

EXPORT NUMBER

# CANADIAN GROCER

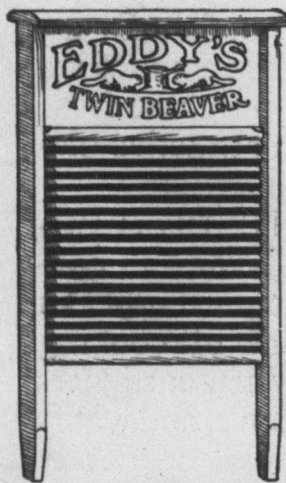
Member of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV.

PUBLICATION OFFICE: TORONTO, MARCH 12, 1920

No. 11



## Quality Goods Properly Advertised

The ideal combination for a profitable business.

Eddy dealers enjoy the advantages of such a combination to the very fullest.

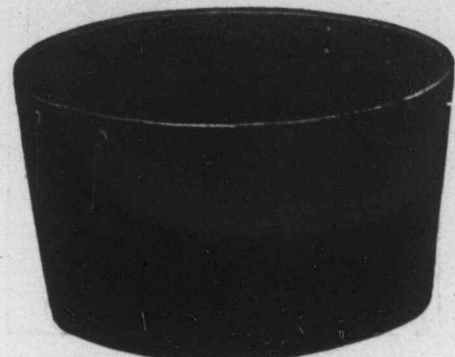
They have the assurance of Quality—Eddy quality that is based upon a scientific manufacturing experience of some sixty years.

They reap the full benefit of Eddy consumer

advertising—convincing educational publicity the effect of which is very apparent in an increased demand for Eddy wares.

What Eddy Quality and Eddy Advertising has done for other dealers it will do for you.

Put the combination to the test by a good display of the popular Eddy lines pictured here. They are year round sellers that will profit you well.

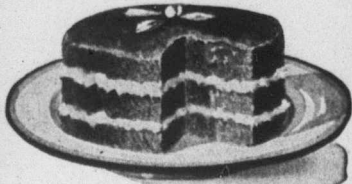


**The E. B. Eddy Co., Limited**  
Hull, Canada

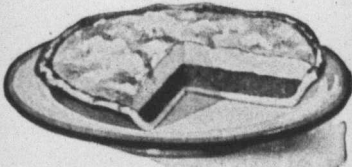
Profit by Selling

**COWAN'S**  
PERFECTION  
**COCOA**

MAKES  
GOOD THINGS  
TO EAT



COCOA LAYER CAKE



COCOA PIE



COCOA DOUGHNUTS



SEND FOR RECIPE BOOKLET  
THE COWAN COMPANY LTD  
TORONTO

# COWAN'S PERFECTION COCOA

THE public demand for COWAN'S PERFECTION COCOA makes it profitable stock for a dealer to carry. That demand has been created through the satisfaction it has given to housekeepers.

The demand is steadily increasing and the dealer who carries this cocoa can rely on growing trade and the confidence of his customers. The stock is never left on your hands and you have a quick turnover of your money, with good profits.

We do not merely sell you our goods. By extensive advertising throughout the country we help you to sell the cocoa you purchase from us. We also provide you with attractive placards in your store.

Housekeepers find COWAN'S PERFECTION COCOA of delicious flavor and concentrated strength. It is economical and can be recommended for all kinds of cooking where the flavor is desired. When customers ask for cocoa, recommend Cowan's, and watch your trade grow.

Write to us for more particulars. Booklets of Cowan's Cocoa recipes for distribution amongst customers. Sent in lots of hundred or more to dealers who handle COWAN'S PERFECTION COCOA.

*Made in Canada*

**The Cowan Company Limited**  
Toronto

# Borden's

MILK PRODUCTS LEAD IN QUALITY

The name that guarantees  
greater turnovers,  
better profits



Borden's Milk Products have won and maintained an enviable reputation for quality and dependability with Canadian women—a reputation that spells prestige and big turnovers for Borden dealers.



Since the year 1857 Borden's Milk Products have set a standard of quality that has placed them far above competition. They contain a higher percentage of butter fats and solids than required by the government regulations. They are made in Canada by Canadians. The profits are good and back of the name "Borden's" is the powerful sales-creating force of steady consumer advertising.

SIX CANADIAN FACTORIES



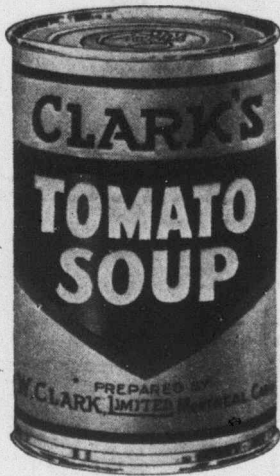
The  
**Borden**  
CO., LIMITED

Leaders of Quality

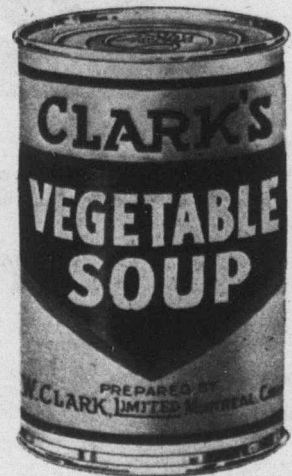
MONTREAL

VANCOUVER

# CLARK'S SOUPS



MADE IN  
CANADA  
BY  
CANADIANS



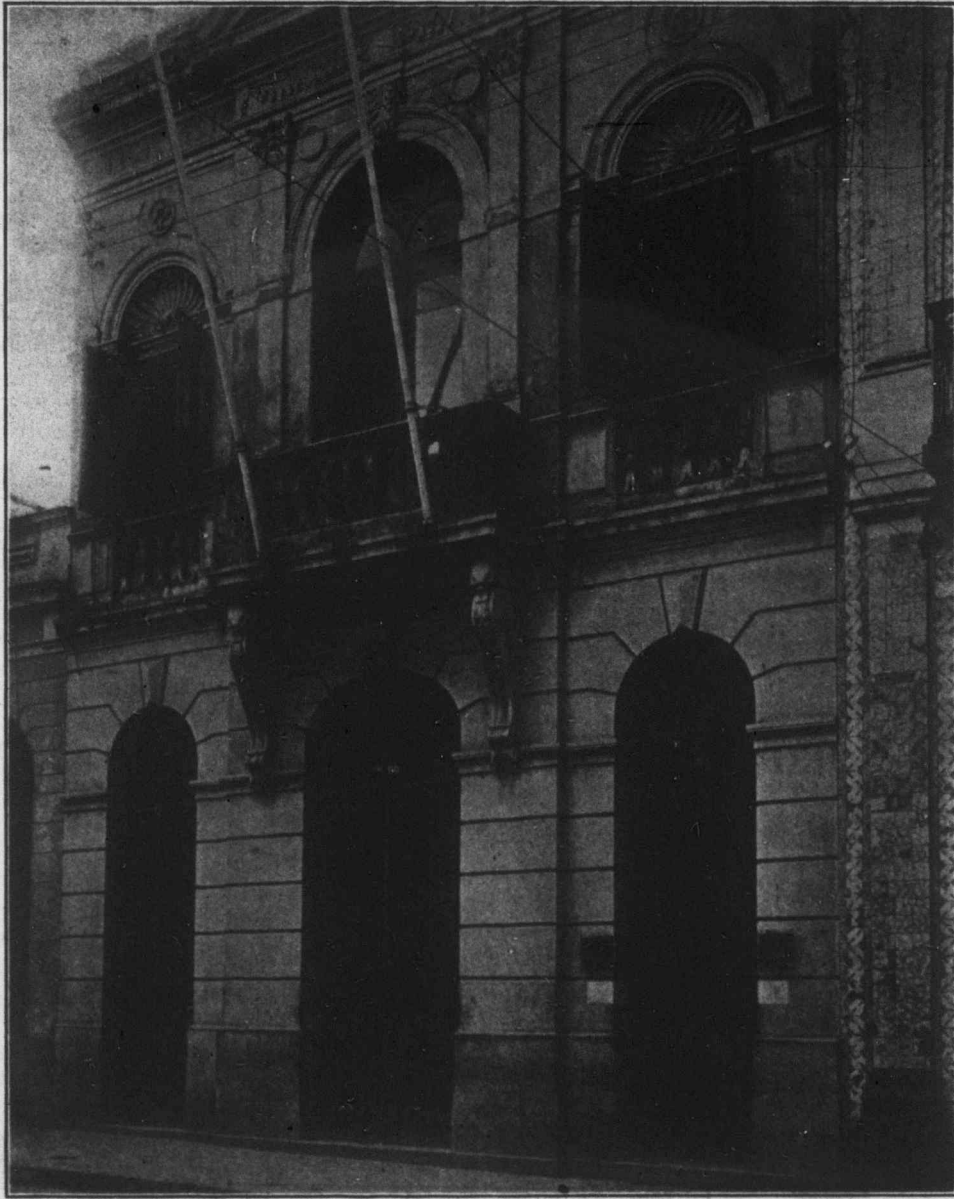
Permit us to again remind you, Mr. Grocer, that you can BUY THE BEST in SOUPS, PORK AND BEANS and OTHER GOOD THINGS in prepared foods right at home in Canada.

When you buy CLARK'S you buy strictly Canadian products, backed up by extensive advertising and with an established consumer reputation.

Your margin is good, and if you buy "Made in Canada" products you get more for your dollar and make more out of it.

**W. CLARK, LIMITED - MONTREAL**





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

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

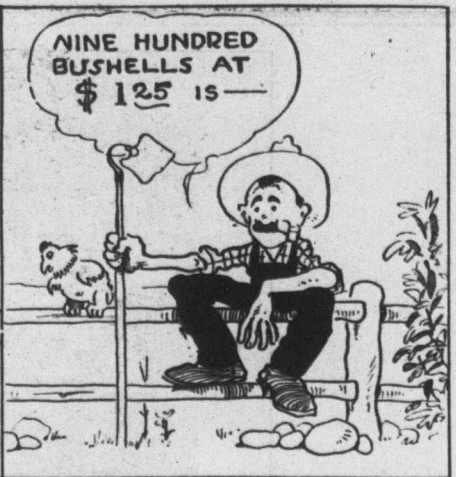
The technical services of our chemical engineering experts are at your disposal for advice and information regarding production methods and use of proper materials.

## J. ARON & COMPANY, Inc.

NEW YORK

*Canadian Representatives:*

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



### Seed Time and Harvest

THESE are the days of the Progressive Farmer. He plans ahead never doubting that Nature will provide the seasons. He does not withhold planting potatoes fearing Mr. Potato Bug will get them. He anticipates Mr. Dealer that you will have on hand when emergency arises, a stock of

## MUNRO'S PARIS GREEN

STRICTLY PURE (Government Standard)

Manufactured by

# M. C. ARTHUR, IRWIN, LIMITED

Established 1842

MONTREAL



# *Personality*

Every store reflects the personality of the owner. And store personality is a vital factor in drawing and holding trade. Has your store a pleasing personality?

The first requisite of a pleasing personality is cleanliness. Clean show cases, clean windows, clean shelves, clean floors and clean goods—make an appeal to customers. Banish dust from your store and it will be easily kept clean.

## **IMPERIAL STANDARD Floor Dressing**

is specially made for dust prevention and at the same time preserves and polishes wood work, linoleum and oil cloth.

Dust cannot rise from floors treated with Imperial Standard Floor Dressing. One gallon is sufficient to treat upwards of 700 square feet of floor surface—one application will keep the floors bright and clean for months.

Imperial Standard Floor Dressing is sold in gallon and four-gallon lithographed sealed cans; half-barrels and barrels. Stock up and make your own store such a shiny example that you can get the business of neighboring stores, public and private buildings.

# **IMPERIAL OIL LIMITED**

Power ~ Heat ~ Light ~ Lubrication  
Branches in all Cities

**Canadian Industries Exhibition**  
**LONDON, ENGLAND**  
 June 3rd to 17th, 1920

---

**CANNERS AND EXPORTERS**

If you've any goods to sell,  
 Don't shout about them down a well;  
 Take them on top of the highest tree,  
 Spread them out for all to see.

---

Part of our stand space at the above  
 Exhibition is still available for your  
 products.

---

Don't stand on us. Stand with us

---

See our advert. in last week's issue or write  
 direct to

"Import Dept."

**A. H. PARKER & SONS**

Produce Brokers

Importers and Exporters

Carlton Chambers, Baldwin St., BRISTOL, ENG.

9-10 Fenchurch St.

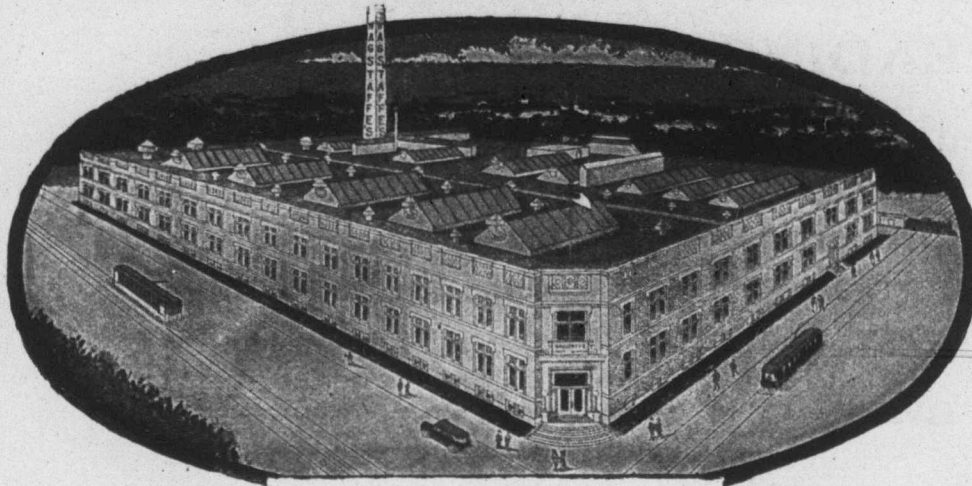
or 2-3 Philpot Lane, or

Produce Exchange Bldg., Victoria St., LONDON, "  
 LIVERPOOL "

Also at GLASGOW, CARDIFF, NEWCASTLE and DUBLIN



# WAGSTAFFE'S



New  
Season's  
Seville  
Oranges  
just arrived

**WAGSTAFFE LIMITED**  
HAMILTON - ONTARIO - CANADA

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

We are now making delivery of our

**New Season's**

**Celebrated**

**Seville Orange Marmalade**

All Orange and Sugar, No Camouflage

*Order from Your Wholesale Grocer*

**Wagstaffe Limited**

Pure Fruit Preservers

**Hamilton**

--

--

**Canada**

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

N.D.G., Montreal, Que.; J. B. W. Smith, 706 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; E. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; E. M. Falton, 7 Duke St., Truro, N.S.; John Rossitor, St. John's, Nfld.

# THE BISCUITS OF HUNTLEY & PALMERS, Limited READING AND LONDON

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

Amongst their greatest favourites are the following:—

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

### Representatives :

#### NOVA SCOTIA and PRINCE EDWARD ISLAND

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

#### NEW BRUNSWICK

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

#### QUEBEC

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

#### ONTARIO

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

#### MANITOBA, SASKATCHEWAN and ALBERTA

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

#### BRITISH COLUMBIA—

#### MAINLAND

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

#### VANCOUVER ISLAND

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

#### NEWFOUNDLAND and LABRADOR

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

**HUNTLEY & PALMERS, LIMITED**  
READING AND LONDON, ENGLAND

# FRESH DRIED WHOLE EGG

*Guaranteed Soluble*

## CHICKEN BRAND

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

*Wholesale Agents Wanted*

**H. D. Hardie & Co., Ltd.**

11-27 Bishop St.  
Anderston, Glasgow

Also at 102 Southwark Street, London, S.E. 1

Telegraphic Address:  
"Azote, Glasgow."

Telegraphic Address:  
"Stiracto, Boroh, London"

## Sun-Maid Advertising *vs.* Raisin Production

America is learning the goodness of raisins from day to day. Because of the heavy demand, **Sun-Maid Raisins in original hands to-day are scarce.**

This is in spite of the fact that production of raisins in California has **doubled** in five years.

**Order Sun-Maid Raisins from your jobber — AT ONCE. Avoid disappointment.**

Three Varieties :

SUN-MAID SEEDED  
(Seeds removed)

SUN-MAID SEEDLESS  
(Grown without seeds)

SUN-MAID CLUSTERS  
(On the stem)



**California Associated Raisin Co.**

*Membership 9000 Growers*  
Fresno, California

Owing to the high  
freights prevailing  
CONTINUE TO IMPORT  
supplies of

**SPRATT'S**  
DOG CAKES  
POULTRY FOODS  
CANARY & PARROT MIXTURES  
Etc.,

through **SPRATT'S**  
PATENT (AMERICA) LIMITED  
NEWARK, - NEW JERSEY

**SPRATT'S PATENT LIMITED**  
24-25 Fenchurch St., London, E.C. 3, Eng.

## Waste Paper High Prices Offered Now



Sell Yours  
Don't Waste It

**"Climax"**  
All-Steel  
Baling  
Presses

are used by thousands of progressive merchants from coast to coast. Have one in your basement or storeroom and put your waste paper, cardboard boxes in it every day, you will be surprised how soon you will have a bale to sell. It will reduce your fire risks.

FREE 10 DAYS' TRIAL

Made in Canada—12 Sizes

Write to-day for Catalog and Prices—our Service Dept. will find you a market.

**CLIMAX BALER CO.**  
Hamilton, Ont.

# DESICCATED COCOANUT

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

### Our agents are:

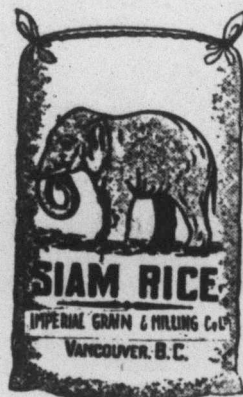
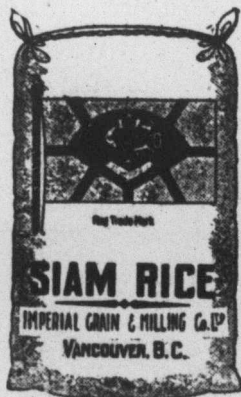
Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

## Dodwell & Co., Ltd.

Importers & Exporters  
VANCOUVER

# Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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

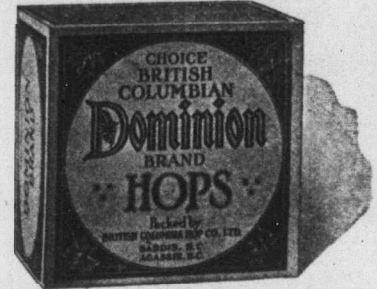


# HOPS

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

Ranches located at  
Sardis, Agassiz,  
B. C.

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



**Largest Hop Growers in Canada**

Write for Prices—Samples

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

# The Norcanner Brand



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

## Bravo Brand Sild Sardines

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



Your jobber can supply you.

## NORCANNERS, LIMITED STAVANGER, NORWAY

American Headquarters:  
105 Hudson Street, New York

C. B. Hart Reg.  
Montreal

Canadian Agents:  
A. S. May & Co.  
Toronto

Donald H. Bain Co.  
Winnipeg

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

**North West Trading Co., Ltd.**  
*Importers of Australian  
 and Oriental Produce*  
**SALMON BROKERS**  
 DOMINION BLDG. VANCOUVER

## Squirrel Brand PEANUT BUTTER

**W. H. Edgett Ltd.**  
 Vancouver  
 Canada  
**Importers — Exporters**  
 Handlers: Beans, Nuts, Potatoes

**C. T. NELSON**  
 Grocery Broker and Manufacturers' Agent  
 105 Hibben-Bone Bldg., Victoria, B.C. In  
 touch with all British Columbia wholesalers  
 and jobbers, and can place your line to  
 best advantage. Agent for shippers of  
 Oriental products.  
 VICTORIA - VANCOUVER

**PETER LUND & COMPANY**  
 Manufacturers' Agents  
 Can sell, and if required, finance one or two  
 additional staple lines for  
**British Columbia Territory**  
*Interested manufacturers please communicate.*  
 505 Metropolitan Bldg., Vancouver, B.C.  
 Reference: Merchants Bank of Canada, Vancouver, B.C.



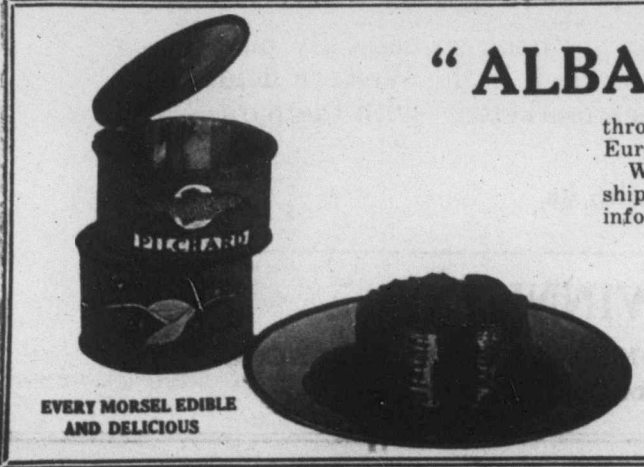
**MACARONI**  
 The pure food that builds Muscle and Bone at small expense  
*The Meat of The Wheat*  
 Manufactured by the  
**Columbia Macaroni Co., Limited**  
 LETHBRIDGE, ALTA.



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



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



## “ALBATROSS” PILCHARDS

through their unusual deliciousness will appeal to  
 European taste in a marked degree.  
 We are especially equipped to offer prompt  
 shipments. Write for price quotation and further  
 information.

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

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

## A. M. Maclure & Co.

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

## THE McLAY BROKERAGE CO.

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

WINNIPEG

MANITOBA

## W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches at

Regina, Saskatoon, Calgary, Edmonton

## C. H. GRANT CO.

Wholesale Commission Brokers and  
Manufacturers' Agents

810 Confederation Life Bldg., Winnipeg

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

## Richardson Green, Limited

MANUFACTURERS' AGENTS

Calling upon the Grocery, Hardware and  
Drug Trade.

Winnipeg

Regina

Edmonton

Calgary

Saskatoon

We work The Retail Trade

## PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

*Distribution of Cars a Specialty*

Storage and Forwarding Prompt Service

## B. M. Henderson Brokerage, Ltd.

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

## Western Transfer & Storage, Ltd.

C.N.R. Carters C.P.R.

DISTRIBUTION - STORAGE - CARTAGE

P.O. Box 666, Edmonton, Alta.

Members of the Canadian Warehousemen's Association

# Donald H. Bain Co.

## WHOLESALE GROCERY COMMISSION AGENTS

### Herewith are Some Facts on Product Marketing

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

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

Get in touch with us.

## Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

ALSO AT 69 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

MANITOBA  
SASKATCHEWAN

Wholesale Grocery Commission  
Brokers

ALBERTA  
WESTERN ONTARIO

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

Head Office: WINNIPEG Manitoba

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



### The Largest in Western Canada

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

**Williams Storage Co.**  
WINNIPEG  
and  
Winnipeg Warehousing Co.

### Watson & Truesdale, Winnipeg

have 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.

Wholesale Grocery Brokers and Manufacturers' Agents

TRUCKAGE
STORAGE
DISTRIBUTION

"ALWAYS ON THE JOB"

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

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

STORAGE

DISTRIBUTING

FORWARDING

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN CANADA

## SCOTT-BATHGATE CO., LTD.

**Service | Reliability | Integrity**

We have founded our business on these three corner stones—Service, Reliability, Integrity. These are the secret of our success in marketing goods in the West.

If your line does not conflict we can give you the same service.

**Scott-Bathgate Co., Ltd.** Wholesale Grocery Brokers and Manufacturers' Agents 149 Notre Dame Ave. E., Winnipeg

## W. H. ESCOTT CO. LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—  
Commission Merchants

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

### SALES FORCE

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

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY  
HEAD OFFICE  
Winnipeg, Man.

Branches with Resident Sales Managers at

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



One of the necessary articles kept on hand in every well appointed home and public building—an article that is in constant demand by everyone—everywhere—

## THE OLD RELIABLE KEATING'S POWDER

The Universal Insecticide

Recommend it to your customers for all insects. It's SURE DEATH every time KEATING'S comes in proper contact with

Flies	Ants	Bugs
Fleas	Wasps	Cockroaches
Mosquitoes	Beetles	Moths

KEATING'S POWDER is harmless to human or animal life. It is extensively advertised and well known. Keep a good stock on hand—it sells readily.

Made by THOMAS KEATING, London, England  
Established 1788

SOLE AGENTS FOR CANADA  
**HAROLD F. RITCHIE & CO., LIMITED**  
10 McCaul Street, TORONTO



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

ONTARIO

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

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

**CRUICKSHANK & GUILD**  
Manufacturers' Agents  
2 Front St. W. TORONTO

**LOGGIE, SONS & CO.**  
Merchandise Brokers  
Manufacturers' Agents  
GROCERS, CONFECTIONERS  
and DRUG SPECIALTIES




32 Front TORONTO St. West CANADA

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

**C. MORRIS & COMPANY**  
Importers Exporters  
Grocery Brokers  
Head Office: TORONTO U. S. Office: CHICAGO, ILL.

**H. D. MARSHALL**  
Wholesale Grocery Broker  
OTTAWA MONTREAL HALIFAX

**Le Fils de Ath. Floros & Co.**  
SMYRNA  
Highly reputed Packers and Shippers of  
RAISINS (SULTANAS and ELEMES)  
want to engage RESPONSIBLE AGENTS  
in all important jobbing districts of Canada



**BROOMS**

No. 1 Carpet Broom  
Rex Broom  
I X L Broom

Our lines of high-grade brooms for the house

No. 1 and No. 2 and Extra  
Our good grade house brooms

Warehouse, Deck, Toy Brooms and Whisks

**J. C. SLOANE CO.**  
Owen Sound Canada

**OCEAN BLUE**  
In Squares and Bags

Sells just as readily at the corner  
Grocery as in the big Department  
Stores—and at the same price.

It is praised by all who use it. No  
matter what class of trade you cultivate,  
your customers will be glad to buy  
OCEAN BLUE.

Order from your Wholesaler.

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

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

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

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

**Look These Over THEN ORDER**  
 HALL SALMON, EPPS COCOA, SYMINGTON'S SOUPS AND GRAVIES, MAPLEINE, THIS SARDINES, HERRINGS.  
**J. C. THOMPSON COMPANY MONTREAL, QUEBEC**

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

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

**PAUL F. GAUVREAU**  
 Wholesale Broker  
 Flour, Feeds and Cereals, 84 St. Peter Street, Quebec.  
 I am buyer of flour, feeds, grains of all kinds, damaged grain, also cereals. Mail samples.

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

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

**SHEELY-MOTT CO.**  
 Brokers and Manufacturers' Agents  
**A FEW MORE FIRST CLASS AGENCIES WANTED**  
 Bankers: Home Bank of Can.  
**St. Nicholas Bldg., Montreal**


Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots  
**A. H. M. HAY**  
 General Produce & Lumbermen's Supplies  
 Phone 5311 98 St. PETER ST. QUEBEC  
 Residence 6383

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

TELEPHONE MAIN 7143  
**ST. ARNAUD FILS CIE**  
 GROCERY BROKER  
 Importateurs & Exportateurs  
 Pois et Feves Peas and Beans  
 Produits Alimentaires Food Products  
**ST. NICHOLAS BUILDING, MONTREAL**

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

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



**Oakey's "WELLINGTON KNIFE POLISH!"**  
 The original and only reliable preparation for cleaning and polishing Cutlery, etc.  
**John Oakey & Sons, Ltd.**  
*Manufacturers of*  
 Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.  
 Wellington Mills, London, S.E.1., Eng.  
 Agents:  
 F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.  
 Sankey & Manson, 839 Beatty Street, Vancouver.

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



By Royal Warrants to H.M. King George V., and to  
H. M. Queen Alexandra



# Jeyes' Fluid

—the safe and efficient  
disinfectant—

offers grocers a  
highly profitable selling  
proposition

The efficiency of Jeyes' Fluid as a safe disinfectant is known throughout the world. Grocers can turn this ready made demand into **exceptionally big profits** if they stock this dependable seller and recommend it to their customers.

## —a reliable preventive for "Influenza"

Help your customers guard against Influenza by suggesting this trustworthy preventive. Jeyes' Fluid possesses a pleasing, healthful odor and should be used in the bath, in sinks, in lavatories, and can be sprayed in the air in homes, theatres, etc. It is put up in 4 and 8 oz. bottles—dozen to the case—1 pt. tins, quart tins, gallon drums and casks, for stable use, etc.

Investigate Jeyes' Fluid as a seller—the profits will amaze you.

Sole Agents for Canada:

**MACLURE & LANGLEY, LIMITED**

WINNIPEG

TORONTO

MONTREAL

# LIQUID VENEER

MADE IN CANADA

# MOP

## *Biggest Sensation in Mopdom*

Nearly a million users in less than ten months! This is the phenomenal record of the new Liquid Veneer Mop. Thousands of dealers have found this mop the fastest-selling mop they have ever handled. *Best of all, it pays you*

**67% Profit** On Your Investment

Simply specify the "Liquid Veneer Mop Assortment," a combination of mops and Liquid Veneer. It's the ideal trial order, sells quickly and nets you 67% profit on your investment.



Ask your jobber for full particulars about this mop and special Mop Assortment. All dealers are furnished beautiful lithographed cut-outs, free and other valuable helps.

*Right Now* is the time to investigate. The biggest advertising campaign in Liquid Veneer history is just starting!

Don't forget! Ask your jobber (or write us) for full particulars about this mop. It will easily *TRIPLE* your Liquid Veneer business.

# LIQUID VENEER MOP

MADE IN CANADA

## Has 5 Great New Features

Here are the 5 big reasons why the Liquid Veneer Mop has over-shadowed all other mops:

(1) The Cleaning swab comes off frame with a pull — like a curtain from a rod — easy to wash, wring out, dry and slip back on frame.

(2) Note the full yarn center which gives greater cleaning surface than any other mop and enables it to pick up vast quantities of dust and dirt. It is *more* than a fringe around a frame and fully protects the floors.

(3) The handle remains secure in any position without adjusting nuts or bolts. This entire lack of mechanical fixtures appeals strongly to the housewife. The long 54-inch handle goes under the lowest furniture.

(4) The Mop is treated with Liquid Veneer. It produces results on floors so beautiful, so cleanly and so lustrous as to make them *look just like new*. It overcomes the damage done by oil polishes and mops, leaving the floors without the faintest trace of grease.

(5) New swabs may be obtained separately, packed individually in handsome lithographed metal cans, very salable and attractive.

The Liquid Veneer Mop is a wonderful seller. Each mop is packed in a beautiful colored metal can, by far the most attractive mop package on the market.

The mop actually sells itself! Be sure to get your share of the business. Retail price, \$1.75 each.

**Buffalo Specialty Co.**

BRIDGEBURG, ONT.

CANADA



Removable Swab



Full Yarn Center



Adjustable Handle



Extra Swabs Obtainable



Treat With Liquid Veneer

# THE WANT AD

will supply your wants. The world is full of wants; the want ad introduces the man who wants to Buy to the man who wants to Sell. Many of our subscribers want to add to their sales force; many of the clerks want to make new business connections. Agents want to buy or sell something they want or do not want.

## CANADIAN GROCER

*wants* to introduce you to the man who *wants* what you *want* to sell him. See the *want* ad. section on last page of this number. The rate for this service is very reasonable—Three cents per word for first insertion, two cents per word for each subsequent insertion and five cents extra per insertion for box number.

IT PAYS TO ADVERTISE

# CANADIAN GROCER

153 UNIVERSITY AVENUE,

TORONTO, ONTARIO

# 40 $\frac{1}{4}$ % Increase

A review of the Sales of 'SALADA' TEA during the past 2 months shows that they have INCREASED BY

## 410,989 Pounds

compared with the corresponding 8 weeks of last year. If our standard half-pound packets containing this quantity of tea were placed end to end they would reach for

## 71 MILES

in a continuous line AND, REMEMBER! THIS REPRESENTS THE INCREASE FOR EIGHT WEEKS ONLY.

'FAR AND AWAY THE BEST BY EVERY TEST'  
—— ISN'T THIS RECORD CONVINCING PROOF?

### EXPORT DEPARTMENT

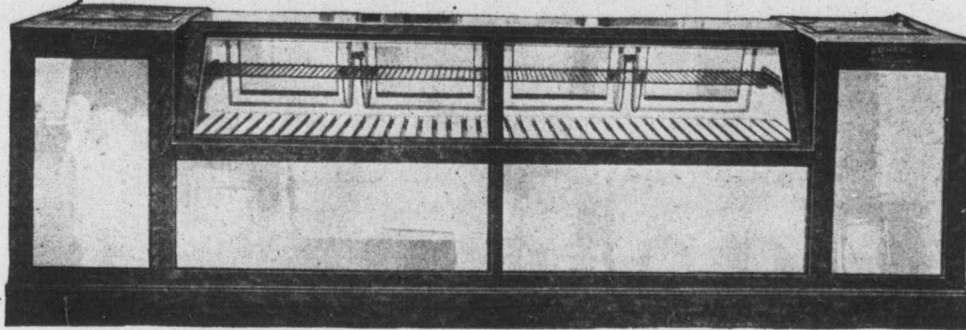
We are equipped to handle any size or description of order for 'Salada' Packet Tea (the finest in the world). Last year we exported to 38 different countries where QUALITY was the popular demand. Labels in English, French and Spanish. Experienced export packers. Every detail carefully watched.  
*Your Enquiries Solicited.*

## "SALADA" TEA COMPANY

OF CANADA, LTD.

TORONTO

## The Eureka Patented Freezer Counter Case



Is without doubt the best investment the retail grocer could make. Our model 105 illustrated above has the double advantage of displaying your produce in the best manner possible in the most tempting manner, and of keeping these articles under the most perfect refrigeration all the time. While it is not necessary to maintain a temperature below freezing point, we guarantee that the temperature of Eureka Freezer Counter Cases to go below freezing point and stay there if required.

Model 105 is made in 10, 12, 14 and 16 ft. lengths, and is 42" high and 36" wide.

Write for free illustrated literature.

**EUREKA REFRIGERATOR CO. LTD.**

*Head Office and Factories: OWEN SOUND, ONT.*

## \$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 6,500 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 6,500 and more likely places, remember that. No other single newspaper in the world gets into 6,500 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



# An Opportunity for Far-Sighted Merchants

**I**N ORDER that we may assist far-sighted merchants to take advantage of the opportunity brought about by changing conditions to develop their sales of fine quality tea, we are putting on the heaviest campaign of advertising we have ever gone in for. The advertising has commenced in the newspapers and features strongly the finer qualities of Red Rose Tea.

There is more money in circulation than ever before and without a doubt consumers are more critical about the quality of goods they purchase.

We saw this opportunity some time ago and made a test on a small territory. The result was more than we had hoped for; we are convinced that any merchant can sell a large portion of his customers the finer qualities of Red Rose Tea.

Red Rose Tea has been established over twenty-five years. It is a name high in public esteem—the favorite tea in thousands of homes. It has always stood for good quality. It needs no special introduction—just a little extra effort on your part in conjunction with our advertising and you will soon have a fine quality tea business.

Your customers will be greatly pleased with the richness and exquisite flavour of the finer qualities of Red Rose Tea—your profits will be larger and you will draw many new customers to your store.

*May we include a 36-lb. carton with your next order?*

## **T. H. Estabrooks Company, Limited**

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

*For further particulars, prices, samples, etc., write  
our nearest office*

### THE NEW APPETISER

*Delicious Flavour*

*Delicate Aroma*

# **SAVORA**



# **SAVORA**

This deliciously appetizing preparation is made in conjunction with Colman's D.S.F. Mustard and is put up in convenient sized jars—2 doz. or 4 doz. to the case.

