doz. to case... 3 50
Qt. Scales, 1 doz. to case... 5 00
2-lb. tins, 1 doz. to case... 6 50
5-lb. tins, 1 doz. to case... 10 50

CORDIALS

Black Cherry St. Judin Claret
Mondago Port Grape Wine
Hot Todd Ginger Wine
Sloe Gin Crown de Menthe
Packed 1 doz. qts. to case.
Per case \$4 50
Bulk, per gallon 1 25

Help yourself to the profits!



Put Gold Dust packages
where your customers can
see them.

We can't do it all. Our advertising makes women *want* Gold Dust. They will *buy* when they see it on your shelves.

Gold Dust is "Made in Canada" and advertised in Canada. It's a money maker for you.

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL

Why You Should Feature

KING GEORGE'S NAVY

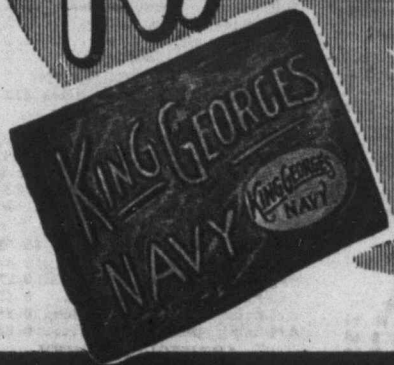
Open a Tobacco Department

Devote a little corner of your store to the featuring of quality tobaccos and prove what a money-making line tobacco really is.

A little effort on your part will pull you many extra dollars by putting tobacco on the weekly grocers' list.

There is no surer way to give your tobacco department the right start than by featuring KING GEORGE'S Navy, the popular chew of the critical man.

The profits are good.



Handled by
the Wholesale
Trade

Rock City Tobacco Co., Ltd.

CHICKEN HADDIES

(Lily Brand) (Registered)

will be the favorite dish during Lenten Time. Good taste and appetizing flavor. Recommend them to your customers.

Packed at Canso, N.S., by the
Maritime Fish Corporation
Limited

Head Office and
Sales Department, Montreal

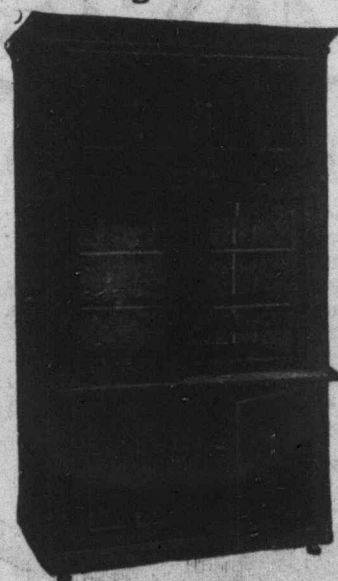
Plants at Canso, N.S.
and Digby, N.S.

Packers of the celebrated **MAPLE LEAF**
Canned Codfish Flakes

ARCTIC

The Safe Refrigerator

First of all the Arctic principle of Cold Dry Air Circulation is basically right for the perfect preservation of perishables, and then — Arctics are built so well that many are still saving food and ice and profits after forty or more years of good service. There are Arctics in size and price exactly to fit your requirements. Write today for free catalogue and prices.



JOHN HILLOCK & CO., LIMITED

Office, Showrooms and Factory: 154 GEORGE ST., TORONTO
AGENCIES: A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B. C.

