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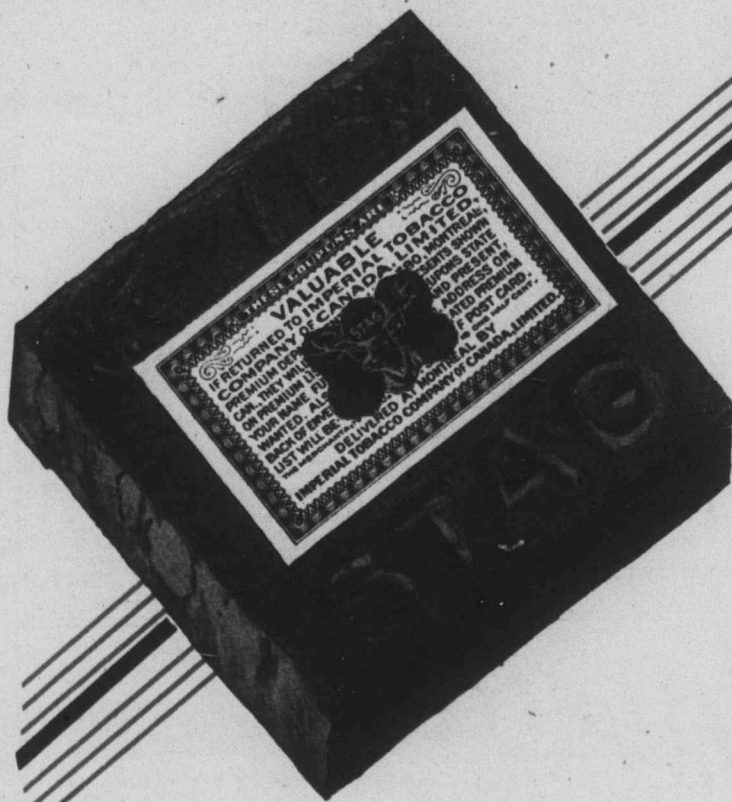
# CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada  
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

PUBLICATION OFFICE: TORONTO, APRIL 12th, 1918

No. 15



There are quick  
and good returns  
in selling

**STAG**  
CHEWING TOBACCO  
*"Ever-lasting-ly Good"*

[T will pay you to recommend  
it to your customers.

Chew it yourself and note its  
delicate taste—its sweet and  
mellow fragrance and you will  
not wonder at its popularity.

HANDLED BY  
ALL THE  
WHOLESALE  
TRADE.

# ARE YOU PREPARED FOR HOUSECLEANING?

Every Housewife needs an O-Cedar Polish Mop and O-Cedar Polish for her Spring cleaning.

O-Cedar Polish Mop eliminates all stooping and bending. Revives the lustre of varnished, painted or enamelled surfaces. Brightens the patterns of linoleums and oilcloth. The surface can be washed and re-treated with O-Cedar Polish.

The O-Cedar Dusting Mop is excellent for dusting wall paper, tapestries, waxed floors and other places where the O-Cedar Polish Mop is not practical.

O-Cedar Polish cleans, polishes and preserves—all in one operation. Used the O-Cedar way, with water, it is most economical. No hard rubbing required to produce a high, hard, dry, clean surface, gleaming like glass. You can use and recommend O-Cedar Polish on the finest automobile, piano and furniture.

Now is the time to put in a window display of O-Cedar Products. We can supply you with signs, and cut-outs. Get the benefit of the great Spring O-Cedar Demand.

Ask your jobber for prices and special assortment of O-Cedar Products.

**Channell Chemical  
Company, Limited**

369 Sorauren Avenue  
TORONTO - ONT.



# PROHIBITION BY THE BRITISH GOVERNMENT

of the EXPORT of any manufactures containing LEAD,  
or the USE of LEAD in any manufactures other than

## MUNITIONS OF WAR

This regulation precludes our manufacturing (for the present)

## BOTTLE CAPS

in the usual metal, but we have decided to continue making all classes hitherto supplied to our customers in a more costly metal on which no embargo exists. Same sizes, same colors, same stampings as hitherto. Shipment 2 to 3 months from receipt of instructions. If interested in maintaining finished appearance of your packages, safeguarding your trade-marks—minimizing risk of fraudulent imitation of your goods—CABLE US AT ONCE the word "GREETING" over your name and we will then quote you prices in the New Metal.

**BETTS & COMPANY, LIMITED**

1 Wharf Road . . . . . LONDON, N., Eng.

Cable Address: CHECKMATE, LONDON



**Hand her Borden's  
with your strongest  
recommendation.**

The more particular she is the more pleased she will be with the delicious goodness of the

**Borden  
Milk Products**

For Borden's are quality through and through. Nothing is left to chance in their manufacture. Selected milk processed and perfected by the most approved scientific methods make Borden Milk Products the standard of goodness. Is your stock well displayed?

**Borden Milk Co., Limited**

*"Leaders of Quality"*

**MONTREAL**

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

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

Mr. Grocer,

Are you giving your customer full value when she buys a jar of jam or jelly, marmalade or pickles, or do you give her a jar with a loose top and spoiled contents?

By insisting that all your glass containers be sealed with Anchor Caps, you will be adding to your own reputation by giving your customer perfect satisfaction.

Food products properly packed in a glass jar that is sealed with an airtight Anchor Cap will retain their full flavor indefinitely and it is not necessary to make a special price in order to clear out your stock.

The attractive appearance of the package will immediately appeal to your customer and it is up to you to give her what you know to be best.

## Anchor Cap & Closure Corporation

OF CANADA, LIMITED

FACTORY AND  
GENERAL OFFICES



50 Dovercourt Road  
TORONTO, ONTARIO

### A High Quality Favorite

Housewives who pride themselves on the excellent quality of their baking are strong for **COW BRAND BAKING SODA**. You can't stock another line of Baking Soda so likely to please particular people.



**Church and Dwight**  
LIMITED  
Manufacturers  
MONTREAL



Putting this case on your counter, will put money in your cash register

Our advertising is creating an ever-increasing demand for this new and improved tablet form of the old, reliable herb remedy. Live dealers are taking advantage of the growing popularity of

## COBBAN'S HERB TABLETS

Packed one dozen cartons to the box. Each carton contains fifty tablets and retails at 25 cents. This remedy is guaranteed. It pleases folks and brings them back to your store for more. You make a liberal profit on each sale. Write for particulars of our dealer proposition now, and secure the business that is going.

**MUNCEY SUPPLY COMPANY**

Muncey - Ont.

Maclure & Langley, Toronto,  
Distributors for Ontario.

Watson & Truesdale, 129 Lombard Street, Winnipeg,  
Distributors for Canadian North-West.

Robert Gillespie Co., Vancouver,  
Distributors for British Columbia and Alberta.

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

## Maple Syrup

"Canada's Best" Brand is a maple syrup unsurpassed in flavor and taste, made from first run Maple Syrup.

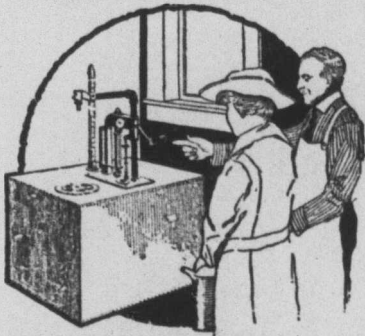
## Maple Sugar Twin Block

Maple Butter --- a creamy maple composition

## Maple Chocolate Creams

Our Maple products are unequalled in quality and price

**CANADA MAPLE EXCHANGE, LTD.**  
MONTREAL



### Point With Pride To Your Oil Room

you like to enter and have your customers observe.

With the Bowser, the oil room is no longer a place to be avoided; oil sales increase and the wants of your customers are attended to quickly and accurately.

The Bowser keeps oil in perfect condition; discharges an accurate gallon, half-gallon or quart at a stroke, direct to customer's can; no spilling, dripping, splashing or waste. Is built for any capacity.

## **BOWSER** Oil Storage Systems

Contrast the shabby, ill-smelling oil room with the room equipped with the Bowser Oil Storage System, where all is cleanliness and order; a place

**S. F. Bowser & Co., Inc.** TORONTO ONTARIO  
Sales Offices in All Centres Representatives Everywhere

### There is a Big Demand For Separated Milk

SELL



### Pasteurized Separated Milk in Powder Form AND GET THE MILKMAN'S PROFITS

Klim is packed in handy one-pound tins and in the economical 10-pound tins. A pound makes four quarts of separated milk. Every woman who has once used Klim recognizes its convenience and economy as compared with liquid milk.

Our advertising has created the demand. You can make an ever-increasing number of sales and reap the profits now going to the dairies by selling Klim. Order a case of 1 pound (24 tins) and a case of 10-pound tins (6 tins), and note how quickly they will sell.

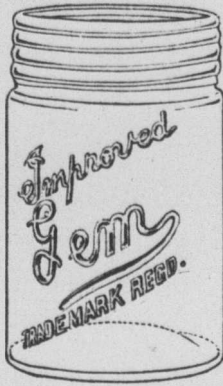
Order from Wholesale Grocers.

### Canadian Milk Products, Limited

10-12 St. Patrick St., Toronto  
10 Ste. Sophie Lane, Montreal, P.Q.

Also stocked by  
W. H. Escott Co., Ltd., Winnipeg,  
and Kirkland & Rose, Vancouver

# Conservation of Food



Made in Canada



Made in Canada



DOMESTIC ECONOMY is impossible without FRUIT JARS.

This is fully recognised by all Authorities interested in FOOD CONSERVATION and their PUBLICITY CAMPAIGN will undoubtedly stimulate the use of JARS this year and create a demand far above normal. RETAILERS should be ready to do their part by having JARS on hand when required.

REQUIREMENTS should be carefully considered and orders placed with WHOLESALERS as early as possible.

LATE ORDERS may not ensure delivery in time to meet the requirements of the PUBLIC.

NO FRUIT or vegetables should be wasted this year for want of JARS.

Ask your Wholesaler for JARS "MADE IN CANADA" and guaranteed by a reliable manufacturer.

Adv. of Dominion Glass Company, Limited

# OCEAN BLUE

gives the right kind of "service."

It pleases buyer and seller alike.

Order from your Wholesaler.

HARGREAVES BROS. & CO.

WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta.—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon.—Creighton & Ivory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.



## Sell Cane's Zinc, Tin and Glass Washboards

They're easily sold because both in appearance and value they are far ahead of the ordinary washboard.

The Zinc, Tin or Glass used is the very best obtainable for the purpose and the Basswood frames besides being better looking than the darker woods are entirely free from splinters and splinters.

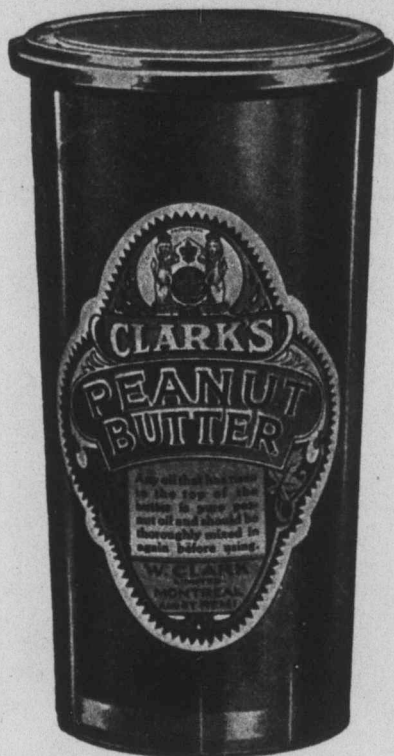
A little showing of these washboards in your store will prove profitable. Order your supply to-day.



WM. CANE & SON CO. LIMITED  
NEWMARKET, ONT.

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

# CLARK'S PREPARED FOODS



Assure  
you  
PRIME  
QUALITY



## CLARK'S PORK AND BEANS

Beefsteak and Onions  
Cambridge Sausage  
Corned Beef  
Roast Beef  
English Brawn  
Loaf Meats  
Corned Beef Hash  
Minced Collops

Soups (Full Assortment)  
Potted Meats  
Sliced Smoked Beef  
Spaghetti with Tomato  
Sauce and Cheese  
Tongue, Ham and Veal  
Fluid Beef Cordial  
Peanut Butter

Etc., Etc., Etc.,

Good Business is always the result of Quality

**W. CLARK LTD.**



**MONTREAL**

*If interested, tear out this page and keep with letters to be answered.*



# S. DAVIS & SONS, LTD.

## CIGAR MAKERS MONTREAL

You will do well to stock the following brands, as they are recognized as the standard of perfection among discriminating Cigar Smokers:—

Davis Boite Nature Naturals	2 for 25c, equal to most 20c cigars.
" New Noblemen Superiores	2 for 25c, equal to most 20c cigars.
" La Plaza	2 for 25c, equal to most 20c cigars.
" Promoter Blunts	3 for 25c, equal to most 15c cigars.
" Perfection	3 for 25c, equal to most 15c cigars.
" Grant Master Blunts	4 for 25c, equal to most 2 for 25c cigars.
" Lord Tennyson	5 cent, equal to most 10c cigars.

All Davis' Cigars are guaranteed to be hand-made, and to contain nothing but the highest grade Havana Fillers.

**S. DAVIS & SONS, LIMITED - MONTREAL**

The Largest Cigar Manufacturers in Canada



**NEEDED IN THE STABLE**

The man in the stable wants brushes that will hold the bristles, brushes that will fetch out the dirt.

**"KEYSTONE" BRUSHES**

are the ones you can conscientiously recommend. Your customers will come back for more of the same kind. Every brush that is needed in the stable will be found in our line.

Write for prices, etc.

**STEVENS-HEPNER CO., Limited**  
Port Elgin, Ontario

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

**Century Salt**

is pure, and pure salt is the housewife's favorite

Dealers handling Century Salt get real salt sales and decent profits because its quality keeps repeats constantly flowing in.

Every good grocer should handle Century and recommend it to his customers. Get our quotations on assorted carloads.

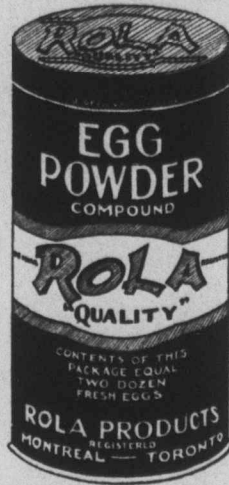
**THE DOMINION SALT CO. Limited**  
SARNIA - ONTARIO

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

# A Real Egg Powder

Packed one dozen in attractive Display Cartons.

A Profitable and Quick Seller, Reflecting Satisfaction on those who handle it.



Pure, Wholesome, Nutritious.

Gives the Consumer the equivalent of eggs at 12½c. per doz. with the full food value of eggs.

*It Does the Work*

Most Wholesalers Stock It

SELLING AGENTS:

**ROSE & LAFLAMME, LIMITED**  
MONTREAL - TORONTO

# Give your customers the Babbitt habit



You'll find it easy enough. Just get her acquainted with the full weight and the unequalled value of this line—a big-sized can of the finest cleanser on the market for 5c. Babbitt's is a good line to keep in front. It is always an active seller.

*Premiums for trade-marks*

**WM. H. DUNN, Limited, Montreal**  
Sales Representatives for Canada.

**DUNN-HORTOP, Limited, Toronto**  
Special Agents.

# LICORICE

Owing to the critical situation in the Licorice industry occasioned by the scanty importations of Licorice Root and the unparalleled advances in the cost of same, due to war conditions, we have found it necessary to conserve our stocks and confine the sale of our Y & S brand of STICK LICORICE to the new 10c carton package *only*. These will contain 30 individual cartons to box; 20 and 32 boxes to case. Deliveries beginning about the middle of December.

**National Licorice Company**  
MONTREAL, CAN.

# Do you need a good man?

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

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

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

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

*Send along your ad. to-day.*

**The Canadian Grocer**  
143-153 University Ave., Toronto

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA  
SASKATCHEWAN

Wholesale Grocery Commission  
Brokers

ALBERTA  
WESTERN ONTARIO

## H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

PUGSLEY, DINGMAN & CO., LTD.  
JOHN TAYLOR & CO., LTD.

The above are two examples of firms we represent in Western Canada. Let us give your product the same attention.

**F. D. COCKBURN CO**

Grocery Brokers  
Manufacturers' Agents **WINNIPEG.**

MANUFACTURERS:

Do you require first class representation?  
Write us. Satisfaction guaranteed.

**GEO. W. GRIFFITHS & CO., LTD.**  
Manufacturers' Agents and Commission  
Brokers

462 Chamber of Commerce  
Winnipeg - - Manitoba

KINDLY MENTION THIS  
PAPER WHEN WRITING  
ADVERTISERS

## Reach out for the money in the Western Field!



We can put it within your reach because we have all the facilities necessary to the successful marketing of your goods to the wholesale and retail trade of Western Canada.

Twelve of our men are continually calling on the wholesale and retail trade—nine of them doing retail work.

We'll give you the service you're looking for and the results that count. Write us.

**SCOTT-BATHGATE COMPANY, LIMITED**

Wholesale Grocer Brokers and Manufacturers Agents

149 Notre Dame Avenue East

Winnipeg

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES.

**WHOLESALE  
GROCERY BROKERS**  
*Manufacturers' Agents  
Commission Merchants*

W. H. ESCOTT CO. Ltd., Winnipeg, Man.  
W. H. ESCOTT CO. Ltd., Regina, Sask.  
W. H. ESCOTT CO. Ltd., Saskatoon, Sask.  
W. H. ESCOTT CO. Ltd., Calgary, Alta.  
W. H. ESCOTT CO. Ltd., Edmonton, Alta.  
W. H. ESCOTT CO. Ltd., Fort William, Ont.  
Est. 1907. Write us.  
Correspondence Solicited.  
Head Office and Warehouse, 181-183 Bannatyne  
Ave. E., Winnipeg, Can.

**THE  
Robert Gillespie Co.**  
MALTESE CROSS BUILDING  
WINNIPEG  
**IMPORTERS, BROKERS,  
MANFS. AGENTS,  
GROCERY, DRUG AND  
CONFECTIONERY  
SPECIALTIES**

**C. & J. JONES**  
WINNIPEG . VANCOUVER  
*Wholesale Commission Brokers  
and Importers*  
During the fifteen years we have been on this Western market, we have built up a big business with European manufacturers. We give the same attention to Canadian and American manufacturers. Write for details of our service.  
**205 CURRY BUILDING  
WINNIPEG**

**WATSON & TRUESDALE**  
*Wholesale Grocery Brokers and Manufacturers' Agents*  
Have five 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.  
**120 LOMBARD STREET . . . WINNIPEG, MANITOBA**

**Trackag  
Storage  
Distri-  
bution**

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

MANITOBA      SASKATCHEWAN      ALBERTA      BRITISH COLUMBIA

## TO MANUFACTURERS AND SHIPPERS

We represent some of the largest manufacturers and importers in Canada and the United States, and, if your line does not conflict with any of our present agencies, we can handle your account, and guarantee you satisfactory results.

# DONALD H. BAIN Co.

**WINNIPEG**  
Head Office

**Branches: Regina, Saskatoon, Calgary, Edmonton,  
Lethbridge, Vancouver.**

*Live sales forces at each of the above points Fully equipped offices and warehouses. We are in an unexcelled position to handle storage and consignments, and to look after the distribution of cars.*

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

## ONTARIO

### DRIED AND EVAPORATED APPLES.

Apple Waste and Chops, Specialties  
**H. W. Ackerman**  
BELLEVILLE ONTARIO

**Maclure & Langley, Limited**  
Manufacturers' Agents  
Grocers, Confectioners  
and Drug Specialists  
12 FRONT STREET EAST TORONTO

## TO Manufacturers' Agents

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

The rates are reasonable. For one inch each week for one year the cost is only \$1.25 per insertion. For quarter column for the same time the cost is \$2.80 an issue.

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

**Canadian Grocer**  
143-153 University Ave.  
TORONTO

## W. F. ELLIOT

Importer & Manufacturers' Agent

(Cor. Leith and Hardisty Sts.)

FORT WILLIAM, ONT.

Established 1909.

## ENGLAND

### R. D. STOREY & CO.

Manufacturers' Agents  
and Importers

4 Brunner Road, Ealing, W.  
London, England

We can make a big success of your agency, now or after the war. Write us. Good bank reference.

### W. G. PATRICK & CO. Limited

Manufacturers' Agents  
and Importers

51-53 Wellington St. W., Toronto

## Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

Cultivation and Preparation.  
Commercial Classification and  
Description.  
Adulteration and Detection.  
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

**\$2.00**

It Will Pay You to Send at Once.  
**MacLean Publishing Co.**

Technical Book Department.  
143-153 University Avenue, Toronto.

### W. G. A. LAMBE & CO. TORONTO

Established 1895

SUGARS FRUITS

## Finest Sept. Paraf- fined Cheese on Spot

### W. H. Millman & Sons

Grocery Brokers

TORONTO

WHEN WRITING TO ADVERTISERS  
KINDLY MENTION THIS PAPER

# EL ROI-TAN

# PERFECT CIGAR



If it's BUSINESS you want, Sir, H.P. Sauce will surely bring it along.

H. P. is no shelf-warmer, it's no sooner on than it's off again—off again to good purpose, too, to your customers and to you.

Don't TRY to do without

# H.P. SAUCE

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

## Get stocked now with MacKay's Pearl Barley Flour

This is a delicious, nourishing BARLEY FOOD that's easy to sell and certain to satisfy.

For Infants, Invalids and Aged People it is particularly suitable. The nursing mother's best friend.

Very desirable in the kitchen for thickening soups and gravies. Gives them a delightful flavor.

It's the real MacKay

If your wholesaler hasn't got MacKay's, write to-day to



Recommended by Dr. McGill, the Dominion Chief Analyst, Ottawa.

**John MacKay Co., Limited**  
 BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada

Are you pushing the  
 big repeater

## CHILI CON CARNE

A combination of the very highest quality ingredients made up from a rare receipt used by prominent chefs in the Castilian Cafes of Latin America — that's Chili Con Carne.

Once your customers try it your stock will quickly diminish. For it is a certain repeater. And every sale makes a near profit for you.

**E. W. Jeffress, Limited**  
 WALKERVILLE, ONT.

# Furnivall's

FINE  
 FRUIT  
 PURE JAM

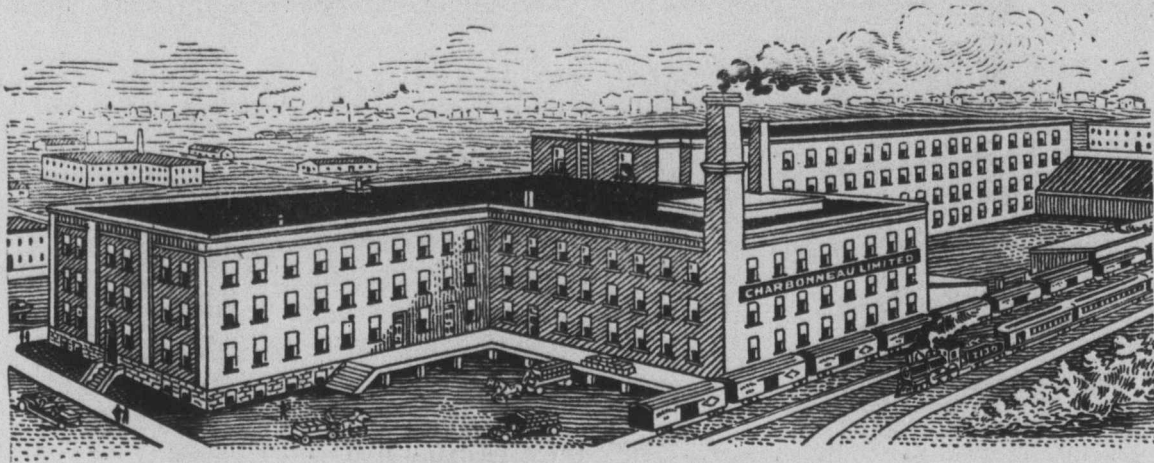
AGENTS—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto; H. J. Sykes, 726 Elgin St., Ottawa, Ont. Montreal—Geo. Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

A STOCK of Furnivall's will put your jam sales on a higher profit-making basis. Your customers will buy Furnivall's regularly once they come to know what real quality it represents.

And the margin on Furnivall's is worth while.

**FURNIVALL NEW, LIMITED**  
 Hamilton - Canada

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



The Home of Charbonneau's Quality Products

You should sell **TWIN BLOCK CREAM SUGAR**

made by Charbonneau Limited.

It is a line to recommend. Its quality will win you steady repeat sales and good profits. From your distributor or write direct to—

**CHARBONNEAU, LIMITED**

MANUFACTURERS OF BISCUITS AND CONFECTIONERY, SYRUP REFINERS  
MONTREAL

Distributors: Robt. Gillespie Co., Winnipeg and Vancouver. C. Morris & Co., C.P.R. Building, Toronto.  
Boivin & Grenier, Quebec City.



**Still Holds First Place**

Friends won for Purity Flour through its excellent qualities as the foundation for delicious bread, cakes and pastry, may rest assured that the same perfect milling, the same careful wheat selection that placed Purity Flour at the top among all high patent flours, will still prevail in the manufacture of

**PURITY FLOUR**

(GOVERNMENT STANDARD)

and as Purity Flour was better than other high patent flours, so will Purity Flour (Government Standard) be better than other flours milled under the new regulations.

**IMPORTANT:** The recipes contained in the Purity Flour Cook Book are recommended for the successful use of the new Purity Flour (Government Standard).

**Western Canada Flour Mills Company, Limited**

Head Office: Toronto

Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, and St. John, N.B.

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





Made-in-Canada by  
the All-Canadian  
Condensed Milk  
Company.

## Not excelled anywhere

On the question of deliciousness and satisfaction-giving you will find it hard to equal Malcolm Milk Products and impossible to excel them. It is this delicious purity that has made the Malcolm lines such splendid quick sellers and such certain customer pleasers.

Dealers handling Malcolm's know what quick movers they are and the value of the repeats they produce.

Have you yet to realize what Malcolm popularity means? If so, write us to-day.

5-case lots delivered to any point in Ontario, Quebec or the Maritimes. Freight paid up to 50c per 100 lbs.

## THE MALCOLM CONDENSING CO., LIMITED

The All-Canadian Condensed Milk Company

ST. GEORGE, ONT.

### The First Trial Means a Constant User

All the unpleasant features of cleaning toilet bowls are eliminated by

## Sani-Flush



A small amount of this chemical powder shaken into the bowl and left standing long enough to dissolve the incrustation, produces a clean, sanitary, odorless condition.

All you need do is to sell the first tin to a customer. After that **Sani-Flush** sells itself.

HAROLD F. RITCHIE & CO., LTD.

10-12 McCaul Street - Toronto, Ontario

Write for Prices

## CANNED APPLES

D.A.H. BRAND

2000 Cases Gallons. 500 Cases No. 3's

**STANDARD QUALITY**

State the quantity you require and the name of your Wholesale Grocer

**Hyslop & Sons, Greenville, Ont.**

## SMALL'S MAPLE SYRUP

Maple  
Butter



Maple  
Sugar

World's Standard For Nearly One Hundred Years

— AT ALL JOBBERS —

SMALL'S, Limited

- Montreal, Que.

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

# Bristol, Somerville & Co.,

[Formerly Geo. E. Bristol & Co.]

## Hamilton

Specials in Raisins, including No. 16 Seeded.

Ask our Travellers

### Bristol, Somerville & Co.



## Whittemore's Shoe Polishes

Quality Variety



### For a Big Seller

**BOSTONIAN CREAM** — The ideal cleaner for kid and calf. You'll need a good stock of brown for brown glazed kid and mahogany calf —also the cordo-tan for cordovan leather. Then there's the white BOSTONIAN for all colors of glazed Russia calf, vici or dongola kid or patent leather—also light and dark gray, and any other color or shade.



### And Here's the Paste

**NOBBY BROWN PASTE**—For all shades of brown shoes. Once you put this paste in stock, you'll be like everybody else who has ordered it —you'll repeat on it.

For red or oxblood there's the same size package of **PEERLESS OXBLOOD PASTE**.



RUSSET—2 Sizes



BROWN—2 Sizes



WHITE—2 Sizes



RED—2 Sizes



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Ask your Jobber's Salesman for Complete Catalogue with Prices, or write us at Boston, Mass., U.S.A.

## Get the "Grocers' Encyclopedia"—

A large, handsomely bound volume, with scores of fine half-tone and color illustrations about the goods you buy and sell.

A book that you will be proud of—that you will like to see always on your library table—full of the very information you want in your business.

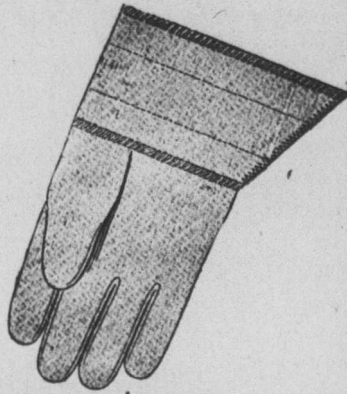
Price Prepaid \$10.50.

### Technical Book Dept.— MacLean Publishing Company

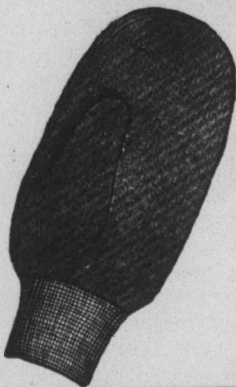
143-153 University Ave. - Toronto

# Every Man In Your Town

is a good prospect when you display the comfortable, carefully made TAPATCO Glove line.



**TAPATCO**  
REGISTERED BRAND TRADE MARK



Ask Your Jobber

TAPATCO Gloves are made in many styles and weights to meet the requirements of the many. See how well they'll sell in your store.

The American Pad and Textile Company  
Chatham, Ontario

# Your Country Needs It



Manufactured and Guaranteed by

**Litster Pure Food Co., Limited**  
TORONTO

# A Year-round favorite

People use Marsh's Grape Juice throughout the entire year. Its delightful flavor and real food value always please. Have you Marsh's in stock?

**The Marsh Grape Juice Company**  
Niagara Falls - Ontario

**MacLaren Imperial Cheese Co., Ltd.**  
Ontario Agents

**Ross & Laflamme, Ltd.**  
Montreal, Que.



# FINEST CRYSTAL GELATINES

Powdered and Sheet

# FINE LEAF GELATINE

BRITISH MANUFACTURE

# GELATINES

**OURY, MILLAR & CO.**  
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

**F. S. Jarvis & Co.**  
18 TORONTO ST., - TORONTO

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



The refreshing effect, the nutritive elements and the delicate flavor in each cup materially enhance the pleasure of the meal. For sociability or for food value, Japan Tea is the choice of the discriminating hostess. Government inspected and unadulterated.

*"The cup that cheers  
but not inebriates."*  
—Cooper.

15

One of our consumer ads

The tempting appeal in every cup of this delightful beverage has won the lasting approval of tea-drinking Canada. Our progressive consumer publicity in leading Canadian newspapers is bringing bigger business to dealers showing Japan Tea in their displays.

Every sale of Japan Tea means repeat orders. Get your stock displayed.

# LIQUID VENEER

## TO THE RESCUE



**Pays You a Steady 71% Profit**  
On Your Investment

Thousands of grocers are turning to this well-known, heavily advertised household specialty to offset diminishing profits on other lines. LIQUID VENEER is a ready seller and a good repeater.

Give LIQUID VENEER a prominent place in YOUR store this Spring. Stock one of our Dandy Deals paying you over 71% Profit on your investment. We furnish *free*, beautiful and costly display material.

Every customer is a prospective user of LIQUID VENEER. Remember LIQUID VENEER retails for the same old prices, 25c, 50c and \$1.00. And it is the same old price to you, with ADDITIONAL FREE GOODS.

Call up your jobber or write us. NOW is the time to get behind LIQUID VENEER!

### Buffalo Specialty Company

Buffalo, N. Y., U.S.A.

Bridgeburg, Ont., Canada

## MAINTAINING A STANDARD



The Red Rose Tea standard has always been a very high one. Quality has been the first consideration from the time our first package was put on the market 22 years ago.

To-day, with the market so very high and unsettled, we are, if anything, even more careful in maintaining the high standard of Red Rose Tea.