**J. & J. Colman, Ltd. 108 Cannon St., London, Eng.**

Include a case of Savora with your next order from your wholesaler—

**MAGOR, SON & COMPANY, LIMITED**

191 St. Paul St. West, Montreal

30 Church St., Toronto

Canadian Agents

# Abbey's EFFERVESCENT SALT

Makes Life WORTH LIVING

## BIG BUSINESS AND MORE COMING

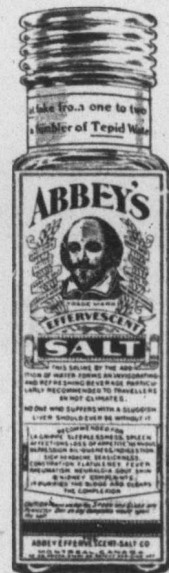
The demand for Abbey's Salt has shown a steady and consistent increase since the first of the year.

Sales for February were just about double those for January. Orders for March promise to double those of last month. And we are just on the threshold of the big spring season for Abbey's Salt.

Hundreds of grocers are taking advantage of the demand for Abbey's Salt, created by the big advertising, and are making money on this nice business.

ARE YOU?

**The Abbey Effervescent Salt Company, Montreal**



# CANADIAN GROCER

Vol. XXXIV.

TORONTO, MARCH 12, 1920

No. 11

## What Constitutes a Combine That Unduly Restricts Trade?

Board of Commerce Begins Long Session in Hamilton to Determine This Important Question—What is the Definition of a Wholesale Grocer and Is It Right for a Manufacturer to Fix a Resale Price?—When These Two Questions Are Answered the First May be Easier

Reported by Canadian Grocer's own correspondent

**H**AMILTON, Ont., March 8.—Two big questions loomed up at the first day's proceedings, on Monday, in the investigation of the affairs of the wholesalers, manufacturers and retailers, alleged to be operating in restraint of trade by fixing prices, etc. One was the question as to what constitutes a wholesale grocer. The other: "Is it, or is it not, in the interests of the public that the manufacturer has the right to fix his resale price from wholesaler to retailer by agreement or contract with the former?"

The case is being held before the Board of Commerce, represented by Commissioners W. F. O'Connor and Murdock, the former presiding. A. W. Roebuck, Toronto, is conducting the case for the Ontario Attorney-General's department, which authorized the investigation. Robt. McKay, of Johnston, McKay, Dods and Grant, Toronto, represents the Wholesale Grocers of Ontario. I. H. Hellmuth, K.C., Toronto, is counsel for W. K. Kellogg Cereal Co., Toronto and Battle Creek, Mich., also for E. W. Gillett Co., Limited, Toronto, and Britton Osler for the Borden Co., of Montreal. W. J. Hobson, retailer, Hamilton, states the retailers are not represented by counsel.

Judging from the array of witnesses subpoenaed by the Crown and defendants, the sitting of the Board is likely to last for several days, if not into next week. Members of the various branches of the trade feel that the investigation is going to "clear the air," which has been more or less highly electrified since the Hamilton retailers, some weeks ago, held a meeting to discuss organization, the report of which alleged that they had met to fix prices.

Mr. Roebuck, at the outset, pointed out that the complaint of the department was that agreements had been

made between the manufacturers and the wholesalers of a most drastic kind to fix prices from wholesaler to retailer, thereby practically eliminating competition, and influencing the prices of commodities. It was also charged that rebates were offered to wholesalers on certain conditions, and wholesalers were obliged to sign statutory declaration that these conditions had been lived up to, and any violation might mean a cutting off of supply.

"I am informed that in the year 1886 there were 40,000 people in Hamilton, and there were six wholesale grocers in business here," said Mr. Roebuck. "At the time these proceedings were instituted, the population was 110,000, and there were still six wholesale grocers in business here."

He stated that this investigation would not be anything in the nature of a prosecution. It was the hope of the Attorney-General's department to secure an order from the Board of Commerce directing that no combinations nor agreements, such as those alleged, be entered into in the future.

Frank D. Fearman, of Fearman Bros., wholesalers, Hamilton, was first witness called. Fearman Bros. have been in business some six years, but formerly as manufacturers' agents. Gradually the business had changed to include general grocery lines.

Mr. Fearman, in his evidence, stated that at first he was not placed on the jobbers' list by a number of manufacturers, including W. C. Macdonald, Reg'd, E. W. Gillett Co., Ltd., and others. He had been cut off by the W. K. Kellogg Co. He became a member of the Wholesale Grocers of Ontario in December last.

Mr. Roebuck produced a copy of the document which Mr. Fearman signed. The agreement was as follows:

"We, the undersigned, carrying on a strictly wholesale business, do hereby make application to become members of the Wholesale Grocers of Ontario.

"In making this application we declare that we are conducting a strictly wholesale business, and are carrying a full assortment of groceries.

"Our business is not a co-operative one, and we agree not to sell to consumers organized for buying purposes. We are not in any way connected directly or indirectly with any plan or agreement by which our stockholders are to receive dividends on the basis of their purchases, nor are we interested in the profits of any retail business.

"We agree to abide by any rules or regulation that may be adopted at any annual or special meeting of your association.

"In case we at any time cease to carry on a strictly wholesale grocery business, we shall cease to be members of the Wholesale Grocers of Ontario, and shall have no interest in the funds thereof."

In answer to counsel regarding becoming a member, Mr. Fearman said:

"I felt that in my past methods of business I was working to disorganize the proper channels of trade. I was not dealing in all lines as a broker."

Counsel: "Do you feel that your exclusion then was justified?"

"In a way, yes."

"Did you state these opinions to the Attorney-General's department last November?"

"No."

"Did you hold them then?"

"No. My communication with the department was not in the nature of a complaint, but of information."

"Did your change of ideas come gradually?"

"Yes. I saw things in a different perspective."

"Was your change of ideas accelerated by conference with the members of the association?"

"To a certain extent."

"Did you have any correspondence with the St. Lawrence Starch Co.?"

"Yes."

"What was the reply to your application to the St. Lawrence Co.?"

"It was stated that, owing to a disastrous fire, for the time, no new accounts could be opened."

"Did you, in citing the correspondence when conferring with the Attorney-General, state that the letter also said: 'we will be glad to hear of future information on your application to become a member of the association?'"

"I don't remember."

"Did you have any correspondence with the W. K. Kellogg Cereal Co.?"

"No. They approached me."

"Before you came into the association?"

"Yes. I placed an order with them."

"What happened then?"

"The next time I was informed that the company had difficulty in looking after its old customers, and could not supply me with a second order."

"How did you learn this?"

"Verbally with the agent, Mr. A. H. Jolley."

"Did Mr. Jolley mention any conversation with a wholesale grocer?"

"Yes."

"Was the name mentioned?"

"Yes. It was Mr. Beckett."

"What did Mr. Jolley tell you about this conversation?"

"It was to the effect that Mr. Beckett had said that if the Kellogg company was going to deal with others than wholesale grocers, his firm would cease its dealings with the company."

"Did you have any further correspondence with the company after you had become a member of the association?"

"Yes. I got a letter accepting an order, and stating that in the past the company had been unable to fill my order through shortage of supplies."

"Did you have correspondence with the Canada Starch Company?"

"Yes. I was informed that, through a shortage of production, no new accounts could be taken on."

"Did you apply to the Canadian Shredded Wheat Company?"

"Yes. The manager showed me that they were away behind in orders, and could not take on any new customers."

"Was anything said about the association?"

"No."

"Was there any difference between your business and any other wholesale business at the time you laid your complaint to the Attorney-General?"

"Up to the spring we were doing business on different lines."

"At the time when this was going on was there any difference?"

"No."

Mr. Roebuck read a letter from the St. Lawrence Starch Company in reply to one from Mr. Fearman. It said:

"We are very glad to hear that you have overcome the difficulties in the way

of your becoming a member of the association."

"Did you make a contract with any of the companies mentioned?"

"Yes. The St. Lawrence Starch Company."

Mr. Roebuck produced the copy of the contract. It provided that the wholesaler should sell at the listed prices. On conditions that the terms were lived up to, a rebate was granted to the wholesaler.

Mr. Fearman stated, under examination, that the contract fixed the buying and resale price, and the profit. He had also signed a similar contract with the E. W. Gillett Company.

"Did you make any other understandings with other companies?"

"We felt morally bound to maintain the manufacturers' price list. Our basis of profit was fixed."

"When did you first make application to become a member of the association?"

"My sworn and signed application went in last November."

"Had you made no informal application?"

"Yes. I spoke to Mr. Smye. I told him I wanted to comply with all the ethics of business, and he saw no reason why I should not become a member."

"Did you see anybody else?"

"Yes. I spoke to Mr. Beckett."

"What did he say?"

"He also saw no reason why I should not become a member."

"When did these conversations take place?"

"Last September."

"Then there came this interview with the Attorney-General's department?"

"How that came about was a matter of common knowledge. I mentioned the matter to Mr. Jolley, and he told a friend of his who laid information with the department."

"When you were taken into the association did you give any undertaking that you would cut out all your former supposedly unethical practices?"

"We said that we would maintain business on upright lines."

"Have you attended any of the meetings of the association yet?"

"Yes. I attended the convention in Toronto last week."

"Any others?"

"Yes. I was at a meeting of the local wholesalers."

"Did the question of this investigation come up?"

"Yes. I think the matter was left in the hands of Mr. Beckett."

"And then, as to the convention in Toronto: were there any resolutions passed?"

"I think there were."

"Was any resolution proposed and passed by which the wholesale grocers pledged not to buy from manufacturers who would not confine their sales to the 'legitimate' wholesale trade?"

"I don't remember any."

"Was there any resolution passed to the effect that every broker or accredited representative of a manufacturer must have in his pocket a card carrying the endorsement of the secretary of the Wholesale Grocers' Association before the trade would have any dealings with him?"

"Not that I know of."

Robt. McKay, counsel for the Wholesale Grocers, cross-examined the witness.

Answering his questions, Mr. Fearman said that he felt that if prices were cut to some retailers there would be a tendency to eliminate the smaller retailer; that where retailers found another was getting a better price than they, they would become disinterested, if not hostile, to that manufacturer's product.

"Would they buy any more than necessary?"

"No."

"Weren't there cases where they had discontinued the line?"

"Yes."

Answering Mr. Hellmuth, witness said:

"We had no correspondence with the E. W. Gillett Co., Ltd., until after we became a member of the association early in January."

To Britton Osler he said:

"We had no understanding with the Borden Co. that list prices must be kept. We considered they were the prices that should be quoted."

W. S. Ware, sales manager for Canada of the W. K. Kellogg Cereal Co., Toronto and Battle Creek, Mich., was the next witness. Answering Mr. Roebuck, he said he was in the South for his health at the time the Jolley-Fearman Bros. matter came up, and was not familiar with it.

"Did you ever receive any communication from any wholesaler regarding Fearman Bros., either verbal or writing?"

"No; not to my knowledge."

"Did you make a trip to Hamilton to discuss the matter with Mr. Beckett?"

"I make many trips to Hamilton, but none in particular to discuss such matters with any wholesaler. We are not guided by a discussion among the trade as to whom we shall sell or not sell. I was instructed by Mr. O'Brien, of our head office in Battle Creek, to close Fearman Bros.' account. While I was in the South, Robt. C. Smith acted as sales manager."

Counsel produced a letter written by Mr. Ware to A. H. Jolley, instructing him not to take any orders from Fearman Bros. until further notice.

"W. F. Morley, Toronto, was at one time on your list?"

"Yes."

"Do you sell to him now?"

"No. Not since shortly after the New Year."

"Isn't Morley a wholesaler?"

"Depends upon what a wholesaler is."

"Why was he struck off the list?"

"I cannot say why. The account was

closed on instructions from head office in Battle Creek."

"You have had several conversations with Mr. Beckett re W. K. Kellogg Cereal Co. Was anything said about the Battle Creek Toasted Flake Co., of London, Ont., selling Morley when you could not?"

"I said I understood Morley was buying from the London people, and, as far as I can recollect, Beckett said he would find out, and wrote them a letter."

"I understand Morley was selling a large group of stores (Loblaw's) in Toronto?"

"Yes; but they handled our goods after he was cut off."

Mr. Ware could give no reason why Mr. Morley was taken off the list, claiming that all matters of that kind were dictated to him by the head office in Battle Creek.

At this juncture Commissioner O'Connor remarked that witness was creating the impression that whatever the reason was it was wrong, and urged him to give his reason; but Mr. Ware maintained he did whatever head office ordered in such matters.

Same applied to Creighton Bros., Toronto, who were taken off the list.

"Did Mr. Pyke (A. C. Pyke, secretary Ontario Wholesale Grocers) demand that they be taken off?"

"No."

"What price-fixing arrangement have you?"

"None."

Mr. O'Connor: "Call them sales arrangements."

Mr. Ware explained they did not sell to consumers, have had no contracts since 1914 and "we ourselves judge as to who are wholesalers."

"Why are some wholesalers sold to and some not?"

"That's a matter for head office to decide."

Mr. Hellmuth, counsel for the W. K. Kellogg Cereal Co., explained that his client was an American company trading in Canada under a license, that policy is decided in Battle Creek, and accounts kept there. "We claim we have a perfect right to sell to anybody, and to refuse to sell to anyone we think is not a legitimate wholesale house. If a firm doesn't come within our definition of a wholesaler, we do not sell them. We sell to wholesale houses, and they can give our goods away if they want to. We have the right to listen to anyone's suggestions as to why we shouldn't sell a particular party, and we exercise these rights."

Mr. Roebuck: "There was a time when Lumsden Bros. were not on your list?"

Mr. Ware: "Yes. They are on now—went on likely while I was away."

"Did they go on when they joined the association?"

"I don't know whether or not they are members now."

"Do you know Joseph Harris, of Hamilton?"

"No; never saw him. We do not sell

### THE MANUFACTURERS INVOLVED

The manufacturers named in the complaint of the Attorney-General's Department are:—

W. C. Macdonald, Regd., Montreal; St. Lawrence Starch Co., Ltd., Port Credit, Ont.; Surprise Soap Co., Ltd., Toronto; Canadian Shredded Wheat Co., Ltd., Niagara Falls, Ont.; Battle Creek Toasted Corn Flakes Co., London, Ont.; W. K. Kellogg Cereal Co., Toronto; The Borden Co., Montreal; Canada Starch Co., Ltd., Montreal; Procter & Gamble Co., Hamilton; Quaker Oats Co., Ltd., Peterborough; C. H. Catelli Co., Montreal; E. W. Gillett Co., Ltd., Toronto.

him, and I never had a request from him to be put on our list."

Mr. McKay: "Did you ever have any arrangements with the Hamilton wholesalers that you would not sell a certain party?"

"No. We don't consult anyone."

"Do you sell large retailers like Eaton's and Simpson's?"

"We do."

"The wholesalers haven't much love for that, have they?"

To Mr. O'Connor, witness said they sold Hudson's Bay Company, in Winnipeg, who have a wholesale house, but not the United Farmers' Association or the U.F.O. They sold Goodwin's, of Montreal, but no other retailers there.

"We give the same deal to the large department stores as to the jobbers," he said.

Mr. Roebuck: "Do you consider that a fair deal?"

"Personally, I think one price to all should prevail, regardless of quantity."

Geo. H. MacFarlane, general manager E. W. Gillett Co., Limited, was the next witness.

In answer to Crown Counsel, he said:

"We have an agreement stating the price at which wholesalers shall sell to the retailer. We have a price for the jobbing trade, and one for the retailer."

"Are there any exceptions?"

"We have two forms of contract. One mentions a certain discount to the jobber. The other provides a smaller discount and a rebate twice a year if the terms of the agreement have been fulfilled."

Mr. Roebuck: "The rebate ones are the sheep of doubtful color, and the others the white ones?"

"You had an agreement with Medland Bros. once?"

"Yes; but this terminated six or seven months ago."

"Why?"

"We thought they were cutting our prices, and we put them on the rebate list so we could hold back their advantage and penalize them, if we thought it advisable. They asked to be put on the

other list, which we declined to do. They asked us to cancel the agreement, which was done."

"The Canada Brokerage Co., Toronto, were also on the rebate list?"

"Yes. We require a firm buying from us to make a declaration that our prices have not been cut, and then we allow them the rebate."

Mr. O'Connor to Mr. Roebuck: "Have you put in all agreements? Because we may be called upon to say which are good and which are bad. Of course, you'll say they are all bad."

"Yes," replied the Crown Counsel.

Mr. Roebuck to witness: "What lists have you—wholesalers to whom you sell, and those you don't sell?"

"Just a list of those to whom we sell."

"Did you ever receive a list from the wholesalers of whom they termed legitimate wholesalers?"

"Yes. I think we did."

A list was also put in of wholesalers in Ontario who were sold by the E. W. Gillett Co., Ltd., who are not members of the association.

There were also some four members of the Association to whom they didn't sell for various reasons.

"Do you sell Morley?"

"No. We have had no application from him. We don't sell anybody unless unless our agreement."

**When a Wholesaler is a Retailer**

"Do you sell the York Trading Co?"

"No. We consider they are retail grocers."

"How do you define a retail grocer?"

"Two ways. If the concern has a retail counter; and if the dividends are distributed in proportion to their purchases instead of being based on their stock in the concern."

"Will you sell to a wholesaler interested in the retail business?"

"Yes; after considering his application and if dividends are paid on amount of money invested in the business."

Mr. McKay: "Have you any letters or agreements as to whom you shall sell?"

"No. None whatever."

"Do you sell according to quantity?"

"No; we don't believe in it."

"We have a list for the retailer, and if he buys direct he has to pay same price as if he bought through the wholesaler."

"Does that apply to Eaton's and Simpson's?"

"Yes."

**Ethics of the Resale Price**

Mr. O'Connor: "While the witness is with us, we might hear of some of the advantages or disadvantages of the resale price. It is in the forefront of this whole enquiry."

"What are the advantages of selling through the wholesaler?"

Mr. MacFarlane: "We believe it is the cheapest way. The wholesale trade can distribute our output cheaper than we can. We have only about 400 accounts on our books; that cuts down the book-keeping cost. It cuts the cost of freight and distribution, because we ship in car-

load lots by freight. If we sent them direct to the retailer, in many cases they would have to go by express. We have 45 travelers, and would have to have at least ten times that many if we sold direct to the retailer. Our men cover their territory only three times a year. Travelers of the wholesalers sell 800 or 900 other lines. In our own case, we believe our goods reach the consumer more cheaply in this way than if we sold direct to the retailer."

"What about the question of having a fixed price? Does it mean cheaper goods?"

"In case of Royal Yeast, our price to the consumer was the same for over 30 years until the war. The jobber and the retailer have both been allowed a fair profit."

Mr. O'Connor: "What are the advantages to the manufacturer of selling at a fair fixed common resale price?"

"There is no slaughtering of goods, and if wholesalers and retailers are going to remain in business they cannot cut prices. People you want to sell to are afraid to buy if there is the chance of the price and their profit being cut. Many in the trade would not be interested in handling our goods if the prices could be slaughtered. The tendency would be for the manufacturer to go out of business."

Mr. O'Connor: "A few individuals would benefit and the mass of the people would pay higher prices? Is that cor-

rect? I'm asking these questions to get this side of the case from one with many years' experience."

Mr. MacFarlane: "Yes; and we get stability of demand by fixing the price. Both wholesaler and retailer welcomes a fair fixed price."

Then followed a legal discussion between Mr. O'Connor and the various counsel as to the definition of a combine, the Commissioner holding that there were two kinds, one good and the other bad, because not in the interests of the public.

Mr. Roebuck contended that a combine existed in restraint of trade where there was a fixed resale price.

Mr. O'Connor: "If the manufacturer only made one-half of one per cent. by fixing his price, would that be a combine in restraint of trade?"

"Yes," said Mr. Roebuck.

"But that would be in the interests of the public. The Supreme Court of the United States states that a 'combine' is not necessarily a bad thing—not bad merely because it is a combine."

Mr. Roebuck: "If a combine restrains the natural course of trade, then it is a 'combine.'"

Mr. O'Connor: "If a firm goes out of business by failure and owes \$50,000, that money is not lost. It is paid. Those who lose add it to their costs next year, and the public pays."

He contended that the point should be as to whether the price fixed by the

manufacturer is a fair price and not an extortionate one.

Mr. Roebuck to witness: "Prices are regulated by supply and demand?"

Mr. MacFarlane: "Yes."

"What about hay and oats? Their prices are not fixed. They stay on the market. What about bacon? There is no fixed price for it; yet it stays on the market."

"I don't know anything about it."

"But you eat it, don't you?"

"He doesn't eat hay," put in Mr. Hellmuth, amid laughter.

Mr. Roebuck: "Isn't the object of fixing prices to prevent free play of competition which is found in other lines of goods? Are there other products like yours not sold on the fixed price basis?"

"I do not know—there may or may not be."

"Do the same travelers call on both the wholesalers and retailers?"

"Yes; but all orders taken direct from retailers go through the wholesalers."

"What difference is there in the discount to the jobber?"

"No difference—same in both cases."

"What service does the jobber perform in such an instance?"

"He distributes the goods—fills the orders out of stock—collects, etc."

"What proportion of orders are taken direct?"

"About five per cent. only."

The hearing then adjourned till Wednesday morning.

## Attempts to Show Trade Restriction

At Second Day's Proceedings Witnesses Include George Hortop, F. E. Robson, H. C. Beckett, A. A. Adams and J. Harris—Mr. Beckett's Views on Honorable Trade Dealings

Staff Correspondents

**H**AMILTON, March 10.—When the investigation into the alleged "combine in restraint of trade" on the part of the wholesale grocers of Hamilton and of Ontario resumed on Tuesday morning, A. W. Roebuck, counsel for the Attorney-General's department, applied to have included in the list of defendants, Fearman Bros., based on the evidence given by Frank Fearman on Monday. The board agreed and directed that Fearman Bros. put in their defense.

The enquiry on Tuesday included evidence from George Hortop, of Dunn-Hortop Ltd., Toronto, agents for the Borden Co., of Montreal; Frederick E. Robson, of the Loblaw Stores, Toronto; H. C. Beckett, of Hamilton; A. A. Adams and Joseph Harris, also of Toronto.

Mr. Roebuck sought to show particularly through the evidence of Mr. Beckett that the wholesale grocers were restraining the natural flow of trade by insisting upon manufacturers doing business only through legitimate wholesale channels. Naturally questions as to the meaning of a wholesaler again arose fre-

quently as well as the point as to fixing by the manufacturer of the resale price.

### No Fixed Resale Prices

Mr. Hortop was the first witness Tuesday morning. He stated that Joseph Harris, of Hamilton, was not supplied with goods because he was not considered a wholesale grocer, not carrying a full line of goods.

"Have you a contract in common form with respect to your sales?"

"Not for eight years."

"Do you fix the resale price?"

"No, we only suggest it."

"Do you remember a conversation with Robt. Dowson, of the York Trading Co.?"

"Yes, and we declined to sell him."

"Why?"

"Because he was not considered a wholesale grocer. I referred him to Mr. Pyke. The association knows more about the wholesalers than we do."

"Do you sell to chain stores?"

"Only one, William Carroll, Hamilton. That is a special case, an arrangement which has been in effect for 25 years. The wholesale grocers would not then

handle condensed milk and Mr. Carroll took it up, and we have been selling to him ever since."

"Have you been in any way intimidated to cut off Mr. Carroll from your list?"

"No."

"Have any suggestions been made to you by any wholesalers?"

"Yes, naturally."

"Who were the wholesalers?"

"I don't think I could tell off-hand."

"Do you sell to department stores?"

"Yes."

"Any objections to that?"

"Yes, naturally."

"Why will you not sell to the York Trading Company?"

"Because it is a combination of retail groceries. Our action in this respect has been endorsed by the Board of Commerce."

"Then will you not sell to an aggregation of retail grocers?"

"Not if they are seeking to take advantage of the smaller retailers."

"Was it not the fear that others would follow the same course as the York

Trading Co., and reduce the price to the ultimate consumer?"

"We never considered that phase. Possibly it would."

"Pretty solid reasoning, isn't it?"

"Not necessarily."

"If others are attracted into the business wouldn't competition follow, which would reduce the price?"

"I don't think so."

"Will you sell to a firm consisting partly of retail grocers?"

"Not if they do business only with their own members."

"Here is a letter from Fearman Bros., making application to be placed on the list, and mentioning A. C. Pike, secretary of the association, dated January 7. Did you ever have an application from this company prior to the one in hand?"

"Yes, and we refused as he was not considered a wholesale grocer."

"Did you act on this last application?"

"Yes. He had undertaken to go into the wholesale grocery business. Previously we considered him a manufacturers' agent."

"Your change of heart came about the same time as his did."

"There was no change of heart on my part."

Cross-examined by Britton Osler, K.C., Mr. Hortop stated that the departmental stores received a smaller discount than did the wholesale grocers.

In response to Mr. McKay's questioning, Mr. Hortop said that the logic of Mr. Roebuck with regard to competition only worked in large cities. Such concerns as the York Trading Co. could never conduct the regular wholesale business in the country districts.

Mr. Roebuck: "You could get along without selling to department stores better than you could without wholesalers?"

Mr. Hortop: "Yes."

"Could you get along without the wholesalers?"

"No."

"If they cut you off their list would it do you harm?"

"Yes, but there's no fear of them cutting us off."

#### Mr. Robson's Evidence

Frederick E. Robson, manager of Loblaw Stores, Ltd., Toronto, next took the stand. He explained that the Loblaw Stores, Ltd., was a limited liability concern with thirty-three stores in Toronto, and doing a chain store business.

Mr. Roebuck: "You have a wholesale warehouse also. What is its size?"

Mr. Robson: "Yes, with about 28,000 sq. feet of floor."

"Is there any difference between the methods of distribution between your wholesale and retail stores and those of any other wholesaler to the retail merchant?"

"No difference."

"As a wholesaler, have you met with any difficulty in buying from any manufacturer?"

"Yes. Some manufacturers will not allow us the jobber's discount. We

naturally try to purchase at the lowest price."

"Why cannot you buy from those manufacturers?"

"The chief reason is that they tell us they are short in stocks and do not wish to take on any new accounts."

"Did you apply to E. W. Gillett Co. for goods?"

"Yes, we wrote them and sent them an order, but got no reply. We wrote a number of other firms and some replied they were oversold, and in some cases we got no reply at all."

"Did you write the W. K. Kellogg Cereal Co.?"

"Yes, the reply was they were oversold and had to take care of old customers. We then wrote a letter of protest."

An instance was cited where the Canadian Shredded Wheat Co. had been written with the same result.

#### THE OFFICIAL COMPLAINT

"This complaint of the Board of Commerce of Canada as against Balfour Smye & Co., of Hamilton, in the Province of Ontario, wholesale grocers, and others hereinafter named, is made pursuant to Sections 5 and 10 of the Combines and Fair Prices Act, 1919.

"1. The Board has reason to believe that a proceeding by it to restrain or prohibit the operation of a combine or combines to which said Balfour Smye & Co., and the persons and companies hereinafter named or mentioned are parties would be in the public interest.

"2. The said Board further charges on the same complaint said several named associations and committee and the members composing the same and every one of the same, that they or some of them have formed a combine or combines which has or have operated, is or are operating, and is or are likely to operate to the detriment of and against the interest of the public, consumers, producers and others."

"Did you write the Salada Tea Co.?"

"Yes, we took the matter up with them and they put us on the jobbing list. We in turn were to display their tea more so than in the past. Six weeks later we received a letter withdrawing jobbing prices."

"Why?"

"The reason they gave us was that we had not sold enough Salada tea. Our purchases during the intervening time were 2,580 pounds, and we had some of their tea in our warehouse before."

Mr. McKay, counsel for the Wholesale Grocers, objected to this evidence, claiming it had nothing to do with the matter under discussion, but Commissioner O'Connor overruled the objection. "We want to let this investigation go to the utmost limit of examination," he said.

Mr. Roebuck: "What complaint have

you in regard to the action of the Salada Tea Co.?"

Mr. Robson: "I wouldn't call it a complaint, but it was an unusual thing to do, particularly as they took no consideration of the fact that we had a quantity of their tea in our warehouse before being placed on their list."

In answer to Commissioner James Murdock, Mr. Robson said the Loblaw Stores made an annual report of costs and receipts and that this report was made on the total business of all their stores, also, that what their wholesale concern sold outside their own business was to other wholesalers, and amounted to about \$20,000 last year.

Answering Mr. McKay's question, Mr. Robson said that they did not employ travellers, that their purpose was to purchase goods to sell over their retail counters to consumers. "And at the lowest price," Mr. Robson added. "The best method of doing business is to sell at the lowest price and the consumer comes to you."

"You combine to profit from your business and then serve the public to the best advantage."

"Yes, that's the combination."

#### H. C. Beckett Gives Evidence

The next witness was H. C. Beckett, of W. H. Gillard & Co., wholesale grocers, Hamilton.

Mr. Beckett said he had been in the business for forty-two years; that his firm now carried a stock of \$250,000.

"Do you carry any exclusive agencies?" Mr. Roebuck asked.

"No."

"Did you ever have the Welch grape juice agency?"

"Yes, when they came on the Canadian market five or six years ago. We kept it for two years. They then asked us if we had any objections to selling other wholesalers; we said no. When they came over here they picked out several wholesale grocers in different centres to represent them."

"So you were commission merchants?"

"No, just distributing agents; we got a discount of 15 per cent."

"You were the exclusive agents for the Rathbun Match Co. at one time?"

"Yes, seven or eight years ago. When the Rathbun matches came on the market they made us an offer, optional with us. We took on the line and undersold Eddy, but the company bust up."

"Then you lost the agency?"

"Naturally."

#### Always a Loyal Member

"You are active in the Wholesale Grocers of Ontario?"

"I've always been a loyal member, but held no office until the annual meeting last week, when I was elected vice-chairman to my surprise."

"What is known as the 'Hamilton proposition'?"

"I don't know; give me an idea of what it is about and I'll try to explain it."

It was eventually deduced that this was a platform drawn up for the consideration of the Canadian association at

Ottawa to which the Ontario organization later subscribed.

"You take the ground there cannot be competition in proprietary brands?"

"Yes, that's about it. I advocate that because there is no competition in buying the goods there should be none in selling. The manufacturer suffers. This thing has been the means of building up the mail-order houses at the expense of the towns and villages all over the country. The rural population is gradually disappearing, and the thing is all wrong. We're trying to correct these evils in business."

"Have you any methods of compelling the trade to do as you say?"

"Sorry we have not. One method is to show the manufacturer why we should cut him off. It's the only educative method we know of. We haven't succeeded yet."

"Was this platform sent around among the wholesalers for signature?"

"Yes, it was printed and a copy sent to the Board of Commerce."

Mr. Roebuck here endeavored to get the witness to declare he had fathered some resolution before one of the wholesalers' meetings, but the latter could not recollect it. "Give me a tip as to what it's about," he asked. It was as to whether members should refuse to purchase from manufacturers who sold outside the regular channels of trade.

"I don't know anything about it. I didn't move it. The question may have been discussed."

"Was there a discussion as to cutting off co-operative stores, chain stores, department store, etc.?"

"I don't recollect, but as far as I'm concerned I wouldn't agree to that. I would sell a co-operative store if I thought it was financially sound, but my experience is that most of them fail."

The elusive resolution was hunted up in the minutes by Mr. McKay and handed to Mr. Roebuck to read. In effect it stated that whereas certain manufacturers were selling to large retailers at wholesale prices, etc., it was detrimental to the retail trade in general, and wholesalers should not buy from the manufacturer who does not confine his sales to the legitimate wholesale trade.

"I am prepared to endorse that in effect," said Mr. Beckett.

"Did you move a resolution regarding brokers carrying a card of endorsement from the secretary of the Wholesalers' Association after the first of January, 1920?"

"No, I did not. I remember something like that was discussed and opinions expressed. I didn't discuss it and I don't remember whether it was carried or not."

"Would the definition 'legitimate wholesale trade' cut out the department store?"

"Yes."

"Do you remember in October, 1918, the Bowes Co. of Toronto applied for an agreement with the wholesalers?"

"No."

Mr. Roebuck read a circular from the Bowes Co. sent out by A. C. Pyke stating

they would confine their sales of manufactured products to the legitimate wholesale trade except Eaton's and Simpson's, and that the committee had expressed approval of this.

"I don't remember that, but I wouldn't approve it," said Mr. Beckett.

#### Applying for Membership

"When anyone wants to join your association he signs an agreement under oath and agrees not to sell any aggregation of consumers buying for their own purposes?"

"Yes, but some members, particularly the older ones, do not always keep their agreement. We want the manufacturer to cut off any wholesaler who doesn't live up to the manufacturers' contract or agreement."

The circumstances under which Fearman Bros. became wholesalers and joined the association were brought out. This involved Mr. Porter of the Attorney-General's department, and on the order of Commissioner Murdock Mr. Porter will be summoned.

Mr. Roebuck: "So you are prepared to enter into an agreement with your members to refuse to buy from a manufacturer selling outside the 'ring'?"

"Not altogether," replied Mr. Beckett, "but if the manufacturer sells direct cheaper than we can buy from him I would be prepared to cut him off and let him go direct."

"What about Mr. Morley?"

"Morley gets on any of the jobbing lists he can and sells on a brokerage basis on many lines without seeing the goods. He boasts of a \$2,000,000 turnover and \$50,000 profits, and only handles a few lines, the cream of the trade, whereas we handle everything; give a real service on all lines and hardly make enough to pay our expenses. I say it's unfair for a manufacturer to sell to a manufacturers' agent like that."

"You are prepared to refuse to buy from any manufacturer who sells to a man like Morley?"

"Not altogether, but I'm opposed to it."

Commissioner O'Connor remarked to Mr. Roebuck that the wholesalers were "working up to the heights to which you and I in our professions have attained. I mean no one but a lawyer may plead a case before the bar, and no one but a physician is permitted to remove an appendix."

Mr. Roebuck remarked "to the depths" rather than to the heights, and he also reserved the right to have his great-grandmother prescribe for his appendix. (Laughter).

"But," remarked Mr. O'Connor, "if you had appendicitis this afternoon you wouldn't send for your grandmother." (More laughter.)

"If that principle were to be upheld why hasn't the wholesaler the right to decide not to purchase from a certain manufacturer," put in Mr. McKay.

Getting away again from the appendix discussion, Mr. Beckett cited a sale made by the W. K. Kellogg Cereal Co., Toronto, to the Loblaw Stores and York

Trading Co., jointly through Mr. Morley.

These two companies," he said, "worked out a plan to force either one or the other of the cornflake concerns to sell them. They got together and gave an order to Morley for some 1,400 cases, who represented to the W. K. Kellogg Cereal Co. that if they would not deliver the goods he could get them from London. Finally Morley got them and turned them over on a brokerage basis of one to two per cent., perhaps."

Mr. Beckett's conversations with Mr. Morley were also brought out. He told of writing the London firm to see if they were selling Morley after a conversation with Mr. Ware, but received no reply.

"Is your objection to Morley based on the fact that he comes into Hamilton and undersells you?"

"Absolutely no."

"Is it a fact the Hamilton grocery trade has practically stood still for many years?"

"There are peculiar conditions existing to-day. Years ago the Hamilton trade used to cover a very wide territory, but in the past few years wholesale houses have opened in St. Catharines, Brantford, Niagara Falls, etc. Also there are a number of manufacturers' agents in Hamilton selling direct."

Mr. Roebuck recalled the time when Grape Nuts were selling in Hamilton at \$5.