LIQUEURS		Sv. Gherkin, 2 1/4-lb. tins..... 4 50	
H. T. Special	Ginger	Dills, 2 1/4-lb. tins..... 2 50	
Crema de Menta	Black Cherry	Kraut, 2 1/4-lb. tins..... 1 90	
Hot Toddy	Port	PICKLES IN BULK	
Grape	Claret	Spring Top Gallen Jars	
Sloe Gin	Trench Rum	Sr. Mix	\$1 10
Packed 1 doz. qts. to case. Per case.....	86 20	Chow	1 25
Bulk, per gallon.....	2 00	Sv. Mix	1 40
CONCENTRATED FRUIT CORDERS		Dills	1 10
Orange	Cherry	Pails 1 gal. 5 gal. 5 gal.	
Peach	Loganberry	Sr. Mix.....	\$1 40 \$2 00 \$4 00
Lemon	Strawberry	Chow	1 45 2 25 4 00
Grape	Raspberry	Sv. Mix	1 70 4 25 6 50
Blackberry	Per doz.	RELISHES	
Packed 24, 2 1/4-lb. tins to case.....	67 20	Home Radish, 10-oz. bottle.....	\$2 40
Apple, pkd. 24, 2 1/4-lb. tins to case.....	7 40	English Pickle, 8-oz.	2 25
EXTRACTS		RASPBERRY VINEGAR, HEAVY SYRUP	
Blackwoods' Government Standard		Packed 1 doz. Qts. to case.....	\$5 50
All flavors. Per doz.—		Packed 2 doz. Pts. to case.....	3 25
2-oz. 2 1/2-oz. 4-oz. 8-oz. 16-oz.		Packed in bbls., 6 doz. Qts....	5 25
\$1 75 2 00 2 25 5 75 11 25		Packed in bbls., 10 doz. Pts....	3 00
Heather Brand. Fifty per cent. over		BRAMBLE BRAND RASPBERRY VINEGAR	
Government Standard. Per doz.—		Packed 1 doz. Qts. to case.....	\$4 00
2-oz. 2 1/2-oz. 4-oz. 8-oz. 16-oz.		Packed 2 doz. Pts. to case.....	3 50
\$2 25 2 00 4 25 7 50 14 00		Packed in bbls., 6 doz. Qts....	3 25
OYSTER COCKTAILS		Packed in bbls., 10 doz. Pts....	2 25
Pimento Stuffed, 24, 8-oz. to case.	2 00	SAUCES	
Packed 5-doz. 4-oz. bottles to case.....	30 25	Gravy Sauce, 1/2-pt. bottles.....	\$2 50
OLIVES		B.B. Sauce, 1/2-pt. bottles.....	2 25
Queens, packed 24, 8-oz. to case.....	\$2 20	Worcester, 1/2-pt. bottles.....	1 40
Queens, packed 24, 16-oz. to case.....	3 25	Worcester, pt. bottles.....	2 00
Pimento Stuffed, 24, 16-oz. to case.	4 50	Mustard, 4-oz. bottles.....	0 90
BLACKWOODS' DE LUXE		TOMATO BOUILLON	
PICKLES		Packed 1 doz. qts. to case. Case.....	\$12 00
Ons. 10 16 18 20 Qts.		VINEGAR	
Sr. Mix. ..	2.25 3.15 3.35 3.75 4.60	BLACKWOODS' NO. 1 BROWN AND WHITE SPIRIT VINEGAR	
Chow	2.25 3.25 3.40 3.85 4.90	Packed 2 doz. Qts. to case.....	\$2 25
Onions	3.45	Packed 2 doz. Pts. to case.....	1 50
Gherkins ..	3.50	BULK	
Sv. Mix. ..	2.50 3.35 3.60 4.00 5.15	50 O.P. Spirit, per gallon.....	\$0 52
Sv. Onions	3.75	Proof Spirit, per gallon.....	0 27
Sv. Gherkin	3.75	Spirit, per gallon	0 28 1/2
F.o.b. jobbing points add the fol-		Cider, per gallon	0 45
lowing freight per dozen:—		Artificial Proof, per gallon.....	0 22
10 oz., 10c; 16 oz., 16c; 18 oz.,		Artificial, per gallon.....	0 22
20c; 20 oz., 25c; qts., 30c.		ARTIFICIAL HONEY	
PICKLES IN TINS		Packed 2 doz., 8-oz., per doz.....	\$2 20
Sr. Mix, 2 1/4-lb. tins.....	35 20		
Chow, 2 1/4-lb. tins.....	3 00		
Sv. Mix, 2 1/4-lb. tins.....	3 50		
Sr. Gherkin, 2 1/4-lb. tins.....	4 25		

Dates

A few years ago this fruit was only sold at Christmas time but now it has an all year round demand—in fact it is one of the most popular of the dried fruits. We have a shipment of Hallowee's now due and are able to quote a very attractive price.