The retail trade can sell Red Rose Tea with every confidence, as we guarantee that this quality will be as strictly maintained as it has been in the past.

## T. H. Estabrooks Co., Limited

St. John

TORONTO

Winnipeg

## \$1 FOR A MAN

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

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

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

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

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

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

**CANADIAN GROCER WANT ADS.**  
153 UNIVERSITY AVENUE, TORONTO

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



Displays of  
**ROBINSON'S**  
**"PATENT" BARLEY**  
 and  
**ROBINSON'S**  
**"PATENT" GROATS**  
 are always resultful

The Infants' and Invalids' foods par excellence continue to hold their own among the Household requirements of the day.

Your customers will return regularly for the "Robinson" Brand when they know you stock it.

**Magor Son & Co., Limited.**

Toronto Offices: 30 Church Street  
 161 St. Paul St. W., Montreal.



We can quote favorably and make immediate shipment of:

**Cream of Tartar**  
**Cream of Tartar Substitute**  
**Glycerine**  
**Blue Vitriol**  
**Borax**  
**Citric Acid**  
**Tartaric Acid**

*Please submit enquiries.*

**B. & S. H. THOMPSON**  
**& COMPANY LIMITED**  
**MONTREAL**

Branches:

**TORONTO**

**WINNIPEG**

**NEW GLASGOW, N.S.**

Canadian Sales Agents: United States Steel Products Company  
 Exporters for American Sheet & Tin Plate Company

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

# CANADIAN GROCER

Vol. XXXII.

TORONTO, APRIL 12, 1918

No. 15

## Potatoes Due for Another Decline

"Canadian Grocer's" Forecasts of Lower Prices of Some Months Ago Amply Justified—Still Further Declines Expected—Supplies in Sight More Than Ample to Meet Requirements—Will Probably Reach Dollar or Lower.

SOME months ago, with potatoes ruling between \$2.50 and \$3.00 a bag, CANADIAN GROCER made the emphatic statement that potatoes would be materially cheaper in the early Spring. They are selling at the present time at \$1.75 and with the market at the present overstocked the end of the price decline is not yet. The contention that lower

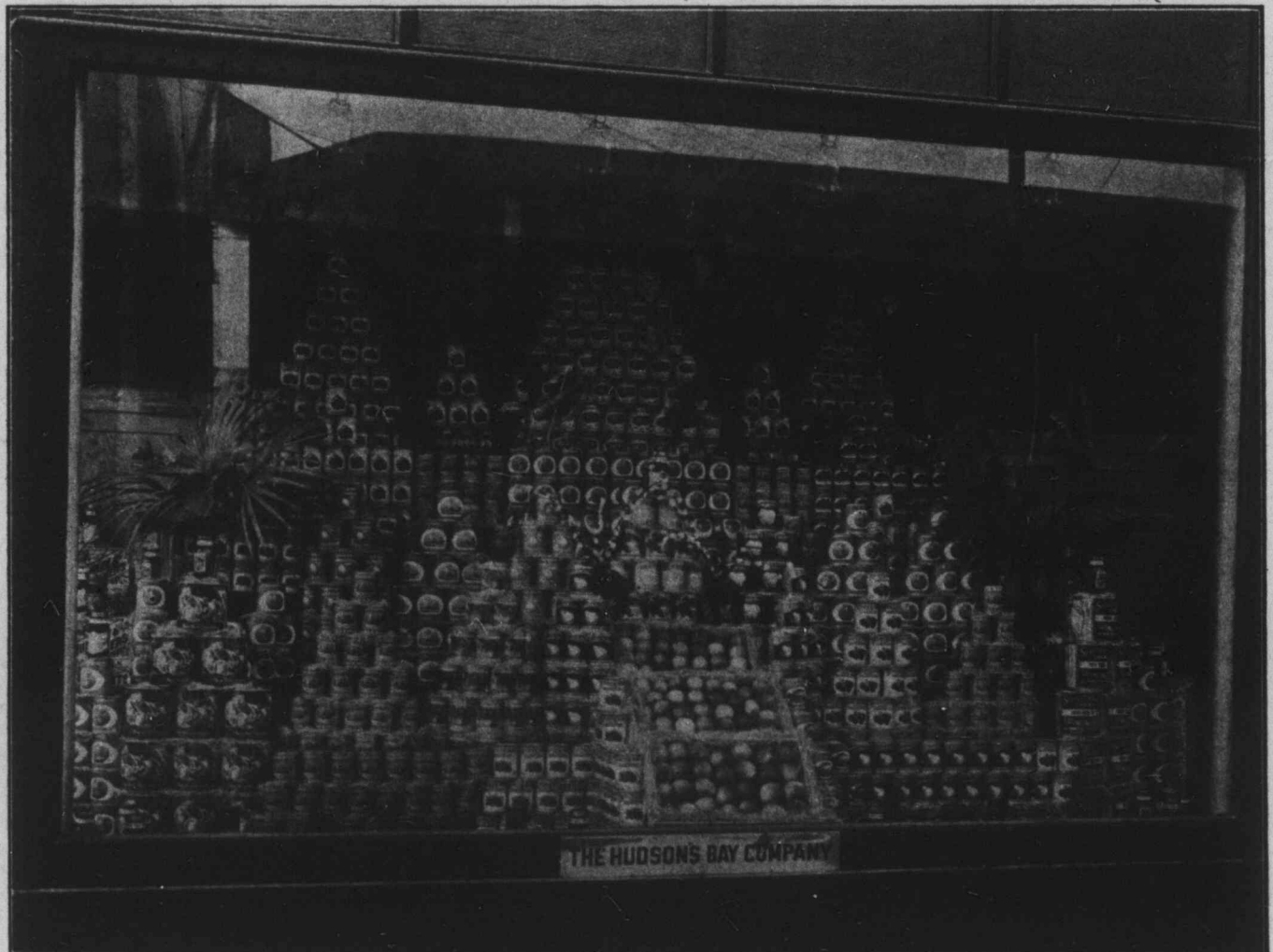
prices were to be expected came at a time when there was a very scant offering in potatoes, owing to the severe weather, and when there was inclined to be a panicky feeling in the matter, and a tendency for merchants to stock more heavily than they required.

At present there is a light demand and consequently lower prices, and as yet the

bulk of the movement has not been felt. There are still large supplies of potatoes not yet out of the pits in Ontario. Just how extensive this supply may be no one is in a position to know at the moment, but it is a large item and the goods are of very good quality.

### Heavy Supplies in Sight

There is also a very heavy supply yet



There is no time better than the present for displaying canned goods. Consider the attractive display of the Hudson Bay Co., Winnipeg.



available from New Brunswick. Unfortunately the New Brunswick crop this year ran to small size, and only a very few packers have graded their goods, and this fact has somewhat militated against their sale. However, the New Brunswick Delaware is well known for its fine qualities, and even if a little small, is still a very satisfactory article.

There is some report from that section of frosting in the pits. In some sections the loss from this source is said to be very heavy, running to the bulk of the production of some farms. It is not believed, however, that this will be a very large factor. In addition to this there is the Prince Edward Island crop that approximates 2,000,000 bushels. Some effort was made to move this during the winter under Government auspices, but even this favorable patronage did not achieve all that was expected and the cars arrived in a badly frozen condition. Since then there has been practically no movement and this crop has practically all to come on the market within the next month or so. They have already been offered in a jobbing way at \$1.55, but the Prince Edward Island Bluenose Potato is not in great favor in this section, but the white potato is of a very good quality.

There are still considerable supplies sprinkled through the West. Certainly enough to look after that market, and there is an overplus in the State of Michigan that has resulted in Michigan stock being offered in this market. That is the present condition.

#### Probably Less Than Dollar a Bag

New potatoes are not very far away. Floridas will be arriving within the month, and though these are small and high priced they will yet have their effect. In June the immense Virginia crop will be moving.

There is the potato situation. It would appear that CANADIAN GROCER'S early forecast of the situation was more than justified. If all the available stocks come on the market prices will be much lower, and that before very long. It is more than probable that there will be plenty of potatoes at \$1 or lower before many weeks.

With these conditions becoming apparent there is being heard the usual grumble from the farmer that he will feed his potatoes to the hogs rather than sell them for a dollar. Of course if he did that, if he were permitted to do that, it might have an effect on the situation. But the farmer rarely makes good his boast in these directions, and if he did the Government could scarcely stand idly by and watch him do it. Unquestionably the days of cheap potatoes are coming.

#### DEROCHE, B.C., STORE CHANGES HANDS

The general store of Deroche, B.C., formerly operated by C. J. Cooper, has again changed hands. Mr. Cooper enlisted with the first contingent and leased the business to Wm. Murray. There have been several changes since then. The business has now been leased to C. F. Chamberlayne, of the Campers' Store, White Rock, B.C.

## Rice Situation Complicated by Freight and Embargo Conditions

Arrivals Very Light, and Available Stocks Not Limitless—Possibility of Increased Price

**H**ANDLERS of rice are facing an anxious time at the present moment. The hint of an embargo on rice to be imposed by the Japanese Government is still in the air, but most handlers are of the opinion that even if such action were taken it would not be on account of any actual scarcity, but owing to the fact that Japan has been handling the shipping of this crop both for her own country and for China, and at the present moment she requires her ships for other purposes.

The American embargo on southern rice has prevented relief being obtainable from that source.

Importers in some sections have withdrawn all prices, and are refusing to take orders. Present stocks are fair, but with practically no receipts these will be rapidly depleted. There is then the possibility of advancing figures. It is stated in the trade that Siam rice if bought to-day would entail an extra cost of 10 per cent., or in other words it would be in line with the present retail price.

R. B. Ross, manager of the Mount Royal Milling and Manufacturing Co.,

Montreal, in speaking of the situation to CANADIAN GROCER, stated:

"There are two heads to the rice situation," said Mr. Ross. "The first one is that of advancing freights and the scarcity of transport. The costs now for getting this article from producing points to market are excessive, and it is very difficult to get ships at all."

Then there is the matter of the advancing value of silver. The Mexican dollar is the usual medium of exchange and the normal value of this about 45c, based on the Canadian dollar. Now its value has risen to around 75c. This means an advance at the producing points of about 65 to 70 per cent.

"There are other factors, such as the shortage of labor in the rice countries, and the increasing demand for rice in many countries. This has been brought about by the decreased quantities available, of wheat and other cereals and the abnormal call thus created for rice has served to make the prices stiffen.

Mr. Ross stated that he did not think there would be a rice shortage. The production will be up to normal, at least, and it is expected that there will be ample to meet the needs.

## Restrictions on Broom Corn a Serious Item

The Restrictions Imposed by the U. S. Food Administration on the Quantities of Broom Corn That May be Planted, Produces a Very Serious Situation—Broom Prices Almost Prohibitive

**T**HE broom situation is one that is becoming of great moment to the trade. The rapidly mounting cost of brooms is putting them almost out of the reach of the housekeeper in moderate circumstances. There seems to be no help for the situation, which is the result of consecutive years of poor crop aggravated by the enormously increasing costs of all material and labor markets. Last year there was the promise of a great crop, but unfortunately the promise was not fulfilled. The crop was scant and the quality poor, and any good stock available brought enormously inflated prices. The result of course is that the market is at present absolutely bare. On the head of this situation comes the instructions of the American Food Administration putting a limit on the amount of broom corn that may be planted.

In Illinois where a large proportion of broom corn is raised, farmers have been instructed by the food administration that they may not plant more than ten acres of each one hundred and sixty acres in broom corn this season. It is pointed out by broom men that if a

similar order were to be issued in Kansas and Oklahoma the heavy shortage of broom corn resulting would enhance values to a point far beyond the reach of the average housewife. A recent convention of broom manufacturers in Chicago received reports which presented a gloomy outlook not only for the broommaker but for the purchaser. Consideration of the situation in the broom trade is the object of a meeting to be held the latter part of this month or in May by the Central States Broom Manufacturers' Association.

#### VILLAGE OF ETHELBERG, MAN., WIPED OUT

A fire which occurred Saturday at the village of Ethelberg, Manitoba, swept the business street from end to end, and, owing to the fact that there is no fire fighting apparatus, the destruction was complete. Among the firms suffering were the general stores of J. M. Brachman and Son, Kalinchuk and Farina, G. Marantz, and the Ruthenian Trading Company.

## Stringent Regulations Regarding Baking Powder

Must Carry Names of Contained Commodities on the Label—And Must Conform to a Recognized Standard.

**T**HERE has been a good deal of attention called to baking powders of late by the investigations of the Department of Inland Revenue regarding the product, and a definite attempt is being made to establish a standard for baking powders, that will enable the public to know exactly what they are buying, and will ensure the prevention of any methods of adulteration.

Under the latest ruling, the name of every material used in the manufacture of baking powder must appear on the label of the tin. This is a distinctly radical change and will undoubtedly involve a good deal of dissatisfaction as there are many manufacturers supplied with large quantities of costly labels that under this new regulation will be valueless.

The actual wording of the memorandum sent out, calling attention to these changes, is as follows:

### Baking Powders

1. Baking powder is essentially a mixture of bicarbonate of soda with an acid, either free, or in combination as an acid salt, together with starch or other neutral material; and is intended to be used as a leavener in baking; the leavening agent being the carbonic acid gas liberated by interaction of the acid component with the bicarbonate of soda under the conditions of baking.

2. The acid materials employed in the manufacture of baking powders shall be, in themselves harmless to health, and the compounds resultant from their interaction with bicarbonate of soda shall also be harmless to health.

3. The name of the acid material employed in the manufacture of baking

powder shall appear upon the label of every brand of baking powder, and where two or more names are available, the name most generally understood by the public shall be used.

4. Compounds containing sulphate of alumina, as a double salt with an alkali sulphate, shall be designated as alums; and shall be distinguished as potassium alum, sodium alum or ammonium alum, as the case may be.

5. Baking powder must be capable of yielding ten (10) per cent. of its weight of carbon dioxide, on treatment as described and recommended in Bulletin No. 360, of the Department of Inland Revenue (Laboratory series).

### CANNERS GIVE BONUS FOR ACCEPTANCE OF GOODS AS PACKED

Early Buyers Get Usual Premium—Substantial Pack Expected

Representatives of the canning companies are at the present on the road taking orders for the coming season's business and signing contracts. There is no material change in the contracts being issued this year. Following the custom inaugurated last year there is no guarantee of pack.

There is evidently, however, an optimistic feeling among the packers for in addition to the 2½ cents a dozen bonus given last year to early buyers, that is, buyers whose contracts were entered before May 15, the canners are offering another 2½ per cent. bonus to those who agree to accept delivery as soon as the goods are packed. This move is to

avoid the possible necessity of having to warehouse large quantities of goods, and is aimed to assure a constant stream of distribution from the factory during the season.

### B. C. CANNERIES EXTENDING

There will be some very noticeable extensions in the British Columbia packing industry this season.

The Canadian Fishing Co., Limited, will soon have its new cannery at Vancouver fully equipped. The plant consists of a line for talls and a line for halves. It is planned to add two more lines for the following year.

R. V. Winch & Co. are building a new plant this year under the name of Port Edward Fisheries, Limited, at Port Edward, nine miles south of Prince Rupert. It is also stated that the Portland Fisheries, Limited, operated by this company, will run its cannery at Kumen this year after having it idle in 1917.

The Renfrew Park Co., organized by E. H. Sherman of the Defiance Packing Co., is contemplating a new cannery at Port Renfrew on the west coast of Vancouver Island under the direction of T. F. Kellner. Two lines of machinery are being installed.

The Western Fisheries, Limited, is building an addition to its Butedale cannery, which will nearly double its capacity.

### DISCOUNTING BY U.S. HELPS SARNIA STORES

Action by the United States in discounting Canadian money has resulted in a loss of business among Port Huron stores and a consequent increase in business among the stores of Sarnia, Ont. United States merchants blame their banks for the two per cent. loss on each dollar while U.S. banks claim that Canadian bankers charge them on the exchange. There is some talk of discounting American money in Ontario.



Interior view of L. G. Teeple's store, Lethbridge, Alta.

# Beans, Their History and Value

Interesting Information Regarding One of the Most Important Food Products of the Present Day—How They Are Prepared for Market.

*Reprinted from the Literary Digest*

**D**ECLARING that a person "doesn't know beans" is equivalent to saying that he knows nothing at all. And yet, speaking of them as an article of food, do most people know beans? That is, do they understand all about them: their origin, where they grow, how nourishing they are, how many varieties exist, how they are grown and prepared for marketing, and whether there are special reasons why people should eat them in this country to-day?

## Origin of the Bean

To find out when and where the bean originated takes one back into the dim mists of antiquity. The time as well as the country where it started is uncertain. It may have been China, India, or northern Africa. There are evidences that the Aztecs used beans. Certainly beans were cultivated and used by the Indians in North America in the days when the first European voyagers came exploring.

## Beans as a Soil Enricher

Beans, like peas, belong to what is called the legume family, which is always characterized by having seeds within a pod. There are many varieties of beans. In addition to the kinds edible by man, there are others which are most desirable as feed for live stock. And what makes the bean one of the most valuable of all crops is the fact that it enriches the very soil in which it grows. Chemistry is outside the province of this article, but it may be mentioned that the bean, more than most other plants, has the power of drawing from the air a specially generous share of nitrogen and replenishing the soil with it after that valuable element has been partially used up by other crops. Thus beans fertilize the soil in which they grow, a fact understood by all who use them and similar plants as a "rotation" crop.

## Dried Beans—a Source of Protein Supply

Much might be added about the bean as a soil enricher, or about its special qualifications for stock feed, or even about how appetizing it is as a fresh garden vegetable. But our special study here is the dried, shelled bean because that is the form in which it feeds most people.

For feed them it does, particularly in furnishing those body-building substances, the proteins, which we recently studied. Dried beans contain more than 22 per cent. of proteins, a far greater proportion than is found in wheat flour or corn-meal, more even than in beef. Thus, as a source of protein supply, it may be seen how valuable a substitute beans are for the meat and other foods which we should save to help win the war.

## The Bean Crop of 1917

The total crop of dry, edible beans raised in the United States in 1917 was larger than ever before. It has been estimated at over 16,000,000 bushels, with the largest previous crop at 9,000,000 bushels. The four States producing most beans in 1917 were California, Michigan, New York, and Colorado, in that order. And the four most important kinds of beans raised in these States were Navy (a general term for the medium-sized white bean), Lima, Pinto, and California Pink.

Recently the so-called soy-bean—also known as the soya—or soja-bean—has been much discussed. It is one of the most valuable foods of China and Japan, where it is grown in abundance. A bean of great richness, containing an oil which not only increases its proportion of fat but is also extracted and used commercially, the soy-bean is being grown to an increasing extent in this country. But in quantity of domestic production it does not begin to compare with the four varieties just mentioned.

From the time beans are harvested until they reach the grocery store where you trade, no elaborate processes or special treatment is required. But the necessary steps of cleaning and sorting serve to illustrate the labor-saving power of modern methods and machinery.

## Preparing Beans for the Market

First of all, the bean plants are gathered by a machine which shears them off just below the surface of the earth. After lying in the field for a short time, they are either piled in stacks or placed in barns. When thoroughly dried, the beans are threshed out of the pods. But there is bound to be much dirt left among the beans themselves, and this is removed at the elevators, to which the beans are now shipped. Ingenious machinery begins the cleaning process. First the beans are shot between huge revolving brushes; next a strong blast of air blows away all the dust and light dirt. After that they are dropped through large sieve-like screens which not only remove the larger, heavier, lumps of dirt or bits of pod, but also sort the beans according to size.

In some States the beans are further sorted by being run along a giant picker, consisting of rubber rollers. It is something like a huge clothes-wringer laid on its side. The rollers catch all the beans which have any roughness of surface, the smooth beans passing along untouched. Finally the beans are run along a sloping belt, which separates the flat beans from the round by permitting the latter to roll off.

That finishes the methods by which

beans may be classified by machinery. When it is desired to remove beans having spots or similar blemishes, hand-picking is necessary.

After this the beans are ready for distribution (usually in 100-pound sacks) to the wholesalers, then to the retailers, and finally to you.

## The Importance of Beans in the War

In winning this war beans are going to figure both directly and indirectly. Directly, because our army and navy are using vast quantities of them. Indeed, they have contracted for practically the entire white bean crop. And indirectly, because the widespread use of beans at home in place of meat dishes will release that much extra meat for shipment overseas, while at the same time giving much of the nutritive quality of meat. It is no hardship to eat beans. One does not have to be a Bostonian to relish baked beans, and there are other dishes, such as bean loaf, in which this vegetable may figure in the home bill of fare.

## The Value of Colored Beans

People should get rid of the notion that colored beans, such as the California pink bean and the Colorado pinto are inferior to white. Analysis has proved them just as nourishing. Some persons have been prejudiced against the pinto bean because of its dark-brown spots. But it is exactly as good as a white bean, and it has been selling at a lower price. Besides, even the spots disappear in cooking. The United States Food Administration, empowered by the provisions of the Food Bill of August 10, 1917, is purchasing through its Grain Corporation last year's entire crop of pinto beans, with a view to distributing them to all markets and keeping their price stable.

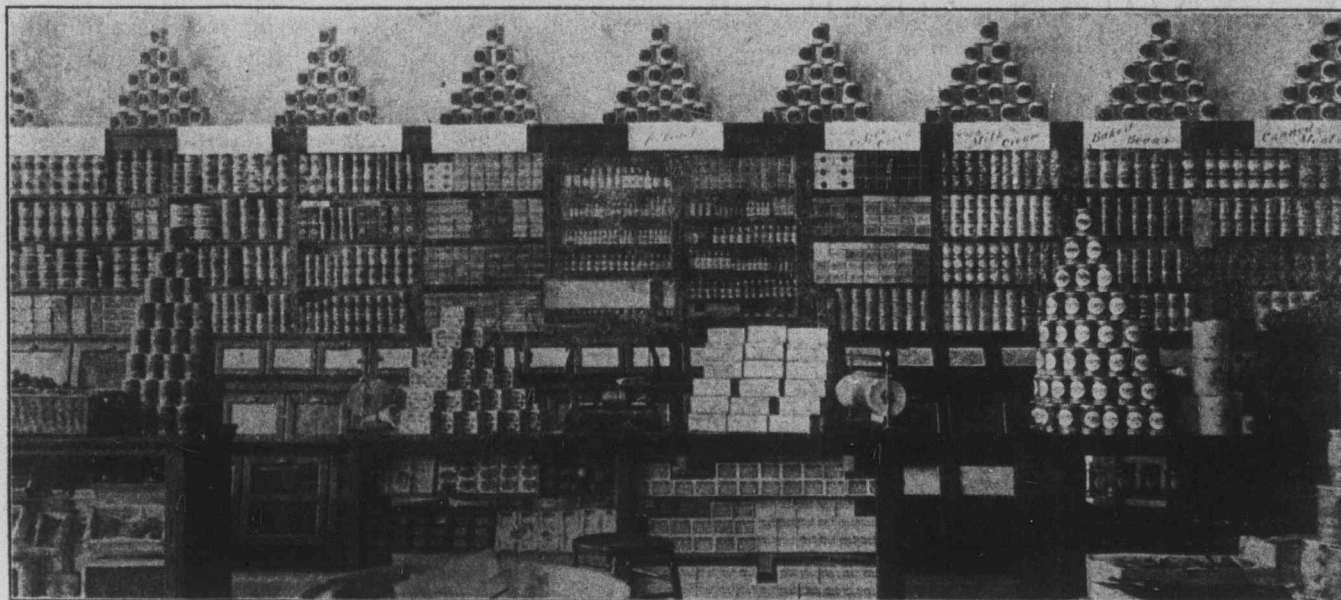
Nowadays only the person who truly "doesn't know beans" can fail to perceive this vegetable's value to people at home, to our soldiers, and to the cause for which they battle.

## LION VINEGAR COMPANY ENLARGES PLANT

The Lion Vinegar Co., Montreal, is enlarging its factory, increasing the capacity about 33 1-3 per cent. This is being done through the purchase and installation of three large tanks, each of which will hold 8,000 gallons of vinegar.

## B. C., STORE

The general store at White Rock, B.C., known as the Campers', has been leased to Mr. and Mrs. Davy, of White Rock, by Charles F. Chamberlayne, who has leased a store at Deroche.



A neat and attractive handling of store arrangements.

# Hiring and Handling Salesmen

Some Interesting Hints as to What is Required in a Salesman, How These Qualities Can be Developed, and How Protected — Every Salesman Should be Understudied

By F. C. Williams, Ridgeville, Ont.

**A**SK any extensive employer what class of men he finds it most difficult to obtain and he will almost invariably tell you, "good salesmen." This is not because the supply of salesmen is limited, but there are always plenty of applicants for any open sales position. The emphasis in the employer's reply is on the word "good." The world is full of would-be salesmen who are trying to sell goods and who in their own minds think they possess the knack of selling. But the supply of really good men in the selling profession, if it may be called such, is distinctly limited.

To the employer this scarcity of good men is especially unfortunate because selling is the most important division of the business.

On his sales the success of his business depends, and when he lacks an efficient force to dispose of his goods to the consumer the support of his business fails.

Born salesmen are spasmodic salesmen—but steady workers, the man who grinds shows good, healthy results, a man with a good back-bone susceptible to instruction, willing to absorb and with a disposition to obey, he will become a successful salesman.

There is no definite source from which to obtain men for the sales department. Newspaper classified advertisements are unsatisfactory because they yield an abundant number of applicants, a large majority of whom are entirely unfitted. Many employers find space in trade

papers, an excellent way for getting in touch with salesmen. These advertisements bring fewer responses but the men are usually good salesmen and have acquired experience in the particular line the paper represents.

The greatest care and discrimination should be exercised before any man is accepted. Much will depend in considering an inexperienced applicant, upon his personal appearance and evident ability to meet and interest others, for personality is an all important factor. Back of all this he must have a foundation in education and a genial character. Some men's success is attributed to a purely individual characteristic.

## How to Talk or How to Listen

It has been said that some salesmen succeed by knowing how to talk, others by knowing how to listen. The wise sales manager is always on the lookout for half hidden evidences of peculiar traits in new men which he foresees as possible of development into sales ability. Very often a recruit picked up by chance suddenly turns out to be a star salesman.

Organizing a sales force means as much as anything getting together a homogeneous body of men, each one recognizing the responsibility of his individual position, and the success of his individual efforts, all pulling in the harness to a common end. Nationality does not enter into his selection, but honesty, loyalty and confidence are requirements that cannot be ignored. Our men may

have undoubted ability in certain directions or in certain fields, but may be weak in others.

Failure in one does not mean failure in all, and a weak man in one locality may be a power in another.

## Choosing a Salesman

In choosing salesmen select men who are loyal. Of course the greatest possible freedom consistent with the conditions of the business must be given the salesman. His honesty and loyalty must always be above suspicion. Salesmanship must be interpreted as ability to read human nature.

It is not to be assumed that every man aspiring to become a salesman possesses these qualifications at the start, but careful observation, self control and close application will enable him to develop it.

Business should be kept in such condition that it cannot be interrupted by the resignation or removal of any man in the force. There is a disposition on the part of some managers to avoid letting a salesman know too much, but a salesman can perform his work more successfully when in possession of all the facts and conditions affecting the business in his own field. The possibility of his leaving one employer and entering that of a competitor is not alarming. Business men do not seek advantages from betrayed confidences.

**An Understudy for Every Man**  
If possible have an understudy for  
(Continued on page 29.)

# 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

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### EDITORIAL BRIEFS

BEAVER MEAT is the latest addition to the menu. It has been delivered in Toronto from Algonquin Park. Those who have tried it seem to speak well of it. It doesn't strike our fancy at the moment, but if all the sorrowful things the representatives of the Food Board have been telling us are true, we may yet come to look upon it as a dainty.

\* \* \*

APPARENTLY even a food hoarder's heart may be touched. It is announced recently that two and a half million pounds of flour have been returned to retailers by the consumers of 42 Arkansas counties in response to the food administration's appeal against hoarding.

\* \* \*

EXPERIMENTS have been made in Norway regarding the possibility of using whale fats to replace other fats in margarine. The experiments, it is reported, are quite satisfactory. Wonder what the fishes must be thinking of all these plans and campaigns for conserving things, at their expense.

\* \* \*

THE United States Food Administration costs the nation annually \$1,697,338.41. It's always interesting to ponder over sums like that. But getting right down where we live, we wonder who got that 41 cents. THE value of the farm products of Saskatchewan is given in a recent report at \$364,402,125. Lo, the poor farmer.

### A WORD CONCERNING POTATOES

SOME months ago, at a time when there was a comparative scarcity in potatoes, CANADIAN GROCER made the assertion that they would be much cheaper before the summer. This contention

has been amply justified to date, and this is only the beginning. We still believe in the correctness of this judgment, and expect further material declines.

### EQUAL LAWS FOR TOWN AND COUNTRY

TWO farmers of Lincoln, Neb., have been indicted for hoarding wheat. Over a thousand bushels of the amount hoarded was allowed to go to waste. The farmer is usually such a pet of the Government that it is refreshing to know, that he can be dealt with in these times as other mortals are dealt with.

We are hearing again the farmer's contention that he will feed his potatoes to the hogs rather than take a dollar a bushel for them. This is probably only the usual kind of talk. With the urban population suffering from the exorbitant prices of all food commodities, being compelled to subsist on less than normal quantities of certain foods, and being hedged in on all sides by restrictions, it is not likely that they would look with favor on any attempt on the part of the farmer to adopt this method of maintaining prices.

### TO THE MERCHANTS OF CANADA

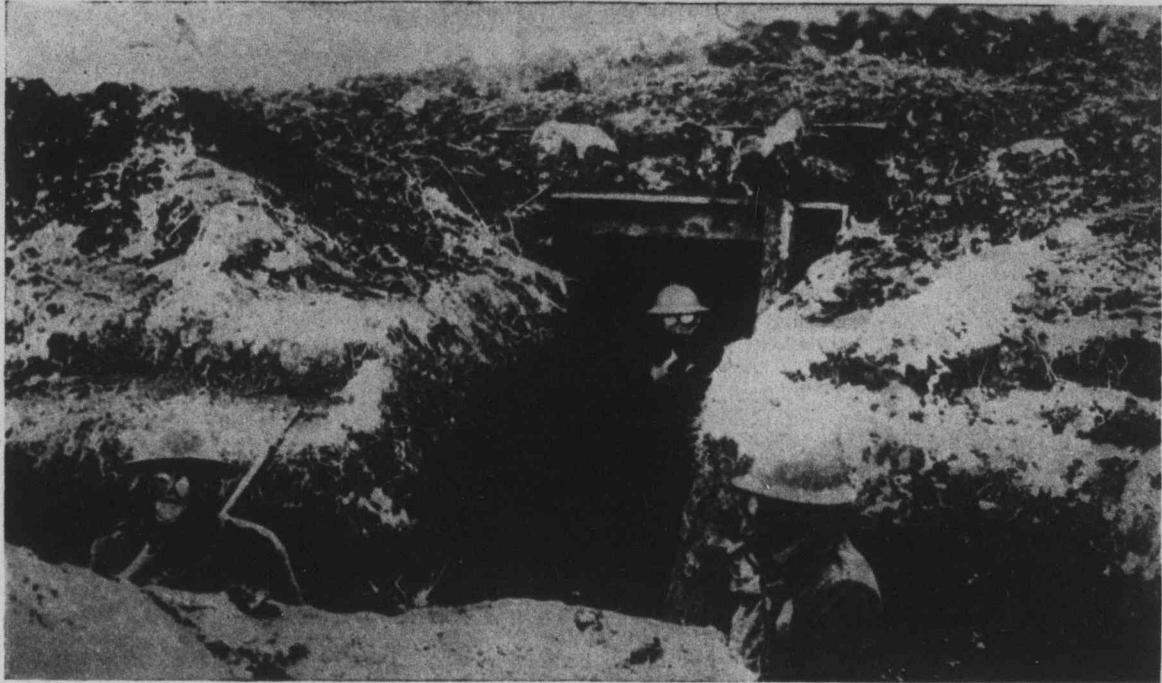
THERE has been so much said of late on the need for economy that the edge of the argument may have grown blunted. In this possibility lies a grave danger. Many merchants as well as others are beginning to treat this talk as merely a figure of speech. They have heard yet not believed, and they are conducting their businesses as though Canada were not at war, and though the whole world were not at this moment facing the grim spectre of famine.

