

CANADIAN GROCER

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

Vol. XXXII.

PUBLICATION OFFICE: TORONTO, MAY 24th, 1918

No. 21



Make your Summer Displays more resultful with
regular showings of

PURE GOLD EXTRACTS

You can back every *PURE GOLD* sale with the strongest recommendation you know, for *PURE GOLD* quality is something calculated to meet the requirements of the most particular.

The Summer demand for *PURE GOLD EXTRACTS* is always worthy of attention. See that you get your share by stocking now and showing the handy little bottles in your displays.

Pure Gold Manufacturing Co., Limited
TORONTO and WINNIPEG

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



An O-Cedar Window--Now is the Time for it!

THE O-Cedar newspaper advertising has started. It is the biggest and best O-Cedar Polish Campaign ever launched. It means a big and profitable "O-Cedar selling season" for the dealers who handle O-Cedar Products.

O-Cedar Polish and the O-Cedar Polish Mop have distinctive merits. By our advertising we make these qualities known—we influence housekeepers in favor of O-Cedar; we impress on them right at housecleaning time, the importance of these, our products.

You can get a big percentage of the O-Cedar Sales, by letting your customers know you are an O-Cedar Dealer.

An attractive window display of O-Cedar Polish Mops and O-Cedar Polish will pay you big dividends. We have a number of beautiful window cut-outs and signs, that are of great assistance in dressing your windows.

Let us send you a set of O-Cedar Helps. Ask your jobber's salesman about the Special Assortments of O-Cedar Products.

CHANNELL CHEMICAL CO., LIMITED

369 SORAUREN AVE., TORONTO, ONT.

PROHIBITION **BY THE BRITISH GOVERNMENT**

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

MUNITIONS OF WAR

This regulation precludes our manufacturing (for the present)

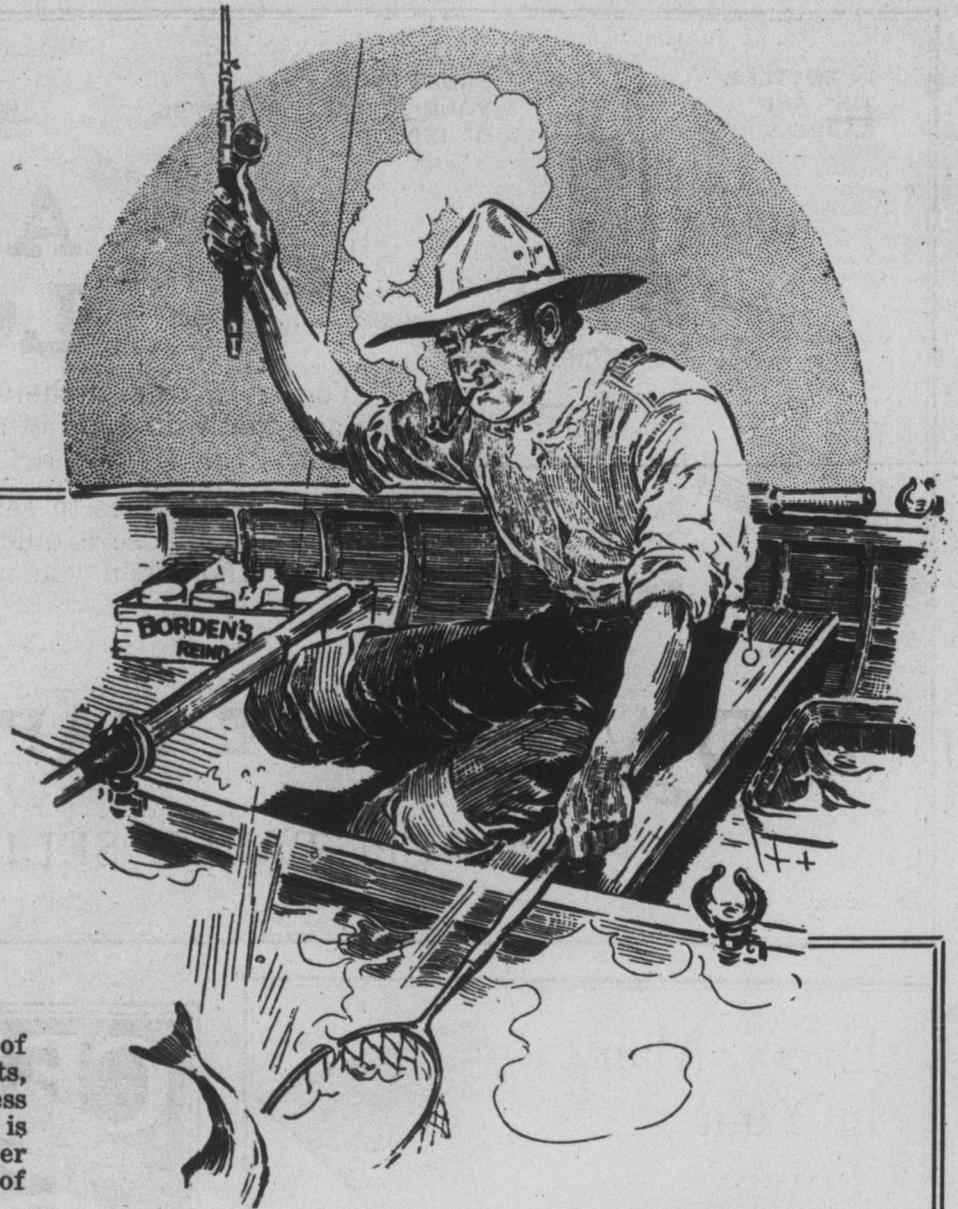
BOTTLE CAPS

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

BETTS & COMPANY, LIMITED

1 Wharf Road LONDON, N., Eng.

Cable Address: CHECKMATE, LONDON



For that
week-end
fishing trip
Borden's would
be just ideal

To the great convenience of the Borden Milk Products, as well as to their peerless purity and deliciousness is due the extra big Summer demand for these Leaders of Quality.

For the Fishing Trip, the Picnic, the Summer Cottage—wherever something good is wanted quickly, Borden Milk Products are justly supreme.

A display in your window, a little suggestion occasionally and your share of this profitable demand is assured.

There are several other Borden lines besides the two shown here—Eagle Brand Condensed Milk, Borden's (St. Charles) Evaporated Milk, Borden's Reindeer Condensed Milk, and Jersey Evaporated Milk, etc.

All at your wholesalers.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver



IN BOTTLES,
TINS AND
BARRELS



ORDER FROM
YOUR JOBBER
OR DIRECT

NOT A SHELF- LOUNGER

You know what a shelf-lounger is — only too well perhaps; and that's the kind of an article you want to avoid buying, naturally.

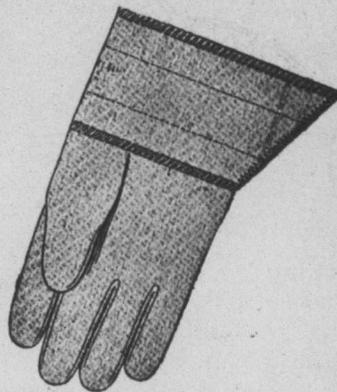
Therefore, when it comes to selecting your stock of maple syrup, be sure to choose a quick-selling, well-known, well-liked brand. And when you make this decision you will inevitably select

BOWES PURE MAPLE SYRUP

A REPUTABLE SELLER

Every Man
In Your
Town

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

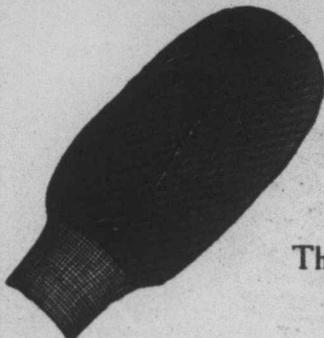


TAPATCO
REGISTERED BRAND TRADE MARK

Ask Your Jobber

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

The American Pad and
Textile Company
Chatham, Ontario



CENTURY SALT



---a salt that's
easy to sell

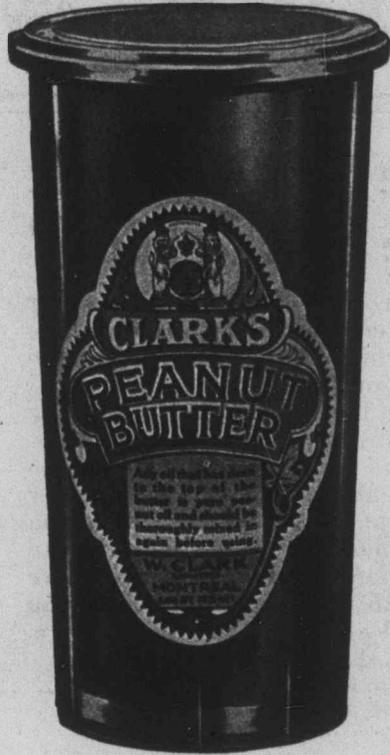
—a salt that's purified and refined to the very last degree—a salt with the clean, sparkling purity so much desired by every good housewife—a salt that makes satisfied customers.