Hallowee Dates - Boxes about 65lb. **15½**

Crystal Sugar

Bags' very good color Peruvian Crystals.

about 224 lbs. - - **15½**

Sugar Syrup

You can do some business with this line.

People get a little tired of the corn variety after eating it continually for months. This lot has good flavor and rich amber color.

Brls. Golden Sugar Syrup at - **7¾ lb.**

SEND US AN ORDER

H. P. ECKARDT & CO
WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. **LIMEHOUSE**
A.B.C. Codes used, 4th & 5th Editions. **LONDON, E.,**
England

Canadian Agents: **HUGH LAMBE & CO., TORONTO.**
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.

We manufacture all kinds of

Box Shooks

And Can Guarantee Prompt Delivery

Write or Wire for Prices

W. C. Edwards & Co., Limited
Ottawa, Ontario

S.A.P. "The World's Premier Polishes"

Write off by next mail for our advantageous terms for these excellent preservatives and polishes.

S.A.P. Boot Polishes.
In three sizes, No. 1, No. 8 and No. 9, and in four colours, Black, Light Brown, Dark Brown, and Mahogany.

S.A.P. White Preparation.
In one size only. Specially prepared for canvas shoes, equipment, cricket boots, etc.

S.A.P. Furniture and Floor Polish.
In two sizes, No. 8 and No. 9, Cleans, Polishes and Preserves at the same time.

S.A.P. Prepared Wax.
In one size only, No. 1. This Polish has been specially prepared for Automobile Bodywork, Upholstery, Carriages, Woodwork, Leatherwork.

S.A.P. Harness Polish.
In two sizes, No. 8 and No. 9. In two colours, Black and Brown. Specially prepared for polishing harness, accoutrements, etc.

HERBERT & CO. (S.A.P.) LTD.

41 Flushing Square  London, Eng.

Special Appointment



"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.



WHY CARRY MORE THAN ONE LINE OF HOME DYES

when with this attractive counter container properly filled you can supply 22 colors from dainty pink to jet black and navy blue.

These colors are permanent, will not run, fade, crock or wash out. Sunset is the only soap dye that will permanently dye silk, wool, cotton or mixed goods the same shade and depth of color in the same dye bath.

Dyes and cleans in one operation.
Will not stain hands or utensils.

This Compact Attractive Container Sells

Sunset Soap Dyes

Selling at 15c, these dyes pay you more profit than any other home dye.

Extensively, truthfully advertised, Sunset is fast becoming the leading home dye. Are you getting your share of the sales and profits?

If you don't carry Sunset in stock — order a gross — now — in this sales stimulating container. Put it on your counter and watch the quick turnover. Sunset is a marvel in repeats.

Order from your jobber or write

Harold F. Ritchie & Co., Inc.
New York Toronto

NORTH AMERICAN DYE CORPORATION
LIMITED
Toronto, Canada Mount Vernon, N.Y.

**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.**

Fancy Boxed Apples

WHITE & CO., Limited

Fruits de Luxe
TORONTO

FISH

for **LENT**

We have arranged for a good supply of all varieties of frozen and cured fish, and will be able to interest you both in quality and in price.

Let us have your order for—
Qualla Salmon—Halibut—Haddies—Fillets—Smelts—Ciscoes—Kippers—Fletcher—Bloaters—Lake Herring (Pickled and Frozen)—Oysters (Bulk and in Glass).

"The House of Quality"

HUGH WALKER & SON, Limited
ESTABLISHED 1861
GUELPH ONTARIO



BRAND

Our prices are the lowest for guaranteed

ROLLED OATS

ROLLED WHEAT

SPLIT PEAS

STANDARD OATMEAL

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

The Parkinson Cereal Co.

THORN BURY, ONT.