These words are more than a repetition of the old time-worn appeals for conservation. They are a call to the merchants of this country to know a situation, to face it fairly and with judgment and care and unselfishness, to do their part in these trying days.

Grain men in conference with the War Purchase Board have probed into the matter of supplies of wheat available. They set the available supplies for Canada till the next harvest at 2,000,000 bushels. That may mean nothing to the average reader, but the man who is conversant with Canada's consumption of grain knows that this amount which must carry us for five months is less than one-fifth of our normal consumption. It means that by June there may not be a pound of wheat available and that very shortly after flour will be off the market.

That is the situation as it exists to-day. We are speaking plainly to the merchants of this country, because upon them in the large lies the responsibility of dealing with this situation. These conditions were in a measure at least provoked by the hoarding of goods by the merchants' customers. If the merchant sees in the above words an opportunity to for a moment stimulate his sales in flour, then he is not

## Current Events in Photograph—No. 15



### GAS ATTACK SIGNAL SOUNDS

**T**HE masked figures are not a revival of the Ku Klux Klan, but Canadian soldiers in France, who have been warned of a coming gas attack and have donned their gas masks in preparation. In the rear is seen the dugout, and back of that the shot-scarred ground. Note the soldier in the foreground making the best of the situation by smoking a cigarette through his mask.

loyal to the country in which he lives or the cause for which she is fighting.

If on the other hand he uses this information to safeguard available supplies, to see that his customers do not on any pretext make larger demands on these stocks than are justified; if he in turn makes no effort to increase his supplies from his jobber but does his best to conserve what he has and to buy in as small quantities as possible, then he can in truth hold his head high with the consciousness that he is actually on the firing line in these times of stress and is lending his strength on the road to victory.

Merchants of Canada, it is in your hands. What are you going to do about it?

#### A SEASONAL SERVICE TO THE MERCHANT

**T**HERE are certain problems that present themselves most strongly at certain times of the year. There are certain changes that may be most readily made at certain definite seasons. There are, roughly speaking, but two seasons in the year when the merchant looks ahead and ponders a program for the coming months. In the spring he plans for

the spring and summer trade, and in the fall for the winter's activities.

The special number that appears on the 26th of this month has kept these facts in mind. Its contents deals with the particular problems of the spring and summer time. The plans it propounds are plans that have been tried and found of value at this time, and the problems that it discusses are problems that will be facing every merchant in the next few months.

This number should be one of more than usual value to the merchants, and should be kept as a reference number to consult as the summer problems present themselves in after months.

#### DAYLIGHT SAVING

**A**S CANADIAN GROCER goes to press there comes the report that Sir Robert Borden states that the Daylight Saving Bill will go into effect on April 15. On the coming Sunday night the clocks will be advanced an hour, and no one will be in the least inconvenienced, yet on Monday there will be another hour of daylight for everyone. It is a good move that might have come long ago.

# One Successful Merchant

A Man in the King Row, Master of the Situation—Some Points that Need Careful Watching  
—Times When Stocks May Become a Liability.

By Henry Johnson, Jr.

**T**HAT a man can succeed in the retail business to-day, and succeed BIG without any special privilege or advantage not open to anybody is shown plainly by the following papers. Whoever you are, they hold a message for you:

Moose Crest, Alta.,  
December 4, 1917.

Mr. Henry Johnson,  
Care Canadian Grocer:

Dear Sir,—Your page is always of great interest to me. It seems good to see the inside of my fellow merchants' business occasionally.

On January 1st, 1914, I started in business with \$3,700 cash. My sales have averaged about \$33,000 a year. Have never had more than two clerks, and for the past year have only had one, with the exception of an extra on Saturdays. I have no delivery expense.

I think that most merchants hire more help than necessary. Since I have been doing my own books I have not had half the errors; and besides I keep a better tab on the accounts and pay more attention to collections.

I use the loose leaf duplicate ledger, and find that to avoid errors it must be entered every day. I also use what I call a petty file for items taken out on approval, and also for small, short term accounts that are hardly worth while entering in the ledger. I look over this file about three times a week to keep tab on these small items. No matter how good the man is or how small the account, I ask him about it before it runs longer than two or three weeks. If it is left for six months before he is asked, he has often forgotten about it and the result may be a dissatisfied or possibly lost customer. All goods returned to wholesale houses are entered on this petty file until credit note arrives. I made this file myself by cutting down an ordinary letter file, and the duplicate counter checks have holes that just fit on to it.

On the first day of each month I balance all my customers' and wholesale accounts and find out just where I stand. Below is a copy of my last balance sheet showing assets and liabilities.

	Resources	Liabilities
Bank .....	\$ 2,166.68	
Accts. Payable .....		\$ 3,419.14
Bills Payable .....		2,300.00
Fixtures .....	993.70	
Insurance Overpaid .....	279.00	
Rec. Accts. ....	1,993.65	
Cash .....	117.90	
Mdse., Estimated .....	12,885.33	
Bldgs. ....	4,500.00	
Bills Rec. ....	789.16	
Car .....	750.00	
Coal .....	140.00	
Farm .....	1,600.00	
Credit Balance .....		20,496.28
	\$26,215.42	\$26,215.42

B. D. also sent me a circular, printed

evidently on a multigraph, letter size, as follows:

Moose Crest, Alta., June 7, 1915.

Dear Sir,—It is my intention to inaugurate a system whereby I can put what little credit business I do on a basis that will be fair to all.

You are all aware that the credit business leads hundreds of business men to bankruptcy every year. I do not solicit, and in fact I am not in a position to give credit extensively.

You will readily see that selling goods at cash prices—as all my goods are marked—and charging them to a customer for an indefinite period is a losing game to me, besides being unfair to the majority of my customers who pay cash. I have to pay for the use of money to carry you just the same as you do when you borrow money and pay cash for your goods.

To adjust my past unfair system, I propose that in future I shall add to the account of all customers who have arranged to have their goods charged a monthly interest, which will discharge their obligation for this service, and enable me to convince my numerous spot cash customers that my system is absolutely fair to them.

After giving the matter very thoughtful consideration I have concluded that, commencing July 1st, I shall compute interest on the previous month's purchases at the rate of 8 per cent. per annum. Provided the bill is paid on or before the 10th of the month, this charge will be rebated.

In closing may I express the hope that all my many friends and patrons of the district will regard the system outlined above as a further evidence of my interest in their welfare and my desire to treat all absolutely fair and square.

Yours very truly,

Meat in the Nut

There is a lot of meat in that nut—having no invidious meaning, however. In fact, I might devote several pages to the analysis of the various phases of this man's remarkable achievement. But it may help to indicate the most salient points.

Note first: Started Jan. 1, 1914, with \$3,700 cash. Now shows upward of \$20,000 net assets. Averaging his earnings, he has made over 108 per cent. a year on his original capital; and that is going some. How he has managed it, with sales of only about \$33,000, I cannot tell. Of course, he must run a general store; carries probably everything one could think of; is away up in the woods by himself among a nice lot of farmers; probably makes a good market margin, and the past four years have been the best for realizing on the unique enhance-

ment of values that have occurred in half a century. But, even so, this man has made full use of his opportunities.

I have copied his collection letter because I feel that it reflects his character very clearly. He is a man who sets his own pace. He works out his plan of action with great care. Then he sticks to it. He has thought long and carefully about that letter, to say just the right thing, to express just what he wants the reader to grasp, and to bury in it that little joker about the 8 per cent. interest in such a way that nobody could say it was concealed and yet that most would trade on that basis indefinitely without knowing there was a joker.

For he says he will charge interest at 8 per cent. to be perfectly fair to his cash customers. But then he says that if the charge customer pays before the 10th of the month following, this charge will be rebated—meaning the prompt paying credit customers will pay nothing for their credit privilege. Really, you know, that is a brand of "secret diplomacy" to which nobody should take exception!

Points to Watch Carefully

Where, now, are the weak spots in this business? For there are some and now is the time to ferret them out and cure them. One wise manufacturer bids us beware in these words:

"Some time we are going to be on the slide—going down hill for three or four years."

Reaction is bound to come and conditions which have made possible this man's accumulation of an average of \$4,000 a year on \$3,700 total investment are going to be reversed. So the lines must be tightened up right now.

1st. Take sales of \$33,000. I have no means of knowing my friend's average margin, so I take it at 20 per cent., and if we deduct 20 per cent. from \$33,000 we shall have \$26,400 as cost of goods sold. With a stock of \$12,885.00 this shows only a small fraction over two turnovers—2.049 times plus. Maybe that is not subnormal considering his locality; but I recommend careful study of this point, and as much improvement as possible.

2nd. The bills payable, \$2,300, and cash on hand and in bank, \$2,284.58, practically offset each other. Why borrow \$2,300 to keep it idle? Seems to me that it would be good business to pay off \$1,500 of that indebtedness, or else apply it to getting that item of accounts payable down to a 10-day discount basis.

3rd. Of course, there may be special seasonal reasons why the accounts payable are so large; perhaps my friend has just received big shipments and has borrowed to care for their discounting. It

just seems odd to me that he should owe an open account more than enough to buy stock to handle his total sales for over six weeks. It would be interesting to have an explanation of this condition.

#### Stock May Become a Liability

Now, having in mind the fact that values are going to shrink some day, and that stock which turns only twice a year is bound to accumulate a lot of dead wood which can only be sold off at great loss, my very urgent suggestion would be to stop buying anything at all not absolutely necessary to handle the pressing current needs of trade. Take that entire indebtedness right out of the cash and stock on hand within the next five or six months.

I speak mildly—modestly—in view of this man's very remarkable record. Ordinarily I should be much more emphatic. Just the same there is such a thing as relying on paper profits—and waking up some day to a realization that they are not worth the paper on which they are written. Once stocks begin to shrink, it's just plumb awful the way they toboggan down the slide.

Now is the time for conservation; for great caution. And the right time for caution is before you are hit. Afterwards, the loss may be out of all proportion to your previous gains. So I suggest a clean-up, and a consistent plan of keeping clean.

Again, to quote from the manufacturer—who, by the way, is one of the most far-sighted in the country, well "heeled" of ample resources:

"If you have money in the bank you better keep it there, unless you have bought Government bonds with it—which are as good as cash."

He means that this is the time for careful intrenchment. The thought of Government bonds is pregnant with suggestion; for their purchase is to-day a patriotic duty—which, in such cases, is at the same time the soundest business insurance. And again, to borrow a figure, remember that when the fire starts nobody will sell you insurance on your building—you must insure before the conflagration.

So my final word, in the absence of further detailed information, is a caution to my friend to clear his decks for the storm that may strike any time and find him with too much canvas spread to the winds of commerce.

#### HIRING AND HANDLING SALESMEN

(Continued from page 25.)

every man, so if the machine is crippled suddenly and unexpectedly the broken ends may be taken up and the work continued without interruption or injury to the business.

Avoid nagging and adverse criticism. Selling goods is not always the most pleasant occupation, and nothing will take the ambition out of a man quicker or more effectively than fault-finding. If he has out-lived his usefulness or ceased to render satisfactory service, dispense with his services, but do not find fault. They creatures of circumstance,

and continuous grind demands relaxation. Good business braces them up and enables them to store their energy for reserve, but poor business has a depressing effect and they will be obliged to call on that reserve. Nothing will exhaust it like criticism, for encouragement is what they need.

Application to the principles outlined in this article will enable a business to have comparative smooth sailing without friction.

No sales force can work successfully unless it works as a unit. There must

be perfect harmony between manager and salesmen and between the men on the force. One of the best ways for accomplishing this is to get the men together occasionally to talk over their difficulties, and any new ideas they have picked up. Such meetings get the men out of the old rut, instill them with new vigor and enthusiasm.

A very influential business man very aptly, says: "Scatter seed of selling talk throughout you conservation; till it with diplomacy, and a crop of success is sure to follow."

## LETTERS TO THE EDITOR

#### WEIGHT OF A GALLON OF MOLASSES

In a recent issue of CANADIAN GROCER as to the number of pounds in a gallon of molasses the answer was given as 13 pounds.

A couple of CANADIAN GROCER'S good friends, Sawyer Bros., Marden, Ont., have investigated on this basis and believe they have unearthed an error. They write as follows:

"Have West India XXX molasses the same number of pounds per gallon as Barbadoes? In issue March 15th you state in enquiry department that there are 13 pounds per gallon Barbadoes molasses. To test your statement I filled a half-gallon measure with W. I. molasses, and it weighed 7 pounds net. Example: A quart sealer weighs (empty) 1 lb. 4½ oz.; full, 4 lbs. 12½ oz.—3 lbs. 8 oz.—14 lbs. per gal.

Taking the figures given above 3½ pounds per quart would seem to give the weight of 13½ pounds rather than 14 pounds.

Finding the matter so much in doubt, some investigations were made in Montreal, the largest handling port for molasses. The information obtained was not more definite than that already given in CANADIAN GROCER.

An official of the Weights and Measures Office, Montreal, when questioned as to weight of a gallon of molasses, stated:

"We do not recognize any weight but imperial measurements only. Without committing ourselves the average weight of an imperial gallon is 14 pounds—no particular kind of commodity is mentioned."

Robert Crookes Co., molasses importers, Montreal, were not more definite. "We buy according to measurement only," they stated, "and do not know the weight exactly. This, in any case would vary, according to the density of a given batch of molasses."

Hudon, Hebert & Co., wholesale grocers, Montreal, were more to the point. "The imperial gallon of molasses weighs 13½ lbs. This will vary according to the proportion of sugar in it, but the average will be close around 13½ lbs. We would not say it will go as much as 14 lbs."

Joseph Ward and Co., importers, Montreal, stated: "As near as we can tell you, 14 pounds to the imperial gallon."

There you have it. Doctors evidently disagree and there seems no way of getting a definite opinion. Molasses is sold by liquid measure and not by dry. The weight apparently varies according to the quality of the goods, but is somewhere between 13 and 14 pounds.

#### INCREASING SUGAR SALES

The Editor, Canadian Grocer:

I have read with interest from your pages a good many articles about this fair profit deal, and of increasing sales of sugar and other goods showing a profit less than the cost of doing business so that the profits might be increased. Also the argument has been put forth that sugar and such goods should not be charged with as large a per cent. of overhead expenses as other goods showing larger profits. I suppose I am very slow for I cannot agree with either of these arguments. My contention is this: If it is reasonable to suppose a grocer can double and treble his sugar for sales without any added expense, it is also reasonable to suppose he can do the same with say tea, baking powder, or any other line. I can see no difference except interest on money invested which would not be more than one per cent.

Does it cost any more to handle one pound of tea than five pounds of sugar?

Each would sell at about the same figure, the sugar showing a return of about 9c, the tea about 15c. The same staff that will handle say, \$2,000 worth of sugar in a given time will also handle \$2,000 worth of tea in the same time. So I think it is losing money to spend time and energy increasing sugar sales when it might be devoted to more profitable lines. Of course, if it came to a point where it was sell sugar or do nothing, I say sell sugar.

There is much more that might be said in regard to the relative value of the advertising received from the different lines, but as I appear to be up against expert opinion I will say no more about it.

G. A. MORTIMER,  
Shelburne, R.R. 3, Ont.



# THE CLERKS' DEPARTMENT

## The Various Problems Answered

Replies From Different Parts of the Country to the Various Questions Show a Variety of Opinions.

**I**N the issue of March 22 some problems were propounded for the consideration of the clerks, and some interesting results have been obtained by some clerks and others who have tried their hand at unravelling the mystery. The questions propounded were as follows:

A grocer bought from a farmer's wife 30 eggs for 15 cents, that is 2 eggs for 1 cent. From another farmer he bought 30 more, for which he paid but 10 cents. He now has 60 eggs which he paid for at the rate of 5 for 2 cents. Meeting a friend who was anxious for eggs he sold the lot at the rate at which he had bought them, 5 for 2 cents, and found that he had lost 1 cent on the transaction. Where was the cent lost?—W. H. Swain, Hamilton, Ont.

My brother Alex. and I go to market and purchase a carcass of beef weighing 200 lbs., at 5c lb., total \$10.00, and each of us pay \$5.00, with the intention of dividing up the beef on arrival home. On the way home we decide to divide the carcass by cutting it crosswise. Alex. decides to accept the fore part at 4c per lb. and I agree to pay 6c per lb. for the hind part, this making an average price of 5c per lb. On figuring the matter out we find that Alex. would be entitled to 125 lbs. at 4c per lb. to get his \$5.00 worth, and that I would be entitled to 83 1-3 lbs. at 6c per lb., but we find that the total weight would thus be 208 1-3 lbs.—Alphonse, Tignish, P.E.I.

I was driving a herd of sheep along the road and met another drover with a herd. He said, "Give me one of your sheep and I will have as many as you have." "No." said I; "Give me one of yours and I will have twice as many as you have." How many did we each have?

A shoemaker sells to a customer a pair of boots, the price of which is \$5, and receives in payment a \$10 bill, which he cannot change. He takes the bill to his neighbor to change, and returning gives the customer the boots and \$5 change. Later his neighbor came to him claiming the bill a bogus one, and demanding his \$10 back. So the shoemaker gives him back \$10 good money. Who has lost on the deal, and how much?—F. W. Holt, Torrance, Ont.

And these were the answers received to date:

### Prince Edward Island Divides the Beef

I arrived at the following solution to the question about the beef:

Alex. takes 125 lbs. at 4c = \$5. There remains 75 lbs. for me at 6c per pound. As this is the hind part, I sort out the best of it and I find I can get 50 lbs. worth at 8c lb. = \$4. I place the balance, 25 lbs., at 4c = \$1—total, \$5.

I figure that the price of 8c and 4c per pound are equal to 6c per pound, as the prices of 6c and 4c per pound were equal to 5c per pound at the outset.—J. A. Bernard, Tignish, P.E.I.

An ingenious and appropriate solution.—Ed.

### Quebec Answers Thuswise

My answer to the problems in your issue of the 22nd ult. is as follows:

The grocer and the egg deal. I find that he has made an error in figuring his loss; 60 eggs cost 25c, which would be at the rate of 5 for 2½c.

The puzzling beef problem I would go at in this way: Alex's. share would be—100 lbs. at 4c = \$4; 16 2-3 lbs. at 6c = \$1—116 2-3 lbs., total \$5. His brother's 83 1-3 lbs. at 6c, \$5.

The sheep problem—5 in one herd and 7 in the other.

As to the shoemaker and the boots, I think he lost one pair of boots and \$5.—J. J. Savage, South Stukely, Que.

### Ontario Does Them This Way

These are my solutions to the problem in the issue of March 22nd:—First drover has  $x$  sheep, second drover has  $y$  sheep. Then  $y+1 = x-1$ , or  $x-y = 2$ . Again,  $x+1 = 2(y-1)$ , or  $x-2y = -3$ ; but  $x-y = 2$ . By subtraction,  $y = 5$ ; but  $x-y = 2$ ; therefore,  $x = 7$ . First drover has 7 sheep, second drover has 5 sheep.

Answer to last query—Shoemaker has lost on the deal by \$15 and boots, or \$20 in all.—Wallace Findlay, Dromore, Ont.

But up till the time the bogus bill was returned to him he had lost nothing, and he only parted with \$10 after that time.—Ed.

### North Ontario Tries Its Hand

Seeing your puzzles in the CANADIAN GROCER, I decided to try my hand at them. The one about the sheep I did by algebra. Perhaps my reasoning was not clear, so I will set it before you:—Let A have  $x$  sheep, let B have  $y$  sheep;  $y+1 = x$ ,  $x+1 = 2y$ ,  $y-x = -1$ ,  $-2y+$

$x = -1$ ; therefore,  $y = 2$ ,  $x = 3$ ; therefore, one has 3 and the other 2.

Here is another one about eggs:—He buys 30 eggs for 15c, and then 30 more for 10c; therefore, 60 eggs cost him 25c. But he sells them at 2 for 2c, and thus only gets  $(60 \div 2) \times 2 = 24c$ . He loses 1c by the transaction.—S. T. Kofman, Parry Sound, Ont.

Algebra faulty, S. T. K. See solution above; and the query is, where was the cent lost?—Ed.

### A Breeze From the West

Following are solutions to your problems in issue of March 22nd:

1—Grocer paid 25c for 60 eggs—that is 2 1-12c for 5. On every 5 eggs he lost 1-12c, so that he lost 1c on the deal.

2—Alex. is only allowed to get 100 lbs. at 4c, and for his fifth dollar he should get 16 2-3 lbs. of beef only, so that I will get the rest = 83 1-3 lbs.

3—I had two more sheep than the other fellow. If he gives me one more, then I would have 4 sheep more than he has, and that is as much as he would have left, so that he has 5 and I have 7.

4—The shoemaker lost \$10.

The changed outlook on the poultry situation arrives from supposing at the start that they all were turkeys. If we suppose that all were chickens, then we must get 84—11—5.—Geo. Skutsky, Readlyn, Sask.

### Disastrous for the Shoemaker

Answer to Question 3.—The first man had 7 sheep, the second had 5.

Answer to Question 4.—Cost of boots \$5.00. The bill is bogus, therefore the shoemaker has to give the man who changed the bill \$10.00. Change he gave the man who bought the boots was \$5.00, a total loss to the shoemaker of \$20.

GORDON BUFFET,  
Sydney, C.B.

### PRINCE RUPERT FIRM OPENS VANCOUVER OFFICE

The G. W. Nickerson Company, grocery brokers, of Prince Rupert, B.C., are opening a Vancouver office on the 1st of May. This office will be located at 525 Standard Bank Building, Vancouver. The firm are the agents for the Quaker Oats Company for the province.

### LETHBRIDGE BREWING COMPANY TO MANUFACTURE VINEGAR

The Lethbridge Brewing and Malting Co. will commence the manufacture of vinegar, now that the manufacture of beer stronger than "two per cent." is forbidden, was the announcement made by Fritz Sick, general manager of the company. The interior of the plant is being remodelled to provide for the necessary machinery which is now being installed.

# CURRENT NEWS OF THE WEEK

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

## Maritime

The New Brunswick sardine season has opened and Connors Brothers again have started their plant at Black's Harbor.

The Booth Fisheries, Limited, have started work on the new \$100,000 plant which they are to erect in West St. John.

The early pack is likely to be light owing to the destruction of so many of the weirs along the New Brunswick coast during the spring storms.

William Baxter, retail grocer, Leinster street, St. John, is retiring from business and is negotiating for the sale of the business.

Wallace M. Babkirk, aged sixty years, who has conducted a produce business in the St. John city market for the last sixteen years, died recently.

A branch of the Retail Merchants' Association has been formed in the town of Devon, N.B., a new town formed by the amalgamation of St. Mary's and Gibson. The officers are as follows: President, P. S. Watson; vice-president, G. G. Harvey; secretary, Lloyd Belyea, and treasurer, H. W. Bowlen.

As the packers have completed all their preparations for the season, the Dominion Government has decided that the canning of lobsters in the Maritime Provinces will not be banned this year as has been considered. At the end of this season a nine-inch limit will be placed on the size of lobsters which may be taken.

The Acadia Sugar Refining Company of Halifax gets a new lease of life for another year without reorganization. This has been made possible by the decision of the banks not to enforce repayments of loans of between \$2,000,000 and \$3,000,000. Statements were made at the recent meeting of the shareholders that the prospects for a better supply of raw sugar through the allotment of the International Committee in New York give promise of a more satisfactory period ahead and hopes were expressed that the company eventually would be able to show a balance on the right side of the ledger.

## Quebec

H. Monette, of Mont Rolland, was a Montreal visitor last week.

Winikoff Bros., wholesale grocers, Montreal, Que., have sold their stock.

Henry Simon, president. H. Simon & Sons, Ltd., cigar manufacturers, Montreal, Que., is dead.

Nap & Fils, grocers, Montreal, Que., have dissolved partnership.

H. R. Loughrin, general store, North Clarendon, Que., is moving to Ottawa.

E. L. Prior, with Frame & Co., importers, New York City, is a business visitor to Montreal this week.

H. B. Clemes, manager of the produce department of Gunns, Ltd., Toronto, was a visitor to the Montreal house.

Geo. M. Waterhouse & Co., teas and coffees, Montreal, Quebec, has dissolved partnership. G. M. Waterhouse continues under same style.

Harper R. Gray, joint manager of Gunn, Langlois & Co., Ltd., wholesale provisions, Montreal, is this week in Toronto and Western points.

A. G. Urquhart, representing Leveson's Limited, Vancouver, importers of peas, beans, Oriental products, etc., has opened an office in the St. Nicholas Building, Montreal.

W. J. Wilson, with S. H. Ewing & Sons, Ltd., spice importers, Montreal, will be covering his territory again in the immediate future. Mr. Wilson has been ill for several months, and his many friends will be glad to welcome him again.

The Montreal executive, recently appointed to investigate the petty thieving that has been conducted on a large scale here, are appointing a manager to collect and assemble data on this matter. These results, when tabulated, may be submitted to the Provincial Government with a view to securing their co-operation in stamping out this evil. Several culprits have been apprehended and thefts already traced will total over \$25,000. Wholesale and retail stores of every kind have been victimized.

## Ontario

C. Seymour, grocer, Toronto, Ont., has suffered fire loss.

A. Mowbray, grocer, Wingham, Ont., has sold to R. Brooks.

W. J. Duffin, grocer, London, Ont., has sold to A. McCabe.

J. W. Eedy, grocer, London, Ont., has sold to G. Bloomfield.

N. D. Blowey, grocer, Hamilton, Ont., is giving up business.

Stanley Bros., grocers, Toronto, have sold to Peterson & Co.

V. A. Corcoran, grocer, Toronto, Ont., has sold to Scott & Brown.

Mrs. M. Archer, general store, Lynden, Ont., has sold to W. A. Smith.

T. J. Somerville, grocer, Ottawa, Ont., has sold his Clemow Ave. store.

Bowles Bros., grocers, Ft. William, Ont., have sold stock to D. A. Gordon.

R. P. Mills, general store, Eganville, Ont., has been succeeded by A. Mills.

Dawson & Co., grocers, Sault Ste. Marie, Ont., have dissolved partnership.

J. R. Marshall & Co., general store, Desbarats, Ont., have dissolved partnership.

C. R. Langstaff, general store, Stratton, Ont., has been sold to McNab & Wilson.

Barlow & Smith, grocer, Amherstburg, Ont., have been succeeded by Barlow & McCormick.

P. Adams, general store, North Bay, Ont., has transferred business to P. Adams & Co.

W. F. Fox, Cornwall, Ont., has taken over the business formerly conducted by Fowkes & Co., of that city.

The home of L. R. Parent, Ford, Ont., was visited recently by a stork who was good enough to leave a baby boy.

The cash system of merchandising will very probably be effected by grocers and other merchants of Owen Sound on April 15th.

Thomas C. Ray, secretary of the Windsor, Ont., Board of Trade for five years, is suggested as the possible secretary of the Border Cities' Retail Merchants' Association.

Merchants of Owen Sound have declared their willingness to deliver parcels of 14 pounds or over, but are likely to take action to have parcels under that weight carried by customers.

The Board of Trade of Cobourg, Ont., has forwarded a resolution urging the Government to pass the Daylight Saving Bill. A readjustment in prices of grain, fixing not only the price of wheat but of other grains, is also urged.

Queen City Vinegar, Ltd., has been incorporated with a capital of \$90,000 to carry on business as manufacturers and wholesalers and dealers in vinegar and all kinds of grocery sundries and supplies.

## Western Provinces

A. W. Elliot, general store, O'Haton, Alta., is dead.

F. Smith, grocer, Medicine Hat, Alta., has sold out.

Wm. Reid, general store, Dorelee, Alta., has sold out.

Local Supply Co., Ltd., general store, Monitor, Alta., has sold out.

E. G. Suehring, general store, Plato, Sask., has sold out.

S. E. Chamney & Sons, general store, Renown, Sask., has sold out.

R. S. Cruickshank, general store, Herschel, Sask., has sold out.

F. Adilman, general store, Verigin, Sask., has sold to Katz Bros.

Wm. Sexton, grocer, Prince Albert, Sask., has been burnt out.

J. J. Tomilen, general store, Canora, Sask., has suffered fire loss.

Wm. Dickson, general store, Carstairs, Alta., has sold his Cremona branch.

K. Gordon, grocer, Edmonton, Alta., has been succeeded by Wm. Murray.

G. R. Winterstein, general store, Bethune, Sask., has discontinued business.

#### Western Provinces

The Royal Supply Co., grocers, Winnipeg, Man., have sold their stock to N. Adilman.

H. Thompson, grocer, Winnipeg, Man., has sold his Ellice Ave. branch to Mrs. F. E. Carroll.

Biggar Trading Co., general store, Biggar, Sask., has been sold to J. A. Robertson.

Bleakley & Johnston Co., general store, Eston, Sask., has been succeeded by W. C. Johnston & Co.

J. K. Johnson, general store, Mozart, Sask., has been succeeded by H. J. Josephson.

The organization of a Retail Merchants' Association at Edmonton, Alta., has been completed. Merchants to the number of 125 have signed the membership roll.

The Retail Merchants' Association of Swift Current, Sask., has been reorganized. G. Bowers is president; J. A. Rollefson, vice-president, and A. E. Sparshatt, secretary.

D. Farringer, merchant, Kindersley, has gone into the farming business, and his entire stock of merchandise, including groceries, boots and shoes, etc., has been secured by Robins and Reid, of the same town.

George Kue, of Hawes bread plant, Kindersley, has enlisted with the depot battalion at Regina.

The co-operative delivery movement has reached Rouleau, Sask. With a view to assisting in some measure to release labor for farm work, J. H. Craig, E. J. Coade and F. Myers have agreed to adopt a co-operative delivery. Deliveries will be made at 9 a.m., 10.30 a.m., 3 p.m., and 5 p.m. daily, to become effective at once.

It is reported that McDonald and Crawford, wholesale grocers, will shortly open up business in Prince Albert.

#### MANAGER OF DOMINION CANNERS HAS NARROW ESCAPE

R. L. Innes, manager of the Dominion Canners, Limited, Hamilton, Ont., narrowly escaped serious injury recently when the contents of the gasoline tank in his limousine took fire while it was being filled with "gas" at a West King street supply station. A fire extinguisher saved the situation and only about \$10 damage resulted to the car. No one was injured.

#### DELIVERY SYSTEM UNDER CONSIDERATION

At a recent meeting of grocers and butchers of Hamilton, Ont., it was unanimously decided that the system of deliveries should be regulated. A proposition to educate the public through the press to "carry their own" met with great favor. It was urged that the Government be petitioned to support any plan decided upon with the forfeiture of an offender's license as a penalty. The centralized delivery scheme was considered impracticable. Many varied plans were suggested for curtailing deliveries

in order to release men for work on the farms.

#### CLAIMS HOME BAKERIES KEEP BREAD PRICES UP

That the price of bread has not increased in proportion to the cost of materials, and that the only way that the people of Moose Jaw can secure cheaper bread is for all housewives to stop baking, and let the bakers do it, thus making a saving in delivery expenses possible, is the contention of W. G. Stephens of the Moose Jaw Bread Co. Mr. Stephens points out that whereas it cost his firm but \$85.78 for materials for one day's bread supply in March, 1914, this figure has increased in 1918 to \$181.73. In naming these figures the increased cost of delivery was not included. Everything taken into consideration, Mr. Stephens believes that the cost has increased 15 per cent. over what it was in 1914. One day's cost of material in March, 1918, he compiled as follows: Flour, \$161.20; sugar, \$1.50; salt, 73c; yeast, \$9.10; shortening, \$7.28; malt, \$1.92; total, \$181.73.

#### KINDERSLEY, SASK., ADOPTS CO-OPERATIVE DELIVERY

Kindersley merchants have launched a war-time delivery plan, which came into effect on April 1. Four or five men have been engaged in delivering goods in the town, and after April 1 this work will be handled by but one man, the others being released for other callings, preferably that of production. A meeting of the retailers was held recently and a contract for delivering and draying was made with Darragh and Taylor. There will be a special charge of five cents for each delivery, large or small, deliveries being made in the morning on all orders received up to 10 a.m. In the afternoon orders received up to 4 o'clock will be delivered, and a special delivery has been arranged for Saturdays for orders received up to 8 p.m.