Be sure
your stock
is well
displayed.



THE DOMINION SALT CO LIMITED
SARNIA, ONT.

CLARK'S PREPARED FOODS



Assure
you
PRIME
QUALITY



CLARK'S PORK AND BEANS

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

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

Etc., Etc., Etc.

Good Business is always the result of Quality.

W. CLARK LTD.



MONTREAL

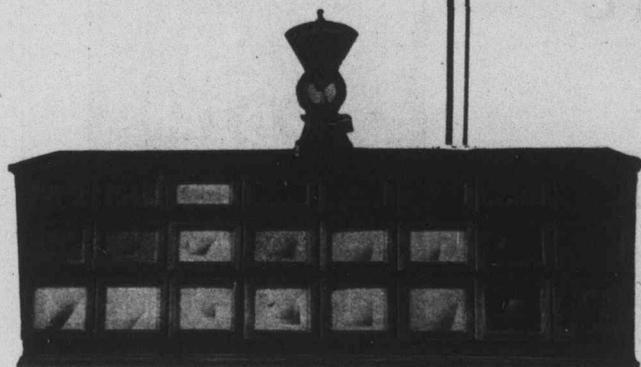
If any advertisement interests you, tear it out now and place with letters to be answered.

The Real Merit which pushed H. P. to the front, is keeping it there NOW.

It pays to put H. P. in your window—let the public see you sell H. P. SAUCE, your customers are buying it—SOMEWHERE.

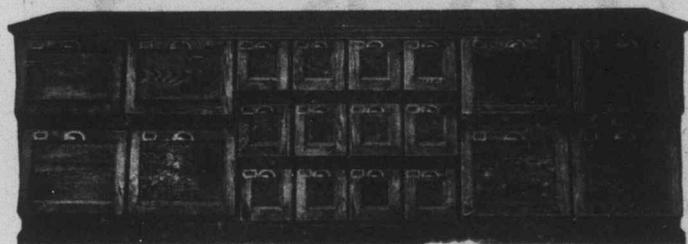
H. P. SAUCE

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



FRONT VIEW OF OUR NO. 3 UNIVERSAL COUNTER.

Three rows of bevel displays in line of vision. The glass in top row 4" x 10"; middle row 6" x 10"; lower 8" x 10", giving assorted displays of small capacity, affording a maximum display with minimum stock.



—AND A REAR VIEW.

Shows three capacity bins. Lower row about 56-quart capacity. Upper row about 52-quart capacity, with removable division in centre. Small centre bins 10-quart capacity, with removable division. Made in stock lengths 9 ft., 12 ft. 4 in., 15 ft. 8 in. (9 ft. length shown). By adding one bin to row on either side of centre unit gives additional 3 ft. 4 in. counter length. All Patented Gravity Closing Bins—not drawers.

Do you save at the spigot and waste at the bung?

Very many grocers do. They still consider the obsolete store equipment of 50 years ago the lumber shelving and the cumbersome counters—good enough to do business with. But, surely if your business is worth running at all it is worth running on real success-making lines. And good equipment will do it every time. Real equipment like Walker Bin Wall Cases and Counters will save you money by reducing the labor required to serve your customers. **You can serve more customers with 25% less labor when you serve them in a Walker Bin equipped store.**

Tell us your problems. Give us your idea of floor plan with measurements and we'll send you catalog and full instructions of the equipment you need. No obligation at all.

NOTE—Gravity Closing Bins are airtight, dust and vermin-proof. Conserve food by avoiding the usual waste serving from drawers and boxes.

THE WALKER BIN AND STORE FIXTURE COMPANY, LIMITED

Kitchener, Ontario



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.



Deliveries by Ford One-Ton Truck

THE commercial car is looked upon today as a necessity by progressive business firms who have hauling and delivering problems to consider.

Wholesale or retail merchants who must deliver quantities of merchandise have found the horse-drawn delivery to be too slow, expensive, and entirely inadequate.

The Ford truck, with a single driver, will do more work and cover more ground than two teams and two drivers, for it travels in half the time. This truck will reduce your hauling costs. It eliminates one driver's salary and the care which horses always require. It will make your delivery service more efficient. It will widen your area of distribution. It will be constantly ready for work—day or night. It will show a profit on your investment.

There has been a popular demand for a Ford truck as is shown by the many uses, for commercial purposes, to which our standard chassis has been put. Now, after most careful designing and exacting tests, we are able to offer the Ford One-Ton truck to meet this demand.

The Ford truck is supplied as a chassis only. This permits the purchaser to mount any one of the many body styles specially designed for the Ford truck, and already on the market, and he can select it to meet the individual needs of his business.

Price \$750 f.o.b. Ford, Ont.

See any Ford Dealer in Canada, or write for a catalog

Ford Motor Company of Canada, Limited
Ford, Ontario



Three of the many body styles that may be mounted on the Ford truck chassis

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

BRISTOL, SOMERVILLE & CO.

(Formerly Geo. E. Bristol & Co.)

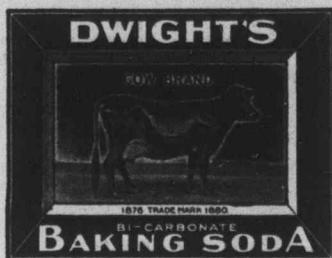
HAMILTON

We are Hamilton Agents for DIAMOND CRYSTAL SALT

"The Salt That's All Salt"

Big shipment just to hand. Send us your order for quality goods.

BRISTOL, SOMERVILLE & CO.



**"Cow Brand's" three
winning points—
Strength Purity—
Reliability**

Housewives have no fear of
baking results when they use
Cow Brand Baking Soda.

And Grocers who sell Cow
Brand have no fear of its selling
qualities.

Experience has shown them that
Cow Brand is a sure "repeater."

**CHURCH & DWIGHT
LIMITED**

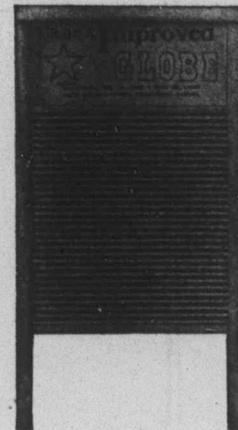
Manufacturers - MONTREAL

Sell Cane's Zinc, Tin and Glass Washboards

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

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

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



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

Furnivall's
FINE
FRUIT
PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto; H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—George Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

When you consider the care we use in selecting only the best fruits, that we use only pure cane sugar, that our factory and equipment are up-to-date in every essential, is it any wonder that Furnivall's Jams are recognized everywhere as the standard of excellence?

FURNIVALL-NEW, Limited
Hamilton, Canada

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

You are always safe in recommending

E. D. S.

Orange Marmalade

E. D. S. quality has long been recognized as the highest standard of jam excellence.

We have maintained this standard in the New Season's Pack of E. D. S. Orange Marmalade now being distributed.

A stock of this quality marmalade, well displayed, will prove beyond doubt that it pays to concentrate on the E. D. S. Products.

Order your supplies now.



E. D. Smith and Son
Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; Eastern Representative: Wm. H. Dunn, Limited, Montreal; Alberta Representative: Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; B.C. Merchandise Brokerage Co., Vancouver, B.C.

An Unpardonable Sin

During this critical period in the world's history, when we hear warnings from all sides to conserve the country's supply of food, it is essential that we do not run any risk of loss to our coming preserve pack.

From past experience the packer realizes that by sealing his glass packages of jam, etc., under Vacuum with an Anchor Cap, he is following the best method of protecting his pack against mold and general contamination.

Anchor Caps are air-tight, they prevent leakers and they present a common-sense, businesslike appearance that is sure to appeal to every thrifty housewife.

Anchor Caps are so easily and quickly put on the jar that they increase the packers' production enormously.

But more than anything else the use of Anchor Caps is the safest and surest way of going through the packing season without loss, and loss under existing conditions will never be forgiven.

Anchor Cap & Closure Corporation OF CANADA, LIMITED

FACTORY AND
GENERAL OFFICES



50 DAVENPORT ROAD
TORONTO, ONTARIO



Keep *Sani-Flush* before the eyes of your customers. Many of them have been convinced by the manufacturer's advertising that they need

Sani-Flush

They will buy it as soon as you let them know you handle it.