Selling Agents:

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311 King Street East
TORONTO

Cotton

Jute

Twines

Walter Woods & Co.

Hamilton and Winnipeg

The Keenest General Merchant

cannot keep posted on the rapid Grocery Market changes of these days just by comparing travelers' prices. Travelers call less often now. Grocery markets change more often.

General merchants everywhere find in CANADIAN GROCER the early, regular and reliable market information they require.

"I don't know what I would do without CANADIAN GROCER, especially in these days when prices of groceries are changing every week," writes G. H. Thompson, Oil Springs, Ontario. (He has subscribed to CANADIAN GROCER for eighteen years).

"I consider CANADIAN GROCER worth all of \$3.00 and more in these times of changing markets," writes J. A. Quenneville, Desaulniers, Ont.

CANADIAN GROCER will come to you every week with the latest market information, and much more that you can turn into money, if you decide to follow the "lines of action" you see here ready for your signature right now.

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me CANADIAN GROCER, beginning with current issue. I will pay you subscription price, \$3.00 per year, on receipt of bill.

Name.....

Address.....

C.G.

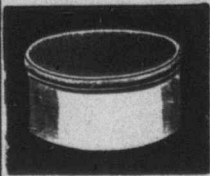
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BUYERS' MARKET GUIDE

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

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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

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With the big advance registered on sugar, it is to be expected that other lines that contain sugar in any quantity will naturally reach to higher levels.

SPICES LIKELY TO BE HIGHER

The tendency in the primary spice markets is rather toward higher prices. Many lines are now being sold to the trade at lower prices than quotations on import stocks. Nutmegs, cloves and ginger particularly are very scarce.



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ALL STEEL-FIREPROOF

"Turns Waste into Profit"

12 SIZES

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CLIMAX BALER CO.
Hamilton, Ont.

FOR SALE

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

C. A. MANN & CO.

LONDON, ONT.

Phone 1577



The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

Manufacturers of:

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

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Handpicked or Screened

Ask for quotations

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- 30 DOZ. CASE FILLERS
- ONE DOZ. CARTON FILLERS
- 1/4-INCH CUSHION FILLERS
- CORRUGATED FLATS

The TRENT MFG. CO., LTD.

TRENTON - - - ONTARIO

Fidelity Collection Agency Ltd.

Canadian Bank of Commerce Bldg., Winnipeg

Collections and Adjustment

"We collect anything anywhere"

References: Can. Bank of Commerce and Molsons Bank



The Non-Poisonous Fly Destroyer

The U. S. Dept. of Agriculture says in the Bulletin: Special pains should be taken to prevent children from drinking poisoned baites and poisoned flies dropping into foods or drinks.

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

Wanted

Classified Advertising

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

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

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

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

FOR SALE

SHOWCARDS AND PRICE TICKETS MADE reasonable. Send me trial order. Box 80, Canadian Grocer, 153 University Ave., Toronto.

WOULD LIKE QUOTATION ON CROP OF about 500 Imperial gallons pure maple syrup in one gallon cans, six gallons to crate. F.o.b. shipping point, Parry Sound district. Box 82, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE OR RENT—LARGE BRICK STORE with fixtures, at Conestogo, Waterloo County. General business established sixteen years. H. H. Bowman, 10 Ernest Ave., Toronto, Ont.

FOR SALE — TWO RIGHT-HAND FORD trucks. Suitable for grocer. One new, other used few months. C. Southon & Son, Lakeport, Ont.

PARTNER IN THRIVING GENERAL STORE and feed business wishes to sell. \$3,500 would handle proposition. Apply Box 60, Canadian Grocer, 153 University Ave., Toronto.

GROCERY AND BUTCHER BUSINESS IN residential section, City of Hamilton; stock and fixtures about \$7,000; annual turnover over \$50,000. Reasonable rental, or can purchase building; good reasons for selling. This is an exceptional opportunity. Apply to Box 74, Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED—A GROCERY BUSINESS WITH OR without stock, in the rural district preferred. Box 62, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE — A FINE GROCERY ICE BOX, also suitable for a restaurant, 10 ft. long, 6 ft. high and 2 ft. in depth; has 11 compartments, 2 ice chambers, with locking glasses; holds 700 lbs. of ice. A great value. Apply to Joseph Adam, 2 Howard Ave., Windsor, Ont.