"Do you remember," he asked, "holding a meeting deciding the list price should be \$3.10?"

"No. We had a discussion and decided we weren't getting enough."

"You agreed to get \$3.10?"

"No, it was optional. We never agreed on anything except one time to reduce the price of Old Dutch Cleanser, because it was being sold direct to a few retailers at higher prices than we could; to protect our customers we reduced the price to cost."

Mr. Roebuck produced a letter written by Mr. Beckett to the John MacKay Co., in which he said that Mr. Adams, their agent, "Passes as a wholesale grocer and that we prefer to do our business direct. We note on your letter head that you sell to jobbers only."

"They let us understand that Adams was the agent and that's all there was to it."

#### Hamilton Retailers' Meeting

"There was held in Hamilton, not long ago, a meeting of retailers for purpose of forming some sort of organization. Will you tell the court what you know?"

"The retailers were being handicapped by some department stores cutting prices and the retailers met to get some redress. I discussed it with Mr. Hobson. He called the meeting and acted as chairman."

"What was the purpose?"

"It was to organize an association to protect their interests."

"Did you suggest to these retailers that they should fix prices from week to week?"

"No."



"Did anybody suggest fixing prices?"

"The opinion was expressed that it would be alright to discuss establishing a fair price on certain articles which were being cut, so that the retailers would receive a fair profit. There was a reporter there from a Hamilton paper and he got the thing all wrong and that was the cause of this investigation. The meeting was preliminary to one that was to follow for actual organization. The following week a meeting was held and Mr. Hobson felt the objects should be put down in writing, so that no further misrepresentations could be made. That explains why the case was prepared in writing and handed to the press and sent to the Board of Commerce in Toronto."

#### Mail Order Business

Answering Mr. McKay, Mr. Beckett said the practice of manufacturers giving concessions to one retailer and not to another led, to retailers in small places not being able to compete with the large mail order houses, which means lack of local support in small towns and is driving the merchants out.

"Farmers don't give right support to the local stores and result is the towns are disappearing. I claim that decaying towns and villages have a bad effect on the farmers and local social life. It makes it extremely unsatisfactory. I know of one merchant near Hamilton who, in one day, sold \$800 worth of money orders to Toronto homes when he had all the goods in his own store.

"I saw this thing coming 20 years ago and directed the attention of the Government to it. The mail order business, which is wrecking all towns and villages all over the country, is being given favors in buying goods, in parcel post, etc., and result is they are benefiting at the expense of the retailer.

"We don't object to a manufacturer going direct to the retail trade so long as he doesn't endeavor to pull the wool over our eyes by selling the retailer at less than he asks us to sell him. It's not fair and honest, and that's what we object to."

Mr. Beckett stated that before the establishment of the Railway Board, shippers frequently allowed secret rebates, but that has been discontinued and made illegal. What we want in the wholesale business is the action of the same principle.

Mr. McKay—"At first retailers' meeting in Hamilton what was done re matter of fixing prices?"

"Nothing was done; one or two members brought up the question as to the right of fixing prices, but it was merely suggested and nothing whatever was done."

#### Mr. Adams' Testimony

A. A. Adams followed Mr. Beckett. Mr. Adams said he was a commission merchant in Hamilton, in business over 7 years. Has a warehouse and carries about \$40,000 to \$50,000 worth of goods.

"How incomplete is your stock? What lines do you handle?"

"I control as many agencies for Hamilton as I can get. I'm Dominion Match agent, Harvest Co.'s, John MacKay's, Lipton's, Dalton's Wines, Campbell's Soup agent, and others, but I do not handle all grocery lines. I carry many such as figs, baking powders, olives, capers, lobsters, Suchard's cocoa, French peas, etc., etc."

"What are principal lines you don't handle?"

"Salt, molasses, vinegar, lard, sugar."

Mr. Murdock asked for complete line of goods witness handled and a long list was given, perhaps 100 or more; also stated he had 400 customers in Hamilton and over 750 altogether between Hamilton and Windsor. He always carried stocks. He said his turnover was less than \$10,000. Mr. Murdock questioned this and witness then said that was a mistake and that he had not intended making such a statement. He finally decided he did not want to give his turnover.

"With regard to the T. A. Lytle Co. I have experienced a little difficulty. When I started in business I had the sub-agency for Snider's catsups. First year I sold over 750 cases and had little support from wholesalers; second year I sold over 1,000 cases; third year I had a special offer to make, but before I sold any the MacLaren Imperial Cheese Co., our principals in Toronto, told me in effect:

"The wholesalers have gone against you; you'll have to discontinue selling Snider's goods.' I asked them if Fred Smye had any connection with the matter and Mr. Wilson told me he had. I called up Mr. Smye and he said he knew nothing about it.

"I went to Toronto to see Mr. Henry Wright of the MacLaren Imperial Cheese Co., but he knew nothing about it. He said he would go into the thing and see me in Hamilton next day. He phoned next day to say he had gone into it and that if he did anything it would affect his relations with the Hamilton wholesalers; but he promised me a brokerage during that year on all goods sold in Hamilton. The product is still being sold through the wholesale trade.

"Was this catsup sold at any difference in price after the change in the selling price?"

"No difference in price."

Mr. O'Connor—"Then the consumer was at no disadvantage."

"What was your discount?"

"12½ per cent. and 5 per cent. brokerage."

"Same as the wholesalers?"

"No, they only got the 12½ per cent."

Mr. Adams got a discount and brokerage on goods sold to the retailer, but only a brokerage on those sold to the wholesaler.

In connection with the T. A. Lytle Co. he reported how he had secured the agency, but last fall they appointed an agent and then wanted to discontinue to sell him.

"However, I went to Toronto and discussed the matter with Lytle's, after

which they decided they would sell me, and I'm buying the goods to-day."

"What was the objection? Did Mr. Lytle say anything to you re wholesalers' objections?"

"No."

"What is your experience with Campbell's Soups?"

"I had an order in for 100 cases with Rose & Laflamme, but it was held up, so wrote them. Their reply was there had been an allegation from certain wholesalers that I was cutting prices, and Camden people only wanted to deal with legitimate wholesalers. I went to Montreal to see Rose & Laflamme and I got the goods."

"Did you cut the price?"

"No, I have signed a declaration that I did not and am willing to forfeit \$1 per case for any charitable institution if an invoice can be shown where the price was cut."

Mr. Adams wrote in February, 1920, asking Canada Starch Co. to put him on their list. "Prior to that I was buying starch from a firm in Chicago. The tariff is 1½c per lb. plus 7½ per cent., but due to exchange situation I tried to get Canadian goods."

The reply was that they were not able to place Mr. Adams on the list, the reason being that they confined their business to the legitimate wholesaler.

"What were your discounts on the U. S. starch?"

"Ten to 12½ per cent."

Mr. O'Connor—"Do you sell to the consumer?"

"No."

"Why not; if you do not think you should sell the consumer, then why shouldn't a manufacturer decide not to sell to anyone but a legitimate wholesaler?"

"I don't object to a manufacturer deciding to do that."

Mr. Roebuck—"What about MacLure & Langley?"

"In 1913 I started to sell Kkovah health salt. I was taken to task by the company for cutting prices alleged by some wholesaler. I gave Mr. Beckett a cheque for \$100 if he could find where the price had been cut. He said he didn't know anything about it, neither did any of the other wholesalers. My cheque was returned and I've been buying Kkovah salt since."

Mr. O'Connor pointed out that this witness was not interested in endeavoring to sell lower than the established price, and asked why his evidence was being continued.

Mr. Roebuck said he was endeavoring to show that Mr. Adams was being hampered in his dealings with manufacturers through the operation of the "wholesale grocers' ring."

The enquiry then adjourned till Wednesday morning, when the same witness will be examined by Mr. McKay. Further reports of the proceedings will appear in next week's issue. (A representative of CANADIAN GROCER is attending all sessions.)

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS  
ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

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

## THE MACLEAN PUBLISHING COMPANY, LIMITED

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

### OFFICES

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

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

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

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

PUBLISHED EVERY FRIDAY

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

VOL. XXXIV. TORONTO, March 12, 1920 No. 11

### ALL HAIL TO EARLY CLOSING!

TORONTO grocery and fruit stores are to close every night, with the exception of Saturday, at seven o'clock. Such is the mandate handed out by Judge Morson in his final decision in the long-drawn-out trial of the City vs. Grocers.

The police are instructed to arrest the owner of any store where the majority of stock is composed of fruit or groceries who keeps his place of business open after seven o'clock in the evening.

The working of this by-law will be watched with interest by every merchant in all lines of business, to see just how the foreign fruiterers will adapt themselves to the new order, as they were the business people who so strenuously fought the early-closing by-law.

All hail to early closing! Who's next to keep the early-closing ball a-rolling?

### ARE YOU INSURED?

THE subject of fire insurance is one that every merchant should give a great deal of thought to. Every merchant, for his own protection, should carry fire insurance to at least eighty-five per cent. of the value of his stock and fixtures. The value of the merchandise is greatly increased by the amount of stock that is now being carried in the average grocery

store. The merchant owes it to himself, his family, and wholesales to carry sufficient insurance that will amply cover any loss that may occur by the misfortune of a fire. Many grocers are carrying co-insurance. This is a form of insurance that the retail grocer should beware of. The plan of co-insurance is that you must carry at all times insurance to the amount of eighty per cent. of the value of your stock. For example, if you carry a ten thousand dollar stock you must have at least eight thousand dollars' worth of insurance, otherwise, in case of fire, the amount of insurance paid would be in proportion to the amount of stock carried. At the present time co-insurance for the retail grocer is rather risky. The increase in the amount of stock carried and daily fluctuations in prices, which are always upwards, make it so.

### CLERK READS TRADE PAPER

MR. DALY, clerk at Dionne & Dionne, grocers, at corner of Drummond and St. Catherine Streets, Montreal, in subscribing for CANADIAN GROCER, said he did so because of the great value contained in the advertising pages. For example he pointed out that a customer came in with a request for Parke's Smoke Essence. Although this is a large and busy branch employing many clerks, none but Mr. Daly knew of the existence of such an article, and all he knew was from what the advertisement contained. Another item is Albatross Pilchards—of which he and others were ignorant until seeing them advertised in CANADIAN GROCER, Mr. Daly declared CANADIAN GROCER is invaluable to the clerk, for it extends his knowledge of grocery lines carried by the trade.

### LET YOUR CUSTOMER BETTER YOUR STORE

A SOLUTION to the difficulty every merchant experiences in ascertaining the exact desires to his trade, and one which also will develop many new ideas for a store, can be found by holding a "Store Suggestion Letter" contest. Appoint three judges to decide on the best letter submitted within a limited time, which makes suggestions on any or all of these points: The arrangement of your store, the new line of goods which might be added; how your store service can be improved; way in which your advertisements can be made more interesting; how to decorate your windows, etc.

Write the conditions which are to govern the contest. Allow all to enter without charge. Limit the letters to 500 words. Advertise it by circulars wrapped with store packages and window cards in connection with your regular advertising. If this contest is well advertised, it will intensify the interest in your store, help your sales and bring you some good ideas.

# Bubble of War Trade Shrinking

Let Us Hope It Won't Burst, But Prepare for the Worst! Then It Surely Won't

Written by HENRY JOHNSTON, Jr.

**B**Y the time this is printed, it may be "old stuff," but no more timely or vital thought could be present in our minds than that evoked by the outlook for deflation of present abnormal values. The merchant with long stocks may well take careful heed for his future. Here is one who is thinking:

Quebec, February 26, 1920.

Dear Sir:—We have read your article: "An Accounting Grocer," with very much interest. The last paragraph, "For the day of reckoning is just ahead," strikes us particularly.

Up to now, we have been indulging in stocking for months, and even years, ahead; but we suppose this practice should be discontinued now. Do you consider it the safest course now to buy for immediate needs only? We are sometimes tempted to buy for future needs, in view of the higher prices which may prevail later on; but, as prices will decline some day, we feel it may be time to change this policy.

We shall watch CANADIAN GROCER for a reply to this, and may say again that your paper is most interesting, and certainly a money-maker for us.

Yours truly,

Let me say it as strongly as I can: Not only is it the safest course now, but it is always the safest to buy for immediate needs.

Again, not only is it the safest course always, but it is always the most profitable course.

Taken over a series of years, the merchant who buys for the quick turn, regardless of any outlook for higher prices, has it all over the one who speculates. In fact, business and speculation are two distinct lines of activity. To mix them is so dangerous that men who do the mixing frequently go broke. More important, and less noticed, is the fact that:

Men who speculate in business fail to make as much profit—by a long way—as they would if they bought for immediate, legitimate needs.

## The Point of Quantity Purchases Missed

This does not eliminate the quantity purchase. Such purchases have their uses, but the use is often perverted—in fact, usually. It is all right to buy a quantity at a concession in price, provided it is measured properly in accordance with the turning capacity. Then it should be turned into money at a proportionate concession to customers.

"What do you mean—cut prices?" asks somebody. But that is not the right angle from which to view it. Not cutting prices, but serving our custom-

ers to better advantage—for ourselves and for them—is the correct view. For, if we were to concede that prices never are to be varied, the next step is the dictum that service is not to vary. Then initiative, individuality, and all incentive to personal exertion is lost. We should all be planed down to the same level. Note that I say planed down—for such attempts at levelling always take the lowest, least efficient unit as the marker.

So, conceding that merchandise of all kinds, except perishables, may remain in stock thirty days, quantities may be purchased to be sold under pressure within the thirty-day limit. Miscalculations, no matter how careful you may be, will leave ample accumulations of unsold stocks without buying any to put away.

On this plan, quantities never will be purchased for the long pull, for the speculative advances which may never come—and which, if they do come, never offset the lost profits due to the slow turn—but only for the betterment of business and the proper stimulation of growth.

## What Signs and Portents Are There?

Practical students of economics note one sign of coming reaction. That, while prices continue to rise, they rise with retarded speed; and here and there is evidence of a slight slackening of demand. What must that mean? Surely, that the top has been reached, or nearly reached. Once it is touched, decline, more or less precipitate, is certain to occur.

This has always happened. It is a truism that what goes up must come down. We must not permit the steady advances, which, in our generation, is a new experience, during the past four years, to blind us to the logical and inevitable reaction.

If, then, the man who carries long stocks loses out through slow turnover in normal times, what condition will he be in when his stocks shrink daily in value? To ask the question is almost to answer it.

Another sign, which reaches into our stores directly and intimately, is this: People are becoming slack in the payment of their bills!

Easy money, and lots of it, during the war, caused many to live on a scale they never before dreamed of. Larger, finer homes; service; luxurious foods and entertainment were indulged in by everybody. Those to whom such things were novelties went to the limit and beyond, like children with new toys.

They paid as they went, or paid bills promptly. What was money to them?

Accustomed to live on \$15 per week, they now had \$60 to \$125. So they paid cash readily, and when they ran bills they paid up without a tremor, because their money supply was so great they could not get rid of it—and few thought of the savings bank as a safe outlet for their surplus!

## Money Not Now So Plentiful

It is hard to demonstrate that money is less plentiful now. The most difficult and abstract science is that of money and exchange values. Most of us must try to read the facts and be content with reasons thought out by others. One fact is that expanded currency leads to depreciated money—a dollar, or pound, or franc, buys progressively less until the expansion is corrected and the balance restored.

And none of us can feel that the value of the pound sterling is nothing in his young life. It is a very vital thing. It affects every cent we own, every purchase we make.

Your average consumer thinks it does not affect him; but he finds money just a trifle less easy and plentiful. He has less of it. The furs he bought his wife when he was flush are not readily convertible. He is used to a more costly plane of living. His thought is apt to be: "Let the grocer wait a while. I have paid him lots of money in the last six months and bought his best goods. He sure must have made a lot out of me—let him accommodate me now for a change."

So payments are less prompt—the most immediate and significant sign of changing conditions.

Think seriously of that fact and look ahead in the light of it. Can you not see what must come? Inevitably contraction, curtailed incomes, hard times. These surely lie ahead unless forestalled by prompt conservation on our part now—and that is not apt to supervene generally enough to prevent the coming of stringency.

## What Must the Merchant Do?

Liquidate, curtail, conserve, collect, save. Those are the merchant's tasks.

Stop buying anything except what you must have for current sales. Sell what you have. Get it out. Push it continually with your utmost skill. Move it. If you find anything that your trade will not absorb readily and you have much of it, seek another outlet. Get it sold to or through a jobber to somebody who wants it—or thinks he does. If needful, take a slight loss to do this—take the loss promptly, while it is moderate. Do not wait until it gets big.

Trim all sails. Curtail all operations.

Conserve all resources. Delay all expansion, such as putting on an extra wing or taking in an extra room. Try to make your present fixtures and appliances do a little longer. Remember, money can be spent any time. It can be saved only while you have it in your hand. As one bank wisely puts it: "Nobody but you can save your money. Anybody can help you spend it."

Collect! Collect! That is the thing to do vigorously and regardless. Get the money. Watch every book account to see that payment is not delayed. If it be delayed, stop the account and get the money as quickly as you can. If necessary to take a loss on a bill, take it now. Stop that account and plug the leak. Extend credit only to those tried

and true, safe and sane livers who have not been carried away by this orgy of spending and riotous living, who have saved some money, who habitually pay their bills.

Finally, remember that no storm or stress holds any terrors for the man who does not owe others. Get out of debt and keep out.

This may smell like pretty drastic medicine, but if you take it now, you will be glad you did it, and you will not have to take it under the duress of financial pressure later on.

It is medicine that never in any case, or at any time, or in any circumstances, can do you harm. Think of that while you swallow it!

## Corn Syrups and Starch Reach Higher Levels Increase in Exchange and on Corn the Reason, State the Manufacturers

**C**ORN SYRUPS have again advanced to higher levels. The advance registered amounts to 20 to 30 cents per case. Manufacturers state that the reason for this advance is the exchange and the higher cost of American corn. Corn has advanced six cents per bushel; the exchange is equal to five cents a bushel, and add to this the advance cost of boxes and cans which amply takes care of the increase in price of corn syrups.

"Canadian corn is not adapted to the manufacture of syrups and starch. The season here is too short to allow the corn to properly mature, and that is why we must buy American corn," so stated J. Ruddy, manager of the Canada Starch Company, in an interview with CANADIAN GROCER representative.

"In twenty years, I only know of one season's crop of Canadian corn being used in our factory, and that was about five or six years ago, when we had a very long hot summer which allowed the corn to mature."

Starch, both laundry and culinary, have advanced one-half cent per pound, and the reason for this is the same as explained for syrups.

The scarcity of sugar is creating a tremendous demand for corn syrup. Manufacturers of candy and confectionery, and also the increased consumption in the homes, have trebled in the past year. Whether any further advances will take place in the future, manufacturers refuse to state, but it is positively stated that lower prices will not prevail for some time to come.

## A Window Display That Sold Lenten Goods

Displaying Seasonable Goods Profitable—How Selling One  
Article Suggests the Sale of Another

**T**HE selling power of a window display of goods that are particularly adapted to certain seasons is realized by many merchants. The extra sales and profit obtained through this medium is well worth the time and trouble taken to put in such a display.

T. R. Cresswell, Dundas Street West, Toronto, is a merchant who takes advantage of these seasons. This was demonstrated this last week by a display of Lenten goods. In the centre of the window was a large pile of macaroni, on both sides of which was a large pyramid of canned tomatoes; on each side of the tomatoes were pyramids of canned salmon; in front of these were arranged neat piles of sardines, tuna fish, lobster, fish flakes, shrimps, baked beans, canned spaghetti and canned

soup. Each line had its card stating the name of the article and the price. A large card reading "Suggestions for the Lenten Season" was in a prominent position.

In commenting on the merits of the display to CANADIAN GROCER, Mr. Cresswell said: "It is one of the most profitable displays I ever put in. On Saturday we sold three cases of macaroni, six cases of tomatoes, one hundred and seventy-five cans of sardines, besides numerous other lines that are displayed in the window." Mr. Cresswell was very enthusiastic about the macaroni display. "The most interesting feature of this display," continued Mr. Cresswell, "was that when we sold a package of macaroni, we invariably sold a can of tomatoes and a piece of cheese."

## TORONTO GROCERS GET EARLY CLOSING

All Grocery and Fruit Stores to Close at  
7 O'clock Each Night with the Ex-  
ception of Saturday Night

Toronto's early closing by-law was upheld in a judgment handed down yesterday by Judge Morson, in the appeal of the city from ruling of Magistrate Kingsford, who held that the by-law was not passed in good faith and refused to sustain it in the Police Court.

Judge Morson finds that the city had directly and exactly followed in good faith the powers conferred upon it by the Legislature under the provisions of the British North America Act, as coming within property and civil rights, and further, that the question of whether the by-law was oppressive and worked hardship and interfered with the liberty of the subject, could not be dealt with by a Magistrate, provided the city had acted strictly in accordance with the provisions of the act. These latter questions, he held, could only be considered on a motion to quash the by-law.

The judgment adds that even had there not been sufficient names appended to the petition to make it obligatory upon the city to pass the by-law the city still had the right to pass the by-law if it so saw fit.

"I do not think there is any evidence," the judgment concludes, "entitling me to find, and I do not find bad faith on the part of the Council, the Board of Control or the Sub-Committee."

## EASTERN CANNERS, LTD., FORMED

Eastern Canneries, Ltd., Fredericton, N.B., is the name of the new firm that has succeeded Searle Provisions, Ltd. Eastern Canneries, Ltd., is the first concern in the Maritime Provinces to become a Government inspected plant. Their instruction number is 42.

A movement has been started among the farmers of the different counties of New Brunswick towards raising larger and better stock. The company have purchased their own green-houses, so as to assist the farmer to secure a healthy plant from good seed and the different associations of United Farmers are favorable to the idea.

The directors of the company are all business men in N. B. The president is D. W. Olts; the vice-president, H. G. Chestnut; secretary-treasurer, J. O. Tingley; managing director, E. E. Brian, and John Camber, John Inch and J. B. Killeen. J. W. Huley is the managing superintendent of the factory. Mr. Huley has had previous experience in Europe, including France and Surrey, England, and North Italy. He was also connected with W. Clark, Ltd., Montreal.

Geo. R. Toggie, of Toggie Sons & Co., Toronto, has returned from an extended trip to the Maritime Provinces. He reports business splendid in that section of Canada, and the merchants are looking forward to a big business year.

# CURRENT NEWS OF THE WEEK

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

## MARITIME

V. L. Saunders, Bridgewater, N.S., has opened a cash and carry grocery.

## QUEBEC

H. H. Cromwell, of the Canada Starch Company, has returned to the Montreal office, after a business trip to New York.

J. H. Lightbound, of the St. Lawrence Sugar Refineries, Montreal, who has been laid up for a week or so, is sufficiently recovered to be back at his desk.

A fire of unknown origin broke out last evening in the grocery store of T. Lachewinsky, 394 Frontenac Street, and caused about \$500 worth of damage.

M. Ste. Marie, sales manager for the Montreal branch of the Salada Tea Co. of Canada, Limited, has been confined to his home through grippe, but is again at his desk.

Fire, which is thought to have originated through an overheated oil stove, drove Francois Faquette and his family from their home in 125 Wellington street, Montreal, the other night, and completely destroyed the stock contained in his grocery store at the front of the building.

## ONTARIO

Wm. Borden has purchased McGaw's grocery in Kincardine.

E. C. Grimes has recently bought the business of J. F. Richardson & Son, Elora.

W. A. Day, St. Thomas, has purchased the grocery business of S. Brickell, 395 Talbot street.

H. McFadyen has opened a grocery at the corner of North and Square streets, Goderich, Ont.

Fire did considerable damage to the grocery owned by A. J. O'Flynn and C. Burgess, Wallaceburg.

Lyon Brothers have opened a cash-and-carry grocery in the store formerly occupied by Mrs. S. M. Smith on Main street, Listowel, Ont.

John MacKenzie has purchased a share in the business of Reeks & Co., grocers, St. Thomas. Mr. MacKenzie will be associate manager of the store.

## PICTURE TAKEN YEARS AGO

In issue of February 27 CANADIAN GROCER, a photograph of John Street, Quebec City, was shown. It should have been stated in the underline that the picture was taken some years ago. Travelers who have been to Quebec City, and those who know the progressiveness of that important centre, realize of course that the days of horse cars there are of the past.

## HUGH BRODIE WAS CALLED VERY UNEXPECTEDLY

Montreal. — Death claimed Hugh Brodie, of the wholesale firm of Brodie and Harvie, Ltd., Bleury street, Montreal, on Wednesday, March 3rd, just as he had reached his favorite club for luncheon. In company with his son, Mr. Brodie had reached the National Club on St. James street, and where he had customarily taken lunch, when, having removed his wraps and taken a seat, he quietly, and without warning, expired.

The late Mr. Brodie was a life-long resident of Montreal, having been born sixty-nine years ago on the Upper Lachine Road, at Coteau St. Pierre, Quebec. At the age of 24—just 45 years ago, he formed, with Robert Harvie, the wholesale flour manufacturing firm of Brodie and Harvie. This partnership continued until 1913, and at which time the name was altered to Brodie and Harvie, Limited, the original partners continuing under the new name. Mr. Brodie closely followed the manufacturing end of the business, the special Self-Raising Flour put up by the firm having his supervision.

In addition to his business activities, Mr. Brodie lent his services, gladly, to hospital work, and was a director, at the time of his decease, of both the Montreal General and Western Hospitals. He was also a member of St. Andrew's Presbyterian Church, Westmount. His funeral was very largely attended by a host of business friends and acquaintances on Friday last.

## WAREHOUSE CHANGES HANDS

Messrs. R. B. Hayhoe and Company, tea, coffee and spice merchants, have sold a portion of their premises on Colborne Street to the firm of August Bolte for about \$25,000. The parcel sold is known as No. 47 and is next door to the Bolte warehouse. The building is four storeys high, and has a frontage of about 24 feet by a depth of 80 feet. Messrs. Hayhoe purchased last month the building at 7 Front street east, occupied by the Red Rose Tea Company, and expect to move to that address in May.

## NEW AGENT FOR KELLOGG'S CORN FLAKES

J. K. McLauchlan, 45 Front St. E., Toronto, has taken over the agency of Kellogg's Toasted Corn Flakes, made by the Battle Creek Toasted Corn Flake Co., London, Ont. This agency was formerly held by the late T. M. Sibbald, whose death was announced in CANADIAN GROCER some weeks ago.

## LOBLAW STORES, LTD., CHANGES HANDS

Further evidence of the tendency toward broad scale operations in the business and industry of this country is contained in the announcement of the purchase of the chain of grocery stores of the Loblaw Stores, Ltd., Toronto, by the Dominion Stores, Limited, of the same city. The deal was consummated on February 22 last, when the Dominion Company took possession of the twenty-three stores of the Loblaw Company, all operating in Toronto. Complete payment was made in cash, but the amount has not been disclosed. It is the intention of the purchasing company to expand their business and open up grocery stores in the various important centres in Ontario and Quebec, and ultimately, although no definite plans have as yet been completed, to extend the chain from coast to coast. Tentative plans have been arranged for a minimum objective of 400 stores in Ontario and Quebec alone.

The Dominion Stores, Limited, is at present operating thirty-five stores in all, one only being situated outside the city of Toronto. The firm has had an interest in the Loblaw Company since last August, when an agreement was entered for the taking over of the company's properties. Wm. J. Pentland, vice-president and general manager of the purchasing firm, assumed the management of the Loblaw stores in October and opened up a number of new stores. At the time the agreement was made the Loblaw Company had nineteen stores in operation, but under the management of Mr. Pentland this number was increased to twenty-three.

## WESTERN

Kost Esepenco has opened a general store at Gortitz, Sask.

Finucane & Co., Watrous, Sask., have opened a grocery and butcher store on Main Street.

W. Mackay, formerly with Law & Mackay, is now associated with the Biggs Cash Grocery, 2nd Ave. West, Swift Current, Sask.

A new warehouse has been opened at 141 Bannatyne Avenue, Winnipeg, by F. Manley, where he will be able to take care of drop shipments of various goods he is handling.

The Herald Brokerage Co., with offices at 610 McIntyre Block, Winnipeg, have opened offices at 16 Board of Trade Building, Calgary, to take care of their Alberta business. The office at present is in charge of Hugh Strange, assistant manager for Alberta.

## DOMINION CANNERS' PROFITS ARE HIGHER

At the annual meeting of the shareholders of the Dominion Cannery, Limited, held at Hamilton on Tuesday last, an increase of \$75,000 in profits over last year was shown, and the sales were stated to be about \$2,000,000 greater than during the previous year.

The directors declared a dividend of 1½ per cent. on preferred, payable April 1. The company now has 52 factories. The following directors were elected: President, J. J. Nairn; vice-president and general manager, R. L. Innes; secretary-treasurer, W. R. Drynan; F. R. Lator and S. Nesbitt.

Profits for the year before deducting bond interest, but after paying for the business profits war tax, were \$819,823, as compared with \$745,324.

After paying bond interest of \$99,797, and dividends of 7 per cent. on the preferred stock, amounting to \$160,342, the company was enabled to add to the profit and loss balance the sum of \$559,683, as compared with \$481,883 in 1918, making the undivided balance now \$2,031,905. In addition there is a reserve for insurance of \$150,000.

## ROSENBERG'S WESTERN AGENTS

Nicholson & Rankin, Winnipeg, have secured the account of Rosenberg Bros. & Co., of San Francisco, shippers of California raisins, prunes, apricots, peaches, etc. This account has been secured from the Lake Front to the Rockies with the exception of the City of Edmonton.

## CANADA'S OPPORTUNITY IN CUBA

"Canada should be in position to supply Cuba," says the Canadian Trade Commissioner in Havana, "with an increasing proportion of her foodstuffs, such as vegetables, cereals, grains and apples. Canadian exporters to Cuba must always bear in mind, however, that United States goods enter Cuba with the advantage of 10% to 40% reduction of the general tariff rates with the exception of a number of goods on the free list, one of which are foodstuffs."

## CANADIAN FIRMS SHOULD ANSWER ALL LETTERS

One of the Canadian Trade Commissioners in the West Indies writes CANADIAN GROCER as follows:

"I wish you would lay some stress in CANADIAN GROCER on the importance of Canadian firms answering all inquiries from foreign markets. Several firms I have had dealings with here have shown me lists of Canadian firms to whom they have written and received no reply whatever. One important firm wrote in English to about sixty different firms in Canada with the object of importing the products of these Canadian firms. These letters were sent out over two months ago, but so far only two replies have been received. Surely these Canadian firms might at least extend foreign importers the courtesy of a reply, stating they were able or unable to do business with them."

# Exports of Butter and Cheese From Canada

## Large Stocks of Cheese Still Held in Storage

Exports of butter and cheese from Canada in the eight months ended Nov. 30th, 1914, 1918 and 1919 (official figures from Customs Department):

	— April 1st to November 30th —		
	1914	1918	1919
	lbs.	lbs.	lbs.
BUTTER—To United Kingdom .....	404,293	6,879,466	1,958,194
To United States .....	1,126,085	811,774	7,491,756
To Belgium .....	.....	.....	910,274
To other countries .....	541,305	512,019	671,292
Total .....	2,071,683	8,203,259	11,031,516
CHEESE—To United Kingdom .....	123,719,787	115,757,073	74,995,722
To United States .....	230,543	49,756	5,028,811
To Belgium .....	.....	.....	12,150,344
To France .....	.....	.....	1,234,169
To other countries .....	1,055,642	27,661,956	3,065,230
Total .....	125,005,972	143,468,785	96,474,276

The figures for this year's cheese exports are misleading because of the large quantity of cheese that was stored in Canada on Nov. 30th, compared with former years. According to the Dominion Bureau of Statistics there were 27,018,412 lbs. of cheese in Canada on Dec. 1st, 1919, compared with 4,407,552 lbs. the previous year, an increase of 22,610,860 lbs.

## EMBARGOES HOLD RICE SUPPLIES

The present situation on rice is a firm one, and the imports are limited by embargoes, etc., which are imposed by practically all countries of production. Some of these embargoes are said to be absolute, while others are so nearly absolute as to make the procuring of supplies difficult.

CANADIAN GROCER is advised by Montreal importers that there is ample rice supply in Canada to take care of the market needs at the present time. Prices will, however, show no decline in view of the difficulty of supplementing stocks, it is further stated.

## POTATO PRICES LOWERING

Montreal.—In view of the fact that farmers in some parts of the country appear to have been hoarding supplies of potatoes, and with the near approach of spring, prices are showing a decline of considerable amount, and lower quotations have been effected within the last week. It is altogether probable that there will be a revision, downward, from now forward. Montreal potatoes are quoted this week at \$3.50 per bag, and New Brunswick at \$3.75. A \$3 basis may soon be reached, and the tendencies will hardly go the other way for some time—not, probably, until the present stocks are materially reduced in the late spring.

## ENGLAND TO RESUME EXPORTING CONDENSED MILK

Upon the recommendation of the Ministry of Food, England will resume the exporting of unsweetened condensed milk to all countries, with the exception of Belgium. This only applies to the unsweetened; the exporting of sweetened milk will not be allowed. 100,000 cases are to be shipped in the next six months: 50,000 cases are to be shipped at once, and the balance on the 1st May.

Evaporated milk to the extent of 50,000 cases is to be exported to Belgium. It is understood that the Belgium Government is controlling all imports of condensed milk into Belgium.

It has been agreed to permit the export of 150,000 cases of evaporated and 300,000 cases of unsweetened condensed milk to Austria, Germany, Hungary and Poland, for relief purposes.

## PRESIDENT OF KENT-MCLAIN FIRM IS DEAD

James Gowans Kent Was in Showcase Business for Fifteen Years

James Gowans Kent, president of Kent, McClain, Ltd., passed away at his home, 120 Madison Avenue, on Tuesday last. The late Mr. Kent had been ill for about six months but his end came rather unexpectedly as he had prepared to pay a visit to his office after a long absence.

Born at Selkirk, Ont., sixty-five years ago, the late Mr. Kent moved early to Hamilton where his father was a member of the firm of Gowans Kent, crockery and glassware merchants. This business was later moved to Toronto and Mr. Kent sustained his connection with it until fifteen years ago, when he became president of the Kent, McClain showcase business, Carlaw Avenue. He was an active worker at old St. Andrew's Church, of which he was an elder for many years.

The late Mr. Kent is survived by his wife (nee Caroline Wylie) and three daughters, Mrs. (Dr.) Dalton of Springfield, Mass., Mrs. (Dr.) Riddell of Toronto, Mrs. Hopkins Geoffrey Mill of Montreal, also by his brother, Mr. John G. Kent, general manager of the Canadian National Exhibition, and his sister, Mrs. (Rev.) Robert Hamilton of Brockville.

The funeral took place at 3.30 p.m. on Thursday to Mount Pleasant Cemetery, Toronto.

## WANT BRITISH MARKET

A deputation of tobacco-growers from Kent and Essex Counties will wait upon Hon. Manning Doherty, Minister of Agriculture with respect to the market for Canadian tobacco. The growers feel that they are handicapped by the Canadian tobacco manufacturers in the sale of the crop, and want a market in Britain.

# Two Merchants: One Takes Profit, The Other Burns It

Turning Waste Into Profit by Selling Waste Paper—\$20.00 a Ton for Waste Paper

**T**HERE is a decided shortage of every line of merchandise. Manufacturers, for the most part, are accepting orders without any promise when they will make deliveries of their products. In most cases the reason given for this condition is the shortage of help and raw material. In pre-war times manufacturers state that it was no trouble to get their employees to work overtime during the rush seasons. Now that wages are higher and the hours of labor are shorter, it is about an impossibility to get sufficient help in the day time to turn out enough goods to fill the hungry maw of the world that is clamoring for more goods, and still more goods, to fill the gap caused by the non-productive period of the Great War.