HAROLD F. RITCHIE & CO., LTD.
10-12-14 McCaul Street, Toronto, Ontario

How to sell

OCEAN BLUE

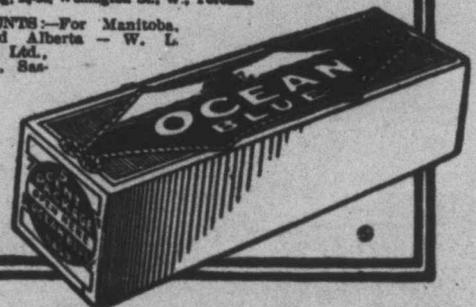
is not a problem. It is merely a question of getting your customers to try the first 5 cent packet. After that, repeat orders follow as a matter of course.

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.

The Gray Building, 24-26, Wellington St. W., Toronto.

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



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

RED, WHITE and GREEN PACKAGE

Inside and Out—
Year in and Year out—
Always the same—
A Repeater, Mr. Dealer

REASONS WHY ?

Yes, lots of them



Sweet White Corn—high in nourishment—made according to a process absolutely different from any other—and better, too.

When you recommend

Kellogg's Toasted Corn Flakes

THE GENUINE

You're safe in the good estimation of your customer. They are made only in London, Canada, by the

Battle Creek Toasted Corn Flake Co., Limited

LONDON

CANADA

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

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties
H. W. Ackerman
BELLEVILLE ONTARIO

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

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

W. G. A. LAMBE & CO. TORONTO
Established 1895
SUGARS FRUITS

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties.
"We cover Canada 3 times a year."
Foy Bldg., 32 Front Street W.
TORONTO ONTARIO

**This Space is Yours
For \$2.50
On Yearly Order**

Coffee, Its History, Classification and Description
By Joseph M. Walsh
This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:
Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.
This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of
\$2.00
It Will Pay You to Send at Once.
MacLean Publishing Co.
Technical Book Department.
143-153 University Avenue, Toronto.

**TO
Manufacturers' Agents**
Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. This directory is the right place to have your card.
The rates are reasonable. For one inch each week for one year the cost is only \$1.25 per insertion. For quarter column for the same time the cost is \$2.80 an issue.
We shall be glad to furnish you with other rates upon application.
Canadian Grocer
143-153 University Ave.
TORONTO

Kindly mention this paper when writing to the advertisers.

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.

QUEBEC

Complete Trade Connection.

JOHN E TURTON

Importer and Commission Merchant
55 St. Francois Xavier St. - Montreal
Wholesale and Retail

G. B. MacCALLUM & CO.

GROCERY BROKERS
489 St. Paul St. W., Montreal
Complete connection with the Grocery and Confectionery trade of Montreal.
Daily Motor Delivery to all parts of City and Suburbs.

ROSE & LAFLAMME LIMITED

Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

H. D. MARSHALL

Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

Oats—Peas—Beans—Etc.

Handled in any quantities to best advantage by
J. R. GENEST
Wholesale Grain, Flour, Feed and Provision Merchant
BOARD OF TRADE BUILDING, MONTREAL

FREEMAN and SHEELY

WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.

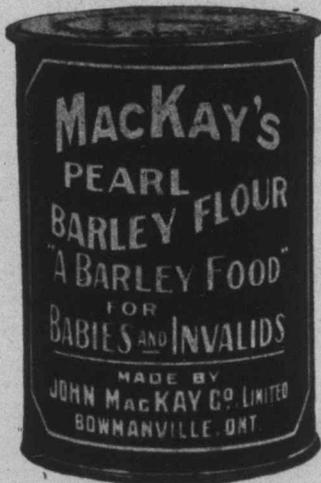
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Do you require representation in New Brunswick?

Schofield & Beer, St. John, N.B.
Commission Merchants
Agents for: Acadia Sugar Refining Co., Ltd., Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.

Gaetz & Mosher

MANUFACTURERS' AGENTS AND GROCERY BROKERS
P. O. BOX 145 HALIFAX, N.S.



IT'S THE REAL MACKAY

MacKay's Pearl Barley Flour

Made - in - Canada. A "Barley Food" without a peer. A seller and a "repeater."

Just the thing for infants, invalids and old people. Gives a delightful flavor to soups and gravies.

Dealers should keep MacKay's well displayed and so link up with our widespread consumer advertising.

Your wholesaler has it.

Recommended by Dr. McGill, Ottawa, Dominion Medical Analyst.

John MacKay Co., Limited

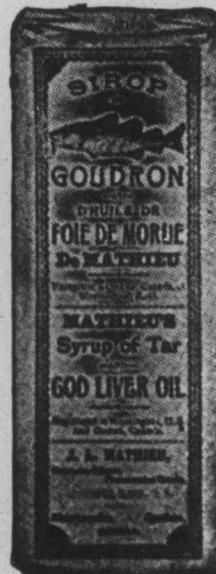
BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada

Recommend these profit makers

You can do so confident that the excellent good qualities of

Mathieu's Nervine Powders and Syrup of Tar



will give your customers that satisfaction which means repeat sales and good profits. The Mathieu lines are dependable remedies. Their reputation will be a big factor in netting you good sales and securing you more customer satisfaction.

J. L. MATHIEU

COMPANY
Sherbrooke Quebec





Are you getting this business?

In every community there is a growing demand for such delicious wholesome milk products as **Malcolm's**.

The fact that Malcolm Milk Products are entirely Canadian made gives them an additional selling appeal to patriotic people.

And Malcolm quality is the equal of the best and better than most.

Just to get acquainted, why not send that trial order to us to-day?

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

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



The

Malcolm Condensing Company, Limited

ST. GEORGE, ONT.



Have you Marsh's in stock?

Its delightful flavor and real food value make it a strong seller wherever quality is appreciated.

And it's a year-round seller.

The Marsh Grape Juice Company
Niagara Falls, Ontario

Agents—
MacLaren Imperial Cheese Co., Ltd.,
Toronto, Ontario

Rose & Laflamme, Ltd.,
Montreal, Que.

Y & S STICK LICORICE

in 10c Cartons



Everything in Licorice for all
Industries using

LICORICE

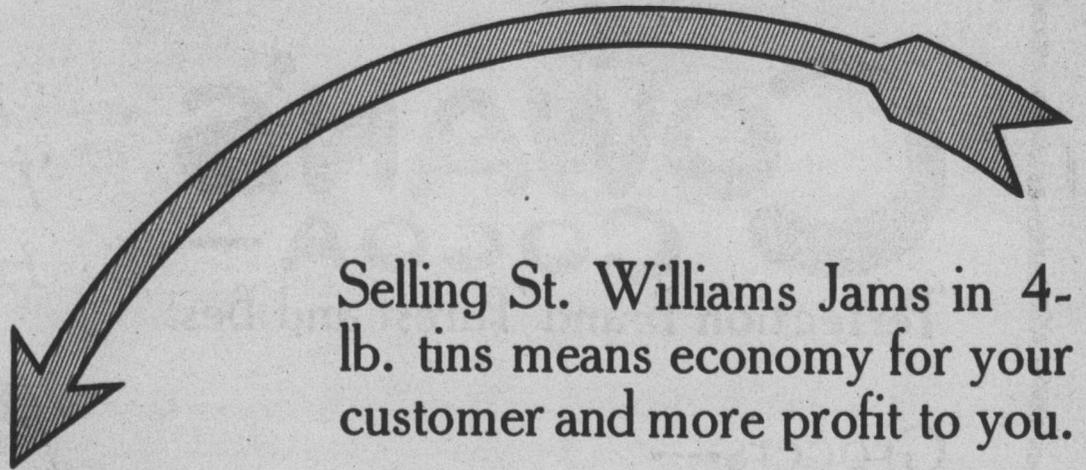
in any form.

Made in Canada by

National Licorice Company
MONTREAL

ST. WILLIAMS PURE JAMS

Packed
in
4-lb.
Tins



Selling St. Williams Jams in 4-lb. tins means economy for your customer and more profit to you.

Scarcity of sugar will mean an increased demand for St. Williams Jams.

Look up your stock and let us have your order now.



Made by

St. Williams Fruit Preservers, Limited

St. Williams, Ontario

Distributors:

Maclure & Langley Limited

TORONTO

--

WINNIPEG

SALES AND ADVERTISING MANAGER OPEN FOR ENGAGEMENT

Extensive and successful selling and advertising experience. Has originated and directed national advertising and selling campaigns involving salesmen, jobbers and dealers.

Has good record of results produced, fully competent to exploit intelligently any high-class product, particularly in the grocery line.

At present employed, but seeks larger field, with a bigger opportunity to develop. Will gladly furnish full particulars and references.

Box 100, CANADIAN GROCER

COWAN'S COCOA— "Perfection Brand" Purest and Best

*"In
Every
Home!"*

Grocers----

Sell Canadian made products to-day and every day --- By so doing, you keep the money in the country --- You and others need it. Push this Canadian Cocoa, made by Canadians



B-25

SMALL'S MAPLE SYRUP

Maple
Butter



Maple
Sugar

World's Standard For Nearly One Hundred Years

— AT ALL JOBBERS —

SMALL'S, Limited

Montreal, Que.