From the butcher shop of J. Richardson, there will be a daily delivery at 8 a.m., and no other deliveries will be made.

The Kindersley firms who have joined hands in this co-operative enterprise are J. Richardson, C. W. Baker Co., Ltd., Robins & Reid and T. M. McEwan.

#### SIMCOE, ONT., MERCHANTS PETITION FOR EARLY CLOSING Expect That This Will Be Obtained, and Do Not Anticipate Any Decline in Business as a Result

The merchants of Simcoe, Ontario, are laying a petition before the council of the town asking them to impose a compulsory closing by-law making the closing hour seven o'clock and the merchants have great hopes that they will grant our request, as the petition is very heavily signed, in many of the branches being unanimous. The Simcoe merchants have been looking enviously at the village of Port Dover, seven miles to the south, which has been closing its stores at six o'clock for the past two years. The merchants do not expect this measure to

make one cent's difference in their volume of trade and they feel that after they become accustomed to it they will wonder just why they did not adopt it some years ago. Simcoe merchants have always thought their town some pumpkins as they have had half-holidays through the summer for twenty-three years, and have had a general delivery for eighteen years and have good enterprising merchants, but they have felt for some time that they had not outlived their village days in the matter of a uniform closing hour.

#### DOMINION BOARD OF R. M. A. TO MEET

Gathering to be Held in the Chateau Laurier Hotel, Ottawa, on April 16, 17, and 18

The thirteenth annual meeting of the Retail Merchants' Association of Canada, Incorporated, will be held in the Chateau Laurier Hotel, Ottawa, on April 16th, 17th and 18th. Representatives from every Province in Canada will be present at this meeting for the purpose of receiving reports from the officers and the various committees, and for the general consideration of resolutions in connection with the improvement of the retail trade of Canada. Several important resolutions will be presented to the Ministers of the Cabinet, and it is proposed to amend the constitution of the association so that every Province will be represented on the Executive.

Horace Chevrier, of Winnipeg, is president of the Dominion Board, and E. M. Trowern of Ottawa, is secretary.

#### OWEN SOUND MERCHANTS ADOPT CASH SYSTEM

At a meeting held recently of the grocers, butchers and flour and feed men of Owen Sound, Ont., it was decided, with practically no opposition, to adopt a cash system. It will likely become effective April 15, but due notice will be given before anything definite is done.

#### LINDSAY, ONT., BAKERS ALSO ADOPT CASH SYSTEM

The bakers and pastry cooks of Lindsay, Ont., have given a month's notice of their decision to conduct a strictly cash business. This new program goes into effect May 1.

#### PROHIBIT GAS FOR WINDOW LIGHTING

The use of gas for advertising and window lighting, as in the case of electricity, has been prohibited by an order-in-council, recommended to the Governor-General by the Fuel Controller through the Minister of Trade and Customs, and approved by his Excellency. The Fuel Controller is vested with the necessary authority to enforce the regulations in the promotion of the conservation of gas produced from coal. The regulations are declared to be in force from and after the 1st day of April, 1918. The penalty is a fine not exceeding \$500, or imprisonment for a term not exceeding six months, or both.

# Enquiry Department

**W**HEN 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.

### MUST A GENERAL STORE BE LICENSED?

Is it necessary for a general merchant in a country town to obtain a grocer's license? If so, when should he apply for it?—A subscriber, E. H., Que.

Ans.—If he deals in groceries he must have a license. If application forms have not reached him, apply to H. Amphlett, Director of Licenses, Food Control Dept., Ottawa.

### BEGINNING A STATIONERY BUSINESS

Where can I get the necessary information for conducting a retail stationery business?—A. McLean, Sydney, N.S.

Ans.—Probably the best source of information would be "Bookseller and Stationer," a monthly magazine devoted to the interests of the stationery trade. This magazine is also published by the MacLean Publishing Company. The subscription price is \$1 a year.

### PREMIUM PICTURE

Is the proposition of the company offering premium picture arrangements, whose circular is enclosed herewith, legal?—Elm Tree, Ont.

Ans.—The scheme is illegal, being contrary to the terms of the Trading Stamp Act of Canada. This act requires that any premium ticket given out shall "bear on its face the place of its delivery," that is the name of the store issuing the ticket. That it shall bear on its face a definite merchantable value, that it shall be redeemable at any time, and that it shall be redeemable in goods, the property of the issuer of the ticket. The ticket you submit does not meet any of these conditions. It does not bear your name. It does not bear any definite value. It is not redeemable until \$10 worth of goods have been purchased, and it is redeemable in goods that do not belong to you.

### WINE MANUFACTURERS

Please give me the names and addresses of some manufacturers in Toronto, Montreal and Quebec, also names of breweries.—Talbot, Cape Breton.

Ans.—The manufacturers of unfermented wines are T. A. Lytle Co., Toronto; Ontario Grape and Wine Manufacturing Co., St. Catharines, Ont.; J. Tune and Son, London, Ont.; grape juices, Welch and Co., St. Catharines; E. D. Smith, Winona; Wagstaffe, Ltd., Hamilton; Marsh Grape Juice Co., Niagara Falls; Niagara Wine Co., Niagara Falls. Fermented wines:—Ontario Grape Growing and Wine Manu-

facturing Co., St. Catharines, Ont.; St. David's Wine Growers Co., Toronto, Ont.; Stamford Park Wine Co., Ltd., Niagara Falls, Ont.; T. G. Bright and Co., Niagara Falls, Ont.; J. S. Hamilton and Co., Brantford, Ont.; Raymond L. Haskins, Hamilton, Ont.; Haskins Wine Co., Hamilton, Ont.; Hillcrest Wine Manufacturing Co., St. Catharines, Ont.; Girardot Wine Co., Sandwich, Ont. Breweries:—O'Keefe Brewery Co., Reinhardt Salvador Brewery, and Copland Brewery Co., Toronto; National Breweries, Ltd., Imperial Breweries, Ltd., Montreal Brewing Co., John R. Molson and Bros., Frontenac Breweries, all of Montreal.

### HAND HOISTS

Where can I buy a hoist suitable for raising weights up to 200 pounds, which could be operated by hand?—Russell Reid, Cloon, Sask.

Ans.—Darling Bros., Ltd., Montreal; Otis-Fensom Elevator Co., Ltd., Toronto; the Turnbull Elevator Manufacturing Co., Toronto; John Turner & Son, Toronto.

### MAKERS OF PAPER BAGS

Who are the manufacturers of specialty bags in Canada?—Aug. Perry, Vancouver, B.C.

Ans.—Specialty Bag Co., Toronto; Walter Woods & Co., Hamilton, Ont.; Dominion Paper Co., Montreal; J. C. Wilson Co., Montreal; Lincoln Paper Mills, Merriton, Ont.; E. B. Eddy Co., Hull, Que.; Buntin, Gillies & Co., Hamilton, Ont.; Computing Scale Co., Toronto.

### BUYERS OF FEATHERS

Could you give us the names of buyers of feathers?—C. E. Grosskeith, Belwood, Ont.

Ans.—The Alaska Feather & Down Co., Ltd., Montreal and Winnipeg; Whitworth & Restall, 112 Adelaide Street west, Toronto, Ont.

### NAMES OF MANUFACTURERS AND WHOLESALERS

Please give me a list of wholesalers and manufacturers in the following lines:—Harness, leather and trunks, crockery and enamelware, cutlery, overalls, shirts, pants and suits.—J. A. Morrison, Tarbat, Cape Breton.

Ans.—Harness: Samuel Trees & Co., Toronto; Adams Bros. Harness Mfrs., Toronto; Gananoque Harness Co., Gananoque, Ont.; Heney Carriage & Harness Co., Montreal; Lamontagne, Ltd., Montreal;

Kellys, Ltd., Halifax, N.S.; Sackville Manufacturing Co., Ltd., Sackville, N.B.; Standard Manufacturing Co., Middle Sackville, N.B.; A. E. Wry, Ltd., Sackville, N.B.

Leather:—Beardmore & Co., Toronto; Bonner Leather Co., Montreal; Duclos & Payan, St. Hyacinthe, Que.; L. Higgins & Co., Moncton, N.B.; Fortier Nazaire, Quebec, Que.

Trunks:—Adams Bros. Harness Mfrs., Toronto; Hugh Carson, Ltd., Ottawa; Christie Bros. & Co., Amherst, N.S.; A. Jennings & Co., Montreal; Mussens, Ltd., Montreal.

Crockery:—Toronto Potteries, Dominion Bank Bldg., Toronto; Ontario Crockery Co., London; Belleville Pottery Co., Belleville, Ont.

Tin and Enamelware:—The McClary Co., Ltd., London, Ont.; the Thomas Davidson Co., Montreal.

Cutlery:—H. S. Howland, Toronto; Rice Lewis, Toronto; Wood, Vallance, Hamilton, Ont.; James Lewis, Lewis Bros., and Caverhill, Learmont Co., Montreal.

Overalls:—Kitchen Shirt & Overall Co., Brantford, Ont.; R. G. Long & Co., Ltd., and Hamilton Carhartt Cotton Mills Co., Toronto; Peabody Overall Co., Windsor, Ont.; Clayton & Son, Halifax, N.S.; Maritime Hat & Cap Co., Truro, N.S.

Shirts:—Long Shirt Co., Kitchener, Ont.; Kitchen Shirt & Overall Co., Brantford; Deacon Shirt Co., Belleville, Ont.; Cluett, Peabody Co., Troy, N.Y.

Pants and Suits:—Fashion Craft, Fit Reform, Alphonse Racine, Campbell Manufacturing Co., Wearbest Clothing Manufacturing Co., all of Montreal; Walter Blue & Co., Sherbrooke, Que.; Copley, Noyes & Randall, Hamilton, Ont.; Cook Bros. and Allan, House of Hobberlin, W. J. Keens & Co., of Toronto.

Please give me the names of some potato dealers in Prince Edward Island.—P. Paquet, East Windsor, Que.

Ans.—The names of some Prince Edward Island dealers are: G. A. Toomb and Carvell Bros., Charlottetown; Pool & Thompson, Montague; James Reid & Co., Summerside; Estate of James Kennedy, Kensington, P.E.I. The largest operators in the Maritime Provinces are the New Brunswick Potato Exchange, with headquarters at Woodstock, N.B. They also have offices in Montreal and Toronto.

Will you tell me if I am to get a license for my grocery store, and if so, where to apply?—A. Giovetti, Sherbrooke, Que.

Ans.—Yes. Apply to Henry Amphlett, Director of Licenses, Canada Food Board, Ottawa, Ont.

CANADIAN GROCER,  
143-153 University Avenue,  
Toronto.

For Subscribers

## INFORMATION WANTED

Date..... 191.....

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

.....

Name.....

Address.....

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**A**DVANCES in three brands of sugar have been made during the week, two of 40c and one of 15c per 100 pounds. One refiner has established a new list of differentials which shows considerably higher levels. Shipments continue to show slight improvement but the demand still exceeds the supply.

New prices established on rices range from 1/2c to 1c per pound higher, every line being affected by this latest revision. The uncertainty still existing with reference to further shipments of Eastern rices has firmed the market at the new quotations and the future, in the case of the rumored embargo by the Japanese Government against shipments becoming effective, does not look encouraging. Stocks at present in the country are in fair shape.

Importation of all goods which come by water is becoming increasingly difficult with the possible exception of sugar. It is rumored that all imports of grapefruit and citrus fruits via New York from West India ports will be stopped after April 15, the tonnage to be used in transporting sugar. Indications point to European dried fruits and nuts, after all the formalities of having shipments released have been gone through, coming by schooner instead of steamer. With the increased insurance and freight rates this would entail it looks as though further supplies will not be made to this country.

Fruits and vegetables from the South are coming through in fairly liberal quantities. Strawberries have shown a tendency to stiffen in price and latest crop reports may further accentuate this situation. Tomatoes coming through are very good quality and considerably easier in tone. A car of new Bermuda potatoes has been received during the week.

No change in the flour situation is evident although mills are enabled to operate more nearly to capacity. Mill feeds continue in heavy demand. Further shipments of corn reaching the market will improve the output of mills for the various products. Business, though not heavy, is in fair volume.

is a fairly good demand for vegetables. In some cases the advance of the season has tended to lower prices. Potatoes are easy. The arrival of three cars of tomatoes from Florida this week has reflected itself in considerably lowered prices. New Florida cabbage is lower to \$3.75 per crate. Florida celery has been reduced from 25 to 50c per crate. Cucumbers are lower, and the oversupply of red onions has made a weaker tendency, 70-pound bags of these selling as low as \$1. Mushrooms, and watercress also, have been marked down. There has been but one car of oranges in this week, while there are usually 4 to 5 on an average. Prices on all fruit rule high. New strawberries are now plentiful and are down to 19c for pint boxes.

Bananas (fancy large), bunch...	4 00	4 50
Oranges, Valencia lates .....	5 00	5 75
Oranges, Porto Ricos .....	5 00	5 50
Oranges, California navels .....	9 00	10 00
Oranges, Jamaica .....	6 50	6 50
Oranges (bitter) .....	4 00	5 00
Oranges (Seville, bitter) .....	5 50	5 50
Grape fruit, Cuban .....	4 00	4 50
Grape Fruit, California .....	5 00	6 00
Grape fruit, Florida .....	5 00	6 00
Lemons (fancy new Messina), as to size .....	5 50	8 50
Lemons, California seedless .....	5 00	5 00
Grape fruit (fancy Jamaicas)...	3 25	3 75
Grape fruit (fancy Porto Ricos) 80, 96, 64 .....	4 75	4 75
Grape fruit (fancy Porto Ricos) 54, 46 .....	4 25	4 25
Pineapples, Cuban, grate .....	5 00	5 00
Grapes, Malaga (keg) .....	7 00	7 50
Pineapples, Florida .....	6 50	7 00
Grapes, Malaga, medium .....	10 00	10 00
Cocoanuts (sack) .....	7 25	9 00
Strawberries (Louisiana) .....	0 19	0 22
Apples, (bbls.)—		
Fameuse .....	7 00	8 50
Baldwins .....	4 00	4 50
Russets .....	4 50	5 00
Apples, boxed .....	2 75	2 75
Pears (eating), small lots only, doz. .....	0 30	0 60
Ontario Apples—		
Spys, No. 1, per bbl. ....	8 00	8 50
Do., No. 3 (special), bbl. ....	5 50	5 50
Do., No. 3, bbl. ....	4 50	4 50
Pewaukee, No. 1, bbl. ....	6 50	6 50
Do., No. 2, bbl. ....	5 50	5 50
Baldwin, No. 1 bbl. ....	4 00	4 50
Stark, No. 1, bbl. ....	4 00	4 00
No. 2 .....	3 25	3 25
Boxed apples (all sizes) .....	2 75	2 75
Rhubarb, doz. ....	1 50	1 75
Cauliflower (California), crate, 2 doz. ....	4 50	5 00
1 doz. crate .....	2 00	3 00
Cabbage, Montreal, per bbl. ....	1 75	1 75
Cabbage, Montreal, doz. ....	1 00	1 50
Cabbage (New Florida), crate. ....	3 75	3 75
Cabbage, New Florida, hampers. ....	1 85	1 85
Celery, Canadian, per doz. ....	0 50	1 00
Celery (Wash.), doz. ....	1 50	1 50
Celery, Florida .....	2 75	3 00
Cucumbers (Boston), doz. ....	2 00	2 50
Horseradish (Can.) .....	0 20	0 20
Endive (Can.) .....	0 25	0 25
Endive (American) .....	0 40	0 40
Mint .....	0 60	0 60
Leeks .....	5 00	5 00
Onions, red, 100-lb. bag .....	2 50	2 50
Onions, red (70-lb. bag) .....	1 00	1 00
Oyster plant .....	0 75	0 75
Parsley (American) .....	2 00	2 00
Parsley (Canadian) .....	0 50	0 50
Spanish onions, half cases .....	2 25	3 50
Spanish onions, large crate .....	4 50	6 00
Spanish onions, small crate .....	1 50	2 75
Potatoes (sweet), per hamper, as to size .....	2 50	4 50
Potatoes, bag .....	1 50	1 60

## QUEBEC MARKETS

**O**WING to the failure of the Montreal mail to arrive on time, it has been necessary to omit a certain percentage of the general Quebec markets. The produce section reports, however, appear in full.

### Cassias And Cloves

#### Marked Higher

**SPICES.**—Advances have been made on some lines of spices and the most noticeable are those for cassias and cloves. Pure cassias are quoted at 35c and cloves as high as 75c lb. This follows the definite forecast made in CANADIAN GROCER last week. Trading is reasonably fair and all prices hold firm. Various lines are naturally becoming decreased in volume on spot, although there would not be so close a situation were delivery improved to any great extent.

Cassia (pure) .....	0 35	0 35
Cayenne pepper .....	0 28	0 35
Cloves .....	0 70	0 75
Cream of tartar .....	0 80	0 90
Ginger, pure .....	0 25	0 35
Ginger, Cochin .....	0 25	0 25
Ginger, Jamaica .....	0 30	0 35
Mace .....	0 80	1 00
Nutmegs .....	0 40	0 50
Pepper, black .....	0 38	0 42
Pepper, white .....	0 42	0 45
Pepper (Cayenne) .....	0 30	0 35
Pickling spice .....	0 22	0 25
Tumeric .....	0 21	0 23
Cardamon seed, per lb., bulk. ....	2 00	2 00
Carraway, Dutch, nominal. ....	0 75	0 75
Cinnamon, China, lb. ....	0 22	0 25
Cinnamon, per lb. ....	0 35	0 35
Mustard seed, bulk .....	0 25	0 25
Celery seed, bulk .....	0 46	0 46
Shredded coconnut, in pails. ....	0 21	0 23
Pimento, whole .....	0 12	0 14

For spices packed in cartons add 3/4 cents a lb. and for spices packed in tin containers add 10 cents per lb.

**Tomatoes Lower;  
All Fruits Are High**

FRUITS AND VEGETABLES.—There

Allspice .....	5 and 10-lb. boxes	0 16	0 18
Cassia .....	0 25	0 30	0 30

Potatoes (New Brunswick), bag. ....	1 75
Carrots, bag .....	0 75
Beets, bag (60-lb. bag) .....	0 75
Parsnips (60-lb. bag) .....	1 00
Turnips (Quebec), bag .....	1 00
Turnips (Montreal), bag .....	0 75
Tomatoes (hothouse), lb. ....	0 40
Tomatoes, Florida, crate .....	6 75
Lettuce, curly (3 doz.) .....	2 50

Lettuce, curly, dozen .....	0 60
Lettuce, Boston, hothouse (2 doz. in box) .....	2 25
Lettuce (Florida), hamper .....	2 75
Lettuce, California, 5 doz. ....	5 50
Mushrooms (lb.) .....	0 75
Cranberries (Cape Cod), box. ....	5 50
Do., per gallon .....	0 90
Watercress (Can.) .....	0 30
Watercress (Amer.) .....	1 25

## ONTARIO MARKETS

**T**ORONTO, April 10.—The uncertainty of further supplies of rice reaching the local market is a disturbing element in the developments of the week. Prices have advanced on practically all lines from  $\frac{1}{2}$ c to 1c per pound, and orders for future delivery are being held up pending confirmation, or otherwise, of the rumored embargo placed by the Japanese Government on shipment of this commodity. Advances in sugar are reported of from 15c to 40c per 100 pounds, and in at least one instance the differentials have all undergone revision upward. Price changes for the week have not been numerous, though among the lines affected are tobacco, salt, Crisco, jelly powders, cotton twine and cotton clothes lines. Strawberries are slightly firmer for the week. Heavy rains in Louisiana over the week end may militate against further shipments reaching this market owing to product being sandy. The restrictions on shipping are being felt in the West Indian grapefruit and citrus fruit markets, the European dried fruit market, and the nut markets. Business is in fair volume.

### Advances In Sugars; Differentials Changed

**Toronto.**  
**SUGAR.** — Advances are reported in three lines of sugars during the week, St. Lawrence and Dominion each going up 40c, and Acadia 15c per 100 pounds. The differentials on St. Lawrence have all been changed as outlined below. The situation re Cuban raws show signs of improvement, and it is thought likely that 300,000 tons may be handled this month. Dutch shipping is already being placed in the sugar service, and the next couple of months should see supplies assume a more nearly normal position. Locally improvement continues to manifest itself and there is a more optimistic feeling over the outlook. Some reports from Cuba indicate that the crop is not so well preserved and that there may be some shrinkage in the outturn. What this may be is as yet impossible to determine. The last car of the Michigan beet crop has been shipped. Prices locally, including the additional 3c freight advance, are given out as follows:

Atlantic, extra granulated .....	9 07
St. Lawrence, extra granulated .....	8 97
Acadia Sugar Refinery, extra granulated ..	8 97
Can. Sugar Refinery, extra granulated ..	8 87
Cases, 10-lb. tins, $\frac{1}{2}$ doz. to case .....	4 95
Dom. Sugar Refinery, extra granulated ..	8 97
Iceing sugar, barrels .....	9 27
Powdered, barrels .....	9 17
Canada Sugar differentials:—25-lb. sacks, 10 cents over 100-lb.; 20-lb., 15 cents advance; 10-lb. gunnies 20c. advance; 5-lb. gunnies, 40c. advance; 5-lb. cartons, 25c. advance; 2-lb. cartons, 30c. advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c ad-	

vance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic and Acadia differentials: In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 20c per 100 lbs.; 30c per 100 lbs. in 10-lb. gunnies, and 40c per 100 lbs. in 5-lb. cartons, and 40c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 40c per 100 lbs. under granulated, No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

### Tobacco Register Advance; Salt Higher

**Toronto.**  
**TOBACCO; SALT.**—An advance in the selling price and a new range of sizes have been made in MacDonald's tobaccos. Prices now for 12s, the new size are: Prince of Wales, \$1.04 per lb.; Napoleon, \$1.04 per lb.; Brier, \$1.04 per lb. T. & B. plug tobacco in new size cads are selling for the 10c plug, 72 plugs in cad at \$6.19, and 20c plugs, 54 in a cad, at \$9.29 per cad. New prices issued on salt are at higher levels also, the Purity, 24 10c selling at \$1.90 per case, and Regal, 24 10c at \$1.85 per case. Cotton clothes lines are again higher, and cotton twine up another 2c per pound is selling for the 3-ply at about 67 $\frac{1}{2}$ c, and 4-ply at about 70c per pound. Crisco has also gone to higher levels, the new quotations being made at \$11 per case. Jello at \$1.15 per dozen, and Shirriff jelly powders at \$1.15 per dozen, or \$1.10 in gross lots, are also higher.

### Increased Freight Rates May Be Prohibitive

**Toronto.**  
**MOLASSES, SYRUPS.** — Latest advices indicate that freight rates on West India shipments of molasses range from four to five times higher than formerly ruling, and in some quarters it is felt this may prove prohibitive for marketing here. Barbadoes are still reported in transit and when they will reach destination is a question. High grade molasses are generally reported scarce, though local stocks are in fair shape and experiencing a very good demand. Corn and cane syrups show no disposition to change.

Corn Syrups—	
Barrels, per lb. ....	0 07
Cases, 2-lb. tins, 2 doz. in case .....	4 65
Cases, 5-lb. tins, 1 doz. in case .....	5 20
Do., No. 1 yellow .....	5 14
Half barrels, $\frac{1}{2}$ c over bbls.; $\frac{1}{4}$ bbls., $\frac{1}{2}$ c over	
Cane Syrups—	
Barrels and half barrels, second grade, R. ....	0 06
Cases, 2-lb. tins, 2 doz. in case .....	5 25
Molasses—	
Fancy Barbadoes, barrels ....	0 98
Choice Barbadoes, barrels ....	0 88
West India, $\frac{1}{2}$ gal. ....	0 55
West India, 10-gal. kegs. ....	0 50
West India, 5-gal. kegs. ....	0 25
Tins, 2-lb., table grade, case 2	

doz., Barbadoes .....	4 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes .....	6 40
Tins, 5-lb., 1 doz. to case, Barbadoes .....	5 30
Tins, 10-lb., $\frac{1}{2}$ doz. to case, Barbadoes .....	5 20
Tins, 2-lb., baking grade, case 2 doz. ....	3 50
Tins, 3-lb., baking grade, case of 2 doz. ....	4 60
Tins, 5-lb., baking grade, case of 1 doz. ....	3 90
Tins, 10-lb., baking grade, case of $\frac{1}{2}$ doz. ....	3 75
West Indies, 1 $\frac{1}{2}$ , 48s. ....	5 00
West Indies, 2s, 36s. ....	4 00

### Good Movement Canned Vegetables; Little Change

**Toronto.**  
**CANNED GOODS.** — Reports from some quarters indicate a very free movement of canned vegetables and stocks generally are equal to the demand though a scarcity of beans has been recorded. No change in prices has been made in the regularly listed lines, but a revision of quotations on herring and sardines is given out. Kipperred herring, oval tins, 48, are selling at \$2.25 dozen, and in tomato sauce at same price. Brunswick sardines at \$7 a case or 7 $\frac{1}{2}$ c per tin in smaller quantities, and Snow & Lee  $\frac{1}{4}$ s at \$17 case or 17 $\frac{1}{2}$ c per tin in smaller quantities represent advanced figures. St. Williams marmalade in four lb. tins is quoted at 68c per tin. Huron apples, gallons, six in a case are quoted at \$5.50 dozen.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmou—	
Soekeye, 1s, doz. ....	4 00
Soekeye, $\frac{1}{2}$ s, doz. ....	2 40
Alaska reds, 1s, doz. ....	3 75
Chums, 1-lb. talls .....	2 35
Do., $\frac{1}{2}$ s, doz. ....	1 35
Pinks, 1-lb. talls .....	2 25
Do., $\frac{1}{2}$ s, doz. ....	1 35
Cohoes, $\frac{1}{2}$ -lb. tins .....	1 85
Cohoes, 1-lb. tins .....	3 45
Red springs, 1-lb. talls .....	3 15
White springs, 1s, dozen .....	2 30
Lobsters, $\frac{1}{2}$ -lb., doz. ....	3 10
Canned Vegetables—	
Beets, 3s .....	1 50
Tomatoes, 2 $\frac{1}{2}$ s .....	2 65
Peas, standard .....	1 95
Peas, early June .....	2 00
Beans, golden wax, doz. ....	1 85
Beans, Midget, doz. ....	2 25
Asparagus tips, doz. ....	3 25
Corn, 2's, doz. ....	2 45
Pumpkins, 2 $\frac{1}{2}$ s .....	1 80
Spinach, 2s, doz. ....	1 80
Succotash, No. 1, doz. ....	2 00
Pineapples, 2s .....	3 00
Cherries, 2s .....	2 60
Peaches, 2s .....	2 10
Pears, 2s .....	1 85
Plums, Lombard, 2s .....	1 75
Plums, Green Gage .....	1 80
Raspberries, 2s, H.S. ....	3 00
Strawberries, 2s, H.S. ....	3 00
Jam, raspberry, 16 oz., doz. ....	2 90
Do., black currant, 16 oz. ....	2 90
Do., strawberry, 16 oz. ....	3 00
Do., raspberry, 4-lb. tin. ....	0 83
Do., black currant, 4-lb. tin. ....	0 77
Do., strawberry, 4-lb. tin. ....	0 83
Preserved Fruits, Pint Sealers—	
Peaches, pint sealers, doz. ....	3 40
Plums, Greengage, doz. ....	2 40
Do., Lombard, doz. ....	2 25
Do., Blue, doz. ....	2 25
Black currants, doz. ....	3 45
Red currants, doz. ....	3 40
Raspberries, doz. ....	3 60
Strawberries .....	3 60

### Outlook For European Fruit Not Encouraging

**Toronto.**  
**DRIED FRUITS.** — Shipments from

Europe have been greatly restricted during the past year, and further difficulties have developed in that all steamers are likely to be withdrawn from this service and only schooners used. Apart from the time required for shipments to come by this method, there is the question of additional insurance and heavier freight rates which are very likely to add so to the cost of the goods that sales can not be effected. The result will probably be that further shipments of dried fruits from this source will not be forthcoming. Orders for apricots are being booked at opening prices, which it is thought will not be much, if any, higher than those ruling last year. In raisins, 4-crown loose muscatels in boxes of 50 lbs. are being sold at 12½c per pound, delivery from stock. Orders for baker's seedless, in 50-lb. boxes, are being taken at 15½c per pound against arrival. Shipment of dates is still in transit. Prunes remain firm and unchanged.

Apples, evaporated	0 21	0 22
Apricots, unpitted	0 16	0 16
Do., fancy, 25s	0 30	0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	0 26	0 30
Orange	0 28	0 30
Citron	0 35	0 36
Currants—		
Grecian, per lb.	0 29	0 32½
Australians, lb.	0 30	0 35
Dates—		
Excelsior, pkgs., 3 doz. in case	4 50	4 75
Dromedary dates, 3 doz. in case		6 00
Figs—		
Tapas, lb.		
Malagan, lb.		
Comadré figs, mats, lb.	0 13	0 14
Cal., 6 oz., doz.		
Cal., 10 oz., doz.		1 45
Prunes—		
30-40s, per lb., 25's, faced	0 18	0 18
40-50s, per lb., 25's, faced	0 17	0 17½
50-60s, per lb., 25's, faced	0 16	0 16½
60-70s, per lb., 25's, faced	0 14	0 15½
70-80s, per lb., 25's, faced	0 13	0 14
80-90s, per lb., 25's, unfaced	0 12½	0 13½
90-100s, per lb., 25's, faced	0 12	0 12
Peaches—		
Standard, 25-lb. box	0 15½	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes		0 22
Raisins—		
California bleached, lb.	0 14	
Valencia, Cal.	0 10½	0 10½
Valencia, Spanish		
Seeded, fancy, 1-lb. packets	0 12	0 13½
Seedless, 12-oz. packets	0 11	0 12½
Seedless, 16-oz. packets	0 14½	0 15
Seedless, bakers, Thompsons, 50s	0 14	0 15½

### Demand For Teas Continues Heavy

**Toronto.**  
**TEAS.**—The demand continues in good volume and orders are going out freely. The future of the tea market hinges largely on the question of transportation. There has been a big movement of Java teas to the United States and Canada during the past year, but if the tonnage used in this service is taken away altogether or greatly curtailed the result is not hard to determine. Ceylon and India teas are increasingly hard to get and with supplies of Javas cut down it would not be many months before stocks reached a pretty low level. However, present stocks are ample and as with other lines one can only wait and see.

Ceylon and Indias—		
Pekoe Souchongs	0 36	0 38
Pekoes	0 38	0 46
Broken Pekoes	0 46	0 48

Orange Pekoes	0 48	0 50
Broken Orange Pekoes	0 50	0 52
Javas—		
Broken Pekoes	0 35	0 38
Japans and Chinas—		
Early pickings, Japans		0 40
Second pickings	0 30	0 38
Hyson Thirds, lb.	0 30	0 35
Do., Seconds	0 40	0 45
Do., Sifted	0 40	0 52

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movement.

### Coffee In Strong Position; Little Change

**Toronto.**  
**COFFEE.**—The position of coffee is one of strength. Though in some quarters, ample supplies are available, spot stocks generally are low, and the recent Government order for about 40,000 lbs. of Santos will very likely be felt under present conditions. Business is good and no change in prices has been made.