## Shortage is Serious

The shortage on some of these lines is a serious menace to the prosperity of the commercial and industrial life of our fair Canada. There is a world-wide shortage of paper and of the raw materials that go into the manufacture of paper. This is where the law of supply and demand again comes into play. The shortage on newspaper, wrapping paper, cardboard and every grade of paper, has boosted the price fully three hundred per cent. A few months ago, Winnipeg—one of the largest and most progressive cities in the Dominion—the gateway of our magnificent Northwest, was practically cut off from the outer world through the shortage of newspapers, no newspapers being printed in that city for several weeks.

## Waste Turned Into Profit

Material that at one time we considered waste, good for nothing, a nuisance to the community and therefore destroyed, is now being turned back into useful articles.

Paper manufacturers are clamoring for waste paper to be converted into cardboard to be made into biscuit boxes, candy boxes and cartons. The average retail grocery burns, sends to the incinerator, or otherwise destroys, about three to four hundred pounds of waste paper per week. This includes scraps of wrapping paper, newspapers and cartons of all descriptions. In the month of March, 1919—just one year ago—waste paper when baled was worth \$6.00 per ton. To-day buyers of waste paper are paying \$20.00 per ton and glad to get it. If the paper is sorted a larger amount than this can be realized. Waste newspapers are bringing \$25.00 per ton. Books and magazines are worth \$30.00 per ton.

## A Paper Baler Soon Pays for Itself

A baler suitable for a retail grocer would cost \$30.00 and upwards, accord-

ing to style of baler—a profitable investment when taken into consideration that it would be paid for out of waste paper in about three months.

The waste paper business is similar to that of other businesses. Certain seasons demand more than others. The spring and fall are the seasons when to dispose of your waste paper, as those are the seasons when there is the greatest demand and the highest prices are paid.

If the merchant bales his paper and holds it until the big seasons he would realize a greater return. The fire risk on baled paper is very light. Baled paper will not burn, it will scorch a little on the outside, and that would be the extent of the damage. But, on the other hand, loose paper thrown into a corner of the cellar or outbuildings is a fire risk that fire insurance underwriters will not put up with.

The cost of baling paper is nil—it takes no extra help or time than it does to gather it up and get it ready for the garbage man.

Quite recently CANADIAN GRO-

CER'S representative was passing a store on King Street West, Toronto, when the garbage was being collected. Large cornflake, shredded wheat and other cartons crammed full of waste paper was being piled in the wagon to be destroyed, to pass into nothing. Another item that helps to keep up the cost of living.

Out of curiosity CANADIAN GROCER'S scribe walked into the store and enquired if they sold the waste paper, and was promptly told "No, it was not worth the trouble."

Leaving this store and going further along the street, he went into the grocery of T. Nolan, at the corner of King and Portland streets, and asked the same question. Mr. Nolan replied: "Sure, we save the waste paper and also bale it." "How long have you had a baler?" he was next asked. "I purchased it about three years ago," replied Mr. Nolan. "I wouldn't be without one. It's shown us a distinct profit of \$75.00 per year, and if the price of waste paper keeps as high as it is to-day, our profit will be trebled."

## Trades Mission is Discontinued

New Department for Canadians is Established in London

**T**HE Canadian Trades Mission in London has been discontinued.

In its stead there has been constituted the Special Trade Commission, a branch of the Department of Trade and Commerce. The branch will be known as the Overseas Branch, and will be under the direction of W. C. Noxon, who was chief assistant under Lloyd Harris. With Mr. Nixon will be associated Harrison Watson, Chief Trade Commissioner in the United Kingdom, who will co-ordinate the work of Associated Trade Commissioners with the Overseas Branch.

## Make No Direct Sales

It will not be the duty of the Overseas Branch to make sales or purchases, or negotiate contracts for individuals or corporations. This must be left to their own resources and efforts. The aim of the Overseas Branch will be:

(1) To provide a convenient commercial meeting place for Canadians visiting London for business purposes, where they will be made welcome and can find men ready and willing to give them advice and information.

(2) To have at hand full and pertinent information as to conditions of trade,

openings for business, demands for Canadian supplies and possible contracts; to facilitate conferences with business firms, manage introductions to business houses, and in every legitimate way aid Canadians to extend trade.

(3) Conversely, the Overseas Branch will be a Canadian Bureau of Business information as to Canadian products, where persons desirous of doing business with Canadians may find ready answers, careful directions and sound reliable counsel.

## Also Publicity Agency

(4) To give reasonable and uniform publicity to Canadian resources and productions and opportunities.

(5) To establish a wideawake and efficient commercial liaison office between Canadian producers and world buyers in London, and to that end the Overseas Commercial Branch in London will keep in close touch with the commercial intelligence branch of the Department of Trade and Commerce.

Under the new system the activities of the whole body of Canadian Trade Commissioners in Europe will be linked up. None of the trade credits given last year have been renewed.

# What Exporter Should Tell the Buyer

When Canadian Manufacturer Receives Enquiry From Foreign Country There Are Many Points to Mention in the Reply—Methods of Payment—Letter of Credit Through Confirming House or Bank, and Sight Draft

Written from interview with a British importer

**“W**HAT information should a Canadian manufacturer give an overseas import company when the manufacturer is asked to submit full particulars about their product with a view to export trade?”

This was a question CANADIAN GROCER asked the representative of a large influential importing house in London, England, who is now on a business trip to Canada.

This firm has been doing business for more than fifty years and has a worldwide connection. The various requirements were enumerated as follows:

- 1.—Quantity available, on an average.
- 2.—If the goods are seasonable—that is if they are produced in certain seasons and if so when they are packed.
- 3.—How long the manufacturer has been in business.
- 4.—Nationality of the people behind the product. It was explained that this was a very important question since the war.
- 5.—Whether any member of the staff knows how to ship goods for export trade.
- 6.—Sample of the goods should be sent.
- 7.—Nature or character of the contents, quality, etc.
- 8.—Number of packages to a case.
- 9.—Weight and outside dimensions of the case in which the goods are packed.
- 10.—The word “Canada,” or Made in Canada should appear prominently on the label, on the case and on the package or container. In fact Great Britain may make it compulsory to have the country of origin stamped on all imported goods in the near future. France has already decided to do this.
- 11.—In quoting prices these should not be quoted f.o.b. factory. Overseas importers know nothing about size or weight of packages and it is difficult for them to calculate freight from factory to seaport and steamship rates. Prices should be made f.o.b. shipping port, and should, if at all possible, be c.i.f. (cost

insurance and freight). If prices are not given c.i.f. the current rate for steamship freight should be given as well as gross weight of case and outside measurement of case. This enables the importer to calculate cost of steamship freight rate from shipping port to the port where the goods are received.

The above are among the most important points the Canadian exporter should consider in sending particulars about his product to an inquirer overseas.

## Keep Up the Quality

Another point made was that manufacturers be sure there is no deterioration in quality of their goods from shipment to shipment. “Nothing,” he said, “will give a firm and its brands a black eye more quickly than a poor shipment of goods. I know of an instance in England where it is almost impossible to sell a case of a certain brand of a manufactured product on account of the fact that the product had deteriorated greatly before it reached the ultimate consumer.”

In this particular case the deterioration was due to speculators holding the product until the quality had gone bad, but it should be clearly understood that foreign markets want good goods and are willing to pay the price.

## How Exported Goods are Paid For

There are two methods used for payment for goods shipped by the manufacturer to an overseas customer. One is by means of a letter of credit and the other is by sight draft.

In the first place manufacturers should be careful to know they are shipping their goods to reliable firms. It is preferable, too, to connect, where possible, with an importing firm in an overseas market which sells to the wholesale trade rather than with one wholesaler. This means a wider outlet for the goods.

If the Canadian manufacturer does not feel financially strong enough to finance his goods until they reach the foreign market and a sight draft is made with

the bill of lading on the importing house, he will probably be able to arrange matters satisfactorily to both parties by pointing this out to the overseas firm. He may say that he wants payment for his goods in Canada. This means that the importer in the foreign market has to make a connection with a confirming house in Canada at the seaport—Montreal, St. John, Halifax, etc.—who will pay for the goods when they are shipped.

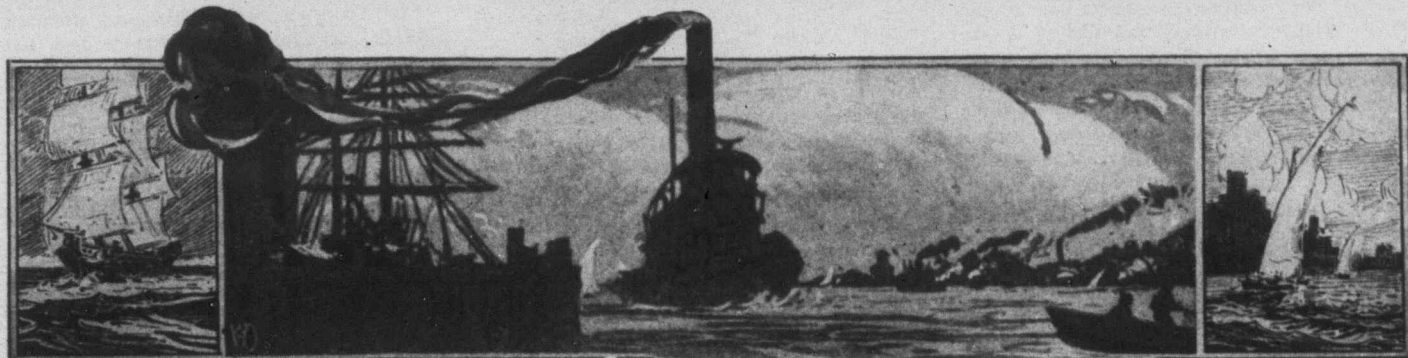
## Letter of Credit With Bank

There are, of course, many importing houses who arrange irrevocable letters of credit with their bankers on this side, and the bank pays the Canadian exporter for his goods as soon as they are shipped. This, of course, means that the foreign importer pays for the goods a month or more before he actually receives them, and as business with the wholesale trade in his country is usually done on a 30-day basis, it is at least two months after paying for them before he realizes on these goods. Many reliable importing firms may not always be able to do this.

Many houses, particularly at the present time, are anxious to do business on the three-day sight draft plan, which means that the Canadian exporter and the foreign importer each wait one month for their money—calculating that it takes a month for the goods to reach their destination and that the 30-day credit basis prevails.

Some large Canadian houses, of course, have their own agents in the Old Country and other markets to whom they ship direct, or they may ship to the ultimate buyer and the agent receives either salary or commission for looking after their interests.

The above will give Canadian manufacturers some idea of how export business is done. It will be found that once tried out, business can be done smoothly and profitably and the money is received without delay—a fact that many manufacturers do not appreciate before they decide to begin.





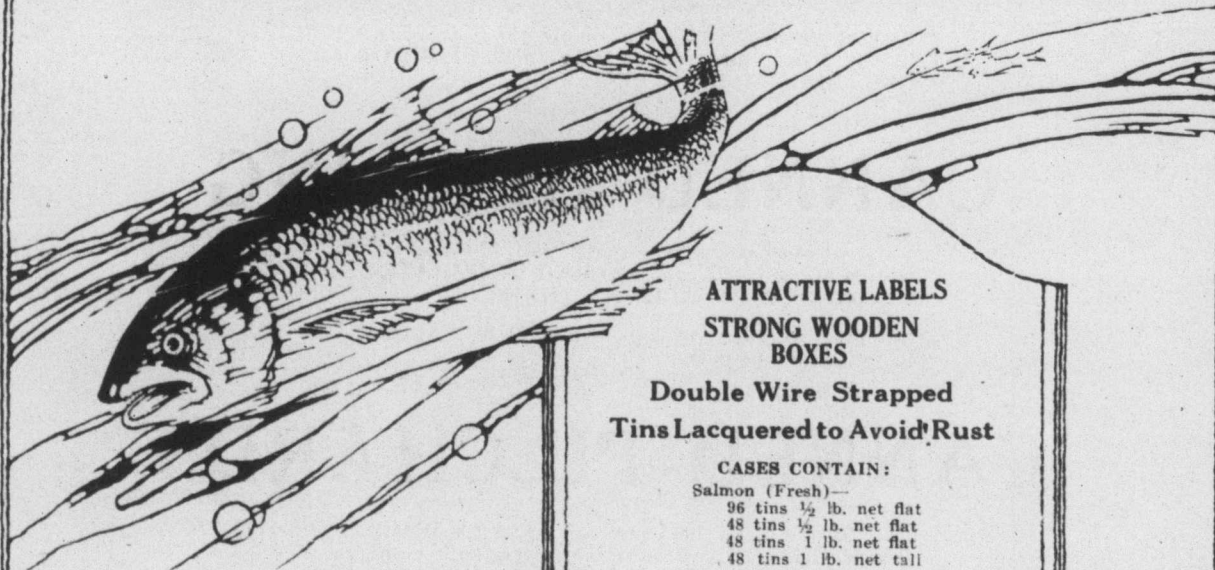
# FISH - MILK - FRUIT for EXPORT

We can quote attractive prices, C.I.F. (any port),  
for the prompt shipment of:

- |                  |  |
|------------------|--|
| CANNED SALMON    | (Chum, Whitespring, Pink, Cohoe, Steelhead, Redspring, Chinook, King, Reds, Blueback, Sockeye and Kippered)  |
| CANNED PILCHARDS | (Hand-packed)  |
| CANNED HERRING   | (Plain, Tomato Sauce, Kippered)  |
| CANNED CLAMS     | (Whole and Minced)   |
| CANNED WHALE     | (Like Finest-Corned Beef)  |
| CANNED MILK      | (Evaporated, Sterilized; Condensed, Sweetened and Unsweetened)   |
| CANNED FRUIT     | "Castle" and "Hall" brands of Apples, Apricots, Cherries, Grapes, Peaches, Pears, Plums, Prunes, Raisins, Figs, Currants, Pineapple, Blackberries, Loganberries, Raspberries and Strawberries. |
| DRIED FRUIT      |  |

## HARRY HALL & CO. LIMITED

510 Hastings Street West, Vancouver, Canada, and  
16 California Street, San Francisco, Cal., U.S.A.



A GOOD  
SELLER



We are exporters  
of the products of  
BRITISH  
COLUMBIA  
ALASKA  
WASHINGTON  
OREGON  
CALIFORNIA  
Foreign Buying and  
Selling Agents  
Shipping and  
Commission  
Merchants  
General Brokers

ATTRACTIVE LABELS  
STRONG WOODEN  
BOXES

Double Wire Strapped  
Tins Lacquered to Avoid Rust

CASES CONTAIN:

- Salmon (Fresh)—  
96 tins 1/2 lb. net flat  
48 tins 1/2 lb. net flat  
48 tins 1 lb. net flat  
48 tins 1 lb. net tall  
Salmon (Kippered)—  
96 tins 1/2 lb. net flat  
Pilchards—  
96 tins 1/2 lb. net flat  
48 tins 1 lb. net tall  
Herring—  
96 tins 1/2 lb. net oval  
96 tins 1/2 lb. net flat  
48 tins 1 lb. net oval  
48 tins 1 lb. net tall

CORRESPONDENCE SOLICITED

Cable Address:  
"HARALL," Vancouver, B.C.  
Codes Used:  
Western Union, 5th Letter  
A B C, 5th Edition  
Armsby, 1911  
Lieber—Bentley—Private

The quality and condition of all ship-  
ments is inspected by a reliable indepen-  
dent examiner before labelled and shipped.

BEST QUALITY  
AND SERVICE  
IS OUR AIM



For Export

# WALLACE'S PINK SALMON

Caught in deep salt water while the salmon is in its prime, and packed ON THE FISHING GROUNDS—A REAL PINK.

## CANNED HERRING

Fat, selected herrings, caught daily in the icy waters of the North, and PACKED IMMEDIATELY AT OUR ADJACENT CANNERY.

Shipping weights—48 1-lb. ovals, 72 lbs.; 96 ½-lb. ovals, 81 pounds.

## CANNED PILCHARDS

One of the most delicious fish that the North Pacific yields; our pilchard cannery is built right on the fishing grounds. They're canned before they lose that zestful, salt water tang.

48 1-lb. talls to the case.

Caught and packed by the

# WALLACE FISHERIES, LIMITED



at their six canneries at  
the fishing grounds

Head Office:  
**VANCOUVER**



MADE-IN-CANADA

## Malcolm Milk Products—

**A** LINE of superior quality manufactured by an all Canadian Company located in the heart of one of the best dairying districts in Canada.

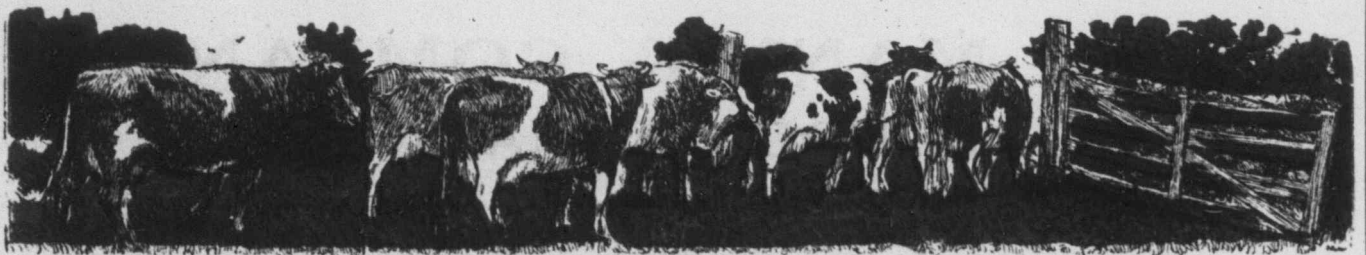
Made by modern sanitary methods from the milk of Government inspected cows, rich in butter fats and proteids.

These qualities combined with an attractive label will make it *as big a favorite in the European market as it is in Canada.*

We invite correspondence, and will be pleased to submit samples and quotations.

**The Malcolm Condensing Co., Limited**

ST. GEORGE, ONTARIO  
CANADA.



# Worthy of Your Efforts

There is a lot of satisfaction to the dealer in selling a marmalade which draws enthusiastic customers, as well as a mighty nice profit. That's what

## Shirriff's (True Seville) Orange Marmalade



will do. Put an attractive display of Shirriff's in your window or on your shelves. When your customers just ask for "marmalade" give them Shirriff's—next time they will emphasize "Shirriff's Marmalade."

Seville oranges from Spain, pure cane sugar, and many years' experience of specializing in marmalade — that's Shirriff's.

Place your order to-day

**Imperial Extract Company Toronto, Ont.**

*Selling Agents for Canada: Harold F. Ritchie & Co., Ltd., Toronto and Montreal*

## C. A. MANN & COMPANY

have a reputation with the Canadian trade for the reliability and uniformity of their Canadian Dairy Produce.

### EGGS

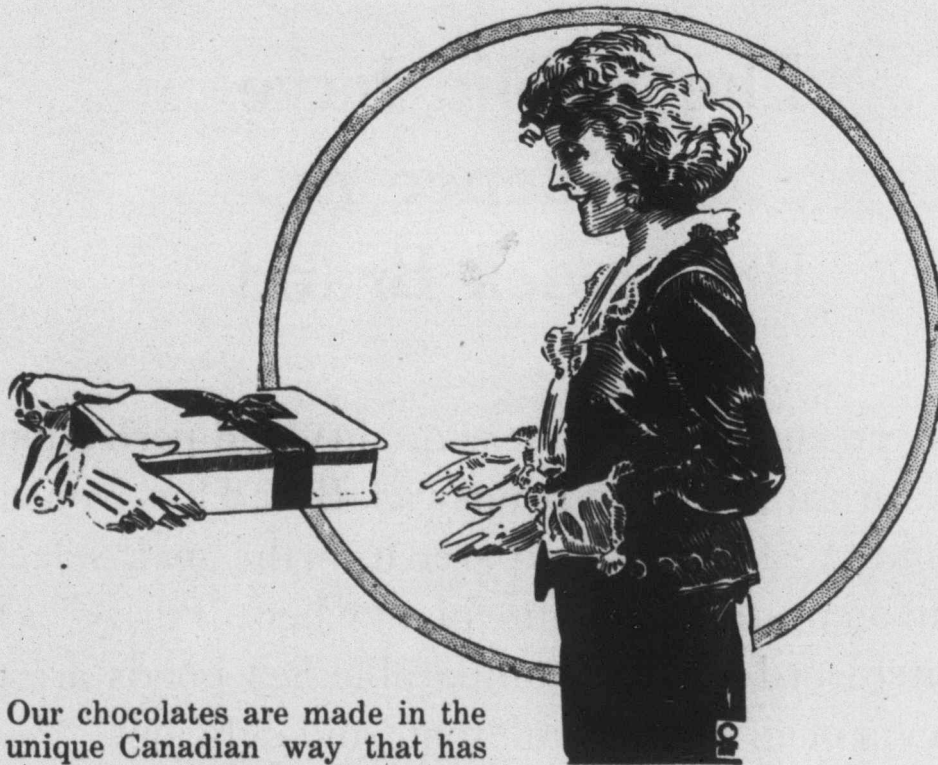
are our specialty. We are in a position to ship you the finest produced in Canada. Every shipment is carefully graded and packed. We will be pleased to quote you our prices F.O.B. seaboard.

**C. A. MANN & COMPANY**  
**LONDON, CANADA**

CABLE ADDRESS: "MANN"

# Nobility Chocolates Limited

Manufacture a high class all Canadian  
line of Chocolates and Pan Goods



Our chocolates are made in the  
unique Canadian way that has  
proven particularly pleasing to  
British and European tastes.

Our pan goods are clear, bright sweets  
which will hold their consistency during  
the warm weather.

We will be pleased to furnish quota-  
tions upon request.

Mr. E. A. Langley, our Canadian  
representative, is in England and  
can be reached by addressing  
him c/o American Express, Liver-  
pool.

## NOBILITY CHOCOLATES LIMITED

St. Thomas, Ontario  
CANADA



# BRUNSWICK

— Canada's

The public have  
confidence in  
Brunswick Brand

In most every household where quality and perfection in Sea Foods are appreciated Brunswick Brand has won confidence and satisfaction. Prepared from the finest selected catches in an up-to-the-minute plant where "Purity" is the daily watchword, these incomparable Sea Foods are the embodiment of all that is wholesome and delicious.

Stock from the following list:

- 1/4 Oil Sardines
- 1/4 Mustard Sardines
- Finnan Haddies  
(Oval and Round Tins)
- Kippered Herring
- Herring in Tomato Sauce
- Clams



# BRAND SEA FOODS

Best —



## Sell Brunswick Brand Sea Foods for Profit and Reputation

Brunswick Brand Sea Foods offer an excellent profit and their great popularity insures grocers of a quick turn over. They have been proven by Government analysis to be more nutritious and less expensive than any imported lines, and it is this reputation for superiority and value that guarantees that perfect customer satisfaction that spells bigger sales and better profits.

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



## An Advertising Moral

Manufacturers who sell to retailers cannot help being impressed with one of the main causes for the downfall of the liquor business. This was the failure of the brewer and the distiller to give constructive attention to the retail end. They concerned themselves with manufacturing. They advertised their goods and carried on publicity propaganda. They worked hard to combat the rising sentiment against liquor. No such widespread institutional advertising reaching out into so many angles ever was done before. And then, after spending millions in making and advertising, they let the retail part take care of itself.

Is not this neglect of the retailer being duplicated in a measure by some manufacturers? They devote time and money to bringing and keeping their goods up to the highest standard. They advertise liberally to increase consumer demand and good-will. Then they do not realize adequate dividends on this because of failure properly to line up the retailer. PRINTERS' INK a few months ago told about an Indiana dealer whose attitude towards a famous nationally advertised talking-machine actually shut that product out from an entire county. This was a case where the dealer was well acquainted with the merits and salability of the machine, but objected to the company's selling proposition.

Almost any manufacturer will wax indignant if told he is neglecting the retailer. But this does not alter the truth of the condition in many instances. The neglect is not intentional, of course. The manufacturer is ready to help, and he does help. But the trouble is the help is not constructive and practical enough.

One big concern advertised broadcast its willingness and preparedness to assist its customers in every phase of their store activities. Then it placed the whole proposition in the hands of one advertising man. This man would have done quite well as advertising counsellor along a variety of lines. He was a clever worker and a good thinker. All he lacked—and this was a fatal lack—was a knowledge of the retail store.

The trouble with much of the service work, as PRINTERS' INK has said several times, is that it often is the product of a desk theorist. You have got to know a lot more than how to make a clever lay-out or write good copy if you want to do something worth while for the retailer. You have got to know the retailer, his problems and his customers. There is no royal road to this sort of knowledge. The best way to get it is to go out and dig for it—to go right to the retail store, work or talk with the retailer, and bring to bear upon his difficulties the fresh viewpoint of the outsider.

Many of the most successful concerns in the country have found that this is the only basis upon which real service to the retailer can be built.

— Editorial, "Printers Ink."

The business newspaper gives you a chance to build business with the merchant who sells your goods.

### MacLEAN PUBLISHING CO., LIMITED

Montreal Toronto Winnipeg Vancouver  
Boston New York Chicago  
London, Eng.

Publishers of the following specialized business papers:

Hardware and Metal  
Sanitary Engineer

Canadian Grocer  
Dry Goods Review  
Men's Wear Review

Bookseller and Stationer  
Druggists' Weekly





**AMONG OUR IMPORTATIONS ARE :**

**BRITAIN:** Tartaric Acid      Citric Acid      Wrapping Twines

**FRANCE:** French Cream Tartar      French Castile Soap

**JAPAN, CHINA, STRAITS SETTLEMENTS, WEST INDIES,  
AUSTRALIA, NEW ZEALAND:**

Pepper, Ginger, Cloves, Nutmegs, Sago, Tapioca, Peanuts, Canned Pine-  
apple, Desiccated Coconut, Egg Albumen, Isinglass, Essential Oils, Alum

**BRITISH COLUMBIA:** Herrings      Salmon      Pilchards

**CALIFORNIA:** Salt      Canned Fruits

Write or wire for prices. It means money to you

**R. G. Bedlington & Co., Ltd., Vancouver**

**Wholesale Brokers**

Established 1905

**IMPORTERS**

**EXPORTERS**

**BIRKS, CRAWFORD & CO.**  
**VANCOUVER, B.C.**

*DISTRIBUTORS OF*

**British Columbia, Alaska  
and Puget Sound**

**CANNED SALMON**

*All Standard Grades and Sizes*

also

**Herring, Pilchards, Clams**

*C.I.F. Prices Quoted on Request*

**Quality Our First Consideration**

Cable Address: BIRCRAW

All Standard Codes

# GROCCERS OF CANADA

Here is a new Product that will be sold in every  
Grocery Store

## Evaporated Bananas

Grown in Jamaica. Packed in Jamaica. Only the best bananas used. Put up in clean, attractive packages. Can be sold at less price than ordinary bananas. From 15 to 18 bananas in every carton. Every family will use them for table dessert, puddings, cakes, pies and many other uses. Be the first grocer in your town to stock this new product, ex the pack of 1920.



*A Pure Fruit Food and Confection  
all British Product*

First shipment of Wimco Banana Figs will arrive shortly from Jamaica and we would advise placing your orders early. Order from your wholesaler or jobber.

**WATT & SCOTT, LIMITED** Agents for Canada  
TORONTO AND MONTREAL

The West India Mercantile Company, Limited, Kingston, Jamaica, B.W.I.



Get our prices on Split Peas, Pot and Pearl Barley, Manitoba Blended and Ontario Wheat Flours

# The Big Seller

This large, attractive moth and dust-proof carton of Quality Rolled Oats has proven itself a profit-earner and a satisfaction-winner of the highest calibre.

## Grocers everywhere report Big Sales of Quality Rolled Oats

And here are just a few reasons why housewives prefer these Supreme Porridge Oats:

- 1st—They cook quickest because the flakes are rolled thinnest and semi-cooked.
- 2nd—Our special "Pan-Dried" process gives them a rich, nut-like flavor.
- 3rd—They are made from the finest Canadian oats, prepared in a sanitary, modern factory and guaranteed to

be free from dust and absolutely pure.

Quality Rolled Oats will prove just as great a favorite with **Europeans** as it has with Canadians. Our unsurpassed shipping facilities and our large daily capacity especially equips us to handle European orders with promptness.

### Canadian Cereal & Flour Mills Co., Limited

TILSONBURG, ONTARIO

Head Office - - - Stratford, Ont.

Selling Agents for Ontario:

Cruikshank and Guild - - 32 Front St. West, Toronto)

*We are Manufacturers  
and Exporters of*

Pure Jams  
Pure Orange Marmalade  
Blended Jams  
Condensed Mince Meat

Our "WETHEY" and  
"DOMINION FOODS" labels  
are well known in Europe.

*Enquiries solicited.*

Cable address "WETHEY"  
Western Union Code

**J. H. WETHEY, LIMITED**  
St. Catharines, Canada

# Gosse-Millerd

The "Gosse-Millerd" Products are Tangible Evidence of our Belief in the Triumph of Quality Goods



PACKED  
96 1/2-lb. Flats per case.  
48 1-lb. Flats per case.  
48 1-lb. Talls per case.



PACKED  
96 1/2-lb. Flats per case.  
48 1-lb. Talls per case



PACKED  
96 1/2-lb. Flats per case.



96 1/2-lb. Flats per case.  
48 1-lb. Flats per case.  
48 1-lb. Talls per case.



PACKED  
96 1/2-lb. Flats per case.



PACKED  
96 1/2-lb. Ovals per case.  
48 1-lb. Ovals per case.

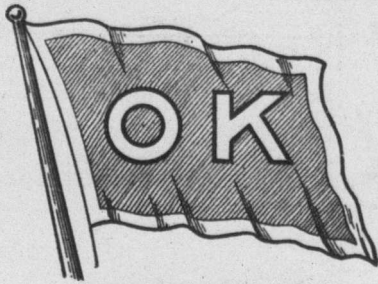


PACKED  
96 1/2-lb. Ovals per case.  
48 1-lb. Ova's per case.

## GOSSE-MILLERD PACKING COMPANY, LIMITED

*Salmon and Herring Cannery and Packers*

Head Office, 597 Hastings St., West, Vancouver, B.C., Canada



# O'Loane, Kiely & Co. Limited

HEAD OFFICE:  
VANCOUVER, CANADA

ASSOCIATED OFFICES:

SEATTLE  
326 Colman Bldg.

SAN FRANCISCO  
514 Robert Dollar Bldg.

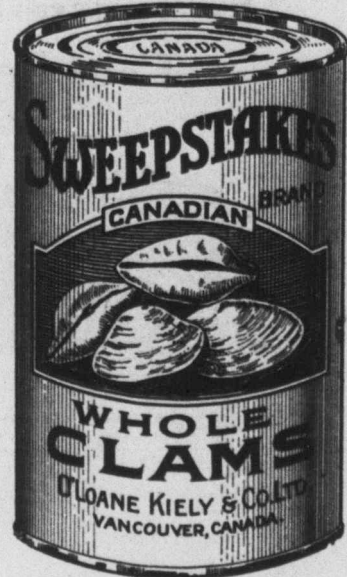
## WHOLESALE EXPORTERS FOOD PRODUCTS



PACKED  
48 1-lb., shipping weight, 71 lbs.  
96 ½-lb. shipping weight, 79 lbs.



PACKED  
48 1-lb., shipping weight, 71 lbs.



PACKED  
48 1-lb., shipping weight, 71 lbs.

### CANNED FISH

Salmon, Pilchards, Herring, Clams,  
Fish Paste.

### PICKLED FISH

HERRING: Scotch Cure—Norway Cure  
—Split—Round.

PILCHARDS, SALMON: Salt and Mild-  
cured.

### SMOKED FISH

Herring Chicks: 2½-lb. boxes, 5 in a  
bundle, each bundle weighs 15 lbs.  
gross and measures 12" x 12" x 6".

Bloaters: 20-lb. boxes, 24 lbs. gross,  
12" x 18" x 5".

Kippers: 20-lb. boxes (same weights,  
etc., as bloaters).

10-lb. boxes, 12½ lbs. gross, 18" x  
12" x 3½".

Smoked Boneless, boxes of 10 lbs. net,  
crated in fives, each crate weighs 65  
lbs. gross, measures 32" x 14½" x  
6½".

We are  
Proprietors of the following  
brands:

O.K.	Sockeye	Salmon
Victory	Red Spring	Salmon
Pacific Chief	Pink	Salmon
Equality	Chum	Salmon
Sweepstakes	Cohoe	Salmon
Sweepstakes	Pilchards	
	Herring and Clams.	



PICKLED HERRING  
Barrels, 250 lbs. net, 320 lbs. gross,  
21 in. diam. x 31 in. high.  
Half barrels, 125 lbs. net, 175 lbs.  
gross, 18 in. diam. x 24 in. high.

Cable Address:  
BRITSALMON  
All commercial  
codes.

Reference:  
The  
Dominion Bank  
Vancouver,  
Canada.



48 1-lb. ovals, shipping weight, 72 lbs.      96 1-2 lb. ovals, shipping weight, 81 lbs.

### IMPORTERS

Oriental Produce—including Beans, Peas, Rice, Tapioca, Spice, Peanuts, Walnuts, Oil,  
Dried Egg Products, Albumen, etc.

# WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

## THE MARKETS AT A GLANCE

**T**HE markets generally are firm, with a tendency for higher prices. Many lines of commodities have advanced. The butter and egg markets, however, show every indication of weakening and have registered declines in almost every vicinity.

**TORONTO**—The usual quota of advances have been registered this week. Canada Sugar Refinery has advanced sugar 75 cents per hundred; this is still 25 cents below the other refiners. Supplies of icing sugar are very limited. Granulated sugar is coming along a little better this week. Corn syrup has advanced, due to the exchange rate and the higher cost of corn. The market for teas remains about the same. The lower grades with which the market has been especially flush are about cleaned up. Prices on new stocks to arrive will range higher. Java tea that was previously selling to the trade at 38 to 43 cents per pound is now worth around 50 cents. Cornstarch and laundry starch has advanced one-half cent per pound. Cereals are all firm and in active demand. Pearl tapioca has declined, now selling at 12 cents per pound in bag lots. An unsettled condition is manifest in the market for spices. Spot stocks are inadequate to meet present demands. Peppers are scarce, also cloves, ginger and cream of tartar. All spice markets show a distinctly firm undertone. Pure jams in 4-pound tins have advanced 5 cents each and 16-ounce jars are 15 cents per dozen higher. Dried fruits are scarce and an active demand is noted. Shelled nuts are very firm, although no actual change in prices for spot stocks has taken place. An advance can be expected as quotations at primary markets are higher and supplies are difficult to obtain. Prepared icing, Crisco, soap chips, gelatine, health salts, prepared coffee and custard powder have all reached higher levels. New prices on new crop maple syrup and sugar are named; the first shipment expected to arrive the latter part of this month. Hand-picked Ontario beans are quoted at \$6.00 per bushel. Oranges, lemons and grapefruit are the feature of the fruit market. The smaller size oranges have advanced 25 cents per case, but the larger size has declined.

The butter market has declined, although a firm tone has developed. The market for eggs is weakening and prices are declining, and as milder weather and as the condition of the roads become better, further declines can be expected. The fish market is very brisk. Supplies are fair and going into consumption very rapidly.