We always have a few carloads of
2's and 2½'s

CANNING SHOOKS ON HAND

Write or wire for prices.

W. C. Edwards & Co., Limited
OTTAWA, ONTARIO

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

With the duty added Red Rose Tea is still cheap

RED ROSE TEA would not be dear if it were a dollar a pound, as then it would cost less than $\frac{1}{2}$ a cent per cup—while now, even with the duty added, it costs much less than a dollar a pound—only a little more than a $\frac{1}{4}$ of a cent per cup.

Good tea is still cheap—so cheap that the very poorest can still afford to use it.

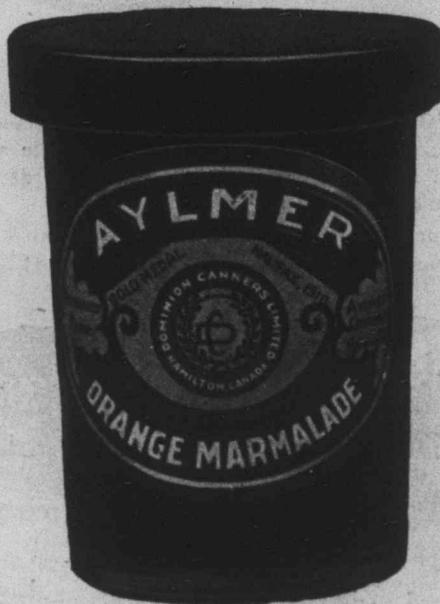
A cup of *good tea* (Red Rose Tea) is the cup that cheers these trying days.

T. H. ESTABROOKS CO., LIMITED
 St. John Toronto Winnipeg Calgary

Aylmer Orange Marmalade *Always a Good Seller*



"The Seal of Quality"



Your confidence in the quality of this line is well deserved. **"The Seal of Quality"** is your guarantee that its ingredients are carefully selected and properly prepared.

Aylmer Orange Marmalade is a big favorite with housewives. It sells readily on its reputation. The various sizes help to sell each other.

Keep a good stock of this particular brand on hand.

Dominion Canners Limited

Hamilton

Canada

THE NEW APPETISER

Delicious Flavour

Delicate Aroma

SAVORA



SAVORA

Made by J. & J. Colman, Ltd., London, England, with Colman's D.S.F. Mustard.

Therefore, Savora can be recommended to your customers without hesitation as the best Mixed Mustard packed.

In large glass jars to retail at 35c In small glass jars to retail at 20c

Let us send you a case of each

MAGOR, SON and COMPANY, LIMITED

191 ST. PAUL ST. W., MONTREAL

Canadian Agents

30 CHURCH ST., TORONTO



Whittemore's Shoe Polishes

Quality Variety



For a Big Seller

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



And Here's the Paste

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

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



RUSSET—2 Sizes



BROWN—2 Sizes



WHITE—2 Sizes



RED—2 Sizes



BLACK—2 Sizes

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



Typical Western views—Wheat shoulder high in the field near Winnipeg—A view in the C.N.R. yards at Winnipeg.

Hope Springs Eternal in the West

I ESTIMATE the amount of wheat under cultivation in the West this year will be fully 25 per cent. more than last year," stated Professor T. Ferrier, head of the school for teaching agriculture to the Indians located at Brandon, to the representative of the MacLean Publishing Company, who made a special trip to the West to report the convention of the Saskatchewan branch of the Retail Merchants' Association of Canada. This in brief is the story of the hope that is centred in the West this year. It is a hope that springs anew each year, but with the food supplies of the world greatly depleted by the ravages of war all eyes are centred more than ever upon the grain crop. This estimate of the increased wheat crop corresponds well with other estimates that have so far been made.

This estimate of 25 per cent. more wheat under cultivation does not mean that the amount of land under cultivation has been increased by that much. Conditions last fall were not conducive to breaking up very much new soil. So far moisture has been adequate and with favorable rains during May and June the opinion prevails there should be a good crop in the West this year. If present promise materializes it is estimated the exportable surplus of wheat will be 350,000,000 bushels. It is of course too early to count the chickens, for many things may intervene between now and the time the crop is ready to harvest. All that can be said at the present time is that the promise is good. The greatest source of wealth for the West is wheat. Because of this factor hope springs eternal in the West—and the East for that matter as well—that the wheat crop shall be

Eyes of a World With Food Supplies Greatly Depleted Look With Expectancy to Grain Fields of Canada—Conditions Augur Well for Big Production—West Will Have Great Purchasing Power With Another Good Grain Crop.

a good one each year. It is wheat that has made the West. It is the wheat that has furnished the wherewithal for the development of the industries of the West.

Area of Western Province

The area of the three Western Provinces of Manitoba, Saskatchewan and Alberta is 479,162,438 acres. Of this it is estimated that some 200,000,000 acres are arable land. It is estimated that but little more than 10 per cent. of the available land is under cultivation. When the West is thoroughly cultivated it will be seen that immense possibilities lie before the country. The future of the cities and towns of Western Canada will be measured by the size of the crops of the three prairie provinces.

The greatest part of the crop of the West is handled through Winnipeg, and it is small wonder therefore that Winnipeg has become such an important distributing gateway. On the basis of local trade figures it is estimated that the city of Winnipeg sells throughout the extensive area for which it is the economic distributing centre manufactured goods somewhat in excess of \$175,000,000 annually. The purchasing power of the Western Canada market is directly correlated to the productive power of the country. With an exportable crop of 300,000,000 bushels of wheat valued around \$2.20 per bushel it will be seen that the West may have something over \$6,000,000 to spend as a result of the

wheat crop alone. More and more the West is turning to diversified farming. Oats, barley, flax, livestock are important items also when the wealth of the West is being considered.

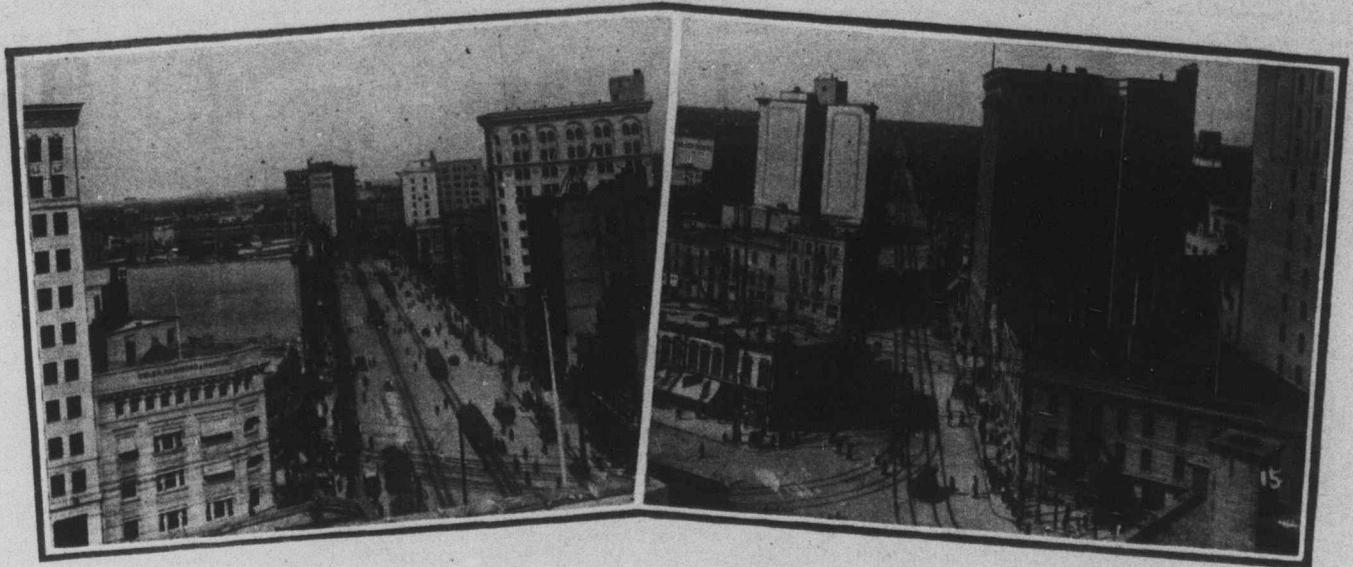
Purchasing Power of West

Some interesting figures were compiled by the Winnipeg Industrial Bureau showing the amount of goods shipped into the West for the years 1911 and 1912. There is an enormous interprovincial commerce being carried on as indicated by the figures gathered at that time. The following figures show the straight car lots of various commodities that were handled for the West through the various Winnipeg jobbing houses during the year 1911:

	Car Lots.
Agricultural implements	2,120
Wire nails, fencing	1,539
Cement	1,180
Furniture	1,090
Hardware	1,042
Sugar	972
Paper	868
Machinery	765
Carriages and wagons	712
Iron pipe	682
Stoves and ranges	584
Canned goods	571
Brick	539
Barrels	514
Sewer and drain pipe	667
Automobiles	436
Glass, window and plate	406

Transactions of Retailers

Compilations from the records of turnover of various Winnipeg jobbing houses for the year 1912 showed some interesting figures with respect to the amount



Main Street—the Financial District and a Glimpse up Notre Dame Street—Winnipeg.

of goods handled by Western retailers through the Winnipeg houses. Following are the figures:

Groceries	\$15,000,000
Hardware	16,000,000
Agricultural implements and machinery	25,000,000
Dry goods and textiles	17,000,000
Iron and building trades	12,000,000
Boots and shoes	6,000,000
Automobiles	6,000,000

Signs of Prosperity

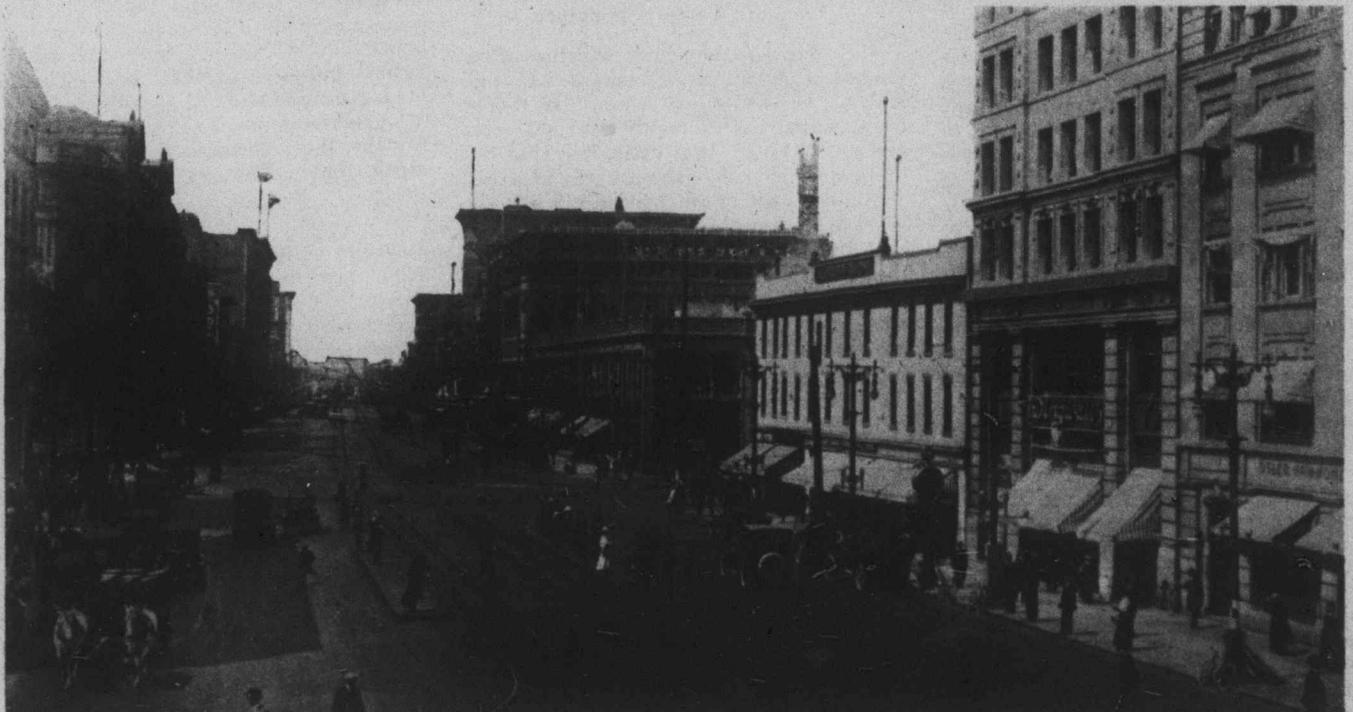
One of the signs of prosperity of any community is the increasing number of automobiles in use. There has been a great increase in the number of automobiles in use in the West even from a time

so recent as the year 1911. As an instance of this development the numbers in the province of Saskatchewan might be cited. During the year 1911 records show there were 1,304 licenses issued in that year. Already for the first four months in 1918 the number of licenses issued exceeds 33,000. The increase in the number of automobiles in Alberta is keeping pace with that in Saskatchewan. For the first four months of the present year there were 21,080 licenses issued in Alberta as compared with 20,639 in the entire year of 1917.

Rich in Water Power

In these days when the development of

electric power is becoming such an important factor in the industrial welfare of any community it is of interest to know that the water powers of the Western Provinces hold vast possibilities in this regard. It is estimated that in the Province of Manitoba alone there are some 7,000,000 horsepower capable of development. It is stated that the city of Winnipeg has in the Winnipeg river alone power sufficient to supply a city of 2,250,000 people. With such an abundance of water power the West is bound to loom large in industrial development in the years that are to come. It is small wonder that with such potentialities that "hope should spring eternal in the West."



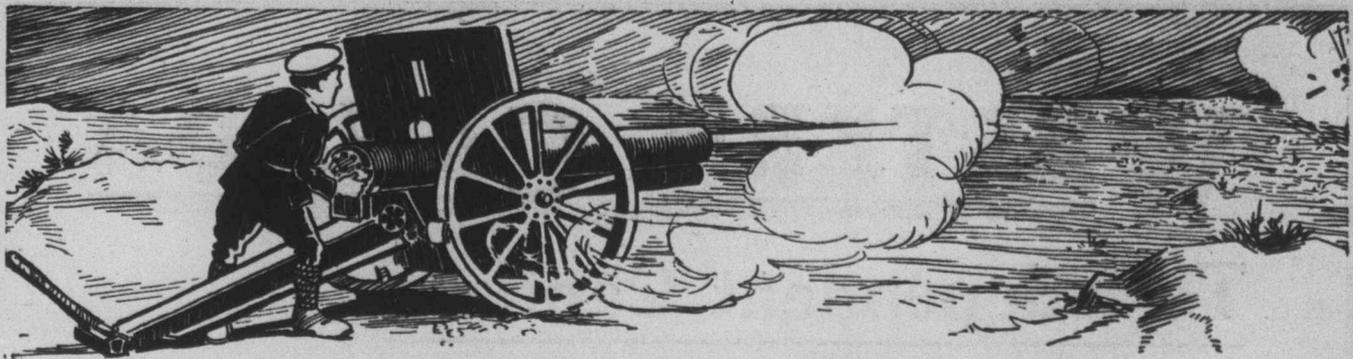
Looking up Portage Ave., Winnipeg.

WINNIPEG GROCERY SECTION**WESTERN CANADA****To Independent Cannerys.**

We are open to take on a good Independent Canning account. Pack must be standard quality. Correspondence solicited. Exceptional facilities for placing your entire pack in the West if desired. Let us hear from you promptly.

H. P. PENNOCK & CO., LIMITED**WHOLESALE GROCERY BROKERS****MANITOBA
SASKATCHEWAN****Head Office WINNIPEG, Manitoba****ALBERTA
WESTERN ONTARIO***Representing The Canadian Salt Co., Limited; Atlantic Sugar Refineries, Limited; Lea & Perrins, etc.*

WINNIPEG GROCERY SECTION



QUICK ACTION!

TO help win the war the Government have seen fit to cut down our supply of sugar, with the result that our output of confectionery and biscuits is reduced one-half.

THIS means that our twenty-four travellers will be working only half time. Some manufacturer of a grocery specialty can use the other half. We guarantee to put your line on the map quicker than any other organization in Western Canada.

IF you are a manufacturer who can use a staff of two dozen sales-producing specialty men, write us to-day. There never was such an opportunity to hitch up with a live sales organization like this.

DINGLE & STEWART

*Storage and Forwarding Facilities and
Large Warehouses at Three Centres*

BRANDON

WINNIPEG

EDMONTON

WINNIPEG GROCERY SECTION



Grasp this Opportunity!

Food! Food! The whole world is talking about food—and learning more about it every day. People everywhere are finding out what foods are best for them. And there lies your golden opportunity, Mr. Grocer. Make your store known far and wide as the home of *uniformly good food* by handling the full line of

No-Vary Quality Groceries

“If its No-Vary its ALWAYS GOOD”

In No-Vary Quality Foods you have a wholly dependable grocery line. Housewives quickly appreciate the values found in No-Vary packages and will confine their trade more and more to your store. Grasp the opportunity made for you by the *good food demands* of your customers—give them No-Vary.