FOR SALE—IN NOVA SCOTIA—A GENERAL store, small stock, new building, small village on railroad, thirty miles from city. Apply Box 52, Canadian Grocer, 143 University Ave., Toronto, Ont.

GROCERY FOR SALE—LARGE SHIP YARD trade. Good clean stock. Good reasons for selling. Apply Box 76, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—A GENERAL STOCK IN A COUN- try town, midway between Montreal and Ottawa. For information apply to Box 72, Vankleek Hill, Ontario.



To Smoke and Cure Meat
Better than the old smoke house method.

Parke's Smoke Essence

A liquid, easy to use, just apply it with a brush.

Retails 35c and 75c

35c size, enough for about 100 lbs. is packed in compartment corrugated cases, 36 bottles in each. Price, \$3.40 per case. 75c size, enough for about 300 lbs., is \$6 per dozen.

Parke & Parke Limited
MACNAB ST. AND MARKET SQ
Hamilton, Ontario

Opportunities
are offered
every week
on this page.

Are You
making
use of
them?

SITUATIONS WANTED

DOES ANY LARGE TEA HOUSE REQUIRE representation. Ten years' experience in wholesale bulk trade and well known to buyers in Quebec and Ontario. Box 70, Canadian Grocer, 153 University Ave., Toronto, Ont.

YOUNG MARRIED MAN, 24 YEARS OF AGE, having four years' experience in general store, desires a position in wholesale or retail store in the Province of Ontario. Can commence at once. Best of references. Apply to Box 84, Canadian Grocer, 153 University Ave., Toronto.

WANTED

ADVERTISER IS OPEN TO ENTERTAIN PUR- CHASE of a first-class grocery business which will stand thorough investigation; give full particulars first letter, cash required, turnover, net profits; towns or cities in Western Ontario considered. Box 50, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—GROCERY AND CONFECTIONERY business; stock and fixtures \$2,000; near city. Box 78, Canadian Grocer, 153 University Ave., Toronto.

PARTNER WANTED—\$8,000 CASH BUYS HALF interest in growing general store business, including buildings, located in heart of prosperous farming community in Western Ontario. Turnover last year \$80,000. Increasing every year. For further particulars apply Box 54, Canadian Grocer, 153 University Ave., Toronto.

AGENCIES WANTED

COMMISSION AGENT CALLING ON THE mining and lumbering business in the Cobalt and Porcupine District wants a few good lines. A. Lalonde, Box 131, Timmins, Ont.

MONTREAL IMPORTER VISITING ENGLAND in spring is open to act as buying or selling agent for Canadian manufacturers. Strong connection on candies and grocery lines in England. Can undertake care of exhibits at Canadian Exhibition in London. D. F., Canadian Grocer, Southam Bldg., Montreal.

MANUFACTURERS' AGENTS, MONTREAL are looking for agencies in connection with grocery and candy trade. 250 open accounts in Montreal. A.B.C. Canadian Grocer, Southam Bldg., Montreal.

ARE YOU REPRESENTED IN ALBERTA OR B.C.? Grocer with wide experience wants good agency. Grocery or allied trades. First-class salesman. Highest references. Apply Box 86, Canadian Grocer, 143 University Ave., Toronto.



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

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

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This big Red and Blue Package will prove one of your best sellers. Just recommend it to your customers. Steady repeats will be the rule.



Get our prices on Split Peas, Pot and Pearl Barley, Manitoba Blended and Ontario Wheat Flours. Our shipping facilities include four large railways and our large daily capacity guarantees quick delivery.

Quality Rolled Oats

Are made from the Finest Canadian Grown Oats, semi-cooked and rolled into thin flakes.