**MONTREAL**—Markets are pretty strong this week and tendencies are toward higher levels. There is practically no change to the sugar situation and prices rule firmly. Canned goods are strong and although no alterations are made to local quotations it is felt that advanced prices are to be expected, particularly in the case of canned tomatoes and general fruit lines. Coffee and cocoa are in good and steady demand and prices are maintained. Advances have been effected on Japan teas, and Javas are stated to be practically exhausted. In view of the bare condition of the tea market it is thought that higher levels will be reached in the very near future. There is practically no change in beans and peas which stand very firm with higher tendencies. Corn syrups are higher and the market is very strong under active demands. Molasses is unchanged. Prices are firm and although the new stocks will be arriving next week, dealers are of the opinion that the high prices will be maintained. Feeds continue strong. Pearl barley and fine oatmeal have advanced and the cereal market stands firm and strong. There is practically no change to report in the spice market. Prices are maintained under fairly good demands. Oats are considerably stronger and advances have been effected on all grades. Dried fruits are strong, although quotations are unchanged. There is a good, steady demand for all nuts and no fresh developments have arisen. Rice is strong with upward tendencies. Package goods are strong and a few minor advances have been effected in some lines. Lemons are considerably easier this week and are selling at \$8.00 per case. Florida tomatoes are weaker and are selling at \$7.00 per case. Advances have been effected on the following miscellaneous articles: Canned soups, Florida water, matches, gelatine, baking powder and wrapping paper. Cleaned currants have been reduced three cents per pound.

**WINNIPEG**—General grocery markets show a tendency to firmness. Sugar is arriving in better supplies, but is still far short of the necessary quantity. The cereal market is strong with slight advances registered on many lines. Beans are ruling at firm prices and supplies are small. Rolled oats has advanced this past week and further advances are looked for. All confectionery lines show a tendency to reach higher levels. Supplies of dried fruits are almost exhausted and importers are inclined to hold off imports on account of the high prices at primary markets. New Oriental rice has arrived on this market and is being rapidly picked up. Broom corn is higher and brooms are expected to follow.

QUEBEC MARKETS

**M**ONTREAL, March 12—The condition of the markets this week is fairly strong and advances have been effected on several lines. Business is stated to be very good for the time of year, although lack of supplies in some instances is retarding the volume accomplished. Sugar is strong and sells freely under recently advanced prices. Canned goods are strengthening up very considerably and higher levels may shortly be reached.

*Sugar Firm Under  
Advanced Prices*

**Montreal.**  
SUGAR.—There is practically no change to the sugar situation, which stands strong under recently advanced prices. Supplies of raws are stated to be coming along with greater freedom and refineries are now working continuously.

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

*Canned Goods Strong;  
Prices Unchanged*

**Montreal.**  
CANNED GOODS.—The position of canned goods is unaltered as far as quotations are concerned, but the undertone is decidedly stronger and advanced prices may be expected. Canned tomatoes are especially strong. Canned fruits will probably attain higher levels in the very near future. Dealers state that stocks are now practically depleted. The smaller retailer has not been buying freely of late and his small stocks are about exhausted. With the opening of navigation a very brisk business in all canned goods is anticipated.

CANNED VEGETABLES		
Asparagus (Amer.), mammoth green tips	4 50	4 95
Asparagus, imported (2 1/2s)	5 50	5 55
Beans, Golden wax	2 00	2 00
Beans, Refugee		2 00
Beets, new, sliced, 2-lb.	1 35	1 35
Corn (2s)		1 80
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 2s	2 85	2 90
Squash, 2 1/2-lb. doz.		1 50
Succotash, 2 lb. doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2 1/2 lb. tins		1 60

Tomatoes, 1s	1 45	1 50
Do., 2s		1 50
Do., 2 1/2s	1 80	1 85
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2 1/2s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, standards	1 85	1 90
Do., Early June	1 92 1/2	2 05
Do., extra fine, 2s		2 00
Do., Sweet Wrinkle		2 00
Do., fancy, 20 cs.		1 87 1/2
Do., 2-lb. tins		2 75
Peas, Imported—		
Fine, case of 100, case		27 50
Ex. Fine		30 00
No. 1		23 00

*Coffee and Cocoa  
in Good Demand*

**Montreal.**  
COFFEE.—Coffee continues strong under ever-increasing demands, and although nothing definite is given, the tendency is toward higher rather than lower levels. Taken altogether, coffee is in a very firm position.

COCOA.—Prevailing prices hold unchanged. Supplies are found quite adequate to meet the heavy demands, and a good general business is being transacted in the local markets.

COFFEE—		
Rio, lb.	0 33 1/2	0 35 1/2
Mexican, lb.	0 50	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 51
Mocha (types)	0 50	0 52
Santos, Bourbon, lb.	0 47	0 49
Santos, lb.	0 47	0 48
COCOA—		
In 1-lb., per doz.		5 80
In 1/2-lb., per doz.		3 00
In 1/4-lb., per doz.		1 60
In small size, per doz.		1 15

*Japan Teas Advanced;  
Javas Are Exhausted*

**Montreal.**  
TEAS.—As CANADIAN GROCER has pointed out for the past few weeks, teas are in a very strong position owing to the bare condition of the markets. Advances are effected this week on Japan early picking, which is quoted in the local market at from 75 to 85 cents per pound. There are practically no Javas on the market. The position is very strong and even higher levels will shortly be reached. The congested condition of the European ports is largely responsible for the present situation, and it is stated that there is no immediate prospect of improvement. In the meantime markets are bare and demands for this beverage are exceptionally heavy.

JAPAN TEAS—		
Choice (to medium)	0 65	0 75
Early picking	0 75	0 85
Finest grades	0 80	1 00
JAVAS—		
Pekoes	0 46	0 48
Orange Pekoes	0 49	0 51
Broken Orange Pekoes	0 48	0 50
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

*Beans and Peas  
Stand Unchanged*

**Montreal.**  
BEANS.—There is practically no change to the position of the market this week. Prices are maintained under steady demands and the undertone is firm.

PEAS.—There is manifest in the market a steady demand for peas, although no definite price changes are recorded. Supplies are stated to be fairly good, and sufficient to meet all demands. The position is decidedly firm.

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

*Corn Syrups Higher;  
Molasses Strong*

**Montreal.**  
CORN SYRUP.—Advances have been effected on all lines of corn syrups, and, in view of the increased prices of commodities largely used in its manufacture, it is felt that higher levels may be reached. One dealer stated to CANADIAN GROCER that corn alone has advanced 10 cents per bushel and this is bound to have an effect on prices. A brisk business is reported in all lines of syrup and the position is very strong, with higher tendencies.

MOLASSES.—There is little or no change to the position of molasses. Stocks continue very low, and although new stocks are expected upon the market next week, importers state that no quotations have been given. It is felt, however, that the tendency is upward.

Corn Syrups—		
Barrels, about 700 lbs., per lb.		0 09
Half barrels		0 09 1/2
Kegs		0 09 3/4
2-lb. tins, 2 doz. in case, case		5 90
5-lb. tins, 1 doz. in case, case		6 85
10-lb. tins, 1/2 doz. in case, case		6 55
2-gal. 25-lb. pails, each		2 85
3-gal. 38 1/2-lb. pails, each		4 25
5-gal. 65-lb. pails, each		6 85
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case		6 50
5-lb. tins, 1 doz. in case, case		7 45
10-lb. tins, 1/2 doz. in case, case		7 15
Cane Syrup (Crystal Diamond—		
case (2-lb. cans)		8 50
Barrels, per 100 lbs.		12 25
Half barrels, per 100 lbs.		12 50
Glucose, 5-lb. cans (case)		4 80

Prices for		
Barbadoes Molasses—		
Punchons	1 30	1 35
Barrels	1 33	1 36
Half barrels	1 35	1 40
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case		6 00
3-lb. tins, 2 doz. in case, case		8 25
5-lb. tins, 1 doz. in case, case		6 80
10-lb. tins, 1/2 doz. in case, case		6 65
Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above 1/2 barrel prices.		

*Steady Demand  
For All Feeds*

**Montreal.**  
FEEDS.—The steady demands for all feeds is continued and prices are maintained. Dealers state that there is still a very marked shortage of supplies and



prospects for the immediate future are not encouraging. The market is firm with higher tendencies.

**FEEDS—**

Bran, mixed cars	45 00
Shorts, mixed cars	52 00
Crushed oats	63 00 71 00
Barley chop	...
Special Middlings	...
Feed Flour, 98 lbs.	3 30
Gluten Feed—	...
F.o.b. Cardinal	66 00
F.o.b. Fort William	64 00

**Pearl Barley and Oatmeal Advanced**

**Montreal.**  
**CEREALS.**—Cereals are strong, and several advances have been effected during the week. Pearl barley has advanced to from \$8 to \$8.25 per bag of 98 pounds, and pot barley has advanced 50 cents per bag. Standard granulated and fine oatmeal has also reached higher levels, selling at from \$6 to \$6.75 per bag. The market is firm under very brisk demands.

**CEREALS—**

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

**Nutmegs Strong; Ginger Very Firm**

**Montreal.**  
**SPICES.**—Nutmegs are stated to be very strong and very scarce in all grades. Current prices are unchanged but dealers are of the opinion that advances may be expected in the very near future. Ginger, both African and Jamaicas, are also very scarce, with higher tendencies. Spices generally rule very firm, and lower prices do not appear probable for some time to come. Trade is fairly good. Supplies are coming along in better volume but there is still a noticeable shortage on many lines.

Allspice	0 22
Cassia (pure)	0 33 0 35
Cocoanut, palls, 20 lbs., unsweetened, lb.	0 45
Do., sweetened, lb.	0 35
Chicory (Canadian), lb.	0 20
Cinnamon—	...
Rolls	0 35
Pure, ground	0 35 0 40
Gloves	0 85 0 90
Cream of tartar (French pure)	0 75 0 80
American high test	0 80 0 85
Ginger	0 40
Ginger (Cochin or Jamaica)	0 31
Mace, pure, 1-lb. tins	1 00
Mixed spice	0 30 0 32
Do., 2½ shaker tins, doz.	1 15
Nutmegs, whole	0 60 0 70
64 lb.	0 45
80 lb.	0 45
100 lb.	0 40
Ground, 1-lb. tins	0 65
Pepper, black	0 35 0 40
Do., special	0 35
Do., white	0 35 0 40
Pepper (Cayenne)	0 35 0 37
Pickling spice	0 30 0 35
Paprika	0 65 0 70
Tumeric	0 25 0 30
Tartaric acid, per lb. (crystals or powdered)	1 00 1 10
Cardamon seed, per lb., bulk	2 00
Caraway (nominal)	0 30 0 35
Cinnamon, China, lb.	0 30
Do., per lb.	0 35
Mustard seed, bulk	0 35 0 40
Celery seed, bulk (nominal)	0 75 0 80
Pimento, whole	0 12 0 20

For spices packed in cartons add 4½ cents a

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

**Oats Stronger; Advanced Prices**

**Montreal.**  
**HAY AND GRAIN.**—An advance of 1½ cents per pound has been effected on all grades of oats and the position is considerably stronger, with higher tendencies. Trade is stated to be very dull. Buyers appear unwilling to purchase large stocks and are living practically from hand to mouth. Barley is strong and very scarce, and advances are to be expected. There is little or no movement manifest at the present time in the hay market. Prices are maintained, and dealers state that although there is a good demand for hay from America, cars in which to ship are not available.

**Hay—**

Good, No. 1, per 2,000 lb. ton	23 00
Do., No. 2	27 00
Do., No. 3	24 00
Straw	15 00

**Oats—**

No. 2 C.W. (34 lbs.)	1 17½
No. 3 C.W.	1 13½
Extra feed	1 13½
No. 1 feed	1 12½
No. 2 feed	1 10½
Tough 3 C.W.	1 11½

**Barley—**

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

Prices are at elevator.

**Figs and Raisins Selling Freely**

**Montreal.**  
**DRIED FRUIT.**—Conditions in the dried fruit market are practically unchanged. Prices are maintained. An increased demand for figs is manifest, and although quotations are unaltered it is felt that the trend is toward higher levels. Turkish raisins are selling very freely although supplies leave much to be desired. Stocks are on the way but in the meantime business is somewhat held up by poor supplies. Dealers state that business is fairly good and prices decidedly firm.

Apricots, fancy	0 40
Do., choice	0 34
Do., slabs	0 30
Apples (evaporated)	0 23½ 0 24
Peaches, (fancy)	0 28 0 30
Do., choice, lb.	0 28
Pears, choice	0 30 0 35
Drained Peels—	...
Choice	0 25
Ex. fancy	0 30
Lemon	0 45
Orange	0 45
Citron	0 60
Peels (cut mixed), doz.	3 25
Raisins (seeded)—	...
Choice, bulk, 25-lb. boxes, lb.	0 22
Muscadels, 2 Crown	0 25
Do., 1 Crown	0 25
Do., 3 Crown	0 24
Do., 4 Crown	0 19½
Fancy seeded (bulk)	0 23
Do., 16 oz.	0 24 0 25
Cal. seedless, cartons, 12 ounces	0 21 0 23
Do., 16 ounces	0 26 0 28
Cal. Seedless, loose	0 26 0 28
Currants, loose	0 19 0 22
Do., Greek (16 oz.)	0 24
Dates, Excelsior (36-10s), pkg.	0 15½
Fard, 12-lb. boxes	3 25
Packages only	0 19 0 20
Do., Dromedary (36-10 oz.)	0 19
Packages only, Excelsior	0 20
Loose	0 16
Figs (layer), 10-lb. boxes, 2s, lb.	0 40
Do., 2½s, lb.	0 45
Do., 2½s, lb.	0 45
Do., 2½s, lb.	0 50
Figs, white (70 4-oz. boxes)	5 40
Figs, Spanish (cooking); 22 lbs.	...

boxes, each	0 12
Figs, Turkish, 3 crown, lb.	0 44
Do., 5 Crown, lb.	0 46
Do., 7 Crown, lb.	0 52
Figs, mats	4 75
Do. (25-lb. boxes)	2 75
Do. (12 10-oz. boxes)	2 20
Prunes (25-lb. boxes)—	...
20-30s	0 33
30-40s	0 30
40-50s	0 27
50-60s	0 23
60-70s	0 22
70-80s (25-lb. box)	0 30
80-90s	0 19
90-100s	0 17½
100-120s	0 16 0 17

**Almonds and Walnuts Are Good Sellers**

**Montreal.**  
**NUTS.**—There is practically no change in the market as far as prices are concerned, and prevailing prices denote no fluctuations. A good steady business is reported on all lines and the position is decidedly firm. Tarragona almonds are selling at from 32 to 33 cents per pound and are in good demand.

Almonds, Tarragona, per lb.	0 32 0 33
Do., shelled	0 60
Do., Jordan	0 75
Brazil nuts (new)	0 28
Chestnuts (Canadian)	0 27
Filberts (Sicily), per lb.	0 23 0 29
Do., Barcelona	0 25 0 26
Hickory nuts (large and small), lb.	0 10 0 15
Pecans, No. 4, Jumbo	0 35
Peanuts, Jumbo	0 24
Do., "G"	0 19 0 20
Do., Coons	0 16
Do., Shelled, No. 1 Spanish	0 24 0 25
Do., Salted, Spanish, per lb.	0 29 0 30
Do., Shelled, No. 1, Virginia	0 16½ 0 18
Do., No. 1 Virginia	0 14
Peanuts (Salted)—	...
Fancy wholes, per lb.	0 35
Fancy splits, per lb.	0 33
Pecans, new Jumbo, per lb.	0 32 0 35
Do., large, No. 2, polished	0 32 0 35
Do., Orleans, No. 2	0 21 0 24
Do., Jumbo	0 60
Pecans, shelled	1 60 1 70
Walnuts	0 29 0 35
Do., new Naples	0 34
Do., shelled	0 75 0 80
Do., Chilean, bags, per lb.	0 33

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

**Rice Strong With Upward Tendency**

**Montreal.**  
**RICE.**—There is practically no change in the local market although dealers state that the Eastern markets are considerably firmer. Supplies are beginning to come along better and brisk business is being transacted. Quotations hold unchanged for the time being but the general opinion of the trade is that advances may be looked for in the very near future.

**RICE—**

Carolina, ex. fancy	19 00 21 00
Do. (fancy)	18 00
Rangoon "B"	14 50
Rangoon "CC"	14 25
Broken rice, fine	14 00
Tapioca, per lb. (seed)	0 12½ 9 13
Do. (pearl)	0 12½ 0 13
Do. (flake)	0 11 0 12½

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

**Corn Starch Advanced; Laundry Starch Also**

**Montreal.**  
**PACKAGE GOODS.**—Higher prices prevail for prepared corn starch and also laundry starch, both of which have advanced ½ cent. In view of the increased price of corn, dealers state that

higher prices appear inevitable. Other package goods are very firm with higher tendencies under active demands.

**PACKAGE GOODS**

Breakfast food, case 18	2 85
Cocoanut, 2 oz. pkgs., doz.	0 75 1/2
Do., 20-lb. cartons, lb.	0 85
Corn Flakes, 3 doz. case 3 60 3 65 3 50	4 25
Oat Flakes, 20s	5 40
Rolled oats, 20s	6 50
Do., 18s	2 42 1/2
Do., large, doz.	3 00
Oatmeal, fine cut, pkgs., case	6 75
Puffed rice	5 70
Puffed wheat	4 25
Farina, case	2 35
Hominy, pearl or granu., 2 doz.	3 65
Health bran (20 pkgs.), case	2 60
Scotch Pearl Barley, case	2 60
Pancake Flour, case	3 60
Pancake Flour, self-raising, doz.	1 50
Wheat food, 18-1 1/2s	3 25
Buckwheat Flour, case	3 60
Wheat flakes, case of 2 doz.	2 95
Oatmeal, fine cut, 20 pkgs.	6 75
Porridge wheat, 36s, case	7 00
Do., 20s, case	7 50
Self-raising Flour (3-lb. pack.)	
doz.	3 05
Do. (6-lb. pack.), doz.	6 00
Corn starch (prepared)	0 12 1/2
Potato flour	0 16
Starch (laundry)	0 10 1/4
Flour, Tapioca	0 15 0 16

**Flour Market Remains Unchanged**

**Montreal.**  
**FLOUR.**—No new feature has developed in the flour market and prices are maintained. Business is stated to be very good and all demands can be filled without difficulty.

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

**Lemons Weaker; Apples Are Strong**

**Montreal.**  
**FRUIT.**—Lemons are considerably easier this week and have declined to \$8 per case. Oranges (California navels) are selling at from \$8 to \$9 per case and are very strong. Apples in boxes are higher, being quoted at from \$5 to \$5.50 per box. Dealers state that but little business is being transacted at the present time and do not look for much improvement before the spring.

**Apples—**

Baldwins	7 50	8 00
Ben Davis, No. 1	6 00	7 00
Greenings	7 50	8 00
Gravenstein		
Spies	10 00	
Winter Reds	6 50	7 00
Apples in boxes	5 00	5 50
Bananas (as to grade), bunch	6 00	7 00
Cranberries, bbl.	11 00	
Do., gal.	0 60	
Grape, Emperor, kegs	13 00	
Grapefruit, Jamaican, 64, 80, 96	4 25	
Do., Florida, 54, 64, 80, 96	4 25	
Lemons, Messina	8 00	
Pears, Cal.	5 00	
Pomegranates (boxes of about 20), box	3 00	
Oranges, Cal., Valencias	7 00	
Cal. Navels	8 00	9 00
Florida, case		6 00

**Some Lines Have Advanced**

**Montreal.**  
**MISCELLANEOUS.**—Advanced prices have been effected on Campbell's soups during the week, and are now quoted at \$2 per dozen, showing an advance of 35 cents over former quotations. Dominion

matches have advanced recently 30 cents per case, and are selling in the local market at \$6.25, plus excise tax. Knox's gelatine has advanced 35 cents per dozen and is now quoted in the market at \$2.25. Current quotations show an advance of 1/2 cent per pound over former prices. Grey-brown wrapping paper in rolls is selling at 7 cents per pound, and manila is quoted at 7 1/4 cents. Higher quotations rule on Florida water, which sharply advanced during the week. Large size is selling at \$7.25 per dozen and the small size shows an increase of 80 cents, being quoted at \$3 per dozen.

**Cleaned Currants Are Reduced**

**Montreal.**  
**CURRENTS.**—A reduction of 3 cents per pound has been effected on cleaned currants during the week. Patras are quoted at 23 cents and Filiatras are selling at the same price.

**Florida Tomatoes Selling \$7 Per Case**

**Montreal.**  
**VEGETABLES.**—Florida tomatoes are not so strong this week and have declined

\$1 per case, being quoted in the local market at \$7. Celery and cucumbers are also marked lower, while new beets have advanced \$2.50 per bag. There is no new development to record in the market. Prices are pretty steady and business is not at all brisk.

Florida tomatoes, crate (40 lbs.)	7 00
Beans, new string (imported) hamper	7 00
Beets, new, ha g (Montreal)	2 50
Cucumbers (hothouse), doz.	3 00
Chicory, doz.	0 50
Cauliflower, Am., doz. dble crate	7 00
Do., single crate	3 50
Cabbage (Montreal), barrels	4 50
Carrots, bag	1 75
Garlic, lb.	0 50
Horseradish, lb.	0 20
Lettuce (Boston), head crate	3 00
Leeks, doz.	4 00
Mint	0 60
Mushrooms, lb.	1 00
Onions, Yellow, 75-lb. sack	3 50
Do., red, 75 lbs.	8 50
Do., crate	3 00
Do., Spanish, case	3 50
Oyster plant, doz.	0 50
Parsley (Canadian)	1 00
Peppers, green, doz.	0 50
Parsnips, bag	1 75
Potatoes, Montreal (90-lb. bag)	3 50
Do., New Brunswick	3 75
Do., sweet hamper	3 50
Radishes, American, doz.	0 75
Spinach, barrel	6 00
Turnips, Quebec, bag	2 00
Do., Montreal	1 50
Tomatoes, hothouse, lb.	0 40
Florida lettuce (hamper)	6 00
American parsley, doz.	2 00
Florida celery (4-doz. crate)	6 50

**ONTARIO MARKETS**

**TORONTO, March 12**—All grocery lines continue to be firm. The usual quota of advances has been registered. Corn syrups are up 20 to 30 cents per case. Crisco, which declined last week 50 cents per case, has now advanced 50 cents per case. New prices are named on new crop maple syrup. Starches, both laundry and culinary, have advanced one-half cent per pound. The spice market is unsettled owing to difficulty in getting supplies. The fruit market is firm. The smaller size oranges are 25 cents per case higher, but the larger sizes are cheaper. Potato supplies are light, quoted at \$4.25 to \$4.50 per bag.

**Icing Sugar in Scant Supply**

**Toronto.**  
**SUGAR.**—Canada Sugar Refinery has advanced sugar 75 cents per hundred. This is still 25 cents below other refiners. Supplies of icing sugar are very limited. Granulated is coming along a little better, but is being distributed to retailers very carefully.

St. Lawrence, extra granulated, cwt.	16 71
Atlantic, extra granulated	16 71
Acadia Sugar Refinery, extra granulated	16 71
Dom. Sugar Refinery, extra granulated	16 71
Dom. Sugar Refinery, extra granulated	15 50

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

**Corn Syrups Again Advanced**

**Toronto.**  
**SYRUPS.**—Corn syrups have ad-

vanced 20 to 30 cents per case. This is the second advance in the last three weeks.

**Corn Syrups—**

Barrels, about 700 lbs., yellow	0 09
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/4c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	6 50
Cases, 5-lb. tins, white, 1 doz. in case	7 45
Cases, 10-lb. tins, white, 1/2 doz. in case	7 15
Cases, 2-lb. tins, yellow, 2 doz. in case	5 90
Cases, 5-lb. tins, yellow, 1 doz. in case	6 85
Cases, 10-lb. tins, yellow, 1/2 doz. in case	6 55

**Cane Syrups—**

Barrels and half barrels, lb.	0 08
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/4c over	
Cases, 2-lb. tins, 2 doz. in case	7 00

**Molasses—**

Fancy, Barbadoes, barrels	
Choice Barbadoes, barrels	
West India, bbls., gal.	0 56
West India, No. 10, kegs	6 50
West India, No. 5, kegs	3 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes	
Tins, 3-lb. table grade, case 2 doz. Barbadoes	
Tins, 5-lb., 1 doz. to case, Barbadoes	
Tins, 10-lb., 1/2 doz. to case, Barbadoes	
Tins, No. 2, baking grade, case	

2 doz. ....	4 00
Tins, No. 8, baking grade, case of 2 doz. ....	4 70 6 50
Tins, No. 5, baking grade, case of 1 doz. ....	3 75 6 20
Tins, No. 10, baking grade, case of 1/2 doz. ....	3 60 6 00
West Indies, 1 1/2s, 48s ....	4 60 6 95

**Lower Price Teas About Cleared Up**

Toronto.

TEAS.—The market for teas remains about the same. Lower grades, with which the market has been especially flush, are about cleared up. Prices on new stocks to arrive will range higher. Java tea, that was previously quoted to the trade at 38 to 43 cents per pound, is now worth around 50 cents per pound.

Ceylons and Indians—		
Pekoe Souchongs .....	0 48	0 54
Pekoes .....	0 52	0 60
Broken Pekoes .....	0 56	0 64
Broken Orange Pekoes .....	0 58	0 66
Javas—		
Broken Orange Pekoes .....	0 58	0 65
Broken Pekoes .....		0 50
Japans and Chinas—		
Early pickings, Japans .....	0 63	0 65
Do., seconds .....	0 50	0 55
Hyson thirds .....	0 45	0 50
Do., pts. ....	0 58	0 67
Do., sifted .....	0 67	0 72

Above prices give range of quotations to the retail trade.

**Coffee Market is Very Strong**

Toronto.

COFFEE.—No new developments are reported in the coffee market this week. Spot stocks are low, and supplies to arrive will be higher, due to the exchange rate. The demand, at the present time, is very heavy.

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

**Starches Have Advanced**

Toronto.

PACKAGE GOODS.—Both laundry and corn starch have advanced one-half cent per pound. Puffed rice is again on the market, and quoted at \$5.70 per case. All other lines of package goods are firm at prices quoted.

PACKAGE GOODS		
Rolled Oats, 20s, round, case. ....		6 50
Do., 20s, square, case. ....		6 50
Do., 36s, case .....		4 85
Do., 18s, case .....		2 42 1/2
Corn Flakes, 36s, case .....	4 00	4 25
Porridge Wheat, 36s, regular, case .....		6 00
Do., 20s, family, case .....		6 80
Cooker Package Peas, 36s, case .....		4 20
Cornstarch, No. 1, lb. cartons .....	0 12 1/2	
Do., No. 2, lb. cartons .....	0 11	
Laundry starch .....	0 10 3/4	
Laundry starch, in 1-lb. cartons .....	0 12 3/4	
Do., in 6-lb. tin canisters .....	0 14 3/4	
Do., in 6-lb. wood boxes .....	0 14 3/4	
Potato Flour, in 1-lb. pkgs. ....		0 16
Fine oatmeal, 20s .....		6 75
Cornmeal, 24s .....		3 65
Farina, 24s .....		2 90
Barley, 24s .....		2 60
Wheat flakes, 24s .....	5 60	6 00
Wheat kernels, 24s .....		4 50
Self-rising pancake flour, 24s .....		3 70
Buckwheat flour, 24s .....		3 70
Two-minute oat Food, 24s .....		3 75
Puffed wheat, case .....		4 60
Puffed Rice, case .....		5 70

Health Bran, case .....	2 60
F.S. Hominy, gran., case .....	3 65
Do., pearl, case .....	3 65
Scotch Pearl Barley, case .....	2 60

**Rolled Oats Firm; Corn Meal Also**

Toronto.

CEREALS.—The rolled oats market is ruling firm at the advance registered last week. Some wholesalers are still selling at the old price until stock is exhausted. Cornmeal is also firm, and quoted at \$5.50 to \$6 per bag of 98 pounds. Other lines remain unchanged.

	Single Bag Lots	F.o.b. Toronto
Barley, pearl, 98s .....		8 50
Barley, pot, 98s .....		7 25
Barley Flour, 98s .....		4 50
Buckwheat Flour, 98s .....		6 25
Cornmeal, Golden, 98s .....	5 50	6 00
Do., fancy yellow, 98s .....		6 50
Hominy grits, 98s .....	5 50	6 00
Hominy, pearl, 98s .....	5 25	5 75
Oatmeal, 98s .....	5 75	6 00
Oat Flour .....		
Corn Flour, 98s .....		5 50
Rye Flour, 98s .....		5 00
Rolled Oats, 90s .....	5 60	6 00
Rolled Wheat, 100-lb. bbl. ....		8 00
Cracked wheat, bag .....		6 50
Breakfast food, No. 1 .....		7 75
Do., No. 2 .....		7 75
Rice flour, 100 lbs. ....		10 00
Linseed meal, 98s .....		6 75
Peas, split, 98s .....		0 08 1/2
Blue peas, lb. ....	0 09	0 10
Marrowfat green peas .....		0 11 1/2
Graham Flour, 98s .....		7 00
Farina, 98s .....		6 20

**Tapioca Declines; Rices Unchanged**

Toronto.

RICE AND TAPIOCA.—Tapioca is quoted at 12 cents per pound in bag lots, and one-half cent per pound over this for broken lots. The situation in the market for rice remains unchanged. Southern rices that are arriving are mostly poor quality, being mostly rain-damaged.

Honduras, fancy, per 100 lbs. ....		
Blue Rose, lb. ....	0 20	0 20 1/2
Siam, fancy, per 100 lbs. ....	15 00	16 00
Siam, second, per 100 lbs. ....	13 50	14 50
Japans, fancy, per 100 lbs. ....		17 00
Do., seconds, per 100 lbs. ....		15 00
Fancy Patna .....		17 00
White Sago .....	0 13 1/2	0 14
Do., Pakling .....		14 00
Chinese, XX., per 100 lbs. ....		
Do., Simiu .....		
Do., Mujin, No. 1 .....		
Tapioca, pearl, per lb. ....	0 12	0 12 1/2

**Jams Are Higher; Canned Goods Firm**

Toronto.

CANNED GOODS.—There is a steady demand for canned goods. All lines are fairly well represented. Prices are unchanged.

JAMS.—A further advance is noted on Pure Jams; 4-pound tins are 5 cents higher, and 16-ounce jars are 15 cents per dozen higher. Red Seal Jams, in 12-ounce jars, are quoted at \$2.65 per dozen.

Salmon—		
Soockeye, 1s, doz. ....		4 75
Soockeye, 1/2s, doz. ....		2 75
Alaska reds, 1s, doz. ....	4 25	4 50
Do., 1/2s .....		2 50
Lobsters, 1/2 lb., doz. ....		6 50
Do., 1/4-lb. tins .....		3 90
Whale Steak, 1s, flat, doz. ....	1 75	1 90
Pilchards, 1-lb. talls, doz. ....	1 75	2 10
Canned Vegetables—		
Tomatoes, 2 1/2s, doz. ....	1 95	2 00

Peas, Standard, doz. ....	2 25	2 50
Do., Early June, doz. ....		2 40
Do., Sweet Wrinkle, doz. ....	2 50	2 70
Beets, 2s, dosen. ....		1 45
Do., extra sifted, doz. ....	2 77 1/2	2 82 1/2
Beans, golden wax, doz. ....		2 00
Asparagus tips, doz. ....	4 25	4 75
Asparagus butts, 2 1/2s, doz. ....		2 50
Canadian corn .....	1 75	2 10
Pumpkins, 2 1/2s, doz. ....		1 35
Spinach, 2s, doz. ....		2 15
Do., 1 1/2s, doz. ....	2 52 1/2	2 80
Do., 10s, doz. ....		10 00
Pineapples, sliced, 2s, doz. ....	4 75	5 25
Do., shredded, 2s, doz. ....	4 75	5 25
Rhubarb, preserved, 2s, doz. ....	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz. ....	2 65	4 52 1/2
Do., standard 10s doz. ....		5 00
Apples, gal., doz. ....		6 25
Peaches, 2s, doz. ....	3 55	3 90
Pears, 2s, doz. ....	3 00	4 25
Plums, Lombard, 2s, doz. ....	3 10	6 25
Do., Green Gage .....	3 25	3 40
Cherries, pitted, H. S. ....	4 35	4 40
Blueberries, 2s .....	2 25	2 40
Strawberries, 2s, H. S. ....	4 90	5 25
Blueberries, 2s .....	2 35	2 45
Jams—		
Apricots, 4s, each .....		1 08
Black Currants, 16 oz., doz. ....		5 00
Do., 4s, each .....		1 30
Gooseberry, 4s, each .....		1 08
Do., 16 oz., doz. ....		4 25
Peach, 4s, each .....		1 02
Do., 16 oz., doz. ....		4 15
Red Currants, 16 oz., doz. ....		4 30
Raspberries, 16 oz., doz. ....		5 05
Do., 4s, each .....		1 35
Strawberries, 16 oz., doz. ....		5 25
Do., 4s, each .....		1 35

**Market For Spices Very Unsettled**

Toronto.

SPICES.—An unsettled condition is manifest in the market for spices. Spot stocks are inadequate to meet present demands. Peppers are scarce, also cloves, nutmeg, ginger and cream of tartar. All markets show a distinctly firm undertone.

Allspice .....	0 23	0 25
Cassia .....	0 35	0 40
Cinnamon .....		0 55
Cloves .....	0 85	0 90
Cayenne .....	0 35	0 37
Ginger .....	0 32	0 40
Herbs — sage, thyme, parsley, mint, savory, Marjoram .....	0 40	0 70
Pastry .....	0 35	0 38
Pickling spices .....	0 22	0 30
Mace .....	0 95	1 00
Peppers, black .....	0 39	0 41
Peppers, white .....	0 50	0 52
Paprika, lb. ....	0 80	0 85

**Dried Fruit Supplies Are Scarce**

Toronto.

DRIED FRUITS.—Scarcity of supplies and higher prices to come is the report from the dried fruit market. Spanish mat figs appear to be a slump on the market; wholesalers are quoting them at 11 cents per pound, and should be good buying at this price.

Evaporated apples .....		0 24
Apricots, cartons, 11 oz., 48s. ....		4 55
Candied Peels, American—		
Lemon .....	0 44	0 48
Orange .....	0 44	0 46
Currants—		
Grecian, per lb. ....	0 22	0 24
Australians, 3 Crown, lb. ....	0 18	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case .....		6 00
Dromedary, 9 doz. in case .....		7 75
Fard, per box, 12 to 18 lbs. ....		3 50
New Hallowee dates, per lb. ....	0 21	0 23
Figs—		
Taps-Comarde, lb. ....		0 17
Layer, lb. ....	0 35	0 40
Comarde figs, mats, lb. ....		0 40
Smyrna figs, in bags. ....	0 16	0 18
Cal., 6 oz., 50s, case .....		4 50
Cal., 8 oz., 20s, case .....		2 50
Col., 10 oz., 12s, cnse. ....		2 00
Prunes—		
30-40s, 25s .....		0 31
40-50s, 25s .....		0 28

50-60s, 25s	0 24
60-70s, 25s	0 22
70-80s, 25s	0 21½
80-90s, 25s	0 20
90-100s, 25s	0 20
Sunset prunes in 5-lb. cartons, each	1 15
<b>Peaches—</b>	
Standard, 25-lb. box, peeled	0 26½ 0 23
Choice, 25-lb. box, peeled	0 27 0 30
Fancy, 25-lb. boxes	0 29 0 30
<b>Raisins —</b>	
California bleached, lb.	0 28½
Extra fancy, sulphur blech., 25s	0 28½
Seedless, 15-oz. packets	0 26½
Seedless, 15-oz. packets	0 24 0 25½
Seedless, Thompson's, bulk	0 25 0 26
Crown Muscatels, No. 1s, 25s	0 25
Turkish Sultanas	0 25½ 0 28½

**Shelled Nuts**

*to Be Higher*

**Toronto.**

**NUTS.**—There is practically no demand for nuts in the shell. Shelled nuts are very firm, and the market is active. Although no actual change in prices for spot stocks have taken place, an advance can be expected, as quotations at primary markets are higher and supplies are difficult to obtain.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	0 08	0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 28	0 30
Walnuts, Grenobles, lb.	0 28	0 33
Do., Marbot	0 28	0 30
Filberts, lb.	0 25	0 25
Pecans, lb.	0 30	0 32
Cocanuts, Jamaica, sack	10 50	10 50
Cocanut, unsweetened, lb.	0 40	0 43
Do., sweetened, lb.	0 45	0 45
Peanuts, Spanish, lb.	0 26½	0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed Nuts, bags 50 lbs.	0 32	0 32
<b>Shelled—</b>		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 45	0 50
Walnuts, Bordeaux, lb.	0 78	0 80
Do., Manchurian	0 65	0 65
Peanuts, Spanish, lb.	0 25	0 25
Do., Chinese, 30-32 to oz.	0 20	0 20
Brazil nuts, lb.	1 10	1 10
Pecans, lb.	0 19½	0 19½
Do., Java	0 19½	0 19½

**Many Lines**

*Have Advanced*

**Toronto.**

**MISCELLANEOUS.** — This week shows its usual quota of advances. Cowan's Prepared Icing has advanced to \$1.85 per dozen. Crisco is up 50 cents per case. Princess Soap Chips are selling in 25-pound boxes at 26 cents; in 130-pound barrels, at 25 cents per pound; and in cases of 36 packages, at \$4 per case. Knox's Gelatines are quoted at \$2.25 per dozen. Kellogg's Krumbles have advanced to \$4.15 per case. McKay's Cream of Barley is \$6 per case.