Coffee—		
Bogotas, lb.	0 23	0 30
Guatemala, lb.	0 24	0 25
Maracaibo, lb.	0 25	0 29
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 30
Blue Mountain Jamaica		0 40
Mocha, Arabian, lb.		
Rio, lb.	0 19	0 23
Santos, Bourbon, lb.	0 25	0 26
Chicoery, lb.		0 20
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

### Many Advances Made In Spices

**Toronto.**  
**SPICES.**—The very firm situation existing in practically all lines of spices has made itself felt in revised prices being issued in some quarters at considerably higher levels. Activity in the United States markets is very noticeable. Cassia is very scarce, and dealers will pay nearly any price to get delivery. Large buyers are placing orders at open prices, indicating that delivery is of greater importance than price, and even on these terms uncertainty must mark the future position of spice stocks in this country. Every package of celery seed was absorbed last week in New York, and a firming up of prices has followed. Locally, the range now is from 40 to 60c per pound. Cassia has narrowed in range in some quarters: 38 to 40c per pound being quoted, while 30c is lowest quotation given out. Cloves declined in the South 3c per pound, though no particular reason was assigned for this action. Quotations now being made are included in the range of figures given herewith:

	Per lb.	
Allspice	0 16	0 18
Cassia	0 30	0 40
Cinnamon	0 40	0 55
Cayenne	0 30	0 35
Cloves	0 70	0 85
Ginger	0 25	0 35
Herbs — sage, thyme, parsley, mint, savory	0 40	0 60
Mace	0 90	1 10
Pastry	0 25	0 35
Pickling spice	0 22	0 25
Peppers, black	0 38	0 42
Peppers, white	0 40	0 48
Paprika, lb.	0 35	0 45
Nutmegs, selecta, whole, 100's		0 40
Do., 80's		0 50
Do., 64's		0 55
Mustard seed, whole	0 35	0 40
Celery seed, whole	0 40	0 60
Coriander, whole	0 28	0 35

Caraway seed, whole	0 90	1 00
French, pure	0 90	0 96
American high test		
2-oz. packages, doz.		1 40
4-oz. packages, doz.	2 60	
8-oz. packages, doz.		5 45
8-oz. tins, doz.		6 00
Tartarine, barrels, lb.		0 21
Do., kegs, lb.		0 23
Do., pails, lb.		0 25
Do., 4 oz., doz.		0 90
Do., 8 oz., doz.		1 75
Do., 16 oz., doz.		3 25

### Almonds Very Firm; Brazils Take Shut Off

**Toronto.**  
**NUTS.**—The present market on almonds is very strong and indications are that prices will go to considerably higher levels. No change in prices locally has yet been noted. In the New York market there are no Brazils offering, and after April 15 further shipments to this port are to be suspended, so the future holds little promise of supplies. Europeans nuts, if permitted to come at all, will very likely have to sail in schooners as all steamers are being requisitioned by the various governments for their own use. Cocoanuts, 150's are higher at \$8.50. Other lines show no revision locally.

In the Shell—		
Almonds, Tarragonas, lb.	0 21	0 23
Walnuts, Bordeaux	0 25	0 26
Walnuts, Grenobles, lb.		
Walnuts, Manchurian, lb.		
Filberts, lb.	0 18	0 22
Pecans, lb.	0 25	0 27
Peanuts, Jumbo, roasted	0 22	0 25
Do., No. 1 Virginia, roasted	0 21	0 22
Brazil nuts, lb.	0 15	0 16
Cocoanuts, 100s, 150s	7 50	8 50
Shelled—		
Almonds, lb.	0 40	0 45
Filberts, lb.	0 35	0 40
Walnuts, lb.	0 68	0 75
Peanuts, Spanish, lb.	0 18	0 19
Do., Chinese, Japanese, lb.		
Brazil nuts, lb.	0 66	0 68

### No Change Apparent In Bean Situation

**Toronto.**  
**BEANS.**—There has been nothing of moment to record during the week in the bean markets. Orders are going out in fair quantities and no news of an interesting nature has been given out. Prices remain unchanged at figures given herewith:

Ontario, 1-lb. to 2-lb. pickers, bu.	8 50	9 00
Do., hand-picked	9 00	9 25
Can. white kidney beans, bush.		9 00
Rangoons, per bush.	6 60	7 00
Yellow eyes, per bushel		
Japanese Kotonashi, per bush.		8 00
Limas, per pound	0 18½	0 22

### Rice Outlook For Future Serious

**Toronto.**  
**RICES.**—Confirmation of the rumor as reported in last week's issue of CANADIAN GROCER to the effect that the Japanese Government had placed an embargo on the shipping of all rice is not yet available. Orders placed during the past week, however, are either being refused, or held up by some importers, and prices have been withdrawn. The general feeling is that the embargo if placed is to use the shipping in some other service as reports indicate no shortage of supplies. As Japanese shipping has been utilized largely in carrying all Eastern rices, the outlook is anything but prom-

ising for the future. New prices established during the week range from 1/2c to 1c per pound higher on practically all lines, as will be noted in quotations below. Stocks locally are reported in very good condition and no immediate shortage is expected.

Texas, fancy, per 100 lbs.....	11 50	12 00
Blue Rose Texas .....	11 75	
Honduras, fancy, per 100 lbs.....	13 00	
Siam, fancy, per 100 lbs.....	9 75	
Siam, second, per 100 lbs.....	9 50	
Japans, fancy, per 100 lbs.....	10 75	11 75
Japans, second, per 100 lbs.....	9 50	9 75
Chinese XX, per 100 lbs.....	9 00	9 75
Do., Simiu .....	11 50	
Do., Mujin, No. 1 .....	10 75	
Do., Pakling .....	10 25	
Tapioca, per lb. ....	0 14 1/2	0 15

### Market Holds Firm On Package Goods

Toronto.

PACKAGE GOODS. — The market throughout remains firm and there have been no new developments during the week. The demand is normal for this time of year. Prices are unchanged.

Cornflakes, per case .....	3 90	4 25
Rollod oats, round, family size, 20s .....	5 75	6 35
Rollod oats, round, regular 18s, case .....	2 05	2 30
Rollod oats, square, 20s.....	5 80	
Shredded wheat, case .....	4 25	
Cornstarch, No. 1, pound cartons No. 2, pound cartons .....	0 11	0 10
Starch, in 1-lb. cartons.....	0 11	
Do., in 5-lb. tins .....	0 12 1/2	
Do., in 6-lb. papers .....	0 00 1/2	

### Honey Stocks Low; Maple Syrup Arriving

Toronto.

HONEY, MAPLE SYRUP. — Little change is to be noted in respect to honey during the week. Prices hold firm and stocks generally are reported low.

The new quotations on Small's maple syrup are being made on the following basis: 16 oz. bottles, \$7 case 24; 32 oz. bottles, \$6.30 case 12; 40 oz. tins, \$14.90 case 24; 80 oz. tins, \$14 case 12. Shipments of new maple syrup are arriving in larger quantities and a fair demand is in evidence.

<b>Honey—</b>		
Clover, 5 and 10-lb. tins .....	0 22	0 23
Do., 54s, case .....		
60-lb. tins .....		
Buckwheat, 60-lb. tins .....	0 13	
Comb. No. 1, fancy, doz.....	3 50	3 60
Do., No. 2, doz.....	3 00	3 25
Jars, 7-oz., doz. ....		
Do., 10oz., doz. ....		
Do., 12-oz., doz. ....		
Do., 16-oz., doz. ....		
<b>Maple Syrup—</b>		
No. 1, gallon tins, 6 to case..	11 00	12 50
No. 2, half gal. tins, 12 to case	12 25	14 20
No. 3, quart tins, 24 to case..	12 25	15 55
No. 3, quart bottles, 12 to case	5 50	7 00
N.B.—Above are wine measure.		
Gallon tins, Imperial, 6 to case	13 50	
5-gallon tins, Imperial, per tin	10 50	
Barrels, 25 or 40 Imp. gals. ....	2 00	

### Strawberries In Firm Tone; Pineapples Easier

Toronto.

FRUIT.—A firmer tone has developed in respect to strawberries, and whereas present offerings are of very good quality, the future is uncertain and holds promise of higher prices. Advices from Louisiana indicates that heavy rains over the week end will mean "sandy" berries and further supplies may not be brought

forward to the local market from this field. Present stocks of strawberries are offering for the pints 18 to 21c, and quarts 30 to 40c per box. Further shipments of pineapples are in and prices are easier at \$6.50 to \$7.50 per case. Restricted shipping space and smaller supplies will have a tendency to hold the market at about its present level. Florida grapefruit is about done, and Cuban and Porto Rican are slightly firmer with fair supply on the market. It is rumored that all shipments of grape fruit and citrus fruits via New York from West India ports will be stopped after April 15, as space is wanted for sugar. Five cars of Messina lemons, representing the first direct importations, have arrived on the local market, quality and condition being reported good. Odd cars of Valencia and Mediterranean sweet oranges are arriving, prices remaining unchanged at figures given last week. A supply of boxed apples is available and the demand is fair. Canadian box apples are being offered, Baldwins and Golden Russetts selling at \$2.50 per box.

<b>Apples—</b>		
Boxes (Arkansas Blacks).....	3 00	3 25
Winesaps, box .....	3 00	3 25
Rome Beauty, box .....	2 90	3 25
<b>Ontario—</b>		
Baldwins, No. 1, bbl.....	6 50	
Greenings, No. 1, bbl.....	6 50	7 00
Northern Spys, tree runs.....	5 50	
Mann, No. 1, bbl.....	6 00	
Do., No. 2, bbl.....	5 00	
Pewakee, No. 1, bbl.....	5 00	6 00
Do., No. 2 .....	4 00	5 00
Starks, No. 1, bbl.....	5 00	6 00
Do., No. 2 .....	4 00	5 50
Ben Davis, No. 1, bbl.....	4 00	5 00
Do., No. 2, bbl.....	3 50	4 00
Spys, No. 3 .....	4 00	5 00
Winter varieties, straight No. 3 .....	2 00	4 00
<b>Nova Scotia—</b>		
Baldwins, No. 1 .....	5 50	
Do., No. 2 .....	4 50	
Wagner, No. 1 .....	5 00	6 50
Do., No. 2 .....	4 00	6 00
Starks, No. 1 .....	5 00	5 50
Do., No. 2 .....	4 50	5 00
Winter varieties, straight No. 3 .....	1 50	2 50
Bananas, yellow, bunch .....	3 50	4 00
<b>Grapefruit—</b>		
Jamaica, 46s, case .....		
Do., 64s, 96s, case .....		
Do., 80s .....		
Florida, 36s, 46s, case .....	5 00	5 50
Do., 54s, 64s, 80s, 96s .....	5 00	5 50
Cuban and Porto Rico, 54s, 64s, 80s, 96s .....	5 00	5 50
<b>Oranges—</b>		
California Navels—		
80s .....	5 00	6 00
96s .....	6 00	
100s .....	5 50	6 00
126s .....	6 50	7 00
150s .....	7 50	8 00
176s, 200s, 216s, 250s .....	8 00	8 50
<b>Florida Oranges—</b>		
80s, 96s, 100s .....		7 50
126s .....		8 00
150s .....		8 00
176s, 200s, 216s, 250s .....		7 00
<b>Lemons, Cal., case .....</b>		
Do., Messinas, box .....	6 00	6 50
Pears, Cal., box .....		7 50
Pineapples, Porto Rican, cs. 24-30s	6 50	7 50
Rhubarb, dozen .....	1 10	1 50
Malaga grapes, keg .....		
Strawberries, pints, 24s .....	0 16	0 21
Do., quarts .....	0 30	0 40

### Tomatoes Register Decline; Florida Cabbage Easier

Toronto.

VEGETABLES.—Further arrivals of tomatoes are due this week and lower prices have been established, the range being from \$5 to \$6.50 per case. Those available last week were said to be of

fine quality and shipments due this week are expected to be even better. Florida cabbage is easier at \$3.25 per crate, a decline of 25c over last week's figures, though prices range as high as \$4. Florida cucumbers expected this week are being quoted at \$5.25 per hamper, and green beans at \$5 per hamper. California asparagus is arriving freely, crates of 12 bunches selling at \$7.50 to \$8, single bunches 65 to 70c each. A lower quotation on Spanish onions is being made in some quarters, the tendency being to clean up stocks. Texas onions are expected to move in a few days. The first car of new Bermuda potatoes has arrived and are being quoted at \$10.50 per barrel or \$4 per bushel. Florida celery at \$3.25 is 25c higher than quotations of last week. California cauliflower is also up 25c per crate as noted in prices below.

Beets, bag .....	0 90	1 00
Brussel sprouts, quart .....		
Cauliflower, Cal., standard crates	3 25	3 75
Cauliflower, Cal., pony crates.....	2 00	2 25
Cabbage, Canadian, barrel .....	3 00	3 50
Carrots, bag .....	0 50	0 60
Celery, Ontario, doz. ....		
Do., California, case .....	5 00	6 50
Cucumbers, Boston, doz. ....	3 00	3 50
Lettuce, leaf, doz. bunches.....	0 25	0 35
Do., head, hampers .....	2 00	3 75
Mushrooms, basket .....	2 75	3 50
<b>Onions—</b>		
Spanish, crates .....	4 00	4 50
Spanish, half crates .....	2 00	2 40
Do., Canadian, 75-lb. ....	1 25	1 75
American, 100-lb. sacks .....	2 00	2 50
<b>Potatoes—</b>		
New Ontario, bag .....	1 75	1 90
N.B. Delawares .....	1 80	2 00
P.E.I., bag .....		1 75
Sweet, hamper .....		5 00
Spinach, box .....	0 60	0 75
<b>Tomatoes—</b>		
Floridas, 108s, 120s, 144s, 180s, 216s, case .....	5 00	6 50
Parasnips, bag .....	0 90	1 35
Parsley, doz. bunches .....	0 75	1 00
Peppers, green, dozen .....	0 50	1 25
Turnips, bag .....	0 50	0 65

### Flour Moving Along In Same Channels

Toronto.

FLOUR.—The movement of wheat continues to show improvement, and mills are nearly all operating full time again. However, there is little to report outside of increased production. Government prices remain unchanged, and the business is following its prescribed channels.

<b>War grade, 74% extraction—</b>		
Manitoba spring wheat. 11.10		11.30
Ontario winter wheat. 10.80		11.10
Blended, spring and winter .....	10.85	11.20

### Orders For Mill Feeds Continue Heavy

Toronto.

MILL FEEDS.—Orders continue to come along in large numbers and mills are doing their best to get shipments away in good time. However, they have by no means caught up with the accumulation of business and expect it will be some time before the situation becomes more nearly normal.

<b>Mill Feeds—</b>	<b>Mixed cars ton</b>	<b>Small lots ton</b>
Bran .....	\$35 40	\$37 40
Shorts .....	40 40	42 40
Special middlings .....		
Feed flour, per bag .....		



*Increased Receipts Corn;  
Barley Very Firm*

Toronto.

**CEREALS.**—Shipments of corn continue to arrive in very fair quantities and orders are being cleaned up as quickly as possible for cornmeal, etc. Corn flour is reported scarce and in big demand owing to its being substituted in many cases for wheat flour. Barley is reported very firm, and in some quarters higher prices are looked for. Rolled oats has firmed considerably, and there is some talk of an advance in this line too.

	Five Bag Lots Delivered	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s	\$7.35-\$7.95	\$8.00-\$9.50
Barley, pot, 98s	6.00-6.50	6.00-7.50
Cornmeal, 98s	6.50-7.00	7.00-7.25
Corn flour, 98s	6.50-7.00	6.50-7.35
Farinas, 98s	.....	.....
Graham flour, 98s	5.60-.....	6.00-7.00
Hominy, 98s	.....	6.50-6.60
Hominy, pearl, 98s	.....	6.50-6.60
Rolled oats, 90s	5.65-5.90	5.85-6.10
Oatmeal, 98s	6.50-7.00	6.40-7.00
Roll'd wheat, 100-lb.	.....	.....
bbl.	.....	6.50-7.00
Rice Flour	.....	9.00-12.00
Wheatlets 98s	.....	.....
Peas, yellow, split	9.50-10.00	10.00-10.50
Blue peas, lb.	.....	0.13-0.15

Above prices give range of quotations to the retail trade.

condition of the rice market in the Orient, all prices in this market advanced lately. New quotations are:—Siam, 100's, 8¼c; 50's, 8¾c. Japan fancy, 100's, 9c; ex. fancy, 100's, 10c. Jobbers state that Siam's would cost 10 per cent. higher if they went into the market to buy to-day, which would be equal to a selling price to the retailer of 9¼c.

Extra fancy Japan, 100-lb. bags	0 10
Fancy Japan, 100-lb. bags	0 09
Choice Japan, 100-lb. bags	0 08
Siam, 100-lb. bags	0 08½
Tapioca, lb.	0 13½
Sago, lb.	0 11

**MANITOBA MARKETS**

**W**INNIPEG, April 10.—Everybody realizes that supplies are hard to get, and that the situation will be serious from now on. Jobbers are buying almost anything they can lay their hands on. One does not hear very much to-day about embargoes, but by means of license the United States Government is making it difficult to secure supplies of anything from across the border. Cornmeal is said to be almost unprocurable; United States mills are asking Winnipeg jobbers to take 75 per cent. of their orders in corn flour.

Manufacturers of corn syrup have withdrawn prices, and it looks as though an advance will take place. New prices have gone into effect on both Siam and Japan rices. Fancy roasting peanuts are bringing 20c sacks, and special Jumbos 22½c. Barley is higher—pot 98's, \$5.35; pearl, \$7.60. Evaporated apples are declining fast, having reached 19c for 50-lb. boxes.

*No Hope Yet For  
Better Sugar Situation*

Winnipeg.

**SUGAR.**—Conditions are practically the same as they have been, i.e., jobbers are able to secure only a small portion of what their customers require. Refiners state that these conditions are likely to continue for some time. The trade are not getting a quarter of what they have been used to, which is perhaps best, as the opinion prevails that more sugar was being used than was really required. There are many retailers in the country who are out of sugar altogether, and there were many retailers in Winnipeg who had no sugar at all, but are now receiving supplies. The retail trade have been having considerable to say about matters when writing to their jobbers, indicating that they are feeling the shortage very acutely.

*Corn Syrup  
Withdrawn Temporarily*

Winnipeg.

**SYRUP.**—Corn syrup is said to be getting very scarce owing to the difficulty refiners experience getting corn from the United States. Prices on corn syrup were withdrawn by the manufacturers two weeks ago. It is expected by

the trade that when manufacturers come back that their price will be higher. The only cane syrup that comes on this market is Rodgers' syrup, and at the moment it is off the market on account of scarcity of raw sugar.

*Evaporated Apples  
Drop Still Further*

Winnipeg.

**DRIED FRUITS.**—Practically all lines of California dried fruits are very firm. Prunes—Large prunes are scarce and high in price. The prune market generally is very firm. Peaches—This line is bringing high prices, viz., 16c for 25's and 17c for 10's. Currants—Bulk currants are practically off the market. Raisins—The market is very steady, but no advance is looked for, all local wholesalers seeming to have bought ahead in sufficiently large quantities. Evaporated apples—The market is very weak, bringing 19c for 50-lb. boxes, and are only selling fair at that price.

*Much Firmer Market  
On White Beans*

Winnipeg.

**BEANS.**—The market is firm, i.e., for good quality beans. Of late there have been some poor quality beans offered on this market, and in some cases jobbers have refused to accept them. About the lowest price that fancy white Burmas can be bought for to-day is \$6.10. Split peas are costing \$10.55 for 98's and \$5.35 for 49's, while whole green peas are quoted at 11¼c per lb. There has been an advance in barley, which is now offered as follows:—Pot 98's, \$5.35; pearl, 98's, \$7.60.

Barley—		
Pearl, 98-lb. bags, per bag	.....	7 60
Pot, 98-lb. bags, per bag	.....	5 35
Beans—		
Lima, large, about 80-lb. bags, per lb.	0 17¼	
Lima, small, 100-lb. bags, per lb.	0 14	
Fancy white, bushel	6 10	6 50
Peas—		
Split, 98-lb. bags, per bag	.....	10 55
Whole, yellow, soup, 2 bush.	.....	.....
bags, bush.	4 50	5 00
Whole, green, lb.	.....	0 11¼

*Quotations To Retailer  
Higher On Rice*

Winnipeg.

**RICE.**—On account of the very firm

*Canned Salmon  
Good Value To-Day*

Winnipeg.

**CANNED GOODS.**—All lines of canned goods are very firm, and there is a big demand for vegetables. Representatives of the canners are expected in Winnipeg next week. It is understood that the contract for new pack goods differs this year considerably from that of former years. Jobbers state that canned salmon is very good value at present prices; a number of wholesalers are selling at the same prices as they did last fall when the goods arrived, whereas canned salmon cannot be bought on the Coast at prices being quoted to the retail trade to-day.

*Shipping Difficulties  
Hinder Coffee Shipments*

Winnipeg.

**COFFEE.**—Supplies are only being let into this country under a license, and difficulty is experienced getting supplies, particularly as it is almost impossible to secure steamship accommodation. As a result of this very few firms are quoting.

*Substitute Corn Flour  
For Cornmeal*

Winnipeg.

**CORNMEAL.**—Jobbers state that cornmeal is almost unprocurable. United States mills are asking them to take 75 per cent. of their orders in corn flour and only 25 per cent. cornmeal. Some of the jobbers have not yet agreed to this, as they are at a loss to know where to place the corn flour. It will be necessary for them to find a market before being able to get their supplies of cornmeal.

*Higher Quotations  
Announced On Peanuts*

Winnipeg.

**NUTS.**—Peanuts are still advancing. New quotations are:—Fancy roasted, 20c sacks; special Jumbos, 22½c sacks; ½c per lb. more for less than sacks. Shelled walnuts will be very high this season, as they are being offered in the primary market at 10 per cent. higher than jobbers are quoting to-day.

*Big Decline In Onions;  
Oranges Very Scarce*

Winnipeg.

**FRUIT AND VEGETABLES.**—New lines arriving are California asparagus,

28 lbs., \$10; Florida tomatoes, 6-basket crates, \$8; California rhubarb, 40-lb. boxes, \$6 per box. California celery has jumped to \$7, the end of the season being near. Valencia onions have dropped again to \$4.75 per large case; yellows and reds are down to \$2 per cwt. Radishes have dropped to 60c per doz. Navel oranges are off the market, and all oranges are very scarce. Mediterranean Sweets are being offered at \$7.50. Strawberries are still bringing the same price, viz., \$5 per case of 24 pints and \$10 for quarts. There seems to be a good supply of apples.

Asparagus, Cal. 28 lbs. ....	10 00
Artichokes, doz. ....	2 50
Cabbage, lb. local ....	0 05½
Cauliflower, Cal., doz. ....	2 50
Celery, Cal., crate 100 lbs. ....	7 00
Potatoes, Albertas ....	1 10
Potatoes, sweet, hamper ....	6 00
Carrots, cwt. ....	2 50
Carrots, new, doz. ....	1 25
Turnips, cwt. ....	2 00
Head lettuce, Cal., doz. ....	1 00
Head Lettuce, Cal., case 4 doz. ....	4 00
Tomatoes, Florida, 6-basket crate ....	8 00
Onions, Valencias, large case. ....	4 75
Onions, yellow and red, cwt. ....	2 00
Radishes, doz. ....	0 60
Parsley, imported, doz. ....	0 50
Parsnips, cwt. ....	4 00
Brussels sprouts, lb. ....	0 20
Rhubarb, Cal., 40-lb. box. ....	6 00
Shallots, doz. ....	1 25
Fruits—	
Apples ....	2 25
Oranges ....	7 50
Lemons, Messinas ....	7 00
Lemons, Cal. ....	8 00
Bananas, lb. ....	0 07

Grapefruit, Florida, case ..... 5 00	5 50
Strawberries, Louisiana, case 24	
pts. ....	5 00

**INCREASED PRODUCTION OR STARVATION**

Dr. W. T. Robertson, of the Food Board staff, addressing the Canadian Club, Montreal, stated that there was not enough food on our side to free us from anxiety and danger of famine this year or next year, even if peace should be won before the winter comes, and if we all produce only as much as we used to produce, and eat as much and waste as much as we used to eat and waste, the privation among our allies will become still greater, privation which is almost certain to mean starvation for women and children and the weakening of our position in the war.

**NIAGARA DISTRICT FRUIT PROSPECTS BRIGHT**

W. A. McCubbin, who is in charge of the Field Laboratory of Plant Pathology of the Department of Agriculture at St. Catharines, and is, therefore, in the best possible position to forecast the probabilities of the coming season's fruit crop, writes as follows regarding the subject:  
 "So far as I can learn the prospects are fairly good at present, especially around

the district of St. Catharines which I am most familiar with. The winter was very severe, but the buds were in a very undeveloped condition, which probably saved them from injury by the cold weather. However, there has been some killing, although in my experience not sufficient to be considered serious for the crop. The buds this year are very small and much fewer than normal. They are, however, quite perfect and generally speaking the outlook is favorable to a fair or even a good crop."

We find the CANADIAN GROCER a very beneficial paper as during these times there are so many items of interest which a grocer should know and we believe will be a great help both for the market imports and other topics of the day.

HANCOCK & CO.,  
 10 West Main St., Galt.

I have sold my business to F. H. Anderson, and you will please send the CANADIAN GROCER to his address, Port Rowan, R. R. No. 2. I have been in this store for twenty-one years and I could not get along without it as it keeps me posted in prices.

G. F. DURKEE,  
 R. R. No. 2, Port Rowan, Ont.



An interesting window display that may present suggestions for other merchants.

## FROM STREET SWEEPER TO MULTI-MILLIONAIRE

The Story of Christian Girl, as Told by Himself—And  
Some of His Business Ideas

Christian Girl, the president of the Standard Parts Co., of Cleveland, a \$35,000,000 corporation, tells the story of his career in the *American Magazine*. It was a spectacular climb from street sweeper to millionaire, and, as told by Mr. Girl, it makes fascinating reading. He says, in part:

So I became a street-sweeper—and tried to keep the street which I swept more tidy than it had ever been before.

Before long, however, I got a job driving a milk wagon, and then a laundry wagon. For some time I worked at various places as driver, and I was fairly content, for I like horses and could handle them well.

Then, one day I took it into my head to try for a place in the postal service. I passed the civil-service examination and in due course became a mail collector. Later I was a letter carrier. I used to collect and deliver mail at the Perry-Payne Building, which was a hive of big steel men—Mark Hanna and others. I don't recall now whether it was because the mail of these concerns looked so important or just what the reason was, but I do know that while I was handling their letters I became impressed with the fact that the steel business must be a great business, and I determined that some day, when opportunity offered, I was going to get into a line of business connected with the steel industry.

While still in the mail service I got to acting as broker in occasional real estate transactions, and gradually built up a small clientele in real estate. I was able to save a little money. In fact, I somehow got a reputation among others in the post office as one who could be called upon when small amounts of money were needed to finance a business enterprise. Several of my associates had made little inventions which they wished to place on the market, and one day I got in touch with a man who had invented a new kind of steel spring for automobiles. I became interested in the invention and, forming the Perfection Spring Company, put up all the money I could scrape together, amounting to nearly two thousand dollars.

I was made manager of the company at a salary of one thousand dollars—raised a little later to one thousand five hundred dollars a year—but during the first twelve months I drew out only three hundred and fifty dollars for living expenses, leaving the rest in the business. Our first manufacturing plant was in a blacksmith shop, but I was confident that we would soon outgrow that.

For some time I had been acquiring a business training in a peculiar way—by reading nearly every line in the newspapers and by doing the marketing for our home. When I first went into the mail service I used to report for duty at two o'clock in the afternoon. Along about eleven in the morning I would take my market basket and start down-town. But before starting I would fortify myself by studying the market page and reading the grocers' advertisements. I found that there was not a little skill in marketing economically, in knowing just when a time was advantageous for laying in a supply of potatoes, or sugar, and where to find a bargain in fresh fruits or a sugar-cured ham.

I became fascinated with marketing, and tried to go to the bottom of the thing. I read crop reports, considered the

weather forecasts, and made an effort to know the exact reasons back of every fluctuation of prices. Then, aside from market matters, I unconsciously studied current events by going through at least two newspapers every day, simply because what I saw in the papers interested me. I even studied the want advertisements, because I found them another expression of what was going on about me, and what people were doing.

To-day, when I go into the market for steel, or other manufacturers' supplies, I apply much the same principles that I learned when buying groceries for our household. And I still find that a knowledge of current events, as gained from the daily papers, is a big help. The basic principles of business are, after all, rather simple.

As soon as I saw that we had stumbled into a business which had big possibilities I began to take it seriously to the extent of trying to equip myself to keep up with it. I got all the books I could on metallurgy and read them. And the moment we could afford it, I began to equip a laboratory in which we could learn more about spring steel. I felt that if we were to be successful at making steel springs, we ought to try to know more than anybody else about the nature of the material needed for our products. While I tried to find out all I could, in a scientific way, I realized my own limitations, and saw the wisdom of surrounding myself with experts who had more technical knowledge than I could ever hope to acquire.

Our venture into the steel spring business did prove successful, though we were often on the ragged edge of a crash, owing to the fact that the business grew more rapidly than the capital. It kept on growing and branching out until it became a really sizable institution. Not so long ago, our concern and several others making automobile parts consolidated into one big corporation, and the board of directors placed me at the head of it.

It has been such a comparatively short time since I was obliged to engage in the humblest kind of labor that I do not have much difficulty, as an employer, at looking at things from the angle of the employee. I feel that any employee doing conscientious work should have not only justice but friendliness from those over him. I have even gone so far as to make application of the Golden Rule, and tried to treat men as I would like to be treated if I were similarly situated. Obviously, however, one cannot undertake always to give a man all that he thinks he ought to have. There might even be a situation where it would not be proper to pay a man all he is worth. If he fills his job, he should of course, be paid all that the job is worth—but no more.

Let me make myself clear: Sometimes a man is unquestionably too big for the job he occupies. In that event he should not have his salary raised while kept on the same job, but should be promoted to something more commensurate with his abilities, and then paid accordingly. If there is nothing available at which the full value of his talents can be utilized, then his employer owes it to the man and to his own organization to get rid of him. The man will fit better into the universal scheme of things somewhere else. To retain him where his powers are being wasted, and to pay him more than he is actually earning, simply because he might be worth more if in the proper niche, is illogical on the face of it and would help to throw an organization

out of proper balance. I must say, though, that it's a poor executive who cannot find a way to make the right kind of use of a man who has outgrown one place and is ready for a bigger one.

It is better not to increase a man's salary too fast. The increase should be just rapid enough to give a man encouragement without turning his head. Occasionally, when a man begins to draw a lot more money than he has been accustomed to he gets the idea that his work in life has been accomplished and thinks there is no need of continued effort. This could be avoided by letting him taste of big money more gradually—just as an infant must be able to digest milk before it can have meat. Several small salary raises are quite likely to prove more advantageous all around than one big one.

Even more important, I find, than the proper adjustment of a man's salary, is the matter of keeping his authority commensurate with his responsibility. Nothing could be more unfair to a man than to load him up with responsibility without a corresponding amount of authority. Imagine the situation if an army officer were expected to maintain proper discipline when his men knew that he had not the power to enforce his orders.

Much of the success of a growing business depends, it seems to me, on the kind of men an executive is able to gather about him. Therefore, I hire men with great care. Next to making a wise choice of a wife, a man hasn't any much more important selective task to perform than finding the right people to conduct the various departments of his business. So seriously do I take this feature of my executive work that I try to pick men two or three years before I need them. I have in mind right now at least four men whom I hope to employ two or three years from now—by which time I expect my business to have grown enough to justify my using their services and paying what they are worth. This thing of selecting men so far in advance may be going somewhat to extremes, but it beats indiscriminate hiring and firing. How do I know the men I'm going to want? Simply by keeping my eyes and ears open. I meet a man, let us say, of unusual intelligence and training along certain lines. If he appeals to me, I may catalogue him as a man I'll be wanting later on, when I can afford him. Or I may hear talk about somebody who is doing important work conspicuously well in another organization.

Invariably fit a man to a job rather than a job to a man. To create a place for somebody is nearly always a big mistake. The more logical system is to search about for the man who exactly dovetails into a position that is vacant. Usually, when I have an important place to fill, I jot down all the requirements and then look for the man who has them. There are three essentials, however, which I always seek, regardless of the kind of job: I want honesty, enthusiasm, and genuine intelligence. By genuine intelligence I mean that a man should have not only knowledge but quick perception and imagination—the ability to think of things without being told. A man with this type of mind is much to be preferred over the man whose chief asset is mere experience. I'll take a chance on an inexperienced man if he is smart enough. When I say that I want a man to be honest, I mean that he must be honest now. I know several men who were not so honest at one time.

### WHAT COULD YOU EXPECT?

It was nearly noon when the irate traveling man found the night clerk of the little hotel in a Northern Ontario town.

"I told you to call me for the seven o'clock train. Now I have to lose twenty-four hours' time. Why didn't you call me?"

"I couldn't very well," explained the clerk, cheerfully, "I just got up myself."