Get in touch to-day with one of the Wholesale Jobbers, listed below, who market No-Vary Quality Foods in Western Canada:

- | | |
|--------------------------------|----------------------|
| Alexander Grocery Co., Ltd. | Camrose, Alta. |
| Brandon Grocery Co., Ltd. | Brandon, Man. |
| Camrose Grocery Co., Ltd. | Camrose, Alta. |
| Medicine Hat Grocery Co., Ltd. | Medicine Hat, Alta. |
| Moose Grocery Co., Ltd. | Moose Jaw, Sask. |
| MacLean Grocery Co., Ltd. | Regina, Sask. |
| Red Deer Grocery, Ltd. | Red Deer, Alta. |
| Swift Current Grocery Co. | Swift Current, Sask. |
| Simington Co., Ltd. | Calgary, Alta. |
| Weyburn Grocery Co., Ltd. | Weyburn, Sask. |
| Yorkton Grocery Co., Ltd. | Yorkton, Sask. |

No-Vary Products Co., Limited

WINNIPEG



W. H. ESCOTT
President and General Manager
W. H. Escott Co., Limited.



T. H. KAVENEY, Director
Inspector of Branches,
Manager Regina Branch.



P. J. BOXER, Director
Sales Manager
Winnipeg.



D. F. McLAY, Office Manager
Secretary-Treasurer,
Winnipeg.



C. T. WOODSIDE,
Manager Calgary Branch.



T. D. WATT
Manager Edmonton Branch.



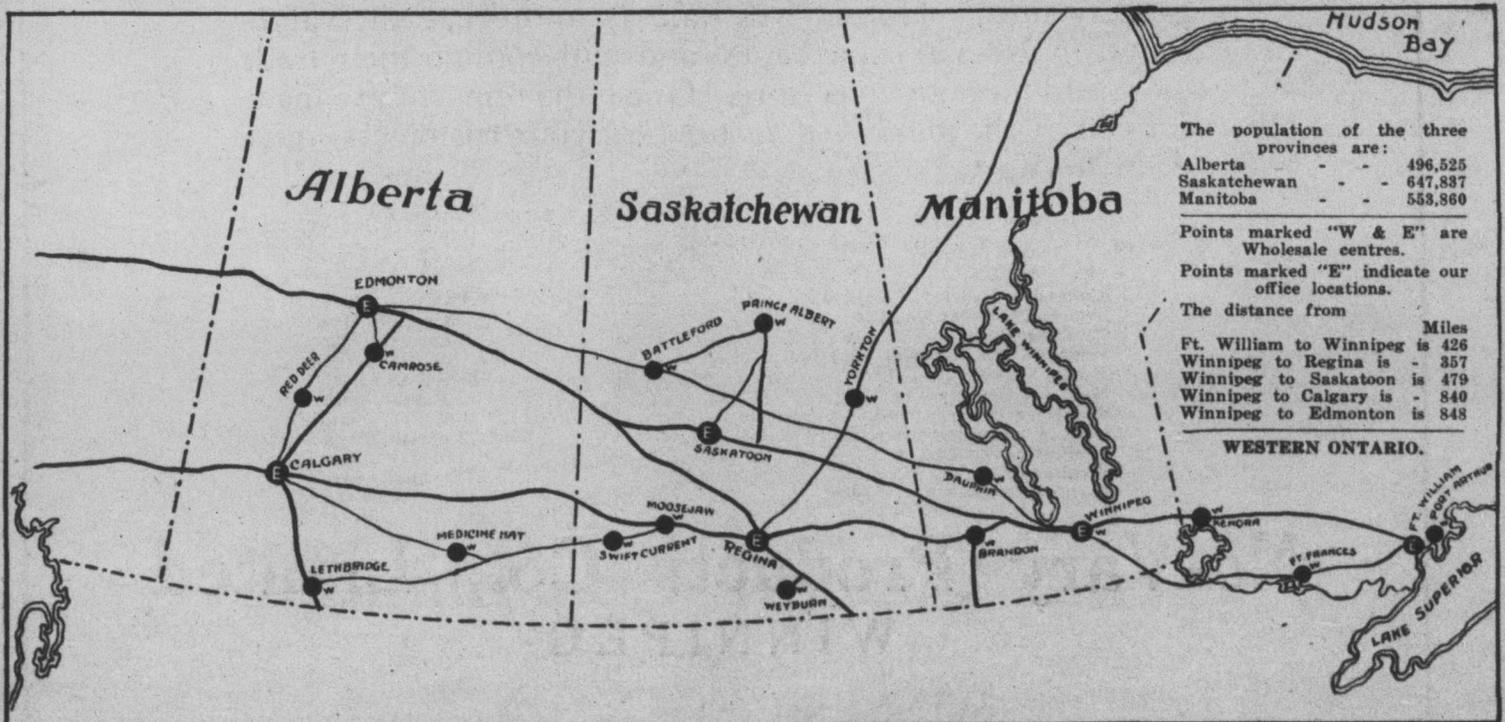
R. BLACK,
Manager Fort William Branch.



W. G. ROSS
Manager Saskatoon Branch.

Territory Covered by W. H. Escott Co. Limited

Manufacturers Agents and Wholesale Grocery Brokers, with Offices at Winnipeg, Fort William, Regina, Saskatoon, Calgary and Edmonton



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

WINNIPEG GROCERY SECTION

They All Favor "AVICO" Vinegars

ALL discriminating consumers who seek "quality first," as well as those to whom "value for money" has first appeal, show a marked preference for "Avico" Vinegars.

VINEGARS that are made from the choicest materials, under Government Supervision in our Bonded Plant, and fully matured in wood until they acquire that mellowness, that full, rich, aromatic flavor and pleasing bouquet which long and careful aging alone can impart.

IN these strenuous war times, when an inadequate supply of high-grade raw materials has compelled many manufacturers to either reduce their output or lower the quality of their products, it is a genuine satisfaction to housewives and the trade to know that "Avico" Vinegars are to be had.

CONSUMERS and dealers are assured that they will get the quality and strength of Vinegar best suited to their purposes, as "Avico" Vinegars are sold only in sealed packages, which bear our guaranty of quality and strength—the 50 O.P. 176½ Acetic Grains, the Proof 118 Acetic Grains, and the XXX 88 Acetic Grains.

OUR packages are made by expert coopers in our own cooperage from selected kiln-dried oak, are treated with a special solution which renders the wood impervious to the action of any liquid, and then filled with "Avico" Quality First Vinegar and sealed with our patented seal.



Ask your Wholesaler

Acme Vinegar Co., Limited

Makers of Vinegars in Bond
WINNIPEG, CANADA

WINNIPEG GROCERY SECTION

*Excelsior Cream Macaroni is made
in Winnipeg.*



Excelsior Cream Macaroni

Ask your jobber to ship you a case or two of Excelsior Cream Macaroni. Get it displayed where your customers will see the neat eye-catching packages. You'll find sales easy.

Excelsior Macaroni Products Co. - Winnipeg, Man.

Exclusive Representatives: DONALD H. BAIN COMPANY, Winnipeg, Saskatoon, Regina, Calgary, Edmonton, Vancouver

TO MANUFACTURERS AND SHIPPERS

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

DONALD H. BAIN Co.

WINNIPEG

Head Office

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

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

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

WINNIPEG GROCERY SECTION

STUART WATSON

WE COVER MANITOBA, SASKATCHEWAN AND ALBERTA

A. TRUESDALE

TRACK WAREHOUSE
DISTRIBUTING

FORWARDING
AND
STORAGE

TELEPHONES MAIN
1850
5366



WATSON & TRUESDALE

WHOLESALE

COMMISSION BROKERS & MANUFACTURERS AGENTS

120 LOMBARD ST.

CABLE ADDRESS
"STUWAT"

CODES
WESTERN UNION
UNIVERSAL EDITION
A.B.C. 4TH & 5TH
EDITION
BENTLEY'S FIRST
EDITION
J. K. ARMSBY'S
LATEST CRCS

WINNIPEG,

May 24/18

TO MANUFACTURERS AND PACKERS:

GENTLEMEN:-

Years of experience coupled with an efficient sales organization calling constantly on both the Wholesale and Retail trades in Western Canada are the reasons why we suggest if you want your business intelligently handled and your products sold, that you write us.

If we are entrusted with your account you will be assured of efficient representation that brings results.

Yours very truly,
WATSON & TRUESDALE



The Same Perfect Milling

The same up-to-date, expensive machinery, the same careful supervision, and the same rigid baking tests are given our new Purity Flour (Government Standard) as were given the old Purity Flour milled before the present Government regulations were put into force.

PURITY FLOUR

(GOVERNMENT STANDARD)

is a superior product milled from Western hard wheat—the best wheat in the world.