**Soluble Coffee**

*Has Advanced*

**Toronto.**

**SOLUBLE COFFEE.**—George Washington Coffee has advanced. The prices now quoted: Small, \$5.15 per dozen; Medium, \$10.10 per dozen; Large, \$15.80 per dozen; and the Hotel size, \$4.85 per tin.

**Kkovah Products**

*Are Higher*

**Toronto.**

**HEALTH SALTS.**—Kkovah products have advanced. Kkovah Health Salts have advanced to \$1.60 per dozen;

Custard Powder is up to \$1.45 per dozen; No. 25 Lemonade and Orangeade is up to \$3 per dozen; No. 15 Lemonade and Orangeade \$1.60 per dozen.

**New Prices Named**

*on Maple Syrup*

**Toronto.**

**MAPLE SYRUP.**—The first shipment of new maple syrup from Quebec is expected to arrive the latter part of the month. The prices quoted are as listed below:

<b>MAPLE SYRUP—</b>	
2½-lb. tins, 24 to case	17 35
5-lb. tins, 12 to case	17 35
8-lb. tins, 10 to case	19 95
10-lb. tins, 6 to case	15 75
5 gal. Imp. tin, 1 to case	14 70
15 gal. keg, per gal.	2 90
Pure Maple Sugar, 1-lb. blocks, 50s	0 35

**Hand-picked Beans**

*Are \$6.00 Per Bushel*

**Toronto.**

**BEANS.**—Some good hand-picked Ontario beans have arrived, and are quoted at \$6 per bushel. This grade of beans have practically been off the market for several weeks.

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

**Oranges and Lemons**

*in Active Demand*

**Toronto.**

**FRUIT.**—Oranges, lemons and grapefruit continue to be firm, and stocks are going into consumption immediately upon arrival. The large size oranges are somewhat cheaper, but the medium and smaller sizes are quoted 25 cents per case higher. California lemons have declined about 50 cents per case. The sale for apples is steady, and prices are unchanged.

<b>Cal. Navel Oranges—</b>	
80s, per case	5 75
100s, per case	6 75
126s, per case	7 50

150s, per case	8 25
176s, 200s, 216s, 250s, per case	9 00
<b>Florida Oranges—</b>	
126s, 150s, 176s, 200s, 216s, 250s	8 00 8 75
Bananas, Port Limons	0 08½
Lemons, Cal., 300s, 360s	6 50 7 50
Do., Messinas, 300s	.....
<b>Grapefruit, Florida—</b>	
36s, 46s, 54s	6 00
64s, 70s, 80s, 96s, 126s	6 50
<b>Grapefruit, Cuban—</b>	
54s, 64s, 70s, 80s, 96s	5 50
<b>Apples, Nova Scotia—</b>	
Baldwins, bbl.	4 50 7 00
Starks	4 50 6 75
Fallawatus	6 75
Peewaukie	6 25 7 00
Kings	4 50 5 00
Other varieties	4 50 7 00
<b>Apples, Ontario—</b>	
Spys, No. 1, bbl.	11 00
Do., Nos. 2 and 3	6 50 9 00
Baldwins	6 00 7 00
Rome Beauty, sizes 88s, 96s, 104s, 118s, 126s, 138s, 150s	3 75 4 00
<b>Cal. Pears</b>	5 50
<b>Florida Tangarines, 144s, 168s, 196s, 216s, 224s</b>	.....
Grapes, Spanish Malagas, keg	15 00 17 00
Cranberry, Cape Cod, bbl.	13 50
Do., half bbl.	7 50
Do., boxes	4 50

**Potato Stocks**

*Are Light*

**Toronto.**

**VEGETABLES.**—Canadian cabbage is not being quoted this week, none being offered. Florida cabbage, in hampers containing about a half barrel, is quoted at \$3.75. Potato stocks are very light barely enough to meet demands, and are selling at \$4.25 to \$4.50 per bag.

Cabbage, bbl.	6 00
Carrots, per bag	2 25
Parsnips, per bag	2 75
Radishes, Cal., doz.	0 75
Cabbages, Cal., ½ bbl. hampers	3 75
Onions, Yellow Danvers, 100 lb. sacks	8 00
British Columbia Onions, 75 lb. sacks	7 50
Spanish Onions, large cases	7 50
Do., small crates	2 75
Onions, white, large sacks	8 50
Celery, Florida, 3 to 4 doz. crates	6 50
Cauliflower, Cal., standard case	5 50 6 00
<b>Potatoes—</b>	
Ont., 90-lb. bags	4 25 4 50
Quebec, 90-lb. bags	4 25 4 50
Jersey Sweet, hamper	3 75
Turnips, bag	1 25
Mushrooms, 4-lb. basket	4 00
Lettuce, Cal., head, 4 to 5 doz. cr.	4 50 5 00
Do., leaf, doz.	0 35 0 50
Cabbage, Florida, hamper	3 75
Do., Domestic, doz. bunches	0 40
Hothouse Tomatoes, lb.	0 45
Green Peppers, doz.	1 00
Rhubarb, doz. bunches	1 35
Parsley, per dozen	1 00 1 25

**WINNIPEG MARKETS**

**W**INNIPEG, March 12—General grocery markets show a tendency to firmness. Sugar is arriving in better supplies. The cereal market is strong with slight advances on many lines. Beans are ruling at firm prices and supplies are limited. The market for rolled oats has advanced this past week and further advances are looked for. All confectionery lines show a tendency to reach higher levels. Supplies of dried fruits are almost exhausted and importers are holding off imports mostly on account of the high prices which prevail in primary markets.

**Sugar Supplies**

*Are Improving*

**Winnipeg.**

**SUGAR.**—Sugar supplies are greatly improved for Manitoba and Saskatchewan. Many cars have reached jobbers

the past week. It is estimated that at least 100 cars are required to fill the many gaps caused by the shortage. Since the advance of last week, the market has been quite steady but firm.

Redpath, \$16.55 per cwt.; St. Lawrence, \$17.55; Atlantic, \$17.55; Acadia, \$17.70.

**Cereals Are Strong;  
Some Advances**

Winnipeg.

**CEREALS.**—The cereal market is very strong, with slight advances showing on many lines.

Barley (Ontario)—Pot., 98-lb. sacks, \$6.75; 49-lb. sacks, \$3.45; 24-lb. sacks, \$1.80.  
Barley (Ontario)—Pearl, 98-lb. sacks, \$8.00; 49-lb. sacks, \$4.05; 24-lb. sacks, \$2.05.  
Oatmeal—Granulated, 98s, \$6.00; 49s, \$3.08; 24s, \$1.55.  
Oatmeal—Standard, 98s, \$6.00; 49s, \$3.08; 24s, \$1.55.  
Wheat Granules—98s, \$7.50; 49s, \$3.80; 24s, \$1.95.  
Corn Meal—49s, \$2.40; 24s, \$1.25; 10-lb. bags, 10 to bale, \$5.60.

**Beans Are  
in Active Demand**

Winnipeg.

**BEANS.**—Beans are holding very firm. The market, in fact, has stiffened considerably since last report, caused by heavy export orders being placed by European countries.

White Beans (in 100-lb. bags)—Extra fancy hand-picked, \$8.50; fancy, hand-picked, \$7.75.  
Lima Beans—Per lb., 13c.  
Lentils—Per lb., 16c.

**Rolled Oats Firm;  
Prices Quoted Higher**

Winnipeg.

**OATMEAL.**—Rolled oats are stronger. The market has been advancing steadily for some time. The past week has seen a still firmer tendency. The price to-day is around \$4.75; but it is stated that goods purchased on to-day's market would be 25 cents above this quotation.

**Confectionery  
Likely to Be Higher**

Winnipeg.

**CONFECTIONERY.**—All confectionery lines are very strong. Further advances are looked for in both confectionery and fancy biscuit lines. Manufacturers state they are yet much below prices which raw material warrants.

**Dried Fruits Are  
in Scant Supply**

Winnipeg.

**DRIED FRUIT.**—Dried fruit of all descriptions are in very scant supply. Market is very firm. Fruit bought on to-day's market for import will cost from ten to fifteen per cent. higher. Buyers have been holding off generally on account of the high prices. The exchange on American funds is also deterring Canadian buying.

Evaporated Apples—

Choice No. 1 stock—	
50-lb. boxes, faced, per lb.	0 25½
25-lb. boxes, faced, per lb.	0 26
3-lb. cartons, 16 to ca., carton	0 85
Apricots, extra choice, 5-lb. cartons, per carton	1 85
Currents—	
Australian, 3 crown, half case, per lb.	0 27½
Greek Fillistras, dry cleaned, lb	0 24½
Dates—	
Royal Excelsior, 10 oz., case	0 18½
Do., broken cases, per pkg.	0 19
Dromedary, 10 oz., case lots	0 22
Do., less quantities	0 23
Fard, 12-lb. boxes, per box	3 15

Figs—

Spanish cooking, recleaned, mats, lb.	0 16½
Black, in cartons, 5 lbs., carton	1 16
California White Roedings, 25-lb. case, lb.	0 23
Grapes, dried, black, 25-lb. boxes, per lb.	0 17
Peaches, peeled, 25-lb. boxes, lb.	0 27½
Peaches, choice, 25s.	0 27½
Do., fancy, 25s.	0 32
Do., unpitted, 25s.	0 28
Do., peeled, 10-lb. cartons	1 85
Pears, extra choice, 25-lb. boxes, lb.	0 28

Prunes—

90-100, 25-lb. case, per lb.	0 20	0 20½
80-90, 25-lb. case, per lb.	0 21	0 21½
70-80, 25-lb. case, per lb.	0 24	0 25
60-70, 25-lb. case, per lb.	0 25	0 26
50-60, 25-lb. case, per lb.	0 26	0 27
40-50, 25-lb. case, per lb.	0 30	0 31

Raisins—

Cal. Muscatels, 8 crown, 25s, lb.	0 16
Cal. package seeded, 11 oz., pkg.	0 14
Do., 15 oz., pkg.	0 22
Do., seedless, 11-oz. pkg.	0 18
Do., 15-oz., pkg.	0 24½
Cal. bulk, seedless, 25-lb. boxes, per lb.	0 24
Cal. bleached Sultanias, 25-lb. box, per lb.	0 31

**New Oriental Rice  
Quoted Higher**

Winnipeg.

**RICE.**—New Oriental rice which has just reached this market is very high, but is being picked up freely, on account of the barrenness of the market. So far, Siam rice, American styles, has come to hand. The American market is very strong.

**Vegetables Are  
Unchanged**

Winnipeg.

**VEGETABLES.**—Vegetables are in heavy demand, with scant supplies. Prices are steady but firm.

Beets, per lb.	0 04
Turnips, per lb.	0 03
Carrots, per lb.	0 04
Cabbage, per lb.	0 08
Potatoes, per bushel	2 75
B.C. Onions, per lb.	0 08
Head Lettuce, per doz.	2 00
Leaf Lettuce, per doz.	0 75
Cucumbers, per doz.	6 35

**Laundry Soap  
Very Firm**

Winnipeg.

**SOAPS.**—Laundry soap is very much firmer. An advance is looked for at any time. Toilets are also due for an advance.

**Brooms Will  
Be Higher**

Winnipeg.

**BROOMS.**—Broom corn has been fluctuating so much recently that it has been impossible to keep track of the market. Recent reports show an advance of 5 cents on all grades. Brooms being sold to-day are below to-day's values.

**Flour is Firm;  
Millfeeds and Hay Also**

Winnipeg.

**FLOUR.**—The flour is firm, with an upward tendency.

White Flour—98s, \$6.57½; 49s (2), \$6.67½; 24s (4), \$6.80.

Rye Flour—White rye, 98s, \$5.00; straight grade, 98s, \$4.75; dark rye, 98s, \$3.75; rye meal, 98s, \$4.00.

Millfeed—Bran, \$39.00 per ton, car lots; shorts, \$46.00 per ton, car lots; small lots, \$1.00 per ton additional.

Hay—No. 1 timothy, per ton, \$31.00; No. 2 timothy, \$29; No. 1 red top, \$26; No. 2 red top, \$24; No. 2 upland, \$22; No. 1 upland, \$21.

**VANCOUVER MARKETS**

**VANCOUVER, March 12**—The markets are generally firm with an upward tendency. Sugar is arriving in better quantities. Corn syrups are up 20 to 30 cents per case. Sago and tapioca market has weakened and quotations are lower. Biscuits, starch, shoe polish and toilet soaps are higher. A good demand is noted for marmalade oranges, apples and all citrus fruits. A great deal of interest is shown on the potato market, although prices remain unchanged.

**Sugar Supplies  
Have Improved**

Vancouver.

**SUGAR.**—The trade is now able to get more sugar than for some time past. There is still, however, a very real limit to the amount that each customer can have. The average price the grocers are charging for 2 lb. lots of white sugar is 35c. Brown sells around 16c.

**Sago Declines;  
Tapioca, Also**

Vancouver.

**TAPIOCA AND SAGO.**—The market for sago and tapioca has considerably weakened. Tapioca is quoted at 9½c and sago at 10½c per pound.

**Corn Syrups  
Have Advanced**

Vancouver.

**CORN SYRUP.**—Corn syrups have advanced 20 to 30 cents per case. A big business is reported in this line.

**Marmalade Oranges  
Are Selling**

Vancouver.

**FRUITS.**—The demand is brisk for both oranges and lemons. With sugar now obtainable, there will be, and has been, a good demand for marmalade oranges.

With sugar more plentiful here a brisker movement should be felt in apples. While selling steadily, the sugar Continued on page 52

# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., March 12.—Regina markets for the past week have been firm with few changes in prices, some of the staples going up slightly and a number declining. The sugar situation is better with a visible supply in sight. Eastern sugar sold here during the week at \$18.24, while the Vancouver product was sold at \$15.35. Cheese is down to 30½ cents per pound. Potatoes are lowering, with an average price of \$2 per bushel. Kellogg's cornflakes have declined 55 cents per case.

Beans, small white, Japans, bus.	4 50
Beans, Lima, per lb.	0 12½
Rolled oats, brails	6 00
Rice, Siam, cwt.	13 00
Sago, lb.	0 11½
Flour	5 40
Tapioca, lb.	0 14
Sugar, pure cane, gran., cwt.	15 55
Cheese, No. 1, Ontario, large.	0 30½
Butter, Creamery	0 65
Lard, pure, 3s, per case	21 60
Bacon, lb.	0 50
Eggs, new laid	0 72
Tomatoes, 2½s, standard case	4 47
Corn, 2s, standard case	3 96
Peas, 2s, standard case	4 80
Apples, gal.	3 25
Apples, evaporated, per lb.	0 26
Strawberries, 2s, Ont., case	9 75
Raspberries, 2s, Ont., case	9 75
Peaches, 2s, Ontario, case	7 85
Plums, 2s, case	5 00
Salmon, finest Sockeye, tall, case	18 80
Salmon, pink, tall, case	11 25
Peaches, Cal., 2½s	7 00
Potatoes, bushel	2 00

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 12.—A good business is reported on all lines. The markets are firm and showing few changes. Molasses are lower, being quoted at \$1.25. Creamery butter is firmer, being quoted at 68 cents. Eggs have declined; new-laid quoted at 70 cents and storage at 58 cents per dozen. Breakfast bacon is down to 42 cents per pound.

Flour, No. 1 patents, bbls., Man.	14 90
Cornmeal, gran., bags	6 25
Cornmeal, ordinary	4 10
Rolled oats	12 50
Rice, Siam, per 100 lbs.	14 75
Tapioca, 100 lbs.	13 50
Molasses	1 25
Standard, granulated	19 60
Sugar—	
No. 1, yellow	16 10
Cheese, New Brunswick	0 32
Cheese, Ont., twins	0 70
Eggs, fresh, doz.	0 33½
Lard, pure, lb.	0 30
Lard, compound	0 30
American, clear pork	56 00

Tomatoes, 2½s, standard case	4 25
Beef, corned, 1s	4 20
Eggs, storage	0 58
Breakfast bacon	0 40
Butter, creamery, per lb.	0 68
Butter, dairy, per lb.	0 63
Butter, tub	0 58
Raspberries, 2s, Ont., case	4 40
Peaches, 2s, standard, case	7 30
Corn, 2s, standard, case	3 80
Peas, standard, case	4 15
Apples, gal., N.B., doz.	4 75
Strawberries, 2s, Ont., case	9 75
Salmon, Red Spring, flats, cases	11 00
Pinks	11 50
Cocoas	15 00
Chums	9 00
Evaporated Apples, per lb.	0 22½
Peaches, per lb.	0 27½
Potatoes, Natives, per bbl.	7 25
Onions, Can., 100-lb. bag.	8 00
Lemons, Cal., case	10 00
Grapefruit, Cal., case	7 00
Grapefruit, Cal., case	6 50
Apples, Western, box	4 75
Bananas, per lb.	0 10
Grapes, Malaga, keg	11 00

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., March 12.—Corn syrup advanced 30 cents per case. Laundry starch is ½ cent per pound higher. Crisco is up 50 cents per case. Black Jack stove polish and Two-in-One shoe polish is 20 cents per dozen higher. Knox gelatine, bran and barley are also higher. Sago and tapioca quoted from 10 to 13 cents per pound. Some brands of marmalade have advanced. Squirrel peanut butter is up 1½ cents per pound.

Flour, 96s, per bbl.	12 96
Beans, B.C.	8 00
Rolled oats, 80s	4 90
Rice, Siam	12 75
Japan, No. 1	16 50
Tapioca, lb.	0 12
Sago, lb.	0 14
Sugar, pure cane, granulated, cwt	15 35
Cheese, No. 1, Ont., large	0 29
Butter, creamery, lb.	0 65
Do., dairy, lb.	0 50
Lard, pure, 3s	18 60
Eggs, new laid, local, case	16 00
Do., No. 1, storage, case	15 00
Tomatoes, 2½s, standard, case	4 50
Corn, 2s, case	4 00
Peas, 2s, standard, case	4 20
Strawberries, 2s, Ontario, case	10 30
Raspberries, 2s, Ontario, case	10 30
Cherries, 2s, red, pitted	9 00
Apples, evaporated	0 22½
Do., 25s, lb.	0 26½
Peaches, evaporated, lb.	0 25½
Do., canned, 2s	7 50
Prunes, 90-100s	0 18
Do., 70-80s	0 19
Do., 50-60s	0 20
Do., 30-40s	0 30
Do., 20-30s	0 33
Raisins, bleached Sultanas	0 27
Do., bulk, seedless	0 21
Do., package, 11 oz.	0 16½
Filliatras Currants, lb.	0 20
Salmon, pink tall, case	10 25
Do., Sockeye, tall, case	17 50
Do., halves	10 00
Potatoes, Alta., per ton	75 00
Oranges	7 25
Lemons	8 50
Grapefruit	9 00

## VANCOUVER MARKETS

Continued from page 51

shortage has undoubtedly curtailed the sale of apples. The prices prevailing are as follows:

Apples—	
Cooking, box	1 75
Baldwin, box	2 75
Delicious, box	4 50
Spitzenberg, box	3 50
Winesaps, box	3 25
Winter Bananas, box	3 00
Newtons, box	3 50
King David, box	2 75
Jonathans, box	2 75
Grapefruit, Florida	11 00
Do., California	4 25
Do., Arizona	5 00
Oranges, Navels	5 00
Lemons	7 00

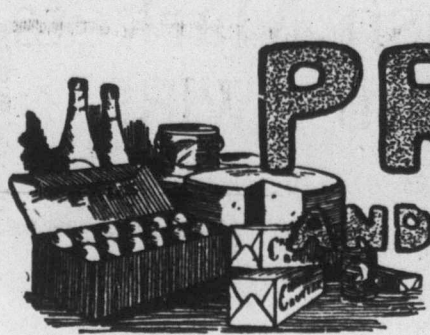
## Biscuits Are Quoted Higher

**Vancouver.**  
MISCELLANEOUS. — Soda biscuits are up one cent per pound. Two-in-One and Nugget shoe polishes have advanced 5 cents per dozen. Local toilet soap is up 50 cents per case. Starches have advanced one-half cent per pound.

## Potatoes Are In Active Demand

**Vancouver.**  
VEGETABLES.—Prices on vegetables from the South show slight declines this week over last. Green peas quote at 28c; flat Dutch cabbage sells from 7 to 9c as against 10c for Winningstadt; parsley sells at 45 to 50c; radishes, 55 to 60c; hothouse tomatoes, in 20 lb. crates, \$5.50; 30 lb. lug boxes sell at \$8.50; grapefruit moves at \$4.25. Although the price is the same on potatoes, there is more interest shown than in the past few weeks. The presence of American buyers, who are after white seed stock, is given as the reason.

Potatoes, Ashcroft	90 00
Do., Mainland, ton	70 00
Do., local	70 00
Carrots, per lb.	0 03½
Beets, per lb.	0 03
Turnips, per lb.	0 02½
Cabbage, per lb.	0 05
Onions, B.C., sack	8 50
Do., Man., sack	9 00
Valencia Onions, sack	9 00
Head lettuce, Cal., case	7 25
Do., leaf, per doz.	0 70
Tomatoes, per case	15 00
Celery, per dozen	3 00
Cauliflower	4 25



# PRODUCE AND PROVISIONS

## Selling 240 Dozens of Eggs in Four Days

### Making a Specialty of Eggs by Getting Them Direct From the Farm

**E**GGs are one of the most palatable, nourishing and convenient of foods containing all the essentials necessary for body building, and have been an important article of food since the early ages. No article of food is more universally eaten or served in such a variety of ways as eggs. The average housewife views the egg with suspicion, and the desire and craving for eggs is very often blighted by the uncertain quality.

W. R. McCaw, Roncesvalles Avenue, Toronto, is a merchant who, realizing this, has made a special bid for the egg business in his locality.

When CANADIAN GROCER representative walked into his store, he was attracted by two large baskets of nice

clean eggs on the counter. Upon commenting on this display, Mr. McCaw remarked: "I always make it a special business to sell eggs that I can recommend as being strictly new laid. I have made arrangements with several farmers to supply me with eggs that are never more than a few days old, so I can guarantee every egg." There was also a nice display of eggs in one of the windows, with a card stating: "Direct from the Farm—85 cents per dozen."

Mr. McCaw further stated: "A great many people come here for eggs, because they know that the quality can be depended upon. The last four days we sold eight cases, or 240 dozen, and when the price comes down we will about double that figure."

## HAS THE CREST OF HIGH PRICES BEEN REACHED?

Montreal, March 5. — In spite of the fact that the price of sugar is no longer controlled and the retailer is entitled to charge all he is able to get, one retailer at least is of the opinion that things are not as bad as they seem and that lower levels will be reached within the very near future.

CANADIAN GROCER'S informant, who is the manager of one of the busiest grocery stores on St. Catherine St., Montreal, went on to state that the approach of the maple sugar season will be a very important factor in the situation.

Previous to the new ruling, retailers generally were of the opinion that supplies had been held back in the hope of something like this cropping up and in consequence stocks were never very plentiful. With a de-controlled market has come increased deliveries and no trouble is experienced in securing necessary supplies. At the time, prices are advanced, but as soon as the maple sugar puts in its appearance, Mr. — declares emphatically that prices will take a very considerable drop.

## WEDNESDAY BARGAIN DAYS

Regina Trading Company has instituted special Wednesday bargain days in all departments.

## NO LOW-PRICED BEANS LIKELY

Montreal.—While the present condition of the bean market is quiet, CANADIAN GROCER is informed that there is much firmness of undertone, and that there is not the remotest probability of prices being low, that is, on the better grades of white beans. This is explained as due to a somewhat limited supply of the better grade beans in the hands of the Ontario growers, and who, because of this, are holding out for full prices. The market could absorb more beans, and would, but producers are holding out for full prices for what they have, and are unlikely to relinquish them in view of the fact that the imports of beans from Japan, and other points are light, due, in large measure to transportation and exchange conditions. The quietness in the Canadian market is attributed to the refusal, for the time being, of the trade to pay full prices asked.

## MUCH MOLASSES TO ENGLAND

The present condition of the molasses market is a strong one and the undertone suggests a continued high price basis.

"Prices have advanced in the 'Island,' and are bound to be high," said a heavy importer to CANADIAN GROCER.

"What of supplies in hand at the present time?" was asked.

"It is hard to say just what stocks there are, but they are not excessive. It will be some time—probably six weeks or two months before new crop molasses is received from the producers. The arrivals will be much delayed this year. England is buying a great deal of molasses and they are paying the price over there for this."

## Can Manufacturers Are Still Supplying Trade With Containers

### Plate Mills Are Four to Five Months Behind on Deliveries—Some Concern Expressed Regarding the Outlook

**M**ONTREAL.—While the outlook shows no improvements, the trade is being supplied with fair quantities of tin containers.

"But the plate mills are four to five months behind on deliveries and cannot better the situation," said Fred B. Whittall, managing director of the A. R. Whittall Can Co., Limited, Montreal, to position is little changed from what it was several weeks ago.

Mr. Whittall expressed some concern

regarding the outlook, in view of the near approach of the coming season. This industry, in Canada, takes a great deal of tinsplate, and the manufacturer must plan well ahead to provide for this trade.

"Even now," he said, "we are having to cut down bigger plates to get out stock, and this is really 'butchering' tinsplate. But we are taking care of our customers, and will hope to give them deliveries during the season."

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

**M**ONTREAL, March 12—Montreal markets are pretty steady this week, with higher tendencies. The hog market is very firm and slight advances are recorded. Beef is considerably stronger and general advances are quoted on practically all cuts. The position is strong and dealers state that higher quotations may be looked for. Barrelled beef is easier this week and had declined to \$28.00 per barrel. It is felt, however, that in view of the position of beef at the present time, prices are apt to react. Cooked meats are steady and prevailing prices are unchanged. The tendency is firm with higher prices. Bacon has advanced in the market this week and is selling at 34 cents per pound for cottage rolls. Margarine stands steady under a very limited demand and prices are unchanged. Lard stands firm and some dealers are of the opinion that higher levels may be reached in the near future. Shortening is stronger and has advanced about one-half cent per pound. No changes are reported in the butter market, although a better feeling has been manifested during the past week. New-laid eggs have again declined and are selling at from 66 to 68 cents per dozen with promise of further reductions in the near future. Cheese is practically unchanged. Poultry is strong and advances may be expected owing to the fact that demands are considerably in advance of available supplies. Live lobsters have reached record prices, selling at \$1.00 per pound. Trade in frozen fish is stated to be very good and prices are comparatively low. Demands for shell and bulk oysters are very slow and prices are easier.

Blood pudding, lb. ....	0 12
Mince meat, lb. ....	0 15
Sausage, pure pork .....	0 26
Bologna, lb. ....	0 14

### Bacon Advances in Firmer Market

**Montreal.**  
HAMS AND BACON. — Bacon is stronger this week, and advances have been effected in the local markets. Cottage rolls are quoted at 34 cents per pound, and business is stated to be somewhat brisker. Hams (picnic) also show advanced prices, and are selling at about 34 cents per pound.

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

**Bacon—**  
Breakfast ..... 0 48  
Cottage Rolls ..... 0 34  
Picnic Hams ..... 0 28

### Margarine Steady; Prices Unchanged

**Montreal.**  
MARGARINE.—Practically no change is manifest in this market, and prevailing prices rule steady under limited demands. Prints are quoted at 37 cents per pound.

**MARGARINE—**  
Prints, according to quality, lb. .... 0 37  
Tubs, according to quality, lb. .... 0 31

### Lard Steady With Firmer Tendency

**Montreal.**  
LARD.—The lard situation is practically unchanged as far as prices are concerned, but a firmer undertone is manifest in the market, and, in view of the light strengthening of hogs, it is felt in some quarters that advances may be expected. In the meantime a fairly active business is being transacted under prevailing prices.

**LARD—**  
Tierces ..... 0 29½ 0 30½  
Tubs ..... 0 29½ 0 30½  
Pails ..... 0 30 0 31  
Bricks ..... 0 32 0 33

### Poultry Strong and Very Firm

**Montreal.**  
POULTRY.—Under demands that are considerably in excess of available supplies, poultry stands very firm, and although no price changes are effected in the local market, appearances indicate that higher levels may shortly be reached.

**POULTRY (dressed)—**  
(Selling Prices)  
Chickens, roasting (3-5 lbs.)..... 0 37 0 40  
Chickens, roasting (milk fed).. 0 42 0 44  
**Ducks—**  
Brome Lake (milk fed green)... 0 46  
Young Domestic ..... 0 42  
Turkeys (old toms), lb..... 0 55  
Do. (young) ..... 0 58  
Geese ..... 0 34

### Hog Market

*Very Firm*

**Montreal.**  
FRESH MEATS.—HOGS.—The local market for live hogs is very firm and slight advances over last week's quotations have been effected. Live hogs (selects) are quoted at from \$19.50 to \$19.75. Dressed hogs are also very firm, but owing to the fact that the demand for supplies is somewhat limited on account of the milder weather, trade is rather quiet.

**BEEF.**—Beef is considerably stronger and advances are noted on practically all cuts. Trade, however, is not very brisk, although the market stands very firm, with higher tendencies.

FRESH MEATS			
Hogs, live (selects) .....	19 50		19 75
Hogs, dressed—			
Abattoir killed, 65-90 lbs.....	23 50		24 50
<b>Fresh Pork—</b>			
Leg of Pork (foot on) .....		0 31½	
Loins (trimmed) .....		0 35	
Loins (untrimmed) .....		0 32	
Bone trimmings .....	0 18	0 21	
Trimmed shoulders .....		0 25	
Untrimmed .....		0 23	
Pork Sausage (pure) .....		0 23	
Farmer Sausages .....		0 18	
<b>Fresh Beef—</b>			
(Cows)		(Steers)	
\$0 19 \$0 22 ..Hind quarters..	\$0 24	\$0 27	
0 12 0 14 ..Front quarters..	0 15	0 18	
..... 0 27 ..Loins .....	0 40	0 42	
..... 0 22 ..Ribs .....		0 30	
..... 0 12 ..Chucks .....		0 16	
..... 0 18 ..Hips .....		0 23	
Calves (as to grade) .....	0 22	0 23	
Lams, 50-80 lbs. (whole carcass),			
lb. ....		0 23	
No. 1 Mutton (whole carcass), 45-			
50 lbs., lb. ....		0 18	

### Plate Beef

*Prices Decline*

**Montreal.**  
BARRELLED MEATS. — Barrelled beef (plate) is easier this week and a decline of \$2.00 is shown over quotations prevailing last week. Beef is selling in the local market at \$28.00 per barrel.

Bean pork is stronger and has advanced to \$50.00 per barrel, showing an advance of \$2.00 over former prices. Trade is not very active and supplies are found to be sufficient for all local demands.

**BARRELLED MEATS**

Barrel Pork—		
Canadian short cut (bbl.), 25-35		
pieces .....	54 00	
Clear fat backs (bbl.), 40-50		
pieces .....	55 00	
Heavy mess pork (bbl.) .....	52 00	
Plate Beef .....	28 00	
Mess Beef .....	25 00	
Bean Pork .....	50 00	

### Pork Sausage

*is Good Seller*

**Montreal.**  
COOKED MEATS.—No appreciable change has been manifest in the local market this week. Pork sausage has advanced to 26c per pound, and is in very active demand. Prices otherwise are held without change and the undertone is firm, with somewhat higher tendencies.

Jellied pork tongues .....	0 46
Jellied Pressed Beef, lb. ....	0 32
Ham and tongue, lb. ....	0 30
Veal and tongue .....	0 23
Hams, cooked .....	0 47
Shoulders, roast .....	0 50
Shoulders, boiled .....	0 43
Pork pies (doz.) .....	0 75



Old fowls (large) .....	0 34	0 36
Do., (small) .....	0 32	0 33

### Shortening Stronger With Slight Advances

**Montreal.**  
SHORTENING. — Shortening in tierces (400 pounds) has recently advanced one-half cent per pound, and is now selling at 29 cents. The undertone is considerably firmer, although the volume of trade is not heavy for the time of year.

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

### Butter Steady and Firmer

**Montreal.**  
BUTTER. — Butter stands fairly strong and somewhat firmer, although prevailing prices show no change from those of last week. On account of the fact that a lot of surplus stock has been disposed of, a better feeling prevails in the market. Creamery solids are quoted at from 60 to 61 cents per pound.

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

### Further Declines Noted in Egg Market

**Montreal.**  
EGGS.—Further declines have been effected during the week on new laid eggs, which are quoted at from 66 to 68 cents per dozen. Dealers state that supplies from the American market are pretty steady, and even lower levels may be reached in the very near future. Very few Canadian eggs are on the market.

EGGS—		
New laids .....	0 67	0 68

### Old Cheese is Advanced 1c Lb.

**Montreal.**  
CHEESE.—But little movement is manifest in the cheese market this week, and although an advance of 1 cent per pound is recorded on old cheese, trade is very dull and prices appear steady. Old cheese is now quoted at 34 cents.

CHEESE—		
New, large, per lb. ....	0 29½	
Twins, per lb. ....	0 30	
Triplets, per lb. ....	0 32	
Stilton, per lb. ....	0 36	
Fancy, old cheese, per lb. ....	0 34	

### Lobsters Reach Record Prices

**Montreal.**  
FISH.—Live lobsters have reached the record price of \$1 per pound, and dealers state that there is practically a famine of these crustaceans. Trade in frozen fish is very good, on account of the cold weather, and stocks of frozen haddock and herrings are found to be getting pretty low.

## ONTARIO MARKETS

**TORONTO, March 12**—The market for produce and provisions show little change. Hogs have a firmer tendency. Live hogs are quoted at \$19.25 on the fed and watered basis. Yearling lamb is quoted at 32 to 34 cents per pound. Cooked hams are higher. The market for butter, although declining, has a firm tone. Eggs are easier and prices will shortly be lower. Cheese market is reported very slow and prices are easier. A brisk business is noted on fish. Poultry supplies are light.