Women everywhere appreciate this feature of Quality Oats. The thinly rolled and partially-cooked flakes make delicious porridge in remarkably fast time, and our special pan dried process imparts a rich nut-like flavor that ever wins favor.

This handsome new container is big, attractive, moth-proof and air-proof and we can give you immediate delivery on quantities of any size. Write us to-day.

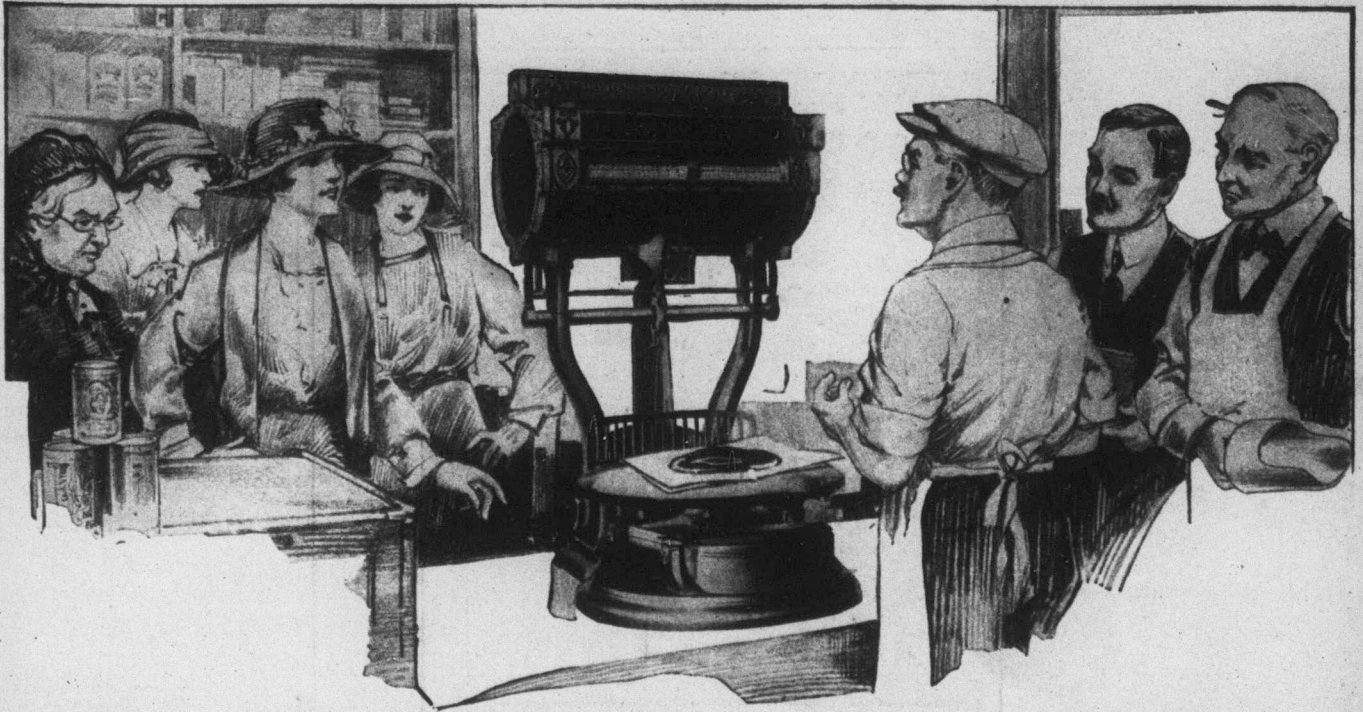
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TILSONBURG, ONTARIO

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No use talking, Mr. Grocer, your customers do appreciate prompt service. They may want to take all the time they like choosing this or that article, but when it comes to weighing and parcelling they don't like to wait. They won't wait. If you haven't enough clerks, or enough scales, or a modern, up-to-date cash system, it won't take much to switch them to a competitor of yours who CAN give them fast service.

The Dayton Automatic Scale is the highest-priced scale on earth because it's the best—the most durable—the handsomest finished of all scales.

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