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

Western Canada Flour Mills Co., Ltd.
Head Office - TORONTO

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



A Word to Western Retailers

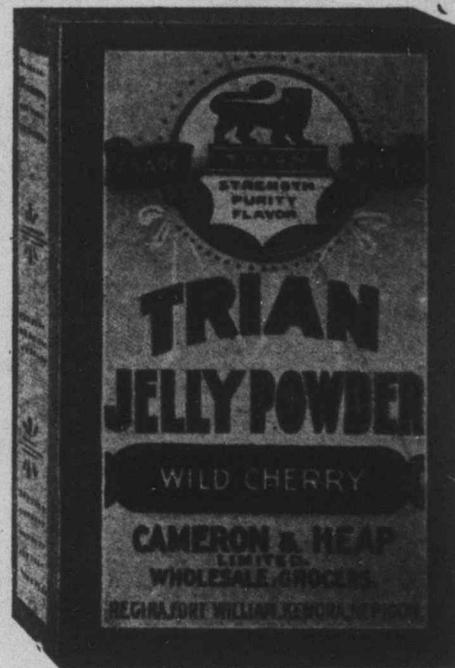
We offer you a line of very high-class groceries — a line with every essential quality making for easy selling and repeat orders.

TRIAN GOODS

- manufactured and sold by us possess **STRENGTH, PURITY,** and **FLAVOR** to delight the heart of every good housewife.

Repeats and quick turnovers are necessary to a successful retail business. Trian Goods give you both in overflowing measure.

Try them next time.



Quality Lines We Control:

King Beach Jam

Gold Bar Catsup in glass

Hygeian Canned Fruits and Vegetables

Gold Bar Canned and Evaporated Fruits

Cameron and Heap, Limited

Saskatchewan Houses

SWIFT CURRENT

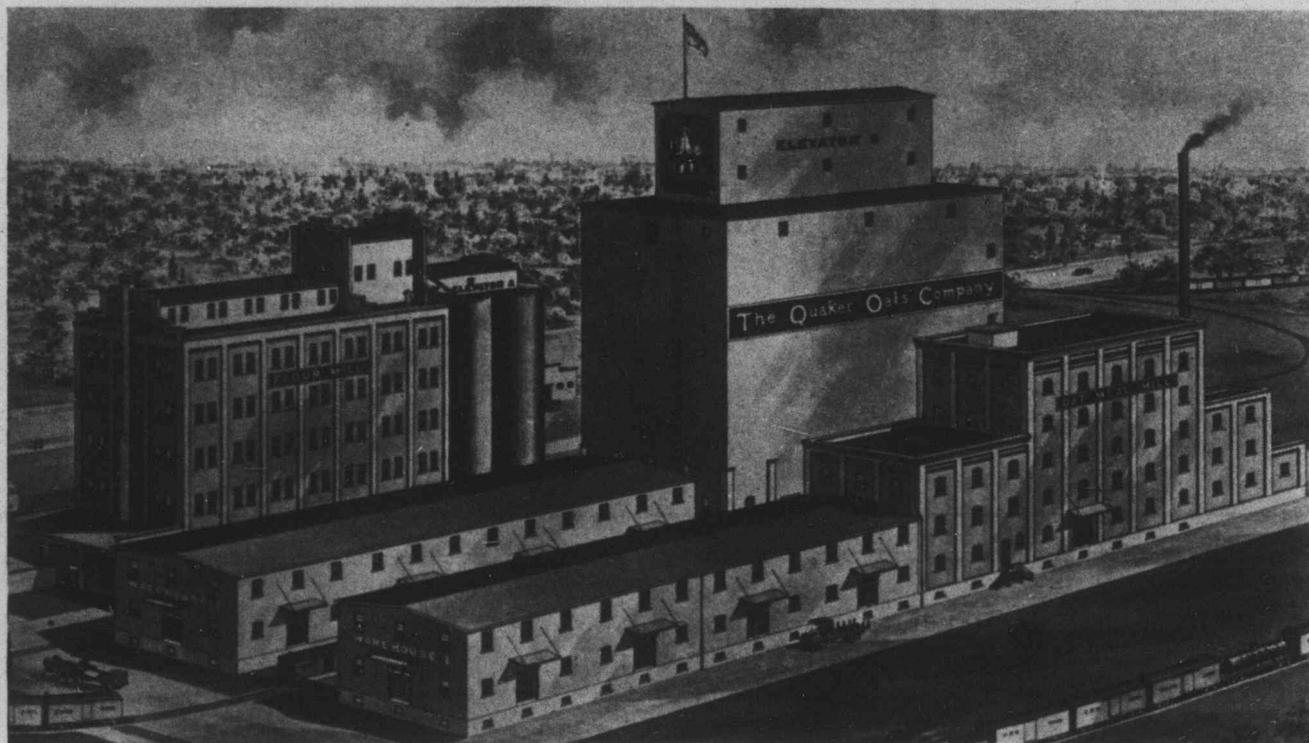
REGINA

PRINCE ALBERT

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



Western Home of The Quaker Oats Company



In addition to the above modern plant at Saskatoon we have elevators in the best grain growing sections throughout the West. These ensure a continuous supply of the choicest oats and wheat, enabling us to maintain the QUAKER standard in our products.

- Quaker Standard Flour
- Tillson's Scotch Fine Cut Oatmeal
- Quaker Toasted Corn Flakes
- Pettijohn's Breakfast Food
- Pure Gold Corn Meal
- Rolled Wheat
- Farmers' Special Chop
- Bell Cow Bran

- Quaker Oats
- Quaker Best Cornmeal
- Puffed Rice
- Tillson's Scotch Health Bran
- Pot and Pearl Barley
- Graham Flour
- Schumacher Feed
- Bell Cow Shorts

THE QUAKER OATS COMPANY
Peterborough, London, Sudbury, Neepawa, Saskatoon
CANADA

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



PAPER

Imported and Domestic

FOR

ALL

TRADES

WRAPPING PAPER—Boxes—Cartons
 TWINES OF ALL KINDS
 Millinery—KRAFT & MANILLA BAGS

LARGE STOCK

LOWEST PRICE

PROMPT SERVICE

H. G. SMITH LIMITED

Wholesale Paper and Stationers

REGINA

SASKATCHEWAN

To the Manufacturer:

WE ARE OPEN TO ACCEPT AGENCIES FOR NEW LINES. OUR SALESMEN ARE SPECIALISTS. WE COVER SASKATCHEWAN AND ALBERTA REGULARLY. GIVE US THE OPPORTUNITY OF REPRESENTING YOU.

We can fill Your
 requirements for

**MAPLE
 PRODUCTS**

MAPLE SYRUP

"CANADA'S BEST" Brand

MAPLE SUGAR

MAPLE BUTTER

MAPLE CONFECTIONS

CANADA MAPLE EXCHANGE, LTD.

MONTREAL

SCOTT-BATHGATE CO., Limited, Western Representative

EL ROI-TAN **PERFECT
 CIGAR**

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



Just To Remind You

that we have an office in Winnipeg which enables us to handle Western orders promptly and satisfactorily.

We carry some of the livest selling lines in the market. Here are the names of a few of them:

- Kkovah Products*
- St. Williams Jams*
- Curling Marmalade*
- Nobility Confectionery*
- Taylor & Pringle Catsup
and Pickles*
- Paris Pate*
- Mephisto Devilled Ham*
- Beich's Gums*
- Edwards' Floor Wax*
- Cooker Brand Petit Pois*
- Good Health Food*
- Hyslop's Blended Jams*
- Purity Syrups*
- Full Cooked Dinner*
- Crown Packing Company*



Keep this list handy. It will facilitate the ordering of goods that sell.

Clip it out now and paste it in your order book.

Maclure and Langley, Limited

Grocers, Confectioners and Druggists' Specialties

TORONTO

WINNIPEG

MONTREAL

**You need this
(perishable) Food Controller
now**

With it in your store you are absolutely certain of sweet fresh unspoiled perishables in the hottest Summer weather.

The most practical refrigeration principles evolved during a 30 years' experience in refrigerator making are all embodied in the

EUREKA

There is no other refrigerating device available that will keep Fresh Meats (in an unfrozen state) longer or purer than the EUREKA Refrigerator.