### Tenderloins Are 52 Cents Per Pound

**Toronto.**  
FRESH MEAT.—Live hogs are quoted at \$19.25 on the fed and watered basis, and dressed hogs are \$24 to \$26 per hundred. Tenderloins have advanced to 52 cents per pound. Yearling lamb is quoted at 32 to 34 cents per pound.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt. ....	21 00	26 00
Live off cars, per cwt. ....		19 50
Live, fed and watered, per cwt. ....		19 25
Live f.o.b., per cwt. ....		17 50
Fresh Pork—		
Legs of pork, up to 18 lbs. ....		0 31
Loins of pork, lb. ....		0 38
Tenderloins, lb. ....		0 52
Spare ribs, lb. ....		0 25
Picnics, lb. ....		0 24
New York shoulders, lb. ....		0 28
Boston butts, lb. ....		0 32
Montreal shoulders, lb. ....		0 29
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb. ....	0 22	0 25
Front quarters, lb. ....	0 14	0 16
Ribs, lb. ....	0 24	0 28
Chucks, lb. ....	0 14	0 16
Loins, whole, lb. ....	0 32	0 36
Hips, lb. ....	0 20	0 22
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb. ....	0 22	0 26
Spring lamb, lb. ....		
Yearling lamb ....	0 32	0 34
Sheep, whole, lb. ....	0 12	0 20
Above prices subject to daily fluctuations of the market.		

### Cooked Hams Are Quoted Higher

**Toronto.**  
COOKED MEATS. — Cooked hams have increased one to two cents per pound, and an active demand is noted for this line. Jellied tongue is also selling well, being quoted at 55 to 60 cents per pound. Headcheese is a good seller at 13 cents per pound.

Boiled hams, lb. ....	0 50	0 53
Hams, roast, without dressing, lb. ....	0 51	0 54
Shoulders, roast, without dressing, lb. ....		
Headcheese, 6s, lb. ....	0 12	0 13
Choice jellied ox tongue, lb. ....	0 55	0 60
Jellied pork tongue ....	0 49	0 50
Above prices subject to daily fluctuations of the market.		

### Hams and Bacon Hold Steady

**Toronto.**  
PROVISIONS.—There is little marked change in the provision list this week. Hams are quoted about one cent per pound higher. Boneless back bacon is quoted at 53 to 56 cents per pound, and the best trimmed breakfast bacon is bringing 48 to 52 cents per pound.

Hams—		
Medium .....	0 35	0 37
Large, per lb. ....	0 30	0 31
Heavy .....	0 28	0 29
Bacon—		
Skinned, rib, lb. ....	0 49	0 50

Boneless, per lb. ....	0 53	0 56
Bacon—		
Breakfast, ordinary, per lb. ....	0 40	0 45
Breakfast, fancy, per lb. ....	0 48	0 53
Roll, per lb. ....	0 39	0 30
Wiltshire (smoked sides), lb. ....	0 33	0 35
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs. ....		0 27
Do., av., 80-90 lbs. ....		0 25
Clear bellies, 15-30 lb. ....		0 25
Sausages in brine, keg, 35 lbs. ....		7 25
Fat backs, 16-20 lbs. ....		0 30
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs. ....		42 00
Short cut backs, bbl. 200 lbs. ....		50 00
Picked rolls, bbl., 200 lbs.—		
Heavy .....		50 00
Lightweight .....		60 00
Above prices subject to daily fluctuations of the market.		

### Butter Has Declined

**Toronto.**  
BUTTER.—The market for butter, although registering a decline, has a firm tone. Creamery butter is offered at 62 to 65 cents per pound. Dairy prints quoted at 55 cents and dairy solids at 54 cents.

BUTTER—		
Creamery prints (fresh made). ....	0 62	0 65
Dairy prints, fresh, lb. ....		0 55
Dairy prints, No. 1, lb. ....		0 54

### The Egg Market is Weakening

**Toronto.**  
EGGS.—A considerable lowering of egg prices is noted for this week. New laids are quoted at 65 cents per dozen. American eggs are arriving very freely, and prices quoted in Chicago are lower. Not many local eggs are being offered as yet, but just as soon as the roads are in better condition supplies will be coming forward in larger quantities.

EGGS—		
Fresh .....		0 65
Fresh selects in cartons .....		0 68
Prices shown are subject to daily fluctuations of the market.		

### Shortening Steady; Unchanged Prices

**Toronto.**  
SHORTENING. — The market for shortening is unchanged. Prices are ruling steady at 28 cents per pound tierce basis.

SHORTENING—		
1-lb. prints .....	0 29½	0 30
Tierces, 400 lbs. ....	0 28	0 28½

### Cheese Market Slow; Quotations Are Lower

**Toronto.**  
CHEESE.—The cheese market continues to show very little life. Ontario stocks are very large, some 25,419 boxes

held in storage on the 1st of March, compared with 13,145 boxes a year ago. Quotations are one to two cents per pound lower.

**CHEESE—**

Large	0 28	0 30
Stilton	0 35	0 36
Twins, 1c higher than large cheese.		Triplets
1½c higher than large cheese.		

**Margarine Moves**  
*on Fair Basis*

**Toronto.**  
**MARGARINE.**—There seems to be a very fair demand for margarine, which is being filled from ample stock. Quotations are as listed below:

**MARGARINE—**

1-lb. prints, No. 1	0 37	0 38½
Do., No. 2	0 34	0 37
Do., No. 3	0 30	0 34½
Nut margarine, lb.	0 34	0 35

**Lard is**  
*in Good Demand*

**Toronto.**  
**LARD.**—The price for lard remains at 31 cents per pound tierce basis. There is a steady demand.

Tierces, 400 lbs., lb.	0 30½	0 31
In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.		

**Oysters Arriving;**  
*Filletts Are Scarce*

**Toronto.**  
**FISH.**—The Lenten season is bringing an active and interesting business in fish. The stormy weather is causing a temporary shortage on some lines, but this is expected to be only a matter of a few days. Oysters are arriving. Smoked filletts are scarce. Prices are as listed.

**FRESH SEA FISH.**

Cod Steak, lb.	0 11	0 13
Do., market, lb.	0 4½	0 07
Haddock, heads off, lb.		0 09
Do., heads on, lb.		0 20
Halibut, chicken	0 15	0 19
Do., medium		0 19
Fresh Whitefish		0 19
Fresh Herring		0 19
Flounders, lb.		0 19
Oysters, glass jars, 12 oz., doz.	5 05	
Do., No. 3 can	10 50	
Do., No. 5 can	17 00	
Blue Point oysters, 800s	15 75	
Do., 1000s	14 00	

**FROZEN FISH**

Salmon, Red Spring	0 24	0 24
Do., Cohoe	0 20	0 22
Do., Qualla	0 10	0 11
Halibut, chicken		0 15
Do., medium	0 18	0 19
Do., jumbo	0 19	0 20
Whitefish, lb.		0 13
Herring		0 09½
Mackerel	0 12	0 13
Flounders	0 10	0 11
Trout	0 17	0 18
Pickrel, dressed	0 14	0 15
Smelets	0 15	0 25
Spanish Mackerel		0 30
Pike, round		0 08
Do., headless and dressed		0 09

**SMOKED FISH**

Haddies, lb.	0 18	0 18
Filletts, lb.	0 18	0 18
Kippers, box	2 40	2 40
Bloaters, box	2 25	2 25
Ciscoes, lb.	0 20	0 20

**A Short Market**  
*On Fresh Poultry*

**Toronto.**  
**POULTRY.**—Fresh poultry is in scant supply, and is going very quickly into consumption. Storage supplies are heavy, but are rapidly moving out. Prices are unchanged.

**Prices paid by commission men at Toronto:**

	Live	Dressed
Turkeys, old, lb.	\$0 35	\$0 45
Do., young, lb.	0 55	0 55
Roasters, lb.	0 27	0 30-0 37
Fowl, over 5 lbs.	0 40	0 40
Fowl, 4 to 5 lbs.	0 37	0 37
Fowl, under 4 lbs.	0 25	0 25
Ducklings	0 40	0 40
Geese	0 25	0 28

Guinea hens, pair	1 25	1 50
Spring chickens, live	0 30	0 35
Prices quoted to retail trade:—		
		Dressed
Hens, heavy		0 42
Do., light	0 28	0 40
Chickens, spring	0 28	0 40
Ducklings	0 40	0 45
Geese		0 33
Turkeys	0 50	0 60

**WINNIPEG MARKETS**

**W**INNIPEG, March 12—The produce and provision market shows an upward tendency this week. Hogs are quoted 50 cents higher, but supplies are arriving fairly well. Supplies of new-laid eggs are very light. The market for cheese is unchanged with a good demand reported. Butter is ruling firm at unchanged prices.

**Hogs Are**  
*Quoted Higher*

**Winnipeg.**  
**FRESH MEAT.**—Liberal supply of hogs found the market firm, and quotations advanced 50 cents per cwt.

**HOGS—**

Selected, cwt.	\$19 25
Heavy, cwt.	17 25
Light, cwt.	18 50

**Cheese Market**  
*Remains Firm*

**Winnipeg.**  
**CHEESE.**—Cheese remains unchanged. Market is very firm with a good demand reported.

**CHEESE—**

Ontario, large, per lb.	\$0 33
Do., twins, per lb.	0 33½
Do., triplets, per lb.	0 34½
Manitoba, large, per lb.	0 31
Do., twins, per lb.	0 31½

**Eggs Scarce;**  
*Market Unchanged*

**Winnipeg.**  
**EGGS.**—Eggs are very scarce; supplies held are very light.

**EGGS—**

New laid, doz.	\$0 30	\$0 35
Storage, doz.	0 48	0 50
New laid from farmers	0 75	0 80

**Butter Ruling Firm**  
*at Unchanged Prices*

**Winnipeg.**  
**BUTTER.**—Butter remains firm in price. Supplies of dairy butter are very scarce. Creamery butter is in better supply.

**BUTTER—**

Finest creamery, 1s	\$0 65
Do., solids	0 64
Do., choice	0 64
Do., solids	0 63
Dairy, finest No. 1, prints	0 62
Do., solids	0 62
Margarine, 1s	0 35

**VANCOUVER MARKETS**

**V**ANCOUVER, March 12—Local butchers are declining to handle any more American mutton on account of the exchange. A shipment of Australia mutton arrived this week; the quality is excellent. The butter and egg market has weakened considerably. Cheese is firm at unchanged prices as also is lard and margarine.

**Australia Mutton**  
*Is Arriving*

**Vancouver.**  
**FRESH MEATS.**—For a while all the mutton used on this market came from across the line, and, owing to the exchange, the local butchers were declining to buy or handle mutton. However, considerable frozen mutton arrived on the last boat from Australia, and mutton is moving freely in all stores.

Beef steers	0 22
Do., cow	0 21
Lamb	0 40
Mutton	0 38
Pork	0 33

**Butter Market**  
*Has Weakened*

**Vancouver.**  
**BUTTER.**—Butter continues to become easier, the price now standing at 70 cents. In many cases the quality is indifferent.

**Fresh Eggs**  
*Have Declined*

**Vancouver.**  
**EGGS.**—Local fresh eggs are declining. Quotations this week is 57 cents per dozen.

**Lard is Again**  
*In Active Demand*

**Vancouver.**  
**LARD.**—A good demand is noted for lard. The prices now stand: Pure lard, 36 cents per pound; compound lard, 30½ cents per pound.

**Cheese Firm;**  
*Prices Unchanged*

**Vancouver.**  
**CHEESE.**—The market for cheese is firm at unchanged prices.

**CHEESE—**

British Columbia	0 32½
Ontario, solids	0 33½
Do., twins	0 33½
Stilton	0 35



**THIS is**

**A Real Quality Product—  
Davies Pure Lard**

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

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

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

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

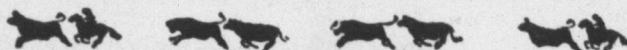
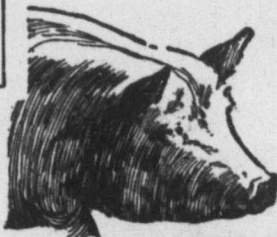
Write us direct, or, if our salesman is calling upon you, give him your order.

Special attention always given orders received by mail.

THE **DAVIES** COMPANY  
WILLIAM LIMITED  
TORONTO

MONTREAL

CHICAGO





# Junket

MADE with MILK

..... a 'real' seller

Junket is a delicious, economical dessert that is highly nutritious and quickly prepared.

It is sold in a 10-tablet package that retails at 15c with an excellent profit.

Junket can be prepared in an almost endless variety of dainty, wholesome dishes. Ask your jobber for Junket or write direct to us.

**NESNAH**—a Junket in powdered form, the quick dessert, made in a jiffy. Comes in four flavors in attractive packages and sells for 15c. Your customers will like this easy way of providing delicious desserts, at small cost.

**Chr. Hansen's**  
Canadian Laboratory  
Toronto, Canada

SELLING AGENTS FOR CANADA:  
**LOGGIE, SONS and CO.**  
32 FRONT ST. WEST TORONTO



## INDEX TO ADVERTISERS

<b>A</b>		<b>M</b>	
Armour & Co. ....	63	McArthur, Irwin Ltd. ....	4
Arnett, Thos. Lewis .....	78	McCormick Mfg. Co. ....	Inside back cover
Aron & Co., Inc., J. ....	3	McDavid & Co. ....	16
Abbey Salt Co. ....	24	McLauchlin, J. K. ....	15
Acadia Sugar Refinery .....	64	McLay Brokerage Co. ....	12
<b>B</b>		Macdonald Regd., W. C. ....	68
Bain & Co., Donald H. ....	12	Mackenzie, W. L. ....	12
Baker & Co., Ltd., Walter. ....	80	Maclure & Co., A. M. ....	12
Bedlington, P. G. ....	42	Maclure & Langley .....	43
Birks, Crawford & Co. ....	42	Magor, Son & Co., Ltd. ....	24
Borden Milk Co. ....	1	Malcolm Condensing .....	37
Bowron Bros. ....	69	Mann & Co., C. A. ....	38, 79
Bradstreets .....	96	Marsh Grape Juice Co. ....	76
Braid & Co., Wm. ....	70	Marshall, H. D. ....	15
Brantford Scale .....	61	Megantic Broom Co. ....	76
British Columbia Hop Co. ....	10	Mickle, George T. ....	79
Brodie & Harvie .....	67	Moore & Co., R. M. ....	79
Buffalo Specialty .....	18, 19	Morris Co., C. ....	15
<b>C</b>		Morris & Co. ....	62
California Associated Raisin Co. ..	9	Mount Royal Milling Co. ....	64
Canada Nut Co. ....	11	<b>N</b>	
Canadian Cereal .....	45	Nagle Mercantile Agency .....	80
Canadian Importations .....	72	National Biscuit Co. ....	11
Carnation Milk .....	74	Nelson, C. T. ....	11
Clark Ltd., W. ....	2	Norcanners, Ltd. ....	10
Clayoquot Sound Canning Co. ....	11	North-West Trading Co. ....	11
Climax Baler .....	9, 79	Nobility Chocolates .....	39
Columbia Macaroni Co. ....	11	<b>O</b>	
Connors Bros. ....	40, 41	Oakey & Sons, Ltd., John. ....	16
Cosgraves Pure Malt Vinegar. ....	72	Oceanic Oyster Co. ....	45
Cowan Co. ....	Inside front cover	O'Loane, Kiely .....	48
Cruikshank & Guild .....	15	Olivier & Co., G. F. ....	79
<b>D</b>		<b>P</b>	
Davies Co., Wm. ....	57	Pacific Cartage Co. ....	12
Dayton Sale Co. ....	Back cover	Parke & Parke Ltd. ....	80
Diamond Dyes .....	73	Parker & Sons, A. L. ....	6
Dodwell & Co. ....	10	Pastene, P. ....	16
Dominion Canners Ltd. ....	75	Patrick & Co., W. G. ....	15
<b>E</b>		Pennock & Co., Ltd., H. P. ....	13
Eckardt & Co., H. P. ....	59	Perry & Co., H. L. ....	13
Edgett Ltd., E. ....	11	<b>R</b>	
Eddy, E. B. ....	Front cover	Red Rose Tea .....	23
Escott Co., Ltd., W. H. ....	14	Richardson & Green .....	12
Estabrooks, T. H. ....	23	Rock City Tobacco Co. ....	66
Eureka Refrigerator Co. ....	22	Rose & Lafamme .....	15
<b>F</b>		<b>S</b>	
Fidelity Collection Agency. ....	79	St. Arnaud Fils Cie .....	16
Freeman & Co., W. A. ....	74	Salada Tea Co. ....	21
<b>G</b>		Sarnia Paper Box Co. ....	79
Gaetz & Co. ....	16	Schneider & Son, J. M. ....	61
Gauvreau, Paul F. ....	16	Scott-Bathgate Co., Ltd. ....	14
Goose-Millerd .....	47	Sheely-Mott Co. ....	16
Grant Co., C. H. ....	12	Sherer-Gillett Co. ....	71
Gray & Co., John. ....	66	Silcocks & Drew .....	16
<b>H</b>		Simmers Ltd., J. A. ....	73
Hall Co., Harry .....	35	Sloan & Co., John .....	15
Hanson & Co., J. H. ....	77	Smalls Ltd. ....	53
Hardie & Co., H. D. ....	9	Smith & Proctor .....	64
Hansen's Lab., Chris. ....	58	So-Clean, Ltd. ....	79
Hargraves, Ltd. ....	15	Solman, C. M. ....	16
Hay, A. H. M. ....	16	Spratt's Patent Ltd. ....	9
Henderson Brokerage, B. M. ....	12	<b>T</b>	
Heinz Co. ....	62	Tanglefoot .....	79
Howe, McIntyre & Co. ....	16	Thompson & Co., J. C. ....	16
Huntley & Palmers, Ltd. ....	8	Toronto Pottery Works .....	79
<b>I</b>		Toronto Salt Works .....	79
Imperial Extract .....	38	Trent Mfg. Co. ....	79
Imperial Grain & Milling Co. ....	10	<b>U</b>	
Imperial Oil Ltd. ....	5	Uptons Ltd. ....	75
<b>J</b>		<b>W</b>	
Jeyes Fluid .....	17	Wagstaffe Ltd. ....	7
Joyce, S. H. ....	16	Walker & Son, Hugh .....	77
<b>K</b>		Wallace Fisheries, Ltd. ....	36
Keatings Ltd. ....	14	Watson & Truesdale .....	13
<b>L</b>		Wells & Richardson Ltd. ....	73
Lanka Tea .....	70	Western Canada Flour Mills	65
Le Fils de Ath Floros & Co. ....	15	Co., Ltd. ....	65
Lemon Bros. ....	73	West India Mercantile Co. ....	44
Levant American Mercantile Co. ....	16	Western Transfer & Storage,	12
Loggie, Sons & Co. ....	15	Ltd. ....	46
Lund & Co., Peter .....	11	Wethey Ltd., J. H. ....	77
<b>M</b>		White & Co. ....	79
<b>N</b>		White Cottell's .....	79
<b>O</b>		White Swan Spices & Cereals	67
<b>P</b>		Co. ....	65
<b>Q</b>		Whittall Can Co., A. R. ....	13
<b>R</b>		Williams Storage Co. ....	13
<b>S</b>		Wiley, Frank H. ....	13
<b>T</b>		Woods & Co., Walter .....	77

# Diamond Crystal

We have received a letter from the Diamond Crystal Salt Co. of St. Clair, Mich., of which the following is an extract.

"In order to assist our Canadian friends in avoiding the high exchange rates between the two countries at this time we are arranging to accept payment on all Canadian accounts in Canadian funds, to accumulate these funds in the Bank of — and as they accumulate to purchase Canadian Government Bonds, and if necessary to use these bonds as a collateral against loans in this country until the exchange rate improves."

You will observe that these people appreciate the serious exchange situation and are willing to directly assist in rectifying this unsatisfactory condition. We would also like the trade to know that this offer came to us unsolicited. This action of theirs will enable us to materially reduce prices of the finest salt produced on this continent, and now quote:-

Bbls. Diamond Crystal,	120-2½s,	7.65
" Diamond Crystal,	75-4s,	7.55
" Diamond Crystal,	60-5s,	7.25
" Diamond Crystal,	24-12s,	7.45
" Diamond Crystal,	75-2s and 37-4s,	7.70
Bags Diamond Crystal, Dairy,	28s,	.65
" Diamond Crystal, Dairy,	56s,	1.15
Shaker Salt, Case 2 dozen,		2.95 per case

*SEND US A TRIAL ORDER*

**H. P. ECKARDT & CO**  
**WHOLESALE GROCERS**  
 CHURCH STREET & ESPLANADE TORONTO

# Ice Cream Cones

**Mr. Jobber**

**We Are Booking Orders for 1921**

No Middlemen's or Distributors' Profits. We Sell Direct  
from the Manufacturer to

# YOU

**Can Save \$\$\$\$ Buying Through Us**

**Our Principals are pleased to sell you direct**

*Place Your Orders With Us*

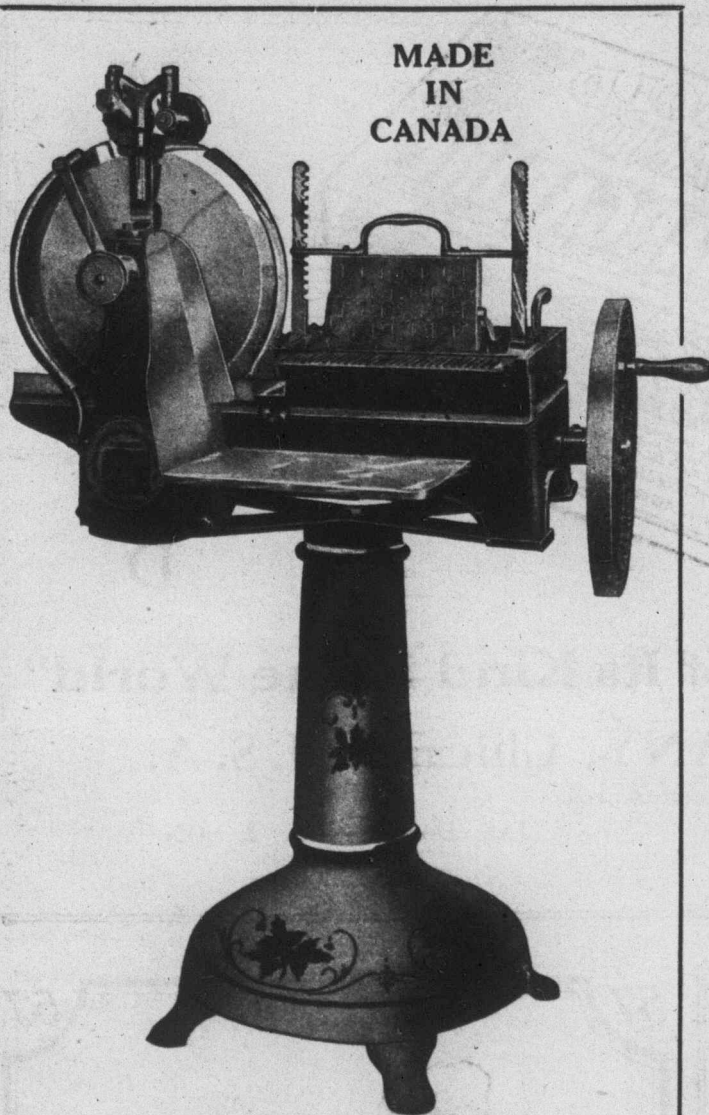
*Only the Very Best Products Sold*

**Martin M. Sichel and Co.**

**BROKERS**

**212 McGill Street**

**Montreal**



MADE  
IN  
CANADA

THE BRANTFORD SLICER

## The best "buy" in the Slicer "World"

Ask any one of the thousands of grocers or butchers who are users of the famous Brantford Slicer and they will tell you the above statement is absolutely correct.

There are so many patented, exclusive features on Brantford Slicers—each one a money-saver—that it will pay you to write for our illustrated booklet and be convinced of Brantford superiority, before you buy.

**The Brantford Computing Scale Co.**  
Brantford, Canada.

Offices and showrooms in the larger centres



## You take no chances selling guaranteed products

Such as Schneider's "Pure Meat" Sausage and Schneider's Bacon. Both these lines are guaranteed by us to give absolute customer satisfaction.

### Schneider's Guaranteed Bacon

will back your highest recommendation to the limit. The wholesome flavor will be greatly appreciated by your customers and repeats will be the rule.

Schneider's Guaranteed Bacon is specially prepared for particular buyers who demand superior quality.

Send for a trial order and get our quotations on Smoked Meats

**J. M. Schneider & Son, Ltd.**  
KITCHENER, ONTARIO

*Drop us a Card for Sausage and Smoked Meat Quotations.  
Satisfaction guaranteed on all mail orders.*

M  
A  
R  
I  
G  
O  
L  
DM  
A  
R  
I  
G  
O  
L  
D

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

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

CANADIAN DISTRIBUTORS:

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

**JAS. DALRYMPLE & SON**  
Montreal and  
Province of Quebec

## “The Grocer’s Encyclopedia”

This book gives concisely the history of all kinds of food-stuffs from A to Z. Well illustrated by half tones, many of them in color.

Contains 478 pages.

Is 11 x 9 inches in dimensions and 2 in. thick and well bound.

Gives you the information you want to know about the growth, origin, harvesting, etc., of all domestic and foreign goods sold in grocery stores.

Will assist you and your clerks in buying and selling.

Price is \$10.50

Sole Agents for Canada

**MacLean Publishing Co., Limited**

143-153 University Ave., Toronto

57

57



Heinz Pickles in bottles are especially cultivated cucumbers, cured when fresh from the vines and preserved in fine old Heinz vinegar.

A half century of pickling experience is embodied in every bottle of Heinz Pickles.

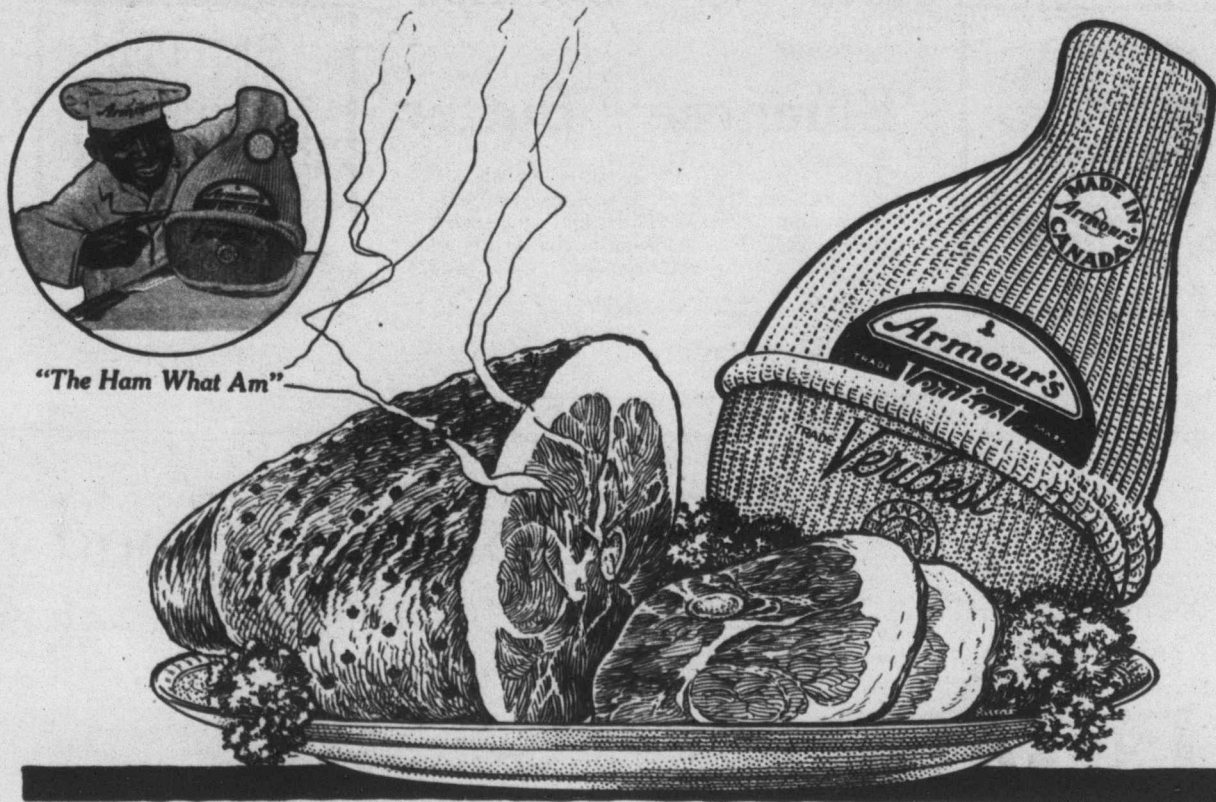
**H. J. HEINZ COMPANY**

Pittsburgh Toronto Montreal

57

57





*For Your Easter Trade*

# ARMOUR'S Veribest Ham *The Ham What Am*

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

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

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

**ARMOUR AND COMPANY**

General Offices and Plant:  
Hamilton, Ontario

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



## 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  
AND  
PROCTOR**

SOLE PACKERS

Halifax - N.S.



## Uniformly Good

The goodness of Royal Acadia Sugar never varies.

The quality is ever the same—

*Every Grain  
Pure Cane*

always. So you are justified in recommending Royal Acadia—it never fails to satisfy.

Sold in 2 and 5 lb. cartons, 10, 20 and 100-lb. bags, half-barrels and barrels.

The  
**Acadia Sugar Refining Co., Ltd.**  
HALIFAX, CANADA

**RICE**

**RICE FLOUR**

**RICE MIDDLINGS**

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

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

**D. W. ROSS COMPANY**  
Agents  
MONTREAL

# WHITTALL CANS

for

**Meats  
Syrup**

**Vegetables  
Fish      Paint**

**Milk  
Etc.**

**PACKERS' CANS**

**Open Top Sanitary Cans**

and

**Standard Packer Cans**

**with Solder-Hemmed Caps**

## A. R. Whittall Can Company Ltd.

Sales Office:  
202 Royal Bank Bldg.  
TORONTO

C. A. Willis, Sales Mgr.  
Phone Adel. 3316

MONTREAL

Established 1888

Sales Office:  
806 Lindsay Bldg.  
WINNIPEG  
Repr.: A. E. Hanna



## Empty Your Shelves and Fill Them Up Again

The oftener a grocer sells flour, the oftener he has to keep filling up his shelves with fresh, new goods of many other lines.

## PURITY FLOUR

is a selling agent for sugar, yeast, baking powder, fruits and peels, butter, eggs, shortening, canned goods and everything that goes with flour.

Purity Flour is a strong, Western wheat flour, perfectly milled and widely advertised. Push it.

## Western Canada Flour Mills Co., Limited

HEAD OFFICE: TORONTO, ONT.

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

**JAMS  
MARMALADES  
PEELS**

**John Gray & Co., Ltd., Glasgow**

Established over a Century

Cable: Lamberton, Glasgow.

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

**CONFECTIONERY  
MARZIPAN  
CHOCOLATE**

*Agents:*

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

Lind Brokerage Co., Ltd., Toronto



Order from your wholesaler.

**Master Mason**



**Canada's joy smoke**

For a real good smoke recommend  
to your customers Master Mason.

Made from the finest leaf, fully ma-  
tured, perfectly aged tobacco.

You can build up a good tobacco  
trade by selling Master Mason.

**Rock City Tobacco Co.**

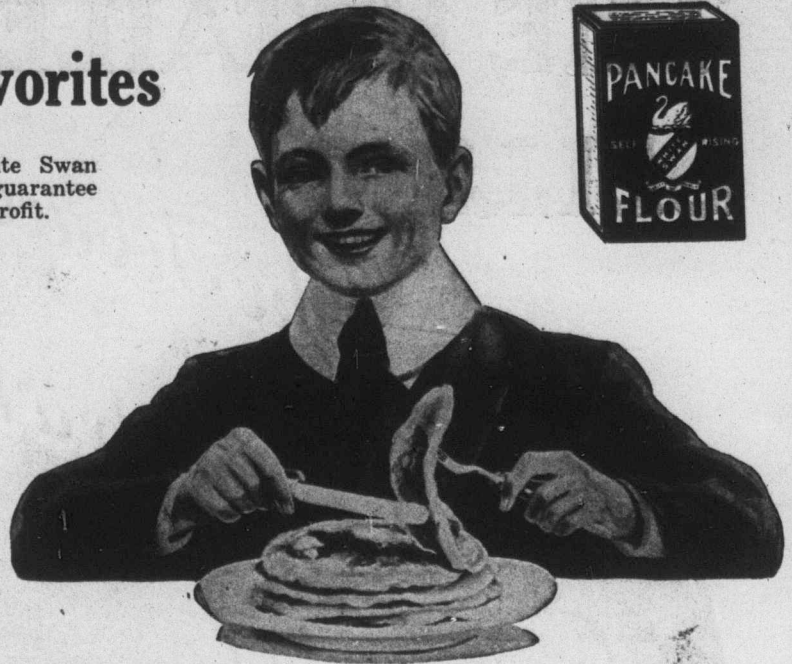
Limited

QUEBEC and WINNIPEG

# Two White Swan Favorites

"White Swan Pancake Flour" and "White Swan Mustard" are two lively sellers that will guarantee complete satisfaction and a worth-while profit.

*"It Has The Nip"*



You're playing safe when you stock "White Swan Products" because there are no "shelf warmers" in the White Swan Family. See our ads. in the daily papers.

**White Swan Spices and Cereals, Limited**  
TORONTO, CANADA

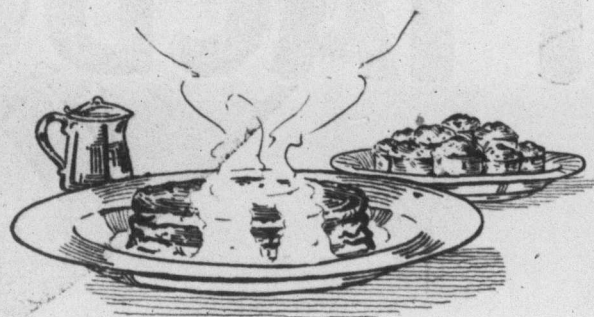


## Makes delicious Pancakes

Brodie's "Self-Raising" Flour is an ideal flour for making tempting pancakes, muffins, biscuits, doughnuts, etc. It's fine, uniform texture and superior quality insures perfect results.

### For Lenten Baking

Always have a good supply of Brodie's Self-Raising Flour on hand and keep it well displayed. This is the big selling season and the profits will handsomely reward any extra selling effort on your part.



**BRODIE & HARVIE, LIMITED, MONTREAL**

# THE RETAILER'S BEST SELLING LINE



All over Canada they  
are asking for  
*"The Tobacco with a heart"*  
Do you get your share  
of the profits?

# MACDONALD'S

W. C. MACDONALD REG'D.  
INCORPORATED  
MONTREAL

# HIP-O-LITE MARSHMALLOW CREME

(Ready-to-use)

*Now Made in Canada by  
Bowron Bros.*



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

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

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

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

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

ALL SIZES QUOTED ARE IMPERIAL MEASURE

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

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

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

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

## BOWRON BROS., Limited

Hamilton, Canada

# How We Back LANKA

**WE** have put the highest power selling force in the world behind Lanka Tea, the power of forcible advertising. We employ magazines, newspapers and farm papers to carry these printed synonym salesmen into the best class of city and country homes.

The aggregate circulation of the publications on the Lanka list is over a million. The actual number of readers averaging five.

This million multiplied by five sees a succession of Lanka advertisements—an active bombardment, each advertisement making a different appeal.

A stock of Lanka on your shelves is the round-up to this gigantic selling campaign.