**IS THIS THE TIME TO STOP ADVERTISING?**

From an address by George Frank Lord,  
Director of Advertising, E. I. du Pont  
de Nemours & Co.

**T**HE question I have been asked to discuss is one of the many growing out of the atmosphere of uncertainty that permeates the business world due to the unprecedented conditions that now exist.

It seems to me that this question and commercial America's answer to it is the crucial test of the progress of advertising.

If advertising is the power advertising men claim, there should be no doubt as to how that power can be used in the present emergency.

My observation and belief is that the reason for the existence of the question is that we advertising men have failed to sell advertising properly to our executives, because the average executive insists upon tying each year's expenditures to that same year's sales expectations. If the sales outlook is poor he wants to restrict his advertising, if good he is willing to increase it.

What we apparently have failed to do is to sell the really greatest power of advertising, and that is its ability to stabilize and develop the business advertised rather than the particular commodity chosen for merchandising.

If advertising is ephemeral, living or dying with the daily, monthly or yearly merchandising campaign, then we should surely trim our sails to meet the current shifting breezes.

If, on the other hand, advertising is a process of market development heading for a specific goal, we will push on through storm or calm, with or against the wind or current until that goal is reached.

History records that all great wars have been followed soon by periods of intense reconstruction. That the present war surpasses all others in magnitude and destructiveness only means that its sequel of reconstruction will also surpass all others in magnitude.

What shall be the part of this continent in the post-bellum reconstruction of the world?

Unless we decide differently our part will be chiefly that of the buyer of imports from a Europe struggling to restore and increase its commercial facilities.

All the European belligerents are bound to strain every resource to get as large a share as possible of the wealth that has been poured into this country since the war began.

"If this be true," a critic may remark, "how can we hope to sell in a larger way to countries that lack the money to buy?" The answer to this query is, in my opinion, that our export customer countries will have ample means or credit left to buy what they must have to exist as commercial nations.

Total U.S. exports in 1913 were only \$2,450,000,000—a small sum compared with the combined war expenditures of the European belligerents. Their needs will be so urgent that it would not be surprising if our exports in the year following the war were to total \$5,000,000,000.

As to the capacity of Europe to buy to that extent at that time, consider how quickly France paid to Germany what was expected to be a crippling war indemnity after the Franco-Prussian war.

But, in my opinion, the world market is not one from which we may expect our greatest commercial return. The greatest market for American products should be America.

We imported in 1913 goods worth in round figures \$1,800,000,000, equivalent now at the current purchasing power of our money to nearly twice that sum.

For more than three years we have been obliged to produce in this country much of what was formerly imported, and with our war-born facilities we are going to be still less dependent on our imports than ever before.

In this period normal construction has

been largely stopped in this country, particularly in that forerunner of trade—railroad construction.

With the major portion of the world's cash in American hands, can there be any doubt that in this country construction of railroads, homes, factories, and utilities and luxuries of every kind will leap forward at an unprecedented pace?

The demand for everything of use or beauty is bound to be tremendous. Those who have stopped the purchase of utilities or luxuries, either because not obtainable during the war or because their purchase price had been diverted to war expenditures, will want to make their deferred purchases as soon as the glad tidings of peace burst upon the world.

If America is unprepared for this business, our European trade rivals will be quick to take the fullest possible advantage of the free-for-all market.

Shall America let her dazzling wealth of to-day slip away to more enterprising nations that before the war and in the midst of war had ever before them gigantic world-wide plans of commercial conquest?

Shall we not rather start now to entrench American business against foreign attack and preserve for America the tremendous financial and commercial advantages a world revolution has thrust upon her.

Remember there will be no sentiment of human lives or liberty actuating any nation or individual in the vast commercial war to follow the war of arms. The bars will be down and only commercial efficiency will count.

The war has taught us that preparedness is really the longest word in the dictionary and also the strongest. We cannot start preparing for big business on the day peace is declared, any better than we started preparing for war on the day we declared war. We did not like to prepare for war because we did not want war.

But this does apply about preparing for business, because our worst enemies never accused us of not wanting business.

Most emphatically I believe that now is not the time to stop advertising. On the contrary, it is the time to start more and better advertising than we have ever done before.

It takes fully as much time to bring an advertising campaign into full action as a military campaign. We do not know how much or how little time we have to sell the Made-in-America idea to America and to the world at large.

We do know that we have right now all the resources necessary to make this country the most prosperous manufacturer in the world, as soon as we are able to turn our capital, facilities and organizations loose on peace products.

Why should we hesitate to show our faith in the future of America by building for that future?

**WORTH PONDERING**

If Wisdom's ways you'd wisely seek,  
Five things observe with care:  
Of whom you speak, to whom you speak,  
And how, and when, and where.

DEAR SIR or MADAM:—

War conditions have made many changes in business, we have to pay Spot Cash for almost everything we get, or if not one week's credit is the limit. In order to meet these conditions and compete with Houses getting spot cash for their goods, we require money. Will you help us by paying your account promptly? Your account is due when rendered, we will allow you ten days for checking it, and would esteem it a favour to have your check on or before the 10th of each month. Failing to receive it, we will take the liberty of drawing on you through your Bank for the amount of your account due.

How a Toronto grocer features the need for a prompt settlement of accounts.

**NECESSARY SUPPLIES OF GARDEN SEEDS WILL BE AVAILABLE. PARSNIPS ONLY EXCEPTION**

There will be a sufficient supply of all kinds of garden seeds this year, with the single exception of parsnips, states Fred Abraham, chairman of the Garden Section of the Canada Food Board.

"While it is desirable that gardeners should be careful of seed," continued Mr. Abraham, "there will be plenty for all purposes, except in the case of parsnips, of which there is a serious shortage."

"There are plenty of other vegetables, however, to take the place of these."

"Many dealers," Mr. Abraham stated, "are not carrying seeds this year, while all retailers are low in stock, possibly because of high prices. The wholesale stock, however, will be able to meet all demands. The price of seed in Canada, even so, is lower than in the United States."

**FRENCH SUGAR BEET CROP**

According to the figures recently published by the French secretary of agriculture, the sugar-beet crop in 1917 totaled 2,108,500 tons from 178,058 acres planted. In 1916 the acreage comprised 200,673, the production being 1,988,620 tons. In 1915 the acreage was 186,934, from which were produced 1,148,070 tons, while in 1914, 330,625 acres produced 3,751,000 tons of sugar beets.

**NUMBER OF LICENSES REQUIRED**

I would like you to advise me as to how many licenses will be required for my business. I have a grocery store with butcher shop in connection. I carry groceries, fresh and cured meats, fish, fresh fruits and vegetables, confectionery, soft drinks and oils.

Wm. Gemmill, Findlater, Sask.

Answer.—The number of licenses will be entirely dependent upon the proportion of business done in the different lines mentioned. There is no definite standard. The number of licenses you will require will be decided by the Canada Food Board on the basis of the details of your business as supplied to them. In our opinion you will probably require a license for both your grocery and your butcher business. That should cover it however.

# WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

## British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., April 9.—The placing of an embargo on the export of rice from Japan has found dealers here very short. Japanese beans are also practically off the market. Lard is scarce and firm at 30c. There is no change in butter prices, but stocks are low and an advance is expected. Prices are now a slight fraction only above Alberta, from whence present supplies are coming. The egg market is uncertain. While some eggs are coming from Washington State, local fresh are going into storage. Californias are cleaned up. Except some Cheddars and Stiltons, fancy, Ontario cheese is off the market. It is not expected to be as plentiful in this market in the future as heretofore, as Alberta is supplying a first-class article, and the haul is shorter. Navel oranges have been replaced by Valencias, but the prices are the same.

VANCOUVER, B.C.:

Sugar, pure cane, gran., 100 lbs. ....	9 45
Flour, war grade, Manitoba, per per bbl., in car lots .....	10 85 10 95
Rice, Siam, No. 1, per ton.....	165 00
Do., Siam, No. 2 .....	150 00
Beans, Japanese, per lb. ....	0 14 1/2
Beans, B.C., white .....	0 17
Potatoes, per ton .....	24 00 35 00
Lard, pure, in 400-lb. tierces, lb. ....	0 30
Lard, compound .....	0 30
Butter, fresh made creamery, lb. 0 53	0 56
Margarine .....	0 39
Eggs, new-laid, in cartons, doz. 0 45	0 46
Cheese, new, large, per lb.....	0 25
Oranges, box .....	7 00 8 75
Salmon—	
Sockeye, halves, flat case ....	16 50
Tall, case .....	14 00
Pinks, case .....	8 25 10 25
Cohoos .....	11 00 13 00
Chums .....	7 50 9 00

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., April 9.—Advances have been noted in rices. Siam rice is selling at 9 to 9 1/2. No. 1 Japan sells at 10%. Small lots of popping corn are offering at \$16.50 to \$17.50 a hundred. Bakers' cocoa is up 1c, and chocolate 2c per pound. Cooked hams, bacon, bellies and peamealed backs advance half a cent. Blended jams are 25c per dozen higher. Four-ply twines are quoted all the way from 60c to 75c a pound. Olives, spices, herbs, jams, gallon blueberries all advanced this week. Sugar is being restricted to not more than a ton to one customer. New Valencia oranges are

selling at from \$7 to \$8.50. Eggs declined to \$11.25. Potatoes to \$33.

CALGARY:

Beans, small, Burmah, lb. ....	0 11
Flour, 98s, per bbl. ....	10 45
Molasses, extra fancy, gal. ....	1 05
Rolled oats, 30s .....	5 00
Rice, Siam, cwt. ....	9 00 9 50
Rice, China, per mat, No. 1.....	4 50
Do., No. 2 .....	4 15
Tapioca, lb. ....	0 14 1/2
Sago, lb. ....	0 14 1/2
Sugar, pure cane, granulated, cwt. ....	10 35
Cheese, No. 1 Ontario, large.....	0 25
Butter, creamery, lb. ....	0 50
Do., dairy, lb. ....	0 40
Lard, pure, 3s, per case .....	18 00
Eggs, new laid, case .....	11 25
Candied peel, lemon, lb. ....	0 30
Tomatoes, 2 1/2s, standard case. 4 00	5 50
Corn, 2s, standard case .....	5 25 5 50
Peas, 2s, standard case .....	4 00
Apples, gals., Ontario, case.....	2 80 3 00
Strawberries, 2s, Ontario, case. 6 50	6 80
Raspberries, 2s, Ontario, case. 6 50	6 80
Apples, evaporated, 50s, lb. ....	0 24
Apricots, evaporated, lb. ....	0 26 1/2
Peaches, evaporated, lb. ....	0 16
Peaches, 2s, Ontario, case .....	4 75
Salmon, pink, tall, case .....	9 50
Salmon, Sockeye, tall, case .....	16 25
Do., halves .....	18 25
Potatoes, per ton .....	33 00
Navel oranges, case .....	7 00 8 50
Lemons, case .....	8 00

## Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., April 9.—The local market shows very few changes this week. Sugar has advanced to \$10.40 per cwt. New prices on canned corn are considerably higher, quotations being from \$4.85 to \$4.95 for twos. Evaporated apples are higher by one and a half cents. Salt has advanced about 30 cents per barrel owing to labor shortage at salt wells; as a consequence of these difficulties deliveries are about three months behind.

REGINA—

Beans, small white Japans, bu. ....	7 50
Beans, Lima, per lb. ....	0 22
Flour, standard, 98s .....	5 27 1/2
Molasses, extra fancy, gal. ....	0 70
Rolled oats, bails .....	4 95
Rice, Siam, cwt. ....	8 25
Sago and tapioca, lb. ....	0 15 1/2
Sugar, pure cane, gran., cwt. ....	10 40
Cheese, No. 1 Ontario, large.....	0 25 1/2
Butter, creamery .....	0 50
Lard, pure, 3s, per case .....	18 00
Bacon, lb. ....	0 42
Eggs, new-laid .....	0 36
Pineapples, case .....	5 75
Tomatoes, 2s, standard case.....	5 25
Corn, 2s, standard case .....	4 85 4 95
Peas, 2s, standard case .....	4 20 4 25
Apples, gal., Ontario .....	2 90 3 50
Apples, evaporated, per lb. ....	0 22 1/2
Strawberries, 2s, Ont., case.....	6 30
Raspberries, 2s, Ont., case.....	6 95
Peaches, 2s, Ontario, case .....	4 30
Plums, 2s, case .....	3 40
Salmon, finest sockeye, tall, case .....	15 50
Salmon, pink, tall, case .....	9 00
Pork, American clear, per bbl. ....	40 75 41 00
Bacon, breakfast .....	0 41 0 42
Bacon, roll .....	0 22 0 24
Potatoes, per bush. ....	1 50

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, April 9.—There is a very keen demand for seeds in evidence this week, but dealers expect to be able to meet the demands. Timothy is not much higher but clover shows a heavy increase in price. Seed prices are as follows: No. 1 Timothy, \$13.50, \$13.75; No. 2 Timothy, \$11.50, \$11.75; No. 1 Alsike clover, \$29, \$30; No. 2 Alsike clover, \$27, \$28; No. 1 red clover, \$42, \$43; No. 2 red clover, \$40, \$41; Siam rice advanced sharply to \$9.50; sago and tapioca also showed advances, selling at 18 to 19 cents. Sugar, standard, advanced to \$9.05 to \$9.10; sugar, yellow, \$8.55, \$8.60. American clear pork is quoted at \$65, \$68. Potatoes at \$2.75 to \$4. Onions again decline, being quoted at \$2.25. Lemons are very much easier, \$7 being the figure asked. Oranges are quoted at \$7 to 10.

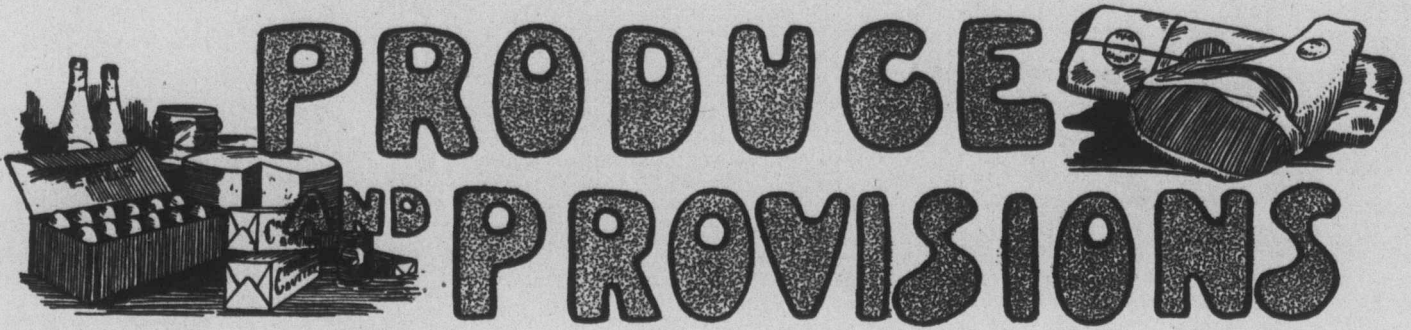
ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man. ....	12 05
Ontario .....	11 95
Cornmeal, gran., bbls. ....	14 50
Cornmeal, ordinary, bags .....	4 50
Molasses, extra fancy, gal. ....	0 87
Rolled oats, bbl. ....	13 00
Beans, yellow-eyed .....	10 25
Beans, California white .....	10 00
Beans, British Columbia white. 9 75	10 00
Rice, Siam, cwt. ....	9 50
Sago and tapioca, lb. ....	0 18 0 19
Sugar—	
Standard, granulated .....	9 05 9 10
No. 1 yellow .....	8 55 8 60
Cheese, N.B., twins .....	0 24 0 25
Eggs, new-laid .....	0 47 0 50
Breakfast bacon .....	0 38 0 40
Butter, creamery, per lb. ....	0 45
Butter, dairy, per lb. ....	0 40 0 42
Butter, tub .....	0 38 0 40
Margarine .....	0 32 1/2
Lard, pure, lb. ....	0 27 0 27 1/2
Lard, compound .....	67 00 70 00
American clear pork .....	4 25
Beef, corned, ls .....	5 40
Tomatoes, 3s, standard, case.....	6 20 6 45
Raspberries, 2s, Ont., case.....	4 40
Peaches, 2s, standard case .....	5 00
Corn, 2s, standard case .....	4 00
Peas, standard, case .....	4 50
Apples, gals., N.B., doz. ....	6 00 6 20
Strawberries, 2s, Ont., case .....	4 00 5 50
Pork and beans, case .....	15 50
Salmon, Reds .....	
Potatoes—	
New, native barrel .....	2 75 4 00
Onions, Canadian, 75 lbs. ....	2 25
Lemons, Cal. Messina, case.....	7 00
Oranges, California, case .....	7 00 10 00
Grapefruit, case .....	6 50

### BECOMING A HABIT

She (belligerently)—Why weren't you at the station with the car to meet me as usual? He (meekly)—My dear, you ought to get into this habit of some needless days.

# PRODUCE AND PROVISIONS



## Limiting Extent of Produce Holdings

Not Likely to Help Either Producer, Handler or Consumer—The Probable Effect on Business—Export Business in Serious Situation.

**T**HE new regulations promulgated for the government of the produce trade are viewed from many angles by the members of that trade, but all are fairly well in accord with the judgment that their operation will result in lower prices for the producer in times of plenty, and higher prices for the consumer in times of dearth.

The reason for this is of course that the produce business is not one that can be managed by a simple rule of thumb. The speculative element is inherent in the nature of the business. The demand this year was greatly in advance of that of last year, while the early production was materially less. For that reason the surplus holding over which the retired commissioner of the cost of living was so deeply exercised went into consumption readily, without loss and without any phenomenal price declines.

### Produce Business Necessarily Speculative

Under other conditions there might have been an over holding, but it is a speculative chance that must be taken if the market is to be kept supplied at all

times. Under the new regulations the dealer is restricted to a holding that will not more than supply his Canadian trade through the period of scant production. But as no dealer can say definitely what is required by that trade over that period, these requirements being governed by conditions wholly beyond his control and as at a certain period he must have on hand only a few weeks' supply, he must figure not on his possible requirements, but on his minimum requirements, with probably something skimmed off even these as a precautionary measure. With less incentive to put goods in storage, there will be a lessened demand that will of necessity react upon the producer, while these lessened stocks will almost certainly fall below the actual requirements, and as a result prices will advance. This condition would affect practically all the items mentioned in the restrictions.

### The Gist of the Regulations

The text of the Canada Food Board's regulations in brief is as follows:

The order limits the quantities of produce which a dealer may own, or have in storage for his account, to his require-

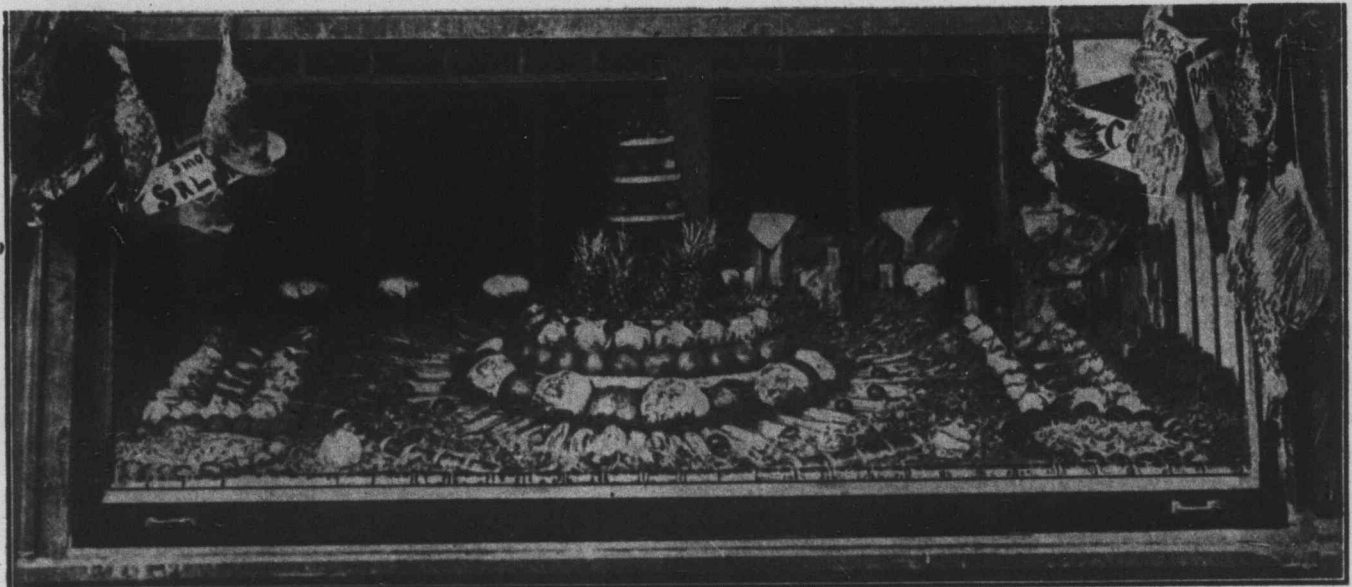
ments, and also makes it impossible for him to carry larger quantities of food than are required to provide for his Canadian trade requirements during the season of scant production or supply. The holding of excessive quantities of produce in storage after the expiration of the period of scant production is thus made illegal and subject to heavy penalties.

### Must Make Monthly Returns

Monthly reports giving details of supplies on hand, volume of business, profits, etc., will be required. In this way hoarding, speculation and profiteering will be impossible, and the possibility of waste will be kept to the lowest possible point.

The order requires that no person shall own or hold meats, lard or butter in greater quantities than are reasonably necessary to supply the dealer's own Canadian trade requirements for a period of sixty days, unless permission in writing is first obtained from the Food Board.

No person will be permitted after December 1st in each year to own or hold more eggs than are necessary to supply his own Canadian trade requirements until March 1st the next year. On March



An effective arrangement for provisions, fruit and vegetables.

1st he must not have more than sufficient for fifteen days' requirements.

Holdings of butter are similarly limited to the quantities necessary to supply the dealer's own Canadian trade requirements until May 1st in each year, on which date he must not have more than sufficient for fifteen days' requirements.

#### Also on Cheese and Poultry

With cheese holdings are limited to requirements during the period of scant production, that is until June 1st in each year, on which date the dealer must not have more than thirty days' supply.

Holdings of poultry must not exceed the dealer's own Canadian requirements until September 1st in each year, on which date the dealer must not have more than thirty days' supply.

#### As to Export Business

How these restrictions would affect export business it is difficult to say as the regulations do not specially mention that matter.

Conditions on export business in eggs are at present so serious that any added inconvenience would entail very serious hardships.

Practically the only way of handling export business of the nature at the time being is through the War Purchase Board, as the difficulty of getting space for independent shipments make it almost impossible to operate in that way. Wednesday's Chicago price on eggs was 35½ cents in storage, and the War Purchase Board can get everything that they require at that figure. That figure in storage means 31 cents in the country, and the buying price in the country in Canada on the same day ranged from 38 to 40 cents. In other words the Canadian shipper is faced with a handicap of eight cents a dozen in selling his eggs to the War Purchase Board and also with the still more serious handicap that American exporters are able to finance the deal, while Canada with an adverse trade balance cannot.

Any possible preference for Canadian eggs is far more than offset by this serious fact. How serious it is may be realized by the fact that the War Purchase Board is paying 24 cents for American cheese, where the deal can be financed, and 21¼ cents for Canadian cheese where it cannot. It is true that Canadian shippers are receiving a premium in price of ½ cent a pound on bacon. But the hogs from which the bacon is made are costing 3 cents more a pound in Canada than they are in the United States. This is a very serious situation that is facing one of Canada's premier export activities, and it is difficult to foresee any solution. The only possibility would seem to be the forcing down of Canadian prices until they are on a parity with those across the line.

#### DRIED VEGETABLE BUSINESS IN BRITISH COLUMBIA

E. Clemens Horst of the British Columbia Hop Company, Vancouver, is authority for the statement that inside of five years the business in dried vegetables in that province will be more extensive than the canning business. As a kind of foretaste of that fact he recently returned from Washington with a million-

dollar contract for dried vegetables for the United States Government.

#### WHALE MEAT WILL BE CANNED THIS YEAR

The advent of whale meat on the New York market met with almost instant approval. During the year, too, whale meat was introduced in Vancouver, Victoria and other coast cities and as a result it is probable that greater quantities will be consumed during the year. This is an added incentive to the whaling industry, and it is expected that there will be a materially increased catch this year.

Whale meat this year for the first time will be canned by the Victoria Whaling Company, the new cannery at Kyuquot, which will be opened in a week or two, being prepared to place at least 50,000 cases on this year's market.

#### THE LOBSTER INDUSTRY

Regarding the lobster industry of the eastern Canadian seaboard a prominent packer recently remarked: "Since the war began it has been the most uncertain business in the country." The question of transportation is one of continued concern to the packers in Canada, and in addition to this the French government has recently placed a special embargo on lobsters. Thus the gateway for lobsters to the European markets is doubly barred, and it will only be because of some radical and unexpected conditions that Canadian lobsters to any great extent reach their best market—Europe—this season.

The domestic market cannot hope to absorb all the lobsters packed here.

consequently the packers are puzzled to know what to do when figuring on the size of their respective packs this year. A continuation of present conditions is almost bound to force the price of lobsters down and some of the packers fear that they will be left with a quantity on their hands that they will be unable to market satisfactorily. Normally, Canada consumes about 8 per cent. of the lobster pack of the Maritime Provinces, and the United States about 30 per cent., leaving 62 per cent. as representing overseas export.

An assurance that the Food Controller is not to interfere with the 1918 pack which was made last week by the Premier, has materially relieved the packers' anxieties, for it was recently rumored that all lobster canning in Canada was to be stopped in order to release the tinsplate required for cans for more urgently needed commodities, and also to set free for other service the men engaged in the industry.

#### FUNNY THING ABOUT MACKEREL

At the end of the long counter stood four barrels of salt mackerel. Across each barrel a ten-inch board was placed, and on that board was piled from thirty to fifty fish. Finally the management concluded that the sight of the barrels was out of harmony with the surroundings, which in a sense was true.

So down cellar they go and the mackerel is shown on platters.

But they didn't sell.

Why, nobody knows.

There's this much about it—if you want to do a big salt mackerel business sell from the original barrel.

## Grocer as Educator Re Fish

By Giving Greater Thought to the Sale of Fish That Has Real Value Can Assist in Keeping Varieties Moving

"WHAT is the best way of cultivating an interest in the consumption of fish?" CANADIAN GROCER asked of the Stanley Market, St. Lawrence Blvd., Montreal.

"The government may conduct campaigns and try every known means, but the only way to increase the fish business, and especially at this season of the year, is to get fish to the consumer very quickly after it is caught."

Mr. Stanley stated that this was possible if co-operation were arranged and undertaken. From the Atlantic coast, in the case of sea fish, from 21 to 36 hours would serve to get fish across from the sea to a large part of the Eastern Canada trade.

It was pointed out that damage was being continually done to the fish business through selling fish that was not fresh and appetising. This was very largely the dealer's fault. If a connection were made and the fresh fish demanded there was no good reason why the dealer should not be able to get it several times a week.

#### The Producers' Duty

Mr. Stanley stated that many of the producers were careless about the manner in which fish, freshly caught, was packed and shipped to the retail dealer or to his agent. In some instances huge boxes weighing, when filled 500 to 600 pounds, came to hand. These should be not over 300 to 400 pounds, when filled, because the contents would necessarily be injured when there was too much weight. And too often fish were so carelessly placed that they were not in the best condition when received, whereas, if carefully laid in crosswise of the box the same would prevent their coming to hand in a shapeless condition oftentimes.

Mr. Stanley stated that there was a good future for the fish trade but that shippers must be more particular; that this could be brought about by more insistence on the part of the retail trade and that the retailer, eventually, must be careful to cultivate his trade and give them wholesome fish.

# Produce, Provision and Fish Markets

## THE MARKETS AT A GLANCE

**I** NTEREST in margarine has been revived owing to the permits so long delayed having been signed and shipments are already rolling towards Canada. These, it is expected, will arrive the end of this week. No change in price is anticipated.

A lower level has been reached in the price of live hogs and quotations are down 75c and may go to \$1.00 per 100 pounds less. The market on dressed meats remains very firm and in some quarters some lines have gone to higher levels.

Eggs have registered a decline of from 2c to 4c during the week and with the increased receipts it would not be surprising to see them reach lower levels. Production is at a high point and the question of storage is now engaging the attention of packers. This end of the business is on an uncertain basis just now but a definite announcement in respect to this business may be expected this week.

Butter is firm and shipments of Western fresh creamery have reached Eastern markets. Storage creamery is pretty well cleaned up and until production of the fresh shows further increases lower prices are not looked for.

Fish continues in good demand with increased receipts of fresh sea fish coming along. Some supplies of fresh lake fish are also available but as yet only in limited quantities.

## Hog Delivery Better; Cured Meats Firm

Montreal.

**PROVISIONS.**—While there has been no great change, the delivery of live hogs has shown improvement. The quality still is just fair and much improvement can still be shown. Some grades are selling as low as \$22. The market for dressed hogs still rules high and the abattoirs are asking \$30 for hundredweight. Trade in cured meats has been ruling lighter. The trade was well supplied for Easter and with a temporary lull in demand there is a quiet condition. Notwithstanding, all prices rule firmly and the undertone is strong.

Hogs, dressed—		
Abattoir killed	29 00	30 00
Hogs, live	22 00	23 00
Hams—		
Medium, smoked, per lb.	0 33½	0 34½
Large, per lb.	0 30½	0 31
Bacon—		
Plain	0 41½	0 42½
Boneless, per lb.	0 44½	0 45½
Bacon—		
Breakfast, per lb.	0 40½	0 42½
Roll, per lb.	0 32½	0 33½
Dry Salt Meats—		
Long clear bacon, ton lots	0 27	0 29
Long clear bacon, small lots	0 28½	0 29½
Fat backs, lb.	0 27	0 28
Cooked Meats—		
Hams, boiled, per lb.	0 47	0 48
Hams, roast, per lb.	0 47	0 47
Shoulders, boiled, per lb.	0 40	0 40
Shoulders, roast, per lb.	0 42	0 42

## Lard Sales Good; Prices Unchanged

Montreal.

**LARD.**—Active trading still characterizes the lard market and prices hold without change. The somewhat better tendency in the live hog market has denoted an easier feeling with regard to

lard supply, but with an active request there has been no remarking of price. As a matter of fact a stronger feeling seemed apparent. Prices rule here as follows:—

Lard, Pure—	
Tierces, 400 lbs., per lb.	0 31
Tubs, 60 lbs.	0 31½
Pails	0 31¾
Bricks, 1 lb., per lb.	0 32¾

## Shortening Market Firm; Prices Held

Montreal.

**SHORTENING.**—With better stocks, the demand for shortening is well met and there is a fair demand still for the line. Supplies of cottonseed oil still improve and conditions are again becoming nearer normal. On country as well as city account there is a reasonable amount of trading.

Shortening—	
Tierces, 400 lbs., per lb.	0 26
Tubs, 50 lbs.	0 26½
Pails, 20 lbs., per lb.	0 26¾
Bricks, 1 lb., per lb.	0 27¾

## Live Poultry Weaker; Storage To Be Higher

Montreal.

**POULTRY.**—Prices on choice storage poultry are likely to be higher, say the produce men, and in the meantime there is a strong undertone to the market. Sales are normal. For the live birds the tendency is weaker and old fowls are quoted at 30 to 36c lb., according to quality. It would seem that there is unlikely to be any considerable improvement in the delivery from outside points at the present time.

	Live	Dressed
Old fowls	\$0 30-\$0 35	\$0 35-\$0 36
Chickens (milk-fed)	0 39-	0 39-0 40
Roasting chickens		0 37

Young ducks	0 32
Turkeys (old toms), lb.	0 33
Turkeys (young)	0 40
Geese	0 30

## More Eggs Delivered; Feeling Easier

Montreal.

**EGGS.**—With the delivery of eggs to date much behind that of the comparative period a year ago, prices naturally are higher than they then were. For the week there is an easier feeling, deliveries having improved considerably. Better delivery has been effected from Canadian points, both East and West. In some quarters there was a decline as much as 2c per dozen, but prices are ruling around 44 to 45c with the prospect of their being further reduced. The demand has been good.