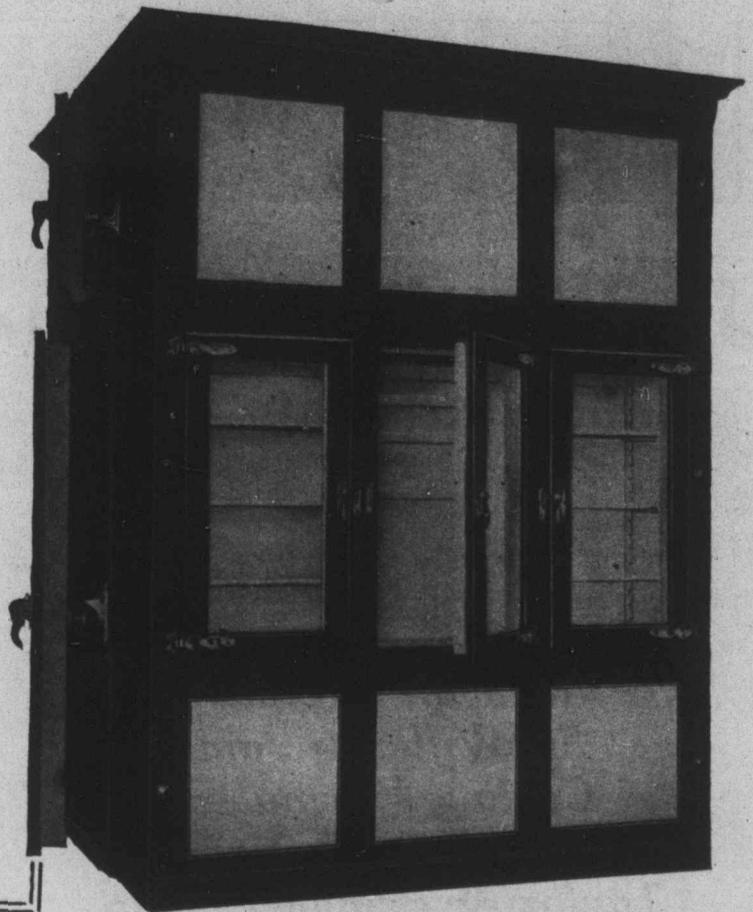
And whatever your requirements we have a model to suit you. Our catalog gives you full particulars and prices.

We'll mail it you on request.

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

Phone Main 556

Branches: Jas. Rutledge, 2608 Waverley St., Montreal;
J. H. Galloway, 194 Main St. E., Hamilton; Geo. Bonny-
castle, Winnipeg; Walter Woods & Co., Winnipeg, Man.



**Advertisement pulls for five
months, and still at it.**

The Hobart Manufacturing Company, Toronto, makers of Store Equipment, received a reply the other day from a merchant in the British West Indies, to an advertisement of theirs in CANADIAN GROCER of October last. That merchant evidently keeps every issue of his business paper on file. He is not the only merchant who does so.

A Canadian merchant required a particular iron product. He remembered that it had been advertised by a certain firm TEN years before in the MacLean Business Newspaper to which he subscribed. He was able to turn up his files to that very advertisement, and he placed his order.

MacLean Business Newspapers add this extra long life to the advertisements that appear in their pages. The business men who subscribe to them read them thoroughly from first page to last.

MacLean Business Newspapers are kept on file by their readers. They are continually being referred to for business facts. They are continually being referred to for particulars of advertised goods, and for addresses of advertisers. MacLean Business Newspapers reach the business communities interested in your goods. Write to-day for advertising rates of the Business Newspaper most interesting to the readers you want to reach.

THE MACLEAN PUBLISHING COMPANY

Publishers of MacLean's Magazine, Farmers' Magazine, The Financial Post, Canadian Grocer, Canadian Machinery, Hardware and Metal, Dry Goods Review, Men's Wear Review, Bookseller and Stationer, Sanitary Engineer, Power House, Printer and Publisher, Marine Engineering, Canadian Foundryman.

153 UNIVERSITY AVE., TORONTO

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



We will push your product in the West

Get the very best results from this prosperous field by letting us represent your interests right on the spot.

Twelve aggressive men (nine doing retail work exclusively) guarantee you rapid results.

Full particulars without any obligation from

Scott-Bathgate Company, Ltd.

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. E., Winnipeg



WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

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

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

MANUFACTURERS:

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

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

402 Chamber of Commerce
Winnipeg - Manitoba

THE Robert Gillespie Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

C. & J. JONES

WINNIPEG - VANCOUVER

Wholesale Commission Brokers
and Importers

During the fifteen years we have been on this Western market, we have built up a big business with European manufacturers. We give the same attention to Canadian and American manufacturers. Write for details of our service.

205 CURRY BUILDING
WINNIPEG

Williams Storage Co.

WINNIPEG

Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street

Owners
C. S. TURNER CO.
147 Bannatyne Avenue

Prompt and Efficient SERVICE

Bonded or Free Storage
Track Facilities Steam Heating
WAREHOUSING DISTRIBUTING
STORAGE

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

1206 McArthur Bldg., Winnipeg

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

WHOLESALE GROCERY BROKERS

Manufacturers' Agents
Commission Merchants

W. H. ESCOTT CO. Ltd., Winnipeg, Man.
W. H. ESCOTT CO. Ltd., Regina, Sask.
W. H. ESCOTT CO. Ltd., Saskatoon, Sask.
W. H. ESCOTT CO. Ltd., Calgary, Alta.
W. H. ESCOTT CO. Ltd., Edmonton, Alta.
W. H. ESCOTT CO. Ltd., Fort William, Ont.

Est. 1907.

Write us.

Correspondence Solicited.

Head Office and Warehouse, 181-183 Bannatyne
Ave. E., Winnipeg, Can.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the liveliest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

When answering
Advertisements please mention
Canadian Grocer



MANITOBA
SASKATCHEWAN

*Wholesale Grocery Commission
Brokers*

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

Saskatchewan Merchants

Send us your butter and eggs for storing. Our new, modern Cold Storage plant is one of the finest in the country. Satisfaction assured. Moderate charges. Write or 'phone for storage prices.

Eastern Manufacturers

We have the facilities with our new storage and forwarding warehouse to store your goods in the most central point in Saskatchewan. Prompt and efficient service is our motto. Enquiries given immediate attention.

**The Regina
Cold Storage & Forwarding Co.**

Regina

LIMITED

Sask.

Send Us That Photograph

The CANADIAN GROCER is published in the interests of the Grocery Trade from coast to coast. It is the effort of those charged with its production to make its contents of use and interest to every one of its numerous subscribers. You can help us in this matter if you will.

There are photos of window displays, or store interiors that you might send us.

There are suggestions on selling methods, and novelties in display, that would be of interest to all our readers.

Will you help us to make this paper an even greater success by assisting us in these ways with pictures and suggestions?

In sending in picture of a window display, tell us about how it sold the goods.

The Editor, Canadian Grocer

143-153 University Ave., Toronto, Ontario

CANADIAN GROCER

Vol. XXXII.

TORONTO, MAY 24, 1918

No. 21

Saskatchewan Convention Big Success

Association in Flourishing Condition in the West—Many Important Matters Considered—A New Impetus to Trade in Prairie Provinces

SASKATOON, May 14.—From the early discussion at the proceedings of the first day of the Saskatchewan Retail Merchants' Association convention, it is to be seen that the problem of manufacturers selling direct in some instances to the retail trade, and of wholesalers selling foodstuffs direct to laundries and hardware, dry goods and foodstuffs direct to threshing outfits and others not legitimate retailers, is one of the biggest just now in the West.

The mail order question was incidentally touched upon once or twice during the discussion, but the question is on the list to come up later on during the convention proceedings.

During the past year there has been a change in the operation of the work of the association as a Dominion body by the establishment of a Western Executive Council and an Eastern Executive Council, each of which considers problems common to its own particular district and which later come under the eye of the Dominion Board. This is explained in connection with one of the resolutions below.

The convention was held in the Saskatchewan University Building. For a number of reasons the attendance was not large. Among them were shortage of help in the stores, cutting out of convention rates and increase of 15 per cent. in railway fares, etc. However, after the delegates got warmed up to the business

at hand, the lack of a large attendance was made up in enthusiasm and the businesslike way in which discussions were conducted.

Urged Consideration of Delivery Problem

President A. A. Evans, Outlook, Sask., presided. Mayor A. McG. Young welcomed the convention delegates. The Mayor complimented the association on its organization, referring particularly to the excellent work being done by the Traffic Department. Any organization that tends to the operation of business more cheaply is undoubtedly of great value to the country, he said. The town and city delivery problem—duplications particularly—was one he thought ought to receive as much attention as possible. If people in the country can buy supplies for a week at a time it should not be any hardship for those in the city to do with one delivery a day, was his suggestion.

J. J. Polson, Regina, replied, thanking the Mayor for his interest in the convention.

President Dr. W. C. Murray, of the University of Saskatchewan, Saskatoon, added to the welcome of the Mayor. The convention was an important agency towards the forming of public opinions, he said, and for that reason was most important from the standpoint of the welfare of the country. "The more we turn our conventions into educative gatherings, the more valuable and the more

successful will they be, and the more far reaching their results. These conventions are developing the provincial ideas among us and causing to disappear rapidly the small local jealousies," was the chief thought he left with the delegates.