The sight of the handsome package reminds your customers what they had been reading about Lanka. They at once buy a pound to try—and then Lanka quality converts them into permanent users.

For Lanka Tea is the best value that the world produces, the finest quality of Ceylon tea sold at a popular price. 75 cents a pound suits all pocket-books as well as Lanka quality tea pleases all tastes. Be sure that your stock is ample and well displayed. Order from your jobber today.

Lanka Tea is imported and packed by  
**WM. BRAID & COMPANY, Vancouver, Canada**

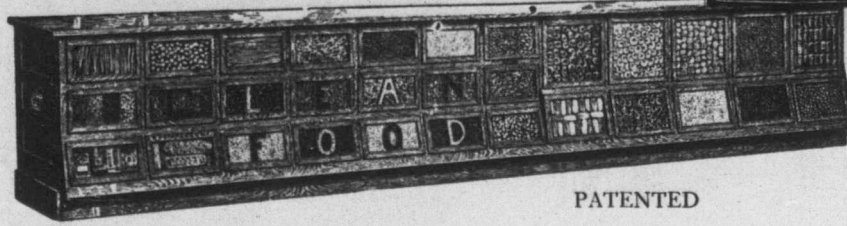
**S. H. Moore & Company, Ontario Agents**  
704 Excelsior Life Bldg., Toronto





*The Sherer Sanitary Grocery Counter protects from contamination; prevents waste; saves time; displays merchandise.*

**By the Pound**



PATENTED

# “Bulk goods will always Predominate in Retail Markets”



—“Any elimination of them tends to make the Retailer less a merchant, and to increase sharply the cost to consumer. So the container for bulk foods becomes a factor worthy of prime consideration.”

## The Sherer Sanitary Grocery Counter

### Is the Prime Factor in Cleanly Service of Bulk FOODS—In Selling Them

In our No. 66 (illustrated) there are 31 miniature *show windows*, offering zestful suggestion to every customer entering the store. Your clerks may forget to ask customers if they need this or that; or be too busy to do so; but your Sherer Counter is always on the job, showing the merchandise itself.

Not the least of many advantages is the economy, cleanliness, and sanitary storage space provided.

**Sherer-Gillett Company**  
*Patentees and Manufacturers*  
**GUELPH, ONTARIO**

### “Sell by the Pound”

This should be the slogan of every retail grocer. It means that you are building a business on your own name. You *make* 12 per cent. better profit on the average, and save your customers 35 per cent. in selling bulk goods instead of similar merchandise unnecessarily and extravagantly packaged.

### Cut Out and Mail

**THE SHERER-GILLETT COMPANY**  
Dept. 57, Guelph, Ont.

Kindly send us pamphlet mentioned in your ad—and also information about the counter.

Name .....

Store Name.....

Street Address.....

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

**It's Profitable Because—**



**100% PURE**

**COSGRAVE'S PURE MALT Vinegar**

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

**RETAILS 15c and 25c**

**WELL ADVERTISED**  
Write us or ask your jobber for trade prices.



**A New Drink Champagne de Pomme**



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

Put up in pints, bottles or splits.

Every grocery store in Canada can sell this delicious beverage.

Packed 2 doz. to the case.

Order from your wholesaler or direct to

**Cie Canadien Importations**  
140 St. Catherine St. E., Montreal

**CROWN BRAND CORN SYRUP**

2-lb. tins, 2 doz. in case.... 5 45  
5-lb. tins, 1 doz. in case.... 6 05  
10-lb. tins, 1/2 doz. in case.. 5 75  
20-lb. tins, 1/4 doz. in case.. 5 70  
(Prices in Maritime Provinces 10c per case higher.)

Barrels, about 700 lbs. .... 0 05 1/2  
Half bbls., about 350 lbs.... 0 05 1/2

**LILY WHITE CORN SYRUP**

2-lb. tins, 2 doz. in case.... \$5 05  
5-lb. tins, 1 doz. in case.... 6 55  
10-lb. tins, 1/2 doz. in case.. 6 25  
20-lb. tins, 1/4 doz. in case.. 6 20  
(5, 10, and 20-lb. tins have wire handles.)

**GELATINE**

Cox's Instant Powdered Gelatine (2-qt. size), per doz... \$1 75

**INFANTS' FOOD**

**MAGOR, SO N & CO., LTD.**  
Robinson's Patent Barley— Doz.  
1-lb. .... \$4 00  
1/2-lb. .... 2 00  
Robinson's Patent Groats—  
1-lb. .... 4 00  
1/2-lb. .... 2 00

**BLUE**

Keen's Oxford, per lb..... 0 24  
In cases, 12 12-lb. bxs to case. 0 25

**NUGGET POLISHES**

**Doz**  
Fellah, Black, Tan, Toney Red and Dark Brown ..... \$1 14  
Card Outfits, Black and Tan 4 38  
Metal Outfits, Black and Tan 4 38  
Creams, Black and Tan..... 1 20  
White Cleanser ..... 1 20

**IMPERIAL TOBACCO CO. OF CANADA, LIMITED**

**EMPIRE BRANCH**  
Black Watch, 10s, lb..... \$1 20  
Bobs, 12s ..... 1 15  
Currency, 12s ..... 1 15  
Stag Bar, 9s, boxes, 6 lbs. ... 1 05  
Pay Roll, thick bars ..... 1 30  
Pay Roll, plugs, 10s, 6-lb. 1/4 ends ..... 1 20  
Shamrock, 9s, 1/2 ends, 12 lbs., 1/2 ends, 6 lbs. .... 1 20  
Great West Pencils, 9s, 2-lb. boxes, 1/2 and 1-lb. lunch boxes ..... 1 20  
Forest and Stream, tins, 9s, 2-lb. cartons ..... 1 44  
Forest and Stream 1/2s, 1/2s, and 1-lb. tins ..... 1 60  
Master Workman, 2 lbs. .... 1 25  
Master Workman, 4 lbs. .... 1 25  
Derby, 9s, 4-lb. boxes ..... 1 30  
Old Virginia, 12s ..... 1 70  
Old Kentucky (bars), 9s, boxes, 5 lbs. .... 1 25

**COCOA AND CHOCOLATE THE COWAN CO., LTD., Sterling Road, Toronto, Ont. COCOA**

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz..... \$5 80  
Perfection, 1/4-lb. tins, doz... 1 60  
Perfection, 1/2-lb. tins, doz... 3 00  
Perfection, 10c size, doz..... 1 15  
Perfection, 5-lb. tins, per lb... 0 42  
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box, doz. .... 3 25  
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. .... 0 28

**UNSWEETENED CHOCOLATE**

Supreme Chocolate, 12-lb. bxs, per lb. .... 0 45  
Supreme Chocolate, 10c size, 2 doz. in box, per box..... 2 25  
Perfection Chocolate, 10c size, 2 doz. in box, per box..... 1 90

**SWEET CHOCOLATE**

**Per lb.**  
Eagle Chocolate, 1/4s, 6-lb. boxes ..... 0 36  
Eagle Chocolate, 1/2s, 6-lb. boxes, 25 boxes in case.... 0 34  
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case 0 36  
Diamond Chocolate, 5s, 6 and 12-lb. boxes, 144 lbs. in case 0 36  
Diamond Crown Chocolate, 28 cakes in box ..... 1 20

**CHOCOLATE CONFECTIONS**

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. .... 0 47  
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.... 0 47  
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. .... 0 47  
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. .... 0 47  
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.... 0 47  
30 boxes in case, per lb.... 0 47

No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb... 0 41  
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb... 0 43  
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb... 0 43  
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb... 0 43  
No. 1 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb... 0 43  
No. 2 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb... 0 43  
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 43  
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 44  
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb... 0 60  
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb... 0 60  
**NUT MILK CHOCOLATE, ETC.**  
Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 26 boxes in case, per box..... 2 24  
Nut Milk Chocolate, 1/2s, wrapped, 4-lb. box, 26 boxes in case, per box..... 2 24  
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb. .... 0 47  
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box..... 2 44  
Fruit and Nut Milk Chocolate Slabs, per lb. .... 0 47  
Milk Chocolate Slabs, with Assorted Nuts, per lb..... 0 47  
Plain Milk Chocolate Slabs, per lb. .... 0 47

**MISCELLANEOUS**

Maple Buds, fancy, 1 lb., 1/2 doz. in box, per doz. 06 00  
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz..... 3 20  
Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz..... 6 00  
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz..... 3 20  
Chocolate Ginger, full 1/2 lb., 1 doz. in box, per doz..... 4 24  
Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz..... 4 24  
Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per box ..... 2 00  
Triumph Chocolate, 1/4s, 4-lb. boxes, 25 boxes in case, per box ..... 2 00  
Triumph Chocolate, 1/2-lb. cakes, 4 lbs., 36 boxes in case, per box ..... 3 00  
Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross ..... 1 14  
120-1c Milk Chocolate Sticks, 40 boxes in case..... 0 80  
**W. K. KELLOGG CEREAL CO.,**  
Battle Creek, Mich.  
Toronto, Canada.

Kellogg's Toasted Corn Flakes, Waxyite ..... 4 14  
Kellogg's Toasted Corn Flakes, Ind. .... 2 00  
Kellogg's Dominion Corn Flakes ..... 4 14  
Kellogg's Dominion Corn Flakes, Indiv. .... 2 00  
Kellogg's Shredded Krumbles, 3 50  
Kellogg's Shredded Krumbles, Ind. .... 2 00  
Kellogg's Krumbled Bran ..... 1 24  
**BRODIE AND HARVEY**  
XXX Self-Raising Flour, 6 lbs. packages, do. .... 0 00  
Do., 3 lbs. .... 3 05  
Superb Self-Raising Flour, 6 lb. .... 5 20  
Do., 3 lbs. .... 2 95  
Crescent Self-Raising Flour, 6 lb. .... 5 20  
Do., 3 lb. .... 3 00  
Perfection rolled oats (55 oz.) 3 00  
Brodie's Self-Raising Pancake Flour, 1 1/2 lb. pack., doz.... 1 50

**BLACKWOODS' BAKING POWDER**

**Per doz.**  
3-oz. tins, 4 doz. to case.... \$1 50  
12-oz. tins, 4 doz. to case.... 2 25  
16-oz. tins, 4 doz. to case.... 2 50  
Qt. Raisers, 1 doz. to case.... 5 00  
2-lb. tins, 1 doz. to case.... 6 00  
5-lb. tins, 1 doz. to case.... 10 00

**CORDIALS**

Black Cherry St. Julian Claret  
Mondago Port Grape Wine  
Hot Todd Ginger Wine  
Sloe Gin Orange de Month  
Packed 1 doz. qts. to case.  
Per case ..... \$4 50  
Bulk, per gallon ..... 1 25

# 50% MORE PROFIT ON DIAMOND DYES

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

## Have Clerks ask 15c a Package

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

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

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

**WELLS & RICHARDSON CO., Limited**

200 MOUNTAIN ST.

::

::

MONTREAL, P.Q.

*Successful  
since 1856*

SELL

# SIMMERS' SEEDS

*They sell  
They grow*

## Over 100% Quick Profit



Let us send you this handsome Simmers "Silent Salesman" and 500 assorted packets of Simmers Famous Seeds.

**Outfit Costs you only \$22.50**

**Retails quickly at \$50**

Many a dealer clears 3 months' rent in 3 weeks rapid-fire sale of Simmers' Seeds—"THE SEEDS THE PEOPLE WANT."

**Special Trade Quotations  
on Grasses and other Seeds**

Write today for same. They will make you money.

**J. A. SIMMERS LTD., Toronto**

## FREEMAN DISPLAY CASES SELL THE GOODS



Capitalize on your business Freeman Display Cases. investment by installing They are making more money for merchants every day. They will help you build up your business quickly. There's a Freeman Display Case made to meet your individual needs. They are more attractive and durable.

Remember: We make refrigerators that use less ice and give better results all round. Write for details.

Grocers', Butchers' and Confectioners' Supplies.

**W. A. FREEMAN**  
Company, Limited

Hamilton

Ontario

## Building Trade For You

Every dollar spent for Carnation advertising builds new business for your store.

For Carnation advertising teaches your customers to buy Carnation Milk from you, The Modern Milkman.

Tie your store up to this campaign by featuring Carnation in your store and advertising.

Carnation Advertising material is free. Write for one of the following pieces.

Suggestions for Window Trims—Counter Cutout—Counter Stand—Story of Carnation Recipe Book—Carnation Streamers or Hangers.

Address CARNATION MILK PRODUCTS, CO., LTD.  
Aylmer, Ontario

*Remember—your jobber can supply you.*

# Carnation

From Contented Cows



# Milk

*The label is white and red*

# DOMINION BRAND



## Tomato Soup

made from whole, ripe tomatoes in the Tomato Season. It pleases everybody.

## Pork and Beans

They sell in all seasons—a staple article of diet—rich, nutritious, delicious.

## Vegetable Tomato Soup

Unequaled for flavor, quality and economy.

## Spaghetti with Tomato Sauce

There is always a brisk demand for this high quality food product.

Get complete information regarding our canned foods.

**Dominion Canners Limited, Hamilton, Ont.**



# UM, YUM! UPTON'S

This boy is working for you in the homes of your customers. He is a convincing argument in favor of

## UPTON'S

## Jams and Marmalades

Upton advertising is extensive—it is creating a demand for jams and marmalades in your locality. Co-operate with the advertising by making a prominent display of Upton's. Use Upton's show cards, too.

**THE T. UPTON COMPANY, LTD.**

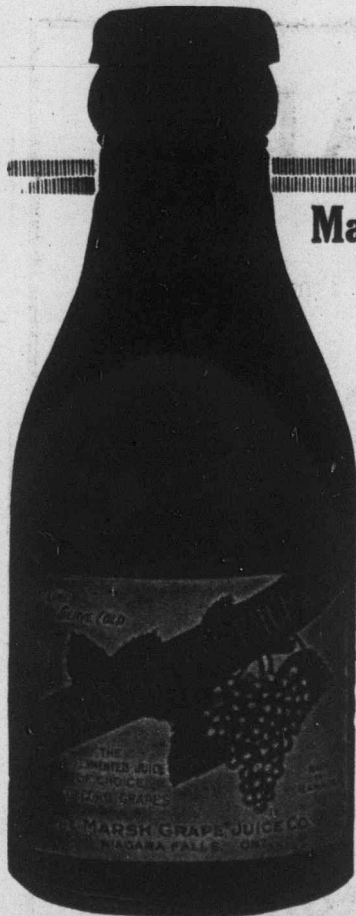
HAMILTON - CANADA

**SELLING AGENTS:**

S. H. Moore & Company, Toronto, Ont.  
P. H. Cowan & Co., St. John's, Nfld.

Rose & Laflamme Ltd., Montreal, Que.  
Gaetz & Co., Halifax, N.S.

Scott Bathgate Co., Ltd., Winnipeg, Man.  
Schofield & Beer, St. John, N.B.



## Marsh's Grape Juice

is made from sun-ripened, juicy Concord grapes. It possesses a rich, delicious flavor that instantly appeals.

The constant call for a high quality grape juice can be answered with excellent profit for yourself by supplying your customers' needs with Marsh's. Order your requirements from your wholesaler.

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

Agents for Ontario, Quebec and Maritime Provinces:

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

## The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Bovin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.



**LIQUEURS**

H. T. Special	Ginger	
Creme de Menthe	Black Cherry	
Hot Todd	Port	
Grape	Claret	
Sloe Gin	Trench Rum	
Packed 1 doz. qts. to case.	Per case.	\$6 25
Bulk, per gallon		2 00

**CONCENTRATED FRUIT CIDER**

Orange	Cherry	
Peach	Loganberry	
Lemon	Strawberry	
Grape	Raspberry	
	Blackberry	Per doz.

Packed 24, 2 1/2-lb. tins to case.	\$7 20
Apple, pkd. 24, 2 1/2-lb. tins to case.	7 40

**EXTRACTS**

Blackwoods' Government Standard.

All flavors.	Per doz.—
2-oz. 2 1/2-oz. 4-oz. 8-oz. 16-oz.	
\$1 75 2 00 3 25 5 75 11 20	

Heather Brand. Fifty per cent. over Government Standard. Per doz.—

2-oz. 2 1/2-oz. 4-oz. 8-oz. 16-oz.	
\$3 25 2 00 4 25 7 50 14 00	

**OYSTER COCKTAILS** Per doz

Pimento Stuffed, 24, 8 oz. to case.	3 00
Packed 5-doz. 4-oz. bottles to case.	\$0 25

**OLIVES** Per doz

Queens, packed 24, 8 oz. to case.	\$2 20
Queens, packed 24, 16 oz. to case.	5 25
Pimento Stuffed, 24, 16 oz. to case.	4 50

**BLACKWOODS' DE LUXE PICKLES**

	Osm.	10	16	20	Qts
Sr. Mix.	2.25	3.15	3.35	3.75	4.65
Chow	2.35	3.25	3.40	3.85	4.90
Onions	3.45				
Gherkins	3.50				
Sw. Mix.	2.50	3.35	3.60	4.00	5.10
Sw. Onions	3.75				
Sw. Gherkin	3.75				

F.o.b. jobbing points add the fol. F.o.b. Winnipeg.

lowing freight per dozen:—

10 oz., 10c; 16 oz., 15c; 18 oz., 20c; 20 oz., 25c; qts., 30c.
--

**PICKLES IN TENS** Per doz

Sr. Mix, 2 1/2-lb. tins	\$3 25
Chow, 2 1/2-lb. tins	3 40
Sw. Mix, 2 1/2-lb. tins	3 50
Sr. Gherkin, 2 1/2-lb. tins	4 25

Sw. Gherkin, 2 1/2-lb. tins	4 50
Dill, 2 1/2-lb. tins	3 50
Kraut, 2 1/2-lb. tins	1 90

**PICKLES IN BULK**

Spring Top Gallon Jars

Sr. Mix	\$1 10
Chow	1 20
Sw. Mix	1 40
Dills	1 10
Pails	1 gal. 5 gal. 5 gal.
Sr. Mix	\$1 40 25 60 24 00
Chow	1 45 5 25 4 00
Sw. Mix	1 70 4 25 6 50

**RELISHES** Per doz

Horse Radish, 10-oz. bottle	\$3 40
English Pickle, 8-oz.	2 25

**RASPBERRY VINEGAR, HEAVY SYRUP** Per doz

Packed 1 doz. Qts. to case	\$5 50
Packed 2 doz. Pts. to case	3 25
Packed in bbis., 6 doz. Qts.	5 25
Packed in bbis., 10 doz. Pts.	3 00

**BRAMBLE BRAND RASPBERRY VINEGAR** Per doz

Packed 1 doz. Qts. to case	\$4 00
Packed 2 doz. Pts. to case	3 50
Packed in bbis., 6 doz. Qts.	5 25
Packed in bbis., 10 doz. Pts.	2 25

**SAUCES** Per doz

Gravy Sauce, 1/2-pt. bottles	\$2 50
B.B. Sauce, 1/2-pt. bottles	2 25
Worcester, 1/2-pt. bottles	1 40
Worcester, pt. bottles	2 00
Mustard, 4-oz. bottles	0 95

**TOMATO BOUILLON**

Packed 1 doz. qts. to case.	Case \$12 00
-----------------------------	--------------

**BLACKWOODS' NO. 1 BROWN AND WHITE SPIRIT VINEGAR** Per doz

Packed 2 doz. Qts. to case	\$2 25
Packed 2 doz. Pts. to case	1 50

**BULK**

50 O.P. Spirit, per gallon	\$0 52
Proof Spirit, per gallon	0 27
Spirit, per gallon	0 23 1/2
Cider, per gallon	0 45
Artificial Proof, per gallon	0 25
Artificial, per gallon	0 22

**ARTIFICIAL HONEY**

Packed 2 doz., 8-oz., per doz.	\$2 50
--------------------------------	--------

# Even One Half Hour

spent reading your trade paper is time well spent. Then pass it on to your assistant, and let it help him to help you.

**Pet Brand Sunkist Navel  
Oranges**

**Pet Brand and Greyhound  
Lemons**

**Stripes Brand  
Florida Grape Fruit**

The best in their respective Lines

**Also Florida Cabbage  
Florida Celery  
Cauliflower, Lettuce, etc.**

**Fancy Boxed Apples**

**WHITE & CO., Limited**

*Fruits de Luxe*

**TORONTO**

FRESH ARRIVALS DAILY OF

# New Vegetables

FROM THE SOUTH

**Cabbage Celery Tomatoes  
Cauliflower Head Lettuce**

## ORANGES

California Sunkist Navels  
Florida Sealdsweet Oranges

## GRAPE FRUIT

Florida and Cuban—All sizes

## NEW MAPLE SYRUP AND SUGAR

(Guaranteed Pure)

We are now booking orders for shipment as soon as possible after sugaring begins. Ask for quotations. All size Tins—Bottles and 15 gal. Kegs

*The House of Quality*

# Hugh Walker & Son

Limited

Guelph

Established 1861

Ontario

# BROOMS

Our

## Canada No. 3

fills the bill

Not too heavy, not too light

## Just Right

Polished handle, pink strings, velvet and tin' lock finish.

## The Best \$10.00 Broom

We know how to make

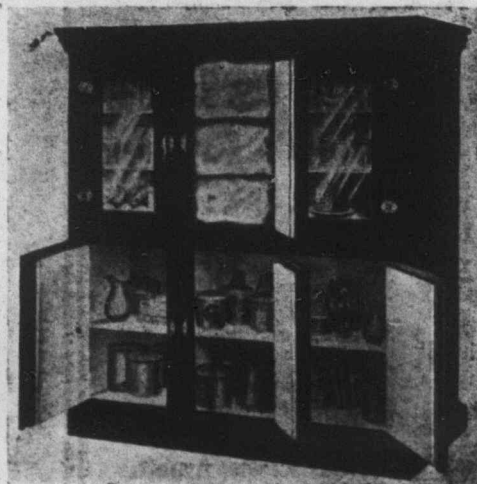
**ORDER NOW.**

## WALTER WOODS & CO.

Hamilton and Winnipeg

## HANSON'S

GROCER OR INSTITUTION REFRIGERATORS



## Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries.

**The J. H. Hanson Co., Ltd.**

244 Paul St. West

**MONTREAL**

# "FISH"

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

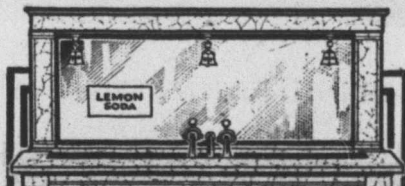
## LEMON BROS.

Owen Sound, Ont.

### A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.


It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.



Some Recent Installations of  
**Arnett Soda Fountains**

The most highly developed fountain in the world.  
The T. Eaton Co., Ltd., Winnipeg.  
Liggett's, Portage Ave., Winnipeg.  
The two largest and finest fountains in Canada.  
Liggett's, Fort Rouge.  
Owl Drug Co., Winnipeg.  
Connel & Co., Winnipeg.  
Rose Tea Room, Regina.  
Green Lantern, Medicine Hat.  
Monarch Drug Co., Medicine Hat.

Ask for literature.  
**Thomas Lewis Arnett**  
Souris                      Manitoba



**CANADIAN GROCER** has been published for over 30 years and is the only weekly paper devoted to the grocery trade.

## QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$2.20 PER INCH EACH INSERTION PER YEAR

### JAMS

**DOMINION CANNERS, LTD.**  
Hamilton, Ont.  
"Aylmer" Pure Jams and Jellies.  
Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac. Top Glass Jars, 16 oz.	
Strawberry	\$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 85
Gooseberry	4 50

### "AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 15
16 oz. Glass, Screw Top, 2 doz. in case	3 85
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 85
2's Tin, 2 doz. per case	5 95
4's Tins, 12 pails in crate, per pail	0 95
5's Tin, 8 pails in crate, per pail	1 18
7's Tin or Wood, 6 pails in crate	1 64
30's Tin or Wood, one pail in crate, per lb.	0 23

### PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 85
Family, Plain, \$1.75 doz.; Family Tomato Sauce, \$1.95 doz.; Family Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

### CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	\$1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	\$1.65
	Per doz.
Pints, Delhi Epicure	\$2.75
¾-Pints, Red Seal	1.25
Pints, Red Seal	1 90
Qts., Red Seal	2.40
Gallons, Red Seal	6.45

### BORDEN MILK CO., LTD.

180 St. Paul St. West, Montreal, Can.

### CONDENSED MILK

Terms—Net 30 days	
Eagle Brand, each 48 cans	\$11 00
Reindeer Brand, each 48 cans	10 50
Silver Cow, each 48 cans	10 00
Gold Seal, Purity, ea. 48 cans	9 85
Mayflower Brand, each 48 cans	9 85
Challenge Clover Brand, each 48 cans	9 35

### EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$7 15
Jersey Brand, Hotel, each 48 cans	7 15
St. Charles Brand, tall, each 48 cans	7 25
Jersey Brand, tall, each 48 cans	7 25
Peerless Brand, tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 25
Jersey Brand, Family, each 48 cans	6 25
Peerless Brand, Family, each 48 cans	6 25
St. Charles Brand, small, each 48 cans	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

### CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	6 75
Reindeer Brand, small, each 48 cans	6 50
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

### HARRY HORNE & CO., Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

### COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	\$2 50
D.S.F., ½-lb.	5 30
D.S.F., 1 lb.	10 40
F.D., ¼-lb.	4 40
	Per jar
Durham, 1-lb. jar, each	\$0 50
Durham, 4-lb. jar, each	2 25

### CANADIAN MILK PRODUCTS, LIMITED,

Toronto and Montreal

### KLIM

8 oz. tins, 4 dozen per case	\$12.50
16 oz. tins, 2 dozen per case	11.50
10 lb. tins, 6 tins per case	25.00
Prices f.a.b. Toronto.	

### THE CANADA STARCH CO., LTD.

Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

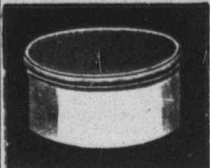
Manufacturers of the Edwardsburg Brands Starches	
Laundry Starches—	
Boxes	Cents
40 lbs., Canada Laundry	\$0 10½
100-lb. kegs, No. 1 white	0 10½
200-lb. bbls., No. 1 white	0 10½
40 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 12½
40 lbs., Benson's Enamel, (cold water), per case	3 50
Celluloid, 45 cartons, case	4 80
Culinary Starch.	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0 12
40 lbs., Canada Peas or Challenge Corn	0 10½
20 lbs., Casco Refined Potato Flour, 1-lb. pkgs.	0 16
(20-lb. boxes, ¼ higher, except potato flour.)	





# BUYERS' MARKET GUIDE

## Latest Editorial Market News



### STONEWARE JARS

Place order for crocks before the season opens. They are going to be hard to get later. Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.

The Toronto Pottery Co. Limited  
Dominion Bank Bldg.  
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

### WHITE-COTTELL'S

Best English Malt Vinegar

### QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agent:

W. Y. COLCLOUGH, 592 Kingswood Road  
Beach 2170 Toronto

J. E. TURTON, Board of Trade Building,  
Montreal

OPPENHEIMER BROS., LTD.  
Vancouver, B.C.

BAIRD & CO., Merchants, St. Johns

Order from your jobber to-day.

### "SOCLEAN"

the dustless sweeping compound

### SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

### Olivier's Cream Toffee

5 cent bars

O.K.—Almond—Cocoanut  
The finest made

Brokers

Man. & Sask. - Watson & Truesdale  
Calgary - Clarke Brokerage  
B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVIER (the toffee man)  
MEDICINE HAT

### SHELLED NUTS SHOW INDICATIONS FOR HIGHER PRICES

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



### CLIMAX PAPER BALERS

ALL STEEL-FIREPROOF

"Turns Waste into Profit"

12 SIZES

Send for Catalogue

CLIMAX BALER CO.

Hamilton, Ont.

### FOR SALE

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

C. A. MANN & CO.  
LONDON, ONT.

Phone 1577

**BREAK NO FEAR IT'S AN R.M. FLEXIBLE**

Before Burning After Shipping

**R.M. Moore & Co., Ltd. Vancouver, B.C.**

**PACIFIC COAST MANTLE FACTORY**

**GAS MANTLES**  
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE—SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS

The SARNIA PAPER BOX CO., Ltd.  
SARNIA, ONT.

Manufacturers of:

Ice Cream Cartons, Parafined.  
Butter Cartons, Parafined.  
Egg Cartons; Special Egg Fillers.  
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mince-meat, etc.

### BEANS

Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgeway, Ont.

30 DOZ. CASE FILLERS  
ONE DOZ. CARTON FILLERS  
3/4-INCH CUSHION FILLERS  
CORRUGATED FLATS

The TRENT MFG. CO., LTD.  
TRENTON - - ONTARIO

### Fidelity Collection Agency Ltd.

Canadian Bank of Commerce Bldg., Winnipeg

Collections and Adjustment

"We collect anything anywhere"

References: Can. Bank of Commerce and Molsons Bank

**TANGLEFOOT**

The Non-Poisonous Fly Destroyer  
The United States Public Health Service advises: "Arsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."

These one-inch spaces only \$2.20 per insertion if used each issue in the year.

# Wanted

## FOR SALE

**FOR SALE—GENERAL STORE, CENTRAL ALBERTA**, excellent mixed farming district; G.T.P. Ry.; good class customers; stock is clean and well assorted; will inventory about \$6,500, including fixtures. Store building may be leased at low rental. If you are interested in buying a business I can give you satisfactory figures as to volume, profits, etc. One man can handle this business with occasional help, and it is a money-maker; sidelines handled, requiring no investment, make sufficient commission to cover all expenses. \$3,000 cash, balance on terms that business will easily finance. Apply Box No. 100, c/o Canadian Grocer, 143 University Ave., Toronto.

**WOULD LIKE QUOTATION ON CROP OF** about 500 Imperial gallons pure maple syrup in one gallon cans, six gallons to crate. F.o.b. shipping point, Parry Sound district. Box 82, Canadian Grocer, 153 University Ave., Toronto.

**FOR SALE OR RENT—LARGE BRICK STORE** with fixtures, at Conestogo, Waterloo County. General business established sixteen years. H. H. Rowman, 10 Ernest Ave., Toronto, Ont.

**FOR SALE — TWO RIGHT-HAND FORD** trucks. Suitable for grocer. One new, other used few months. C. Southon & Son, Lakeport, Ont.

**GROCERY AND BUTCHER BUSINESS IN** residential section, City of Hamilton; stock and fixtures about \$7,000; annual turnover over \$50,000. Reasonable rental, or can purchase building; good reasons for selling. This is an exceptional opportunity. Apply to Box 74, Canadian Grocer, 143 University Ave., Toronto, Ont.

**WANTED—A GROCERY BUSINESS WITH OR** without stock, in the rural district preferred. Box 62, Canadian Grocer, 153 University Ave., Toronto.

**GROCERY FOR SALE—LARGE SHIP YARD** trade. Good clean stock. Good reasons for selling. Apply Box 76, Canadian Grocer, 153 University Ave., Toronto, Ont.

**FOR SALE—A GENERAL STOCK IN A COUN-**try town, midway between Montreal and Ottawa. For information apply to Box 72, Vankleek Hill, Ontario.

**FIXTURES FOR SALE.**  
**EVERY MERCHANT WHO SEEKS MAXIMUM** efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

**ESTABLISHED ENGLISH AGENT, HEAD-**quarters London, visiting Canada, desirous of representing or distributing Canadian manufactured goods in the British Isles. Box 88, Canadian Grocer, 153 University Ave., Toronto.

**COMPETENT GROCER AND PROVISION MAN** with wide experience in all branches of the trade, English and Canadian experience, seeks position as manager or head clerk, hustler, excellent references. Apply Box 90, Canadian Grocer, 153 University Ave., Toronto.

**FOR SALE — DAYTON SCALE, BARREL** shape; computing capacity 25 lbs.; A1 condition, recently inspected. A. P. Wright, Whitby, Ont.

**WANTED—POSITION IN GROCERY OR GEN-**eral store in some town in Manitoba or Saskatchewan. Have twelve years' experience; capable of taking charge. Best of references. 32 years old and married. Box 149, Woodstock, N.B.

## Baker's Cocoa and Chocolate



REGISTERED TRADE-MARK

**MAKE AND KEEP GOOD CUSTOMERS**

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

**WALTER BAKER & CO. Limited**  
Montreal, Can. Dorchester, Mass.

Established 1780

Opportunities are offered every week on this page.

Are You making use of them?

## SITUATIONS WANTED

**DOES ANY LARGE TEA HOUSE REQUIRE** representation on commission? Ten years' experience in wholesale bulk and package trade and well known to buyers in Quebec and Ontario. Position as buyer would be considered. Box 70, Canadian Grocer, 153 University Ave., Toronto.

**YOUNG MARRIED MAN, 24 YEARS OF AGE,** having four years' experience in general store, desires a position in wholesale or retail store in the Province of Ontario. Can commence at once. Best of references. Apply to Box 84, Canadian Grocer, 153 University Ave., Toronto.

## WANTED

**ADVERTISER IS OPEN TO ENTERTAIN PUR-**CHASE of a first-class grocery business which will stand thorough investigation; give full particulars first letter, cash required, turnover, net profits; towns or cities in Western Ontario considered. Box 50, Canadian Grocer, 153 University Ave., Toronto, Ont.



**To Smoke and Cure Meat**  
Better than the old smoke house method.

## Parke's Smoke Essence

A liquid, easy to use, just apply it with a brush.

**Retails 35c and 75c**

35c size, enough for about 100 lbs. is packed in compartment corrugated cases, 36 bottles in each. Price, \$8.40 per case. 75c size, enough for about 300 lbs., is \$6 per dozen.

**Parke & Parke Limited**  
MACNAB ST. AND MARKET SQ.  
Hamilton, Ontario

## COLLECTIONS

By a competent organization which is wide-awake to the necessity of having these leakages stopped.

We can handle this proposition in a proper business like manner and guarantee satisfaction to all concerned.

**Nagle Mercantile Agency**  
Laprairie (Montreal) Que.

EVERYWHERE  
COLLECTOR  
CHAS. NAGLE



*Sold Out!*

“NO, madam, we haven't a package of Jersey Creams left. There is such a demand for them!”

## McCormick's Jersey Cream Sodas

are rapid sellers because of their quality and because we create the market for them, so guard yourself against disappointing your customers.

They are so widely advertised that “Soda Biscuits” always mean McCormick's Jersey Cream Sodas, because your customers naturally want the best.

We produce the highest quality goods, and tell your customers about them.

**Stock up now with the goods your customers want.**

Rapid Sellers are Money-Makers.

**The McCormick Manufacturing Co., Limited**  
**LONDON - CANADA**

BRANCHES—MONTREAL, OTTAWA, HAMILTON, KINGSTON, WINNIPEG, CALGARY,  
PORT ARTHUR, ST. JOHN, N. B.



## “Here’s our new Partner--boys It will make more money for us”

Says the boss—

“This will be the fourth new Dayton we’ve bought in two years. Just seems as though the more customers we can handle the more we get. Nothing succeeds like success. I know when I go into another store, nothing riles me so much as slow service, and I’m not going to have my clerks handicapped by having too few scales. Each of you fellows has your own Dayton Automatic Computing Scale now—no more murderous downweights, or mistakes in figuring. Go to it boys and we’ll all make more money.”

That is a successful store.

**“If It’s a Dayton, It’s Right.”**

**Catalogue free. Made in Canada.**

## DAYTON COMPUTING SCALES

Manufactured by International Business Machines Co., Ltd.

Royce and Campbell Ave.  
Toronto

Frank E. Mutton  
Vice-Pres. and Gen. Mgr.

Also at Montreal  
Winnipeg, Vancouver

*Also makers of International Time Recorders and Hollerith  
Electric Tabulators.*