Eggs—	
New-laid	0 44 0 45

## Margarine Now Rolling; Prices Hold Unchanged

Montreal.

**MARGARINE.**—Under the new regulations, permitting the import of margarine from the States, some supplies are now en route to local houses. These will probably arrive in the course of the next few days. Trade is maintained on a fair basis at unchanged prices. Those handling the product state that there will be a continued demand for what can be secured.

Margarine—	
Prints, according to quality, lb.	0 29½ 0 31½ 0 34
Bulk, according to quality, lb.	0 28½ 0 30½ 0 31½

## Firmer Undertone To Butter Market

Montreal.

**BUTTER.**—The butter market is ruling strong and the undertone is one of much firmness. Spot stocks are ample, but it has developed that the demand has increased from outside points in Quebec, and this is somewhat unusual for this time of the year. The consequence of this active demand for the better grades has been that of firming the market materially and early production will perhaps be stimulated through the high prices. Some of the lower grades have been selling in view of the high prices for creamery grades. Fresh-made creamery in prints is selling up to 53c in prints this week.

Butter—	
Creamery prints, storage	0 50 0 51
Creamery solids, storage	0 49 0 50
Creamery prints (fresh made)	0 52 0 53
Creamery solids (fresh made)	0 51 0 52
Dairy prints, choice	0 41½ 0 44
Dairy, in tubs, choice	0 39

## Cheese Trade Fair On Maintained Basis

Montreal.

**CHEESE.**—A very good demand still exists for cheese, and sales are made to



both country and city trade on a maintained but unchanged basis. Fair supplies are said to be on hand, although much of what is here probably is for export. The holdings are over 7,000 boxes less than a year ago. Interest is being manifested in the prices to be named by the Cheese Commission, and the same will probably be announced soon.

Cheese—		
Large, per lb.	0 22½	0 23½
Twins, per lb.	0 22½	0 24
Triplets, per lb.	0 22½	0 24
Stilton, per lb.	0 25	0 28
Fancy, old cheese, per lb.	0 30	0 31

### Fair Trade For Fish; Prices More Favorable

**Montreal.**  
**FISH.**—There is an easier tone to the fish market as far as prices are concerned. Fresh sea fish are coming to hand a little better and the prices have been readjusted in some cases to lower levels. Such as haddock, steak cod, market cod and eastern halibut are revised downward. Fresh cured smoked haddies and fillet haddies are also a little lower in price. Fresh gaspereaux are arriving, but are said to be limited in quantity. Fresh cured kippered herrings are expected in this week. Trade is moving along fairly well, all things considered. Deliveries are improving but slowly.

#### SMOKED FISH.

Haddies (fresh cured)	0 13	0 15
Haddies (frozen)	0 14	0 15
Haddies, fillet	0 16	0 18
Smoked herrings (med.) per box	0 22	0 24
Smoked cod	0 15	0 15
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	2 40	2 50

#### SALTED AND PICKLED FISH.

Haddock	0 07	0 07
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), ½ bbls.	6 75	7 00
Do., half barrels	7 00	7 00
Herring, No. 1 lake (100-lb. keg)	5 25	5 25
Salmon (Labrador), per bbl.	24 00	24 00
Do., tierces	34 00	34 00
Salmon (B.C. Red)	25 00	25 00
Sea Trout, red and pale, per bbl.	19 00	20 00
Sea trout (½ bbls.)	10 00	10 50
Green Cod, No. 1, per bbl.	14 00	14 00
Green Cod (large bbl.)	15 00	15 00
Green Cod (small), lb.	0 06½	0 06½
Green Cod (med.), lb.	0 07½	0 07½
Mackerel, No. 1, per bbl.	22 00	22 00
Mackerel (½ bbls.)	12 00	12 00
Codfish (Skinless), 100-lb. box	12 00	12 50
Codfish, 2-lb. blocks (24-lb. case)	0 17	0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.	0 15	0 15
Codfish, boneless, lb. (according to package)	0 14	0 18
Codfish, Shredded, 12-lb. box	2 20	2 25
Eels, salted	0 12	0 12
Pickled turbot, new, bbls.	15 00	15 00
Do., half barrels	7 75	7 75
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	0 16	0 16
Cod, dry (bundles)	10 00	10 00

#### SHRIMPS, LOBSTERS

Lobsters, medium and large, lb.	0 55	0 60
Prawns, lbs.	0 30	0 30
Shrimps, lb.	0 25	0 25
Sealops	4 00	4 00
Oysters—		
Ordinary, gal.	1 60	1 75
Malpeque oysters, choice, bbl.	10 00	10 00
Malpeque oysters (med.), bbl.	9 00	9 00
Cape Cod shell oysters, bbl.	11 00	11 00
Cape Cod Shell Oysters—		
5 gal. (wine) cans	7 50	7 50
3 gal. (wine) cans	4 50	4 50
1 gal (wine) cans	2 10	2 25
Oyster pails (pints), 100.	1 50	1 50
Oyster pails (quarts), 100.	2 10	2 10
Clams, med., bbl.	9 00	9 00
Clams (med.), per bbl.	9 00	9 00

#### FRESH FROZEN SEA FISH.

Herring, large sea, lb.	0 09	0 09
Herring, frozen lake, lb.	0 06	0 06
Halibut	18	19
Haddock	08	09
Mackerel	17	18
Cod—Toms	3 00	3 00

Cod steak, fancy, lb.	09½	10
Salmon, Red	18½	20
Salmon, pale	14½	15
Salmon, Gaspé	..	26

#### FRESH FROZEN LAKE FISH

Pike, lb.	0 10	0 11
Perch	0 13½	0 13
Whitefish, lb.	0 12	0 13
Whitefish (small)	0 12	0 12½
Lake trout	0 18	0 19
Eels, lb.	0 12	0 13
Dore	0 12½	0 13

#### FRESH FISH

Haddock	0 07	0 07½
Steak cod	0 09	0 10
Market cod	0 12	0 06½
Carp	0 12	0 13
Dore	0 16	0 17
Lake trout	0 18	0 20
Pike	0 12	0 13
B. C. Salmon	0 22	0 24
Gaspereaux, lb.	0 07	0 07
Gaspereaux, each	0 07	0 07
Western Halibut	0 30	0 30
Eastern Halibut (chicken)	0 20	0 20
Eastern Halibut (med.)	0 25	0 25
Flounders	0 08	0 10
Perch	0 09	0 09
Bullheads	0 15	0 15
Whitefish	0 13	0 16
Whitefish (small)	0 09	0 09½
Eels	0 12	0 12
Mackerel (large), each	0 20	0 20
Mackerel (medium), each	0 18	0 18
Mackerel, per lb.	0 14	0 14
Smelts, No. 1	0 18	0 19
Smelts, No. 2	0 11	0 12
Smelts, No. 1 large	0 24	0 24

## Decline Registered In Live Hogs

**Toronto.**

**PROVISIONS.**—Live hogs show a disposition to be somewhat easier during the week and prices are working down from the high level attained during the past couple of weeks. Fed and watered are down 75c per 100 pounds and that they may decline another 25c to \$20.00 was intimated. A fair run is apparent for the week and supplies are being bought as offered.

Advances in dressed meats have taken place in some quarters during the week, cooked meats showing the strongest tendency in an advance on some lines of 1c per pound. The range on dressed hogs has also narrowed \$1.00, the lowest price to-day being \$29.00 per 100 pounds. The movement might be termed rather inclined to be slow, high prices undoubtedly curtailing sales to some extent. The range of quotations to-day follows:

Hams—		
Medium	0 36	0 38
Large, per lb.	0 28	0 31
Bacon—		
Plain	0 43	0 45
Boneless, per lb.	0 46	0 52
Bacon—		
Breakfast, per lb.	0 40	0 43
Roll, per lb.	0 34	0 36
Wiltshire (smoked sides), lb.	0 38½	0 42½
Dry Salt Meats—		
Long clear bacon, lb.	0 29½	0 31
Fat backs	0 32	0 32½
Cooked Meats—		
Hams, boiled, per lb.	0 47	0 48
Hams, roast, without dressing, per lb.	0 49	0 51
Shoulders, roast, without dressing, per lb.	0 46	0 48
Barrel Pork—		
Mess pork, 200 lbs.	56 00	58 00
Short cut backs, bbl., 100 lbs.	61 00	63 00
Pickled rolls, bbl., 200 lbs.	56 00	58 00
Hogs—		
Dressed, 70-100 lbs. weight	29 00	30 00
Live, off cars	20 50	20 50
Live, fed and watered	20 25	20 25
Live, f.o.b.	19 50	19 50

## No New Developments In Shortening

**Toronto.**

**SHORTENING.**—No new develop-

ments have marked the situation in shortening during the week and the question of supplies shows some improvement. Whereas shipments of cotton seed oil reaching the local market are more plentiful, they are by no means sufficient to provide for a surplus. However, present demands are being taken care of in fair time. A very firm situation may be said to exist and prices show a little narrower range.

Shortening, tierces, 400 lbs., lb. 0 25½ 0 26½  
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

## Market Firm Though Unchanged In Lard

**Toronto.**

**LARD.**—The market is very strong during the week and a ½c advance has been made in some quarters over last week's low figure, showing a price of 31½c per pound, tierce basis. The entire range is covered in prices of 31c to 32c per pound, tierce basis. A fair demand is in evidence and supplies are said to be light.

Lard, pure, tierces, 400 lbs., lb. 0 31 0 32  
In 60-lb. tubs, ¼-½c higher than tierces; pails ¼-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

## Permits Issued; Margarine Now In Transit

**Toronto.**

**MARGARINE.**—Considerable relief is apparent in the margarine situation which after weeks of uncertainty has assumed definite shape. Permits have been issued and already shipments from the manufacturers to Canadian dealers have been made. It is thought the first shipments will reach this city the end of this week. Orders now coming through constitute the April allotment. No change in the price of 32c to 33c per pound (for No. 1) is anticipated.

**Margarine—**

1-lb. prints, No. 1	30 32	30 33
Do., No. 2	0 30	0 31
Do., No. 3	0 27	0 27
Solids, 1c per lb. less than prints.		

## Butter Holds Unchanged; Production Improves

**Toronto.**

**BUTTER.**—The market still holds firm with little immediate prospect of a change in price. However, cars of Western fresh creamery butter are reaching the local market and with increased production evident in this territory a somewhat easier tendency is expected to develop during the next couple of weeks. Very little storage butter is offering at the present, stocks being pretty well cleaned up. The arrival of Western fresh creamery butter marks a new departure in this field and with their surplus available for the Eastern trade, this should have a steadying influence on these markets. Prices for the work show no change.

Creamery prints, fresh made	0 52	0 53
Creamery solids, fresh made	0 49	0 50½
Creamery prints, storage	0 49	0 52
Creamery solids, storage	0 48	0 50½
Dairy prints, choice, lb.	0 40	0 46
Dairy prints, lb.	0 36	0 40

### Eggs Decline; Production Heavy; Storage Uncertain

**Toronto.**  
**EGGS.**—A decidedly easier feeling is apparent this week and declines of two to four cents have been made under prices ruling last week. Production has attained a heavy figure but as yet little storing is being done and the question of storage is engaging the attention of dealers this week as outlined elsewhere in this issue. United States eggs to-day can be bought into storage from four to six cents under Canadian eggs, so where will the Canadian dealers get off at when it comes to marketing their surplus? The Allied Purchasing Commission has intimated they will purchase any surplus, but are they going to pay the difference in price between the United States and Canadian eggs? Dealers do not display any eagerness to undertake their usual storage requirements.

**Eggs—**

New-laid, in cartons	0 42	0 45
Do., loose, doz.	0 40	0 43

### Cheese Situation Remains Unchanged

**Toronto.**  
**CHEESE.**—Little interest centres around this market during the week and there are no new developments to report. A fair movement is reported and prices though held firmly show no disposition to change.

**Cheese—**

New, large	0 22	0 23½
Old, large	0 23½	0 24½
Stilton (new)	0 25	0 27
Twins, ¼ lb. higher than large cheese. Trip-lets ½ lb. higher than large cheese.		

### Quiet Rules In Poultry; Little Reaching Market

**Toronto.**  
**POULTRY.**—A quiet week has marked the poultry situation and trade has not reached big proportions by any means. A fair demand exists but arrivals show very little improvement. Prices are holding firm at advances recorded last week as follows:

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	\$0 30	\$0 30
Geese	0 15-0 18	0 22-0 24
Turkeys	0 27	0 30-0 35
Roosters	0 20-0 22	0 22-0 24
Hens, over 5 lbs.	0 25-0 30	0 25-0 30
Hens, under 5 lbs.	0 22-0 27	0 24-0 28
Chickens, 4½ lbs. up.	0 25-0 27	0 28-0 33
Chickens, under 4½ lbs.	0 22-0 25	0 26-0 30
Squabs, dozen	4 50	.....

Prices quoted to retail trade:

Hens	0 28	0 37
Ducks	0 30	0 34
Chickens	0 35	0 40
Do., milk-fed	0 35	0 41
Turkeys	0 36	0 40
Geese	0 20	0 29

### Limited Supplies Fresh Lake Fish Offering

**Toronto.**  
**FISH.**—Limited supplies of fresh lake fish have reached the local market. Lake Erie herring is being offered at 10c per pound; Lake Erie whitefish at 23c per pound; Lake Ontario trout at 23c per pound. As yet no big shipments are reported, but improvement in receipts is expected to develop shortly. Fresh sea

fish continue to arrive in fair quantities and prices in some quarters are slightly easier, the fresh haddock now ranging from 7½ to 8½c per pound; fresh steak cod, 9½ to 10½c per pound, and fresh flounders at 8½ to 9c per pound. Fresh sea herring have also arrived and are selling at 7c per pound. The demand for fish continues in good volume and no change of note is apparent in quotations given herewith.

**SMOKED FISH.**

Haddies, per lb., new cured	0 12	0 18
Chicken haddies, lb.	0 11	0 13
Haddies, fillets, per lb.	0 14	0 17
Ciscoes, per lb.	0 16	0 17
Kipper herring, per box	1 75	2 25
Digby herring, skinless, 10-lb.	2 20	2 25

**PICKLED AND DRIED FISH.**

Acadia cod, 20 1-lb. blocks	3 40	
Acadia cod 12-2-lb. blocks	4 50	
Strip cod, lb.	0 12	0 16
Quail on toast, 24 1-lb. blocks, lb.	0 12½	0 13
Skinless cod, 100-lb. boxes, lb.	0 11	0 12
Halifax shredded cod, 24s.	2 20	
Salt mackerel, kits, 20 lbs.	4 50	
Labrador salt herring, barrels	11 50	
Do., half barrels	6 00	
Herring, pickled, keg 100 lbs.	6 00	

**FRESH FROZEN SEA FISH**

Halibut, frozen	0 19	0 20
Salmon, Qualla, lb.	0 12½	0 15
Do., red spring	0 19	0 25
Do., Cohoe	0 20	0 20
Do., Restigouche	0 07	0 27
Haddock, headless and dressed, lb.	0 08	0 10
Herrings, frozen	0 08	0 10
Steak cod, lb.	0 09	0 10½
Haddock, market, lb.	0 07	0 08½
Cod, market, heads on, lb.	0 06	0 08½
Mackerel, frozen, lb.	0 10	0 12
Flounders, frozen	0 07	0 10
Tullbees, lb.	0 08½	0 09
Smelts, extras, lb.	0 22	
Do., No. 1, lb.	0 15	0 16
Do., No. 2, lb.	0 12	0 16
Oysters, No. 3 size pkg., selects	7 50	
Blue points, bbl.	.....	
Malpeque, bbl.	.....	

**Shrimps—**

No. 1, cans	1 60
No. 2, cans	3 10
No. 4, cans	6 00

**FRESH FROZEN LAKE FISH**

Herring, Lake Superior, bags, lb.	.....	
Herring, Lake Erie, pan frozen.	0 08½	0 10
Pike, dressed	0 10	0 11
Do., round	0 09	0 09½
Whitefish, frozen	0 12½	0 13
Trout, lb., frozen	0 14	0 16
Mullets, frozen, lb.	0 06	0 07½
Yellow pickerel, frozen, lb.	0 12½	0 13

### Big Drop In Eggs Expected

**Winnipeg.**  
**PRODUCE AND PROVISIONS.**—The hog market is weaker. It dropped gradually all last week, until 20c was reached. Packers state that the Winnipeg market was out of line altogether with the Eastern market, and that the decline was due to this.

**Eggs.**—Although production is increasing, there is a keen consumption. Nearly all new-laid stock is being consumed by Western Canada; a few cars are going East. On Saturday, April 6, the market stood at 35c for new-laid, and with the warmer weather approaching the trade expect a rapid decline. Packers state that it would not be profitable to store eggs at to-day's prices.

**Butter.**—Stocks have already been cleaned up on creamery, and there will be no surplus when the new make starts to come in. Prices are the same as last week, viz., 48c for No. 1 creamery and 46c for No. 2.

**Hams—**

Light, lb.	0 34	0 36
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Medium, per lb.	0 34	
Heavy, per lb.	0 33	
<b>Bacon—</b>		
Breakfast, per lb.	0 42	
Breakfast, select, lb.	0 43	
Backs, regular	0 44	
Backs, select	0 45	
<b>Dry Salt Meats—</b>		
Long clear bacon, light	0 29	
Backs	0 38	
<b>Barrelled Pork—</b>		
Mess pork, bbl.	52 00	
<b>Lard, Pure—</b>		
Tierces	0 28½	
20s	5 95	
Cases, 5s	17 48	
Cases, 3s	17 55	
<b>Shortening—</b>		
Tierces	0 26½	
Tubs, 50s, net	13 25	
Pails, 20s, net	5 55	
<b>Fresh Eggs—</b>		
New laid	0 32	0 35
<b>Cheese—</b>		
Ontario, large fresh	0 24	0 24½
Manitoba, large fresh	0 23½	
<b>Butter—</b>		
Fresh made creamery, No. 1 cartons	0 48	
Fresh made creamery, No. 2	0 46	
Dairy, regular run	0 37	0 38
<b>Margarine—</b>		
No. 1	0 32½	
No. 2	0 30½	
No. 3	0 29½	

### B. C. REPRESENTATIVES URGE CHANGES IN FRUIT REGULATIONS

Representatives of the British Columbia fruit-growing industry recently visited Ottawa, for the purpose of urging some improvements in the regulations governing the fruit-growing industry.

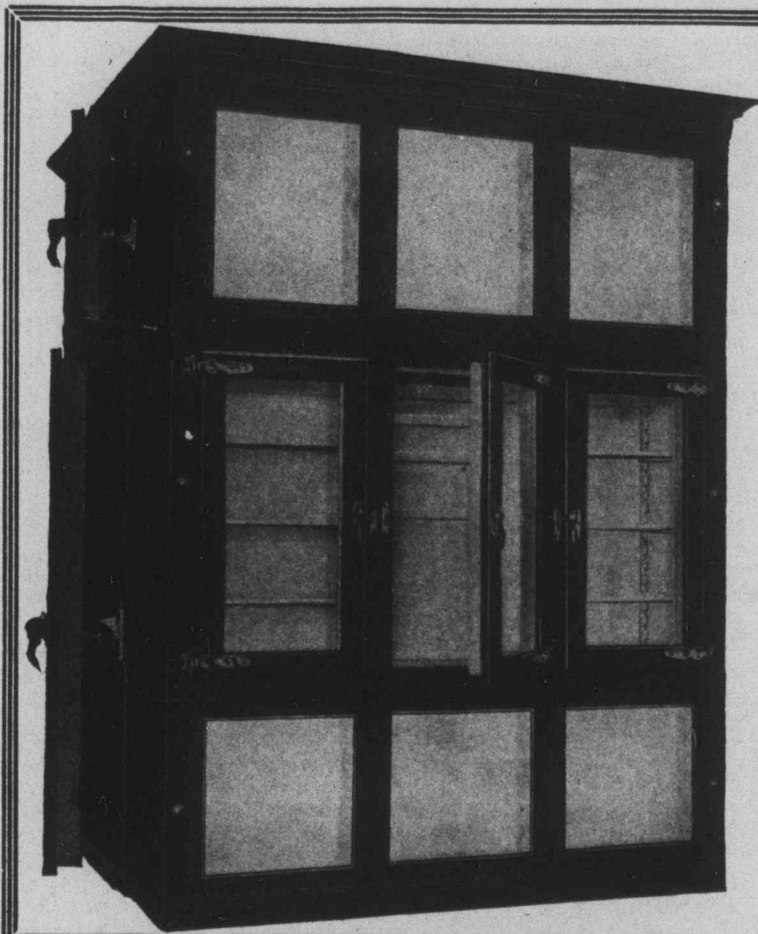
Among the matters to be discussed will be the following: A more definite and explicit definition of the No. 2 grade apples; definition of No. 3 grade; provision for marking open packages; Sec. 321, in regard to over-facing to be made more definite; proper filling of packages to be made compulsory; standardization of packages—(a) uniform barrels, (b) uniform box, (c) uniform pear, peach, and prune box and four-basket crate, (d) uniform apple crate, (e) standard berry box, preferably imperial quart and imperial pint, (f) uniform berry crate.

The standardization of packages has been a live issue before the fruit-growers of the Dominion for several years and is likely to be the most contentious matter to come up at the conference. Recently the Ontario Government adopted the Washington box for apples, and it is likely that this box will be strongly recommended at the conference. A great many British Columbia fruitgrowers are using this box, and this year one of the largest concerns in the province is switching to this size. It is altogether probable that the British Columbia men attending the Ottawa meeting will strongly support the Washington box.

The view is generally taken that standardization of fruit packages will be of mutual benefit to grower and consumer and a protection to both against unscrupulous dealers.

W. B. Gardner, general store merchant of Bolton, Ont., is dead.

Roger Crysler, formerly in the mercantile business in Delhi, Ont., and Nelles Corners, Ont., and latterly county treasurer and clerk of Delhi, is dead.



## The safety of your perishables

is assured when you instal the most scientific of all refrigerators—a refrigerator perfected through 31 years of experience in refrigerator building.

### THE EUREKA

The loss incurred through an inefficient refrigeration system would pay for a Eureka eventually.

Why not protect yourself against such loss by putting a Eureka in your store right now?

From the many Eureka models shown in our list you can easily select one to suit your store.

We will send you this list on request.

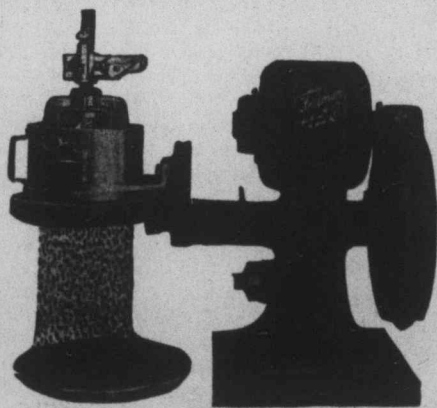
**Eureka Refrigerator Co., Ltd.**  
11 Colborne Street, - TORONTO

Phone Main 556

Branches: Jas. Rutledge, 2608 Waverly St., Montreal;  
J. H. Galloway, 194 Main St. E., Hamilton; Geo.  
Bonnycastle, Winnipeg; Walter Woods & Co., Winni-  
peg, Man.

## WIN THE WAR BY SAVING EVERYTHING

How about your Scrap Bone?



Don't kick at the high price of eggs. It's not her fault; feed her *Ground Bone* and she's got to lay 'em.

How about a machine?

Write for catalogue and price list on these machines. All styles.

**The W. A. Freeman Co., Limited**  
HAMILTON, ONT.

TORONTO—114 York Street, near King  
MONTREAL—16 Notre Dame St. E. Uptown 8547

# Bacon

Star Brand English Breakfast Bacon is the result of over sixty years' experience in curing Bacon, and has no equal.

We have also "Select" Brand—not quite so good, but excellent value at the price.

**F. W. FEARMAN CO.**  
Limited  
HAMILTON



**T**HERE are some lines you can carry in your store which are nothing more than space occupiers and room wasters.

You put them up on your shelves, or arrange them carefully on your counter, and there they remain "just a-doin' nothin'!" It would, figuratively speaking, take a charge of dynamite to jolt them off. You'd think they were riveted to the spot, and every time you go past them you give them the cold-storage stare and think hard, bitter thoughts.

But, there are other lines, thank goodness! which hardly ever stay long enough in your store to get

used to the place. No sooner do you arrange them on your shelves, or display them invitingly on your counter, than, presto! — they're gone! And in their stead you have dollars and cents to go on buying the necessaries of life as well as to invest in more goods for the purpose of doing more business.

And naturally these are the lines you are looking for. You want something that will **sell**—and **keep on selling**.

This is one of the reasons why our Davies Products are so popular with the dealer—they're so easy to sell.

**DAVIES PRODUCTS** are the kind that **SELL**—and **KEEP** on **SELLING**.

THE **DAVIES** COMPANY  
WILLIAM LIMITED

CANADA'S LEADING PACKERS

Montreal

**TORONTO**

Winnipeg .



*The quality it pays to sell*

## BRUNSWICK BRAND SEA FOODS

have long ago established an enviable reputation for superior quality and satisfaction-giving.

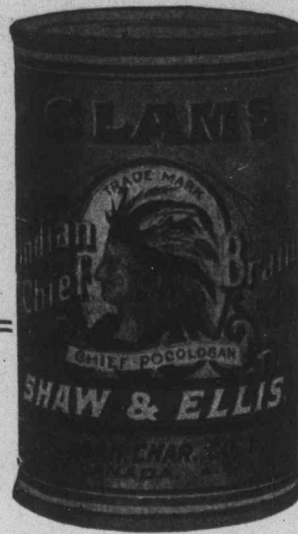
Which is not surprising when one considers the scrupulous care and attention given to the selecting, processing and packing of the fish.

Look over the list below and see what lines you need. We particularly recommend our Kipper Herring—a new, clean stock, with an exceptionally delicious flavor and quality. 4 doz. No. 1 to a case.



¼ Oil Sardines  
¼ Mustard Sardines  
Finnan Haddies  
(Oval and Round Tins)  
Kipper Herring  
Herring in Tomato  
Sauce Clams

**Connors Bros., Ltd.**  
BLACK'S HARBOR, N.B.



Every customer  
will like  
Indian Chief  
Brand Clams

The high-grade goodness of these delicious Clams will win you the trade of the most discriminating.

Being put up the day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams are positively pure and always worthy of a strong recommendation.

*If you're not already pushing this quick-selling line, begin now.*

**SHAW & ELLIS**  
POCOLOGAN, N.B.

**Dole Bros. Hops & Malt Co.**  
BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS  
FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

**R. E. BOYD & COMPANY**

Agents for the Province of Quebec  
15 STE. THERESE ST. - - MONTREAL

**DONALD H. BAIN CO.**  
AGENTS FOR THE CANADIAN NORTH-WEST

We manufacture the highest grade

## CANNING BOXES

in Canada

*Write for prices.*

**W.C. Edwards & Co., Limited**  
OTTAWA, ONTARIO



EVERY TIN IS GUARANTEED

## EASTERN BRAND LOBSTERS

If your customers want the best, give them "Eastern" Brand. Packed under ideal conditions from carefully selected fish. A little higher in price than some, but a lot higher in quality.

"Eastern Brand" Lobster Paste, and "Eastern Brand" Mackerel Roe sell readily and are sure repeaters.

Write for Prices.

**Eastern Canada Fisheries, Limited**  
CORISTINE BLDG., MONTREAL



## Have No Hesitation

in choosing

## 'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

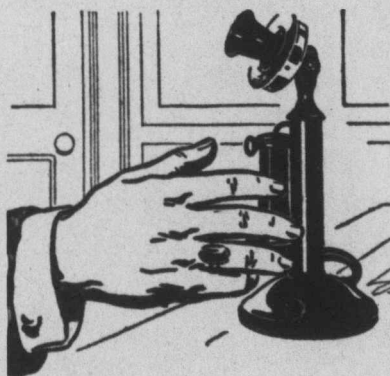
SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH  
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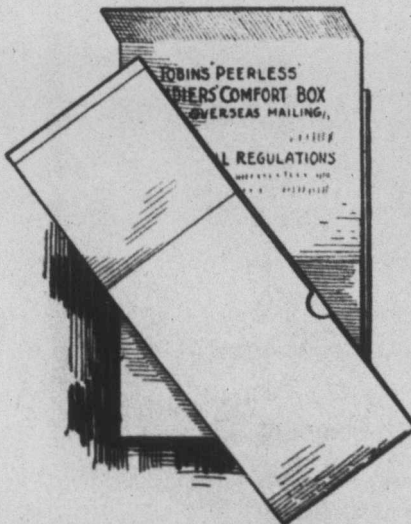


## Answering Calls Promptly-

is the policy of the progressive merchant. It pleases customers and makes them enjoy dealing with him. And then business is transacted more quickly, thus leaving the line free for other calls.

The Bell Telephone Co. of Canada

"Good Service . . . our true intent."



### HIGH-GRADE SPECIALS IN OVERSEAS TRADE

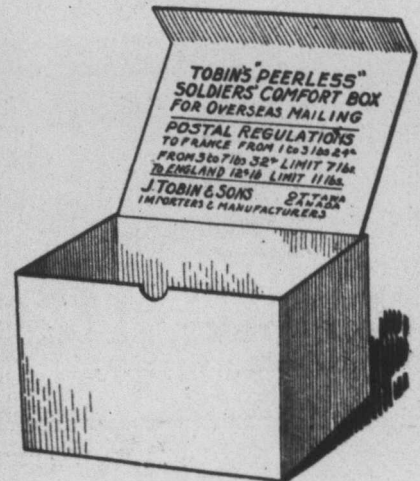
## Tobin's "Peerless" Overseas Mailing Boxes, etc., etc.

FRIENDS and RELATIVES know these boxes so well that they buy them in thousands every day. They have stood the test so many times, and brought back scores of souvenirs of the battlefield, that they have become a by-word of excellence, and nothing else will do.

They are the best mailing boxes on the market. They are "TOUGH AS LEATHER — LIGHT AS A FEATHER." Strongly recommended by our postal authorities, because they are so easily packed and examined if necessary. AND — the boys get these boxes. 2 sizes, France and ENGLAND.

Are you getting any of this trade, Mr. Merchant. If not, GET BUSY and write J. TOBIN & SONS, OTTAWA, ONT. They are keenly alive to your wants or enquiries, whether by mail, phone or wire. Circular for the asking, with other trench specialties.

J. TOBIN & SONS, Ottawa, Ont.



**It always pleases  
HOLBROOK'S  
Imported  
WORCESTERSHIRE  
SAUCE**

It is decidedly worth a vigorous selling effort, more especially when you can secure it from us at prices based upon pre-war conditions. Its quality is delicious.

Include in your order stocks of the following:

Imported English Malt Vinegar, in glass, Sardines, French Olive Oil, Custard Powders, all flavors, Health Salts, Ground Rice, Rice Flour and Potato Flour.



**ROSE'S  
LIME JUICE**

*A popular  
warm weather seller*

The popularity which distinguished Rose's Lime Juice half a century ago has grown with the years so that to-day this delightful beverage is in good demand everywhere.

The demand will be bigger than usual this Summer. Will you be prepared for it?

**Holbrooks, Ltd.**  
Toronto and Vancouver

**X-X-X  
PHOSPHATE CREAM TARTAR**

Formerly only sold in Bulk,  
NOW offered to the Grocery  
Trade in Five and Ten Pound  
Cartons.

To avoid unsatisfactory substitutes  
look for this label on the package.  
Insist on the Genuine X-X-X.



Order from your Wholesaler,  
or direct from

**The Jones Packing & Provision Co.**  
(Chemical Department) Limited  
SMITH'S FALLS, ONTARIO

**FISH**

Lake Superior  
Herring in kegs  
half-kegs and  
pails.

**APPLES**

Nova Scotia stock  
and Georgian Bay  
brand, Ontario  
stock.

Write us to-day

**Lemon Bros.**  
OWEN SOUND, ONT.



**As Food and Dessert**

Junket Tablets have a ready sale, both for making food for the little ones and for making delicious desserts for grown-ups. Junket is served plain or with fruit, berries, nuts, etc., and it also makes better, smoother ice cream.

**Junket**  
MADE with MILK

Known and used by physicians and nurses everywhere and recommended by them for many years.

Sold in packages of 10 Tablets. Retail at 12c, with a substantial profit.

Advertised in leading Canadian magazines that cover the Dominion.

**Chr. Hansen's**  
Canadian Laboratory  
Toronto, Canada



# Success and Your Associates

**A**LWAYS associate with men who are earning more money than you are. Such is the advice given by a man whose name is known the world over for his own success and the business which he created. It is good advice of a certainty, but we are not urging that it is the best advice. At the same time it is wise to associate with better or bigger men than you are yourself, because you are likely to be lifted up to their levels.

Most of us would probably like to be the intimates of J. P. Morgan, or of John D., or of Charlie Schwab, or Canny Andrew. If we had a speaking acquaintance with John Wanamaker, or Lord Beaverbrook, or Lord Shaughnessy, and with other distinguished and successful men, we would take comfort from the fact.

And most of us would feel rather small and uncomfortable if we were placed beside President Woodrow Wilson at a dinner table, or beside Sir Robert Borden, Sir Herbert Holt or Thomas Findley. And the reason would probably be that we know so little of the knowledge that really counts. If these great men engaged us in conversation we would probably find ourselves knowing very little about the things that matter.

This will illustrate the point:

Here's a true story. A Toronto manufacturer found himself on a train going to Albany in company with a number of distinguished Americans about to attend the inaugural ceremonies of a State Governor. A washout led to a delay, and the Canadian was thrown into close association with senators and congressmen and prominent lawyers. They bantered the little Canadian about Canada. He had the pluck of a bigger man. He had been a constant reader of THE FINANCIAL POST,

and had absorbed many facts about Canada. He surprised his American travelling companions with his positive, well-informed and wide knowledge of Canada. When the company reached Albany, the Canadian was persuaded to attend the ceremonies and was introduced as the man who knew all about Canada. The Governor was interested in Canada, and said so, and the little Canadian found himself telling the story of Canada very ardently to a very attentive listener, much to the amusement of his friends who introduced him.

This man made a hit on that journey, and many friends. One of the company gave him a stock market tip worth a fortune.

The point of this story is: You, as a Canadian, can make yourself informed very fully and intelligently if you become a regular reader of THE FINANCIAL POST. You can make yourself a worthy companion and intimate of presidents and magnates. The world likes to listen to men who know something well, and who can talk interestingly and informingly on the subject of their study.

You can become worth listening to if you know your Canada well. And you can get the kind and amount of knowledge concerning Canada which will make you interesting to others if you will read THE FINANCIAL POST regularly each week.

**I**F you read THE FINANCIAL POST REGULARLY you will find yourself keeping company with the highest paid staff of editors engaged on any publication in Canada—trained men who know how to make others know what they know and learn.

You will find yourself living in a most interesting world—the great, throbbing world of business. You will have your thoughts tremendously stimulated and helpfully directed. You will find yourself becoming a fit table companion for big men — this because you will have knowledge of a quality that will keep you from shame.

What is it that keeps you and THE POST separated? It cannot be its subscription price of \$3. Probably it is because you are not very well acquainted with this paper.

We are going to put it to you this way: If you have the desire to be worthy of association with big men, then prepare yourself for such association by reading THE POST, and to make acquaintance easy, we provide the coupon below. It offers you THE POST for four months for a dollar bill.

The MacLean Publishing Company, Limited,  
Dept. B.S., 143-153 University Avenue, Toronto.

Send me THE FINANCIAL POST for four months for One Dollar. Money enclosed  
us to be remitted

(Signed)

C. G.

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



# HIGH-CLASS STONEWARE

APRIL EGGS  
JUNE BUTTER

The ideal container is a Stone Crock.  
Our stock is complete.  
Price, Butter Cocks 14c. per gallon.  
Other articles just as low.

**Ontario Crockery Co.**  
LONDON, ONT.

## You Are Not Satisfied With Just An Ordinary Business

YOU want the one grocery store in your community that stands out "head and shoulders" above all others. How is it to be done? Here's one method that's been very successfully carried out by thousands of your Brother Grocers.

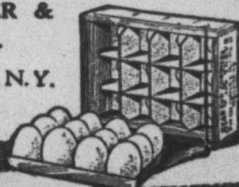
*Select some one item and feature it as a "leader" to bring new customers to your store. This accomplished, it's strictly "up-to-you" as to whether or not the balance of their trade goes elsewhere.*

The best line Grocers have yet been able to find is eggs handled according to the *Star System*.

It has all the "pull" necessary and incidentally allows for a very liberal profit. Let us tell you how EGGS can make your business grow.

STAR EGG CARRIER &  
TRAY MFG. CO.

1620 Jay Street, Rochester, N. Y.



## QUOTATIONS FOR PROPRIETARY ARTICLES SPACE IN THIS DEPARTMENT IS \$65 PER INCH PER YEAR

### BAKING POWDER

#### ROYAL BAKING POWDER

Size	Less than 10-case lots	Per doz.
Dime		\$ 1 15
4-oz.		1 65
6-oz.		2 45
8-oz.		3 10
12-oz.		4 65
16-oz.		5 90
2½-lb.		14 60
5-lb.		27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

### JAMS

#### DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies.  
Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.	Per doz.
Blackberry	\$2 95
Currant, Black	3 05
Plum	2 85
Pear	2 85
Peach	2 85
Raspberry, Red	3 15
Raspberry and Red Currant	2 75

#### DOMINION CANNERS, LTD.

##### CATSUPS—In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	\$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

### BAKE DBEANS WITH PORK

Brands—Canada First, Simcoe Quaker

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
2½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.50 doz.; Family, Chili Sauce, \$2.50 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$10.	

### "AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	\$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 65
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

### BLUE

Keen's Oxford, per lb. ....  
In cases 12—12 lb. boxes to case .....

### COCOA AND CHOCOLATE THE COWAN CO., LTD. COCOA

Empire Breakfast Cocoa, 2 doz. in box, per doz.	\$2 45
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb. (Unsweetened Chocolate)	37
Supreme Chocolate, 12-lb. boxes, per lb.	36
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	90
Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 30
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6's and 7's, 8 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 25
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ¼lb. packages, 2 and 4 doz. in box, per doz.	1 30
Chocolate Confections—	Per doz.
Maple Buds, 5-lb. boxes	60 30
Milk medallions, 5-lb. boxes	0 30
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 35
Nonpareil wafers, No. 1, 5-lb. boxes	0 35
Nonpareil wafers, No. 2, 5-lb. boxes	0 35
Chocolate ginger, 5-lb. boxes	0 45
Milk chocolate wafers, 5-lb. boxes	0 30
Coffee drops, 5-lb. boxes	0 30
Lunch bars, 5-lb. boxes	0 30
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Nut milk chocolates ¼'s, 6, lb. boxes, lb.	0 30
Nut chocolate squares (30 divisions to cake), packed 2 and 3 cakes to a box, per case	0 75
Almond nut bars, 24 bars, per box	0 95



## Saves Money for Your Customers, but also PAYS YOU

KNOX SPARKLING GELATINE makes FOUR PINTS OF DELICIOUS JELLY per package, so women turn to it in these times of conservation as an economical dessert. It is easy to prepare and can be used with portions of other foods to make delicious combination jellies, jellied meats from "left overs," etc., so it provides *further economy*.

It will pay you to keep KNOX GELATINE on your counter; talk to customers about its economy, and try to get a package into every order because

*Every Package Pays You a "Good Profit"*

**Charles B. Knox Gelatine Company, Inc.**      Branch Factory: Montreal, Can.



## More Goods Are Sold Under the Evening Lamp at Home Than You Dream of

OUR advertising is now appearing in the leading Canadian magazines and newspapers, and will be read by the majority of the families in your locality. It cannot fail to strengthen and increase the already large demand for

# McCormick's JERSEY CREAM Sodas



BRANCH  
WAREHOUSES:

Montreal,  
Ottawa,  
Hamilton,  
Kingston.

BRANCH  
WAREHOUSES:

Winnipeg,  
Calgary,  
Port Arthur,  
St. John. N.B.



Manufactured only by  
The McCormick Manufacturing Co., Limited.  
General Offices and Factory: London, Canada.

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



Flower Pot



French Pot



Cream Pot

# Useful! Salable! Satisfying!

The good-looking, useful, reasonably - priced pottery that we are offering the trade is proving very popular wherever introduced.

Dealers everywhere find this pottery particularly salable and a source of good, extra profit.

Our complete list is all ready to mail you. Just send us a card with your name and learn all about the complete line of pottery that sells.



Shoulder Fruit Jug

## The Toronto Pottery Co., Limited

617-618 Dominion Bank Bldg.  
King and Yonge, TORONTO

## PROF. JOHN M. SMITH of Grinnell College

*Writes from the trenches:*

"From my shelter, I might say from the Rats' Club, but I do not want to put on airs, I am very happy despite the rats, the rain, the mud, the draughts, the roar of the cannon, and the scream of the shells, 'like the last wail of lost souls.'

"My underground dwelling lacks light and above all a stove. I sleep on a stretcher hung from the ceiling over which runs a road whereon all night long troops march, munition trains, and great guns roll, creaking and grinding over the stones of the way. Nevertheless, I sleep very well, provided a stretcher bearer does not call me because some poor 'poilu' must be taken to the hospital, or the rats do not grow too noisy.

"It takes only a minute to light my little oil heater and make some G. Washington's Coffee. If I knew the name and address of the good man who invented the coffee I should write him a letter of thanks and another to Mr. Campbell who makes the soups. Every night I offer up a special petition to the health and well being of both, thanks to whom I go to sleep warm and comfortable."

Many others write "G. Washington's Refined Coffee is worth its weight in gold."

G. Washington's Refined, Soluble Coffee, adds to the comfort and relieves the fatigue of the men in the trenches. Please feature it to those having relatives and friends in the service.

Write

**Edmund Littler**  
169 William Street, Montreal, Quebec  
*for particulars and advertising matter.*

### JELL-O GENESEE PURE FOOD CO.

Assorted case, 4 dozen.....	\$4 00
Lemon, 2 dozen .....	2 00
Orange, 2 dozen .....	2 00
Raspberry, 2 dozen .....	2 00
Strawberry, 2 dozen .....	2 00
Chocolate, 2 dozen .....	2 00
Cherry, 2 dozen .....	2 00
Vanilla, 2 dozen .....	2 00
Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.	

### JELL-O ICE CREAM POWDERS.

Assorted case, 2 dozen.....	\$2 70
Chocolate, 2 dozen .....	2 70
Vanilla, 2 dozen .....	2 70
Strawberry, 2 dozen .....	2 70
Lemon, 2 dozen .....	2 70
Unflavored, 2 dozen .....	2 70
Weight, 11 lbs. to case. Freight rate, 2d class.	

### KLIM

Hotel size, 6 10-lb. tins to case .....	\$15.50
Household size, 1-lb., 24 to case .....	6.30
Sample size, 4-oz., 48 to case .....	4.50

### THE CANADA STARCH CO. LTD., EDWARDSBURG BRANDS and

#### BRANTFORD BRANDS

<b>Laundry Starches—</b>	
Boxes	Cents
40 lbs. Canada Laundry....	.09½
40 lbs., 1 lb. pkg., White Gloss .....	.10
46 lbs., No. 1 White or Blue Starch, 3-lb. cartons.....	.10½
100-lb. kegs, No. 1 white..	.10
200-lb. bbls., No. 1 White..	.10
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs...	.11
48 lbs., Silver Gloss, in 6-lb. tin canisters .....	.12½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes .....	.12½
100 lbs., kegs, Silver Gloss, large crystals .....	.10½
40 lbs., Benson's Enamel, (cold water), per case..	3.25
30 lbs. Cases Refined Potato Flour, 1-lb. pkgs. ....	.15
Celluloid, 45 cartons, case..	4.50
<b>Culinary Starch.</b>	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared .....	.11
40 lbs. Canada Pure Corn..	.10
20-lb. Casco Refined Potato Flour, 1-lb. pkgs. ....	.18
(20 lb. boxes, ¼c higher, except potato flour)	

#### BRANTFORD STARCH

Ontario and Quebec.

<b>Laundry Starches—</b>	
Canada Laundry .....	\$0 09½
<b>Acme Gloss Starch—</b>	
1-lb. cartons, boxes of 40 lbs. 1 10	
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs. 0 10½	
Barrels, 200 lbs.....	0 10
Kegs, 100 lbs.....	0 10
<b>Lily White Gloss—</b>	
1-lb. fancy carton cases, 30 lbs. ....	0 11
8 in case.....	0 12½
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case.....	0 12½
Kegs, extra large crystals, 100 lbs. ....	0 10½
<b>Canadian Electric Starch—</b>	
Boxes containing 40 fancy pkgs., per case.....	3 25
<b>Celluloid Starches—</b>	
Boxes containing 45 cartons, per case .....	4.50

### Challenge Prepared Corn— 1-lb. pkts., boxes of 40 lbs. 0.10

#### SYRUP

### THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP.

Perfect Seal Jars, 3 lbs., 1 doz. in case .....	\$4.25
2-lb. tins, 2 doz. in case....	4.65
5-lb. tins, 1 doz. in case....	5.20
10-lb. tins, ½ doz. in case..	4.95
20-lb. tins, ¼ doz. in case..	4.90
(Prices in Maritime Provinces 10c per case higher).	

Barrels, about 700 lbs.....	\$0.07
Half bbls., about 350 lbs....	0.07½
¼ bbls., about 175 lbs....	0.07½
2-gal. wooden pails, 25 lbs.	2.15
3-gal. wooden pails, 28½ lbs. ....	3.25
5-gal. wooden pails, 65 lbs.	5.25

#### LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case....	\$5.15
5-lb. tins, 1 doz. in case....	5.70
10-lb. tins, ½ doz. in case.	5.45
20-lb. tins, ¼ doz. in case.	5.40

#### ST. LAWRENCE SUGAR REFINING CO.

<b>Crystal Diamond Brand Cane Syrup</b>	
2-lb. tins, 2 doz. in case.....	\$5 50
Barrels, per 100 lbs.....	3 00
½ barrels, per 100 lbs.....	3 25

#### INFANTS' FOOD

#### MAGOR, SON & CO., LTD.

<b>Robinson's Patent Barley—</b> Doz.	
1 lb. ....	\$4 00
½ lb. ....	2 00
<b>Robinson's Patent Groats—</b>	
1 lb. ....	\$4 00
½ lb. ....	2 00

#### NUGGET POLISHES

<b>Polish, Black, Tan, Toney</b> Doz.	
Red and Dark Brown.....	.90
Card Outfits, Black and Tan.	3.50
Metal Outfits, Black and Tan.	4.50
Creams, Black and Tan .....	1.25
White Cleaner .....	1.25

#### IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 2½s. lb.....	\$ 0 65
Bobs, ¼s .....	0 64
Currency, 8s .....	0 62
3tag Bar, 8s, boxes 5 lbs....	0 61
Pay Roll, thick bars, 1-10s..	0 50
Pay Roll, plug, 10s and 6-lb. caddies .....	0 50
Shamrock 9s, ½ cads., 12 lbs., ¼ cads., 4 lbs.....	0 70
Great West Pouches, 10s, 3-lb. boxes, ½ and 1-lb. lunch boxes .....	0 50
Forest and Stream, tins, 12s, 3 lb. cartons .....	0 55
Forest and Stream, ¼s, ½s and 1-lb. tins .....	0 55
Forest and Stream, 1-lb. c-ss humidors .....	1 15
Master Workman, 10s, 2 lb. cartons .....	0 50
Master Workman, bars, 6s, 2/3s, ½ butts, 9-lb. boxes, 3 lbs. ....	0 70
Derby 2½s, ½ butts, 2½-lb. boxes .....	0 70
Golden Rod, 8s.....	0 64
Ivy, 8s, ½ butts, 9 lb. boxes	0 64
Old Virginia, 10s .....	0 67
Fig Leaf, 8s.....	0 64
Old Kentucky (bars), 6½s. boxes, 6 lbs.....	0 50
Queen's Navy (bars), 6½s. 5½-lb. boxes .....	0 72
Walnut, 9s .....	0 70

# Success and Your Associates

**A**LWAYS associate with men who are earning more money than you are. Such is the advice given by a man whose name is known the world over for his own success and the business which he created. It is good advice of a certainty, but we are not urging that it is the best advice. At the same time it is wise to associate with better or bigger men than you are yourself, because you are likely to be lifted up to their levels.

Most of us would probably like to be the intimates of J. P. Morgan, or of John D, or of Charlie Schwab, or Canny Andrew. If we had a speaking acquaintance with John Wanamaker, or Lord Beaverbrook, or Lord Shaughnessy, and with other distinguished and successful men, we would take comfort from the fact.

And most of us would feel rather small and uncomfortable if we were placed beside President Woodrow Wilson at a dinner table, or beside Sir Robert Borden, Sir Herbert Holt or Sir Wm. Mackenzie. And the reason would probably be that we know so little of the knowledge that really counts. If these successful business men engaged us in conversation we would probably find ourselves knowing very little about the things that matter.

This will illustrate the point:

Here's a true story. A Toronto manufacturer found himself on a train going to Albany in company with a number of distinguished Americans about to attend the inaugural ceremonies of a State Governor. A washout led to a delay, and the Canadian was thrown into close association with senators and congressmen and prominent lawyers. They bantered the little Canadian about Canada. He had the pluck of a bigger man. He had been a constant reader of THE FINANCIAL POST,

and had absorbed many facts about Canada. He surprised his American traveling companions with his positive, well-informed and wide knowledge of Canada. When the company reached Albany, the Canadian was persuaded to attend the ceremonies, and was introduced as the man who knew all about Canada. The Governor was interested in Canada, and said so, and the little Canadian found himself telling the story of Canada very ardently to a very attentive listener, much to the amusement of his friends who introduced him.

This man made a hit on that journey, and many friends. One of the company gave him a stock market tip worth a fortune.

The point of this story is: You, as a Canadian, can make yourself informed very fully and intelligently if you become a regular reader of THE FINANCIAL POST. You can make yourself a worthy companion and intimate of presidents and magnates. The world likes to listen to men who know something well, and who can talk interestingly and informingly on the subject of their study.

You can become worth listening to if you know your Canada well. And you can get the kind and amount of knowledge concerning Canada which will make you interesting to others if you will read THE FINANCIAL POST regularly each week.

**I**F you read THE FINANCIAL POST REGULARLY you will find yourself keeping company with the highest paid staff of editors engaged on any publication in Canada—trained men who know how to make others know what they know and learn.

You will find yourself living in a most interesting world—the great, throbbing world of business. You will have your thoughts tremendously stimulated and helpfully directed. You will find yourself becoming a fit table companion for big men — this because you will have knowledge of a quality that will keep you from shame.

What is it that keeps you and THE POST separated? It cannot be its subscription price of \$3. Probably it is because you are not very well acquainted with this paper.

We are going to put it to you this way: If you have the desire to be worthy of association with big men, then prepare yourself for such association by reading THE POST, and to make acquaintance easy, we provide the coupon below. It offers you THE POST for four months for a dollar bill.

The MacLean Publishing Company, Limited,  
143-153 University Avenue, Toronto.

Send  $\frac{me}{us}$  THE FINANCIAL POST for four months for One Dollar. Money  $\frac{enclosed}{to\ be\ remitted}$

(Signed)

.....  
.....

C. G.

**TOMATOES**  
**BANANAS & ORANGES**  
**NEW CABBAGE**

**Q** We are headquarters for any of the above lines.  
 Let us have your Week-end Order then we will  
 be sure there is at least one pleased customer.

**McBride Bros. - - - Toronto, Ont.**

**WETHEY'S  
 MINCE MEATS**

WHETHER IN  
**Bulk or Cartons**

ARE THE  
**Best Values on the  
 Market**

*Order from your jobber*



**C**ustard that  
**ompels  
 ustom**

It is the fresh, delicate, creamy  
 "home-made" flavour of Freemans  
 Devonshire Custard that has made  
 it so popular in the British Isles.

Oversea Troops from the Dominion  
 who have returned home are bring-  
 ing with them many links with the Old Country,  
 one of which is a desire to taste again its delicate  
 and unrivalled purity.

It will pay you well to display

**FREEMANS DEVONSHIRE CUSTARD**

in your store—it is such a ready seller and a very  
 profitable line to stock, also it will enable you to push  
 your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled  
 purity and flavour to the ideal conditions of clean-  
 liness under which it is  
 manufactured.

Write for trade terms and  
 particulars to the  
**WATFORD MFG., Co., Ltd.**  
 Delectaland, Watford,  
 England.

*Freemans*  
**FOOD PRODUCTS**  
*Watford*

# QUALITY FIRST ALWAYS

In importing we pay attention to quality first irrespective of brands. Our long experience and best buying connections, and by paying cash on the ground enable us to get the best.

**TOMATOES      CELERY      PINEAPPLES**  
**ORANGES      LEMONS      BANANAS**  
**STRAWBERRIES**  
**ASPARAGUS      CABBAGE      NEW POTATOES**

The best of everything from the Southern Markets.  
Our quick moving stocks enable you to get FRESH GOODS always.

## WHITE & COMPANY, LIMITED

Branch at Hamilton

Toronto

### STRAWBERRIES

Now arriving daily, at reasonable prices.

**Florida Tomatoes**

**Florida Cabbage**

Finest Quality, Arriving Regularly.

**Florida Valencias**

**Juicy, Sweet and Sound**

When Oranges are high-priced, it pays to get the best.

**Apples**

With other fruits high-priced, Apples are selling freely at reasonable prices.

Try our Extra Fancy Washington

**Winesaps and Bendavis**  
for table use.

California Celery, Oregon Cauliflower, Fresh car, likely last of season, just arrived.

### DUNCANS LIMITED

North Bay Sudbury Cobalt Timmins

### ORANGES

**Golden Orange Brand  
NAVELS**

Car just arrived, very fine quality  
Sizes heavy, 96s 126s, 150s.

### LEMONS

Extra Fancy

Californias or Messinas.

Southern Strawberries, Tomatoes and Pineapples.

*Arriving freely. Prices reasonable.*

### HUGH WALKER & SON

GUELPH, ONTARIO



# The Family Dish

Every member of the family welcomes a steaming dish of delicious Simcoe Baked Beans.

Every housewife appreciates the high food value of this dish and also the fact that it only needs warming to be ready for serving.

# Simcoe Brand Baked Beans

(with Tomato Sauce)

should be stocked by every grocery merchant. Your sales will prove most gratifying if you give this line your support. It pays you a big profit and will strengthen your reputation as a high-class grocer.

The various sizes help to sell each other.



"The Seal of Quality"

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# Wanted

## CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

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

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

### BUSINESS FOR SALE

**GENERAL STORE BUSINESS NEAR SUDBURY, Ont.** The village is owned by a large mining company and we have exclusive right. Stock about \$7,000, doing \$40,000 per year. Owner has other interests. Apply Box 296 Canadian Grocer.

**GENERAL STORE - STAPLE STOCK - BEST** country store in Ontario; good clean stock; six miles from opposition; if interested act quick for particulars. Box 297 CANADIAN GROCER.

**GENERAL STORE BUSINESS IN ALGOMA** District, on shore of North Channel; 27 years' standing. Good, clean, up-to-date stock of about \$8,000. Good country trade. Owners have other interests. Apply Box 291, Canadian Grocer.

### WANTED

**WANTED-COFFEE ROASTER-MUST BE IN** good condition, without perforations. State capacity, lowest cash price, to Federal Advertising Agency, London, Canada.

**WANTED-A LINE OF FANCY BISCUITS** and candy to handle on commission; bank reference. Traveller. P.O. Box 436, Sydney, C.B.

**DEAD STOCK OF PATENT MEDICINES,** drugs and sundries bought or exchanged. Write The Drug Exchange, Box 297, Canadian Grocer, Montreal, P.Q.

### AGENTS WANTED

**TRAVELLERS-GOOD SIDE LINE, SOLICIT** from merchants accounts for us to collect. Reliable agency. Nagle Mercantile Agency, Westmount, Que.

### SITUATIONS WANTED

**A RETURNED SOLDIER, THOROUGHLY EX-**perienced retail grocer, desires a position in first-class grocery business. Good wages for married man. Apply Box 295, Canadian Grocer, 153 University Ave., Toronto.

### MISCELLANEOUS

**GROCERS - INCREASE YOUR PROFITS** selling Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories: Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

### FIXTURES FOR SALE

**EVERY MERCHANT WHO SEEKS MAXIMUM** efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 118 Sumach St., Toronto.

## TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

**CANADIAN GROCER** offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

**MAYBE YOU HAVE A GOOD, WORTHY** line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance, are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

**ARE YOU OVERSTOCKED IN SOME LINES** which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. Canadian Grocer has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad. in Canadian Grocer. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

Use this page—the page that is never overlooked—from time to time to put efficiency in your service, and watch it for opportunities.

Everything is classified under appropriate headings, so that you can, at a glance, find what you are looking for. Quite often the want ad page is consulted as a guide to conditions.

Anything used or of interest to the Grocery trade can be located by an advertisement on this page.

Canadian Grocer reaches thousands of the best grocers in the Dominion—the kind you want to speak to.

The cost of this service to you is very small—2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement. If you do not wish your name to appear in the ad we have a Box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

Kindly enclose remittance with ad so as to save unnecessary bookkeeping, etc.



# Buyers' Guide

## FOR SALE

CHOICE DRESSED POULTRY.  
SELECTED EGGS, OLEOMARGARINE,  
CHOICE DAIRY BUTTER.

C. A. MANN & CO.  
78 KING ST. LONDON, ONT.

## BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Cracker, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

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

THE TRENT MFG. CO., LTD.  
TRENTON ONTARIO

## HO-MAYDE BREAD IMPROVER

Makes bread of better color and quality. Means a larger loaf. It makes the sponge rise sooner, even if chilled.

We are inundated with letters from housewives who want it. YOU supply them. Sells in 1/2c packets.

Makers: Ho-Mayde Products Co. TORONTO  
Western Agents: C. & J. Jones WINNIPEG

## SUCHARD'S COCOA

The Highest Quality  
Most Reasonably Priced  
"Quality" Cocoa.  
On Sale Anywhere.

FRANK L. BENEDICT & CO.  
Agents Montreal

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

60-62 JARVIS ST.

TORONTO SALT WORKS  
GEO. J. CLIFF

## Cash in on Your Book Debts

Get that which is rightfully yours.

WE CAN TURN THOSE BOOK DEBTS OF YOURS INTO MONEY if you'll just authorize us to do so.

Our organization is big enough to collect quickly anywhere.

Ask to see our special forms. They'll be mailed you free.

The Nagle Mercantile Agency  
Westmount (Montreal) Que.



## TANGLEFOOT



### The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies each year

OAKLEY'S

KNIFE



POLISH

JOHN OAKLEY & SONS, LIMITED  
LONDON, S.E. 1, ENGLAND

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,  
Toronto, and J. E. Huxley & Co., 220  
McDermid St., Winnipeg.

## WANT ADS.

If you want a buyer for your business, or have a situation to fill, or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT

## PAPER BALERS



All-Steel  
"Fireproof"

Made in 12 sizes.

Send for catalog.

Climax Baler Co.  
Hamilton Ontario

Three dollars a year is all it costs to have this publication mailed to your address every week.

15 cents

# VOLPEEK

MENDS OOTS & DANS



Tell your customers how easily they can repair leaky kitchen utensils with VOL-PEEK. They require no tools. VOL-PEEK can be applied with the fingers and the mended article will be ready for use as good as new—in two minutes or less.

VOL-PEEK is wanted in every home. Show it in your store and get a share of the demand. Put up in attractive display stands. Order from us direct or ask your wholesaler.

H. NAGLE & CO., Box 2024, Montreal

# KING GEORGE'S NAVY

CHEWING  
TOBACCO

Has the quality that pleases  
particular men

An outstanding feature of King George's Navy  
Chewing Tobacco is that its quality measures  
up to the ideal of discriminating lovers of a  
good chew.

This is one reason why the de-  
mand for King George's Navy  
is ever increasing. And a reason  
too, why grocers everywhere  
find this popular chew  
as profitable to push.  
Are you well stocked?



Rock City Tobacco Co., Ltd.

## The Submarine Menace

necessitates the prohibition  
of export of all foodstuffs  
from the United Kingdom.

## SPRATT'S DOG CAKES

*Poultry Foods, Canary  
and Parrot Mixtures*

pending the removal of  
the embargo, can be ob-  
tained from

SPRATT'S PATENT (America) LTD.  
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited,  
24-25, Fenchurch Street, E.C. 3.

When in need of

Wrapping Paper  
Twines & Cordage

**B**rooms  
Brushes  
Baskets

Grocers' Sundries

Walter Woods & Co.  
Hamilton & Winnipeg

# Don't Let Your Profits Leak Through Your Scales

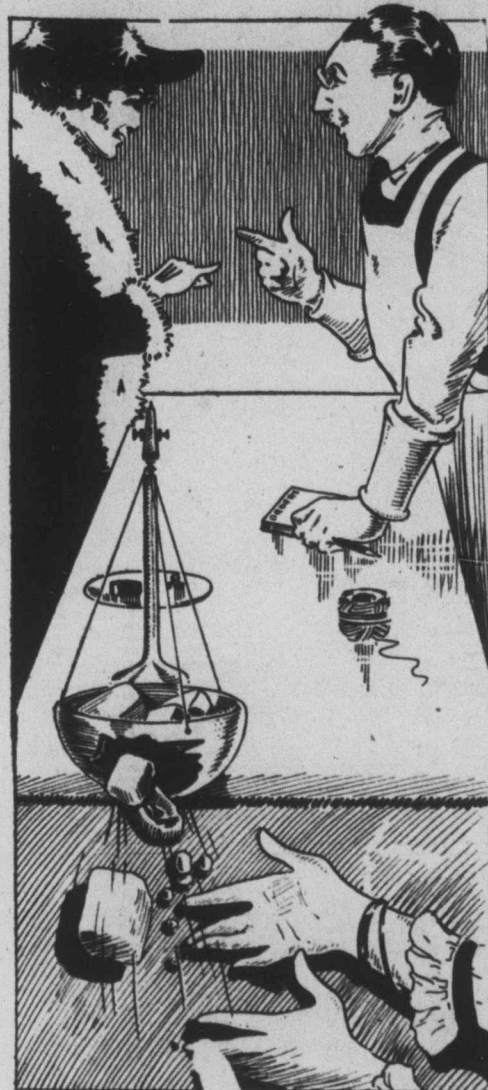
Weigh about one hundred items a day and give but a quarter of an ounce over weight each time and you will have wasted a pound and a half of merchandise.

Some may say "This doesn't matter." But it certainly does. In a year it will amount up to about 450 pounds of merchandise.

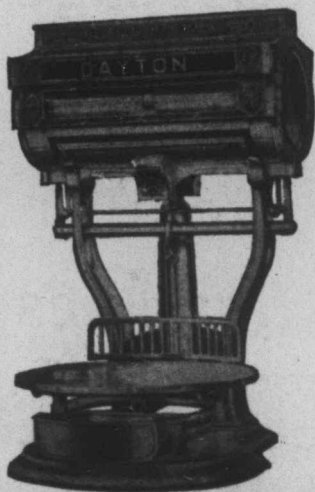
It has been shown after investigating countless failures in grocery stores that the average merchant is more prone to give overweight than he is to give underweight, and eventually the practice of "guessing the weight," so to speak, results in bankruptcy.

Large stores don't weigh groceries by guesswork. They use Dayton Automatic Scales, so that each customer receives and pays for accurate weight every time.

*Why not be influenced by successful merchants and use a*



## Dayton Automatic Scale



Away with antiquated scales! Start now to weigh and sell goods by the Dayton Automatic Scale method.

War time demands the utmost efficiency in store-management. Your stock represents more money now than it used to. See that every ounce brings its full value to your cash register.

*Let us send you our latest folders.*

## Dayton Computing Scales

Royce and Campbell Avenues, TORONTO, ONT.

*The International Business Machines Co., Limited, Toronto, Frank E. Mutton, Vice President and General Manager, Manufacturers Dayton Scales, International Time Recorders and Hollerith Electric Tabulating Machines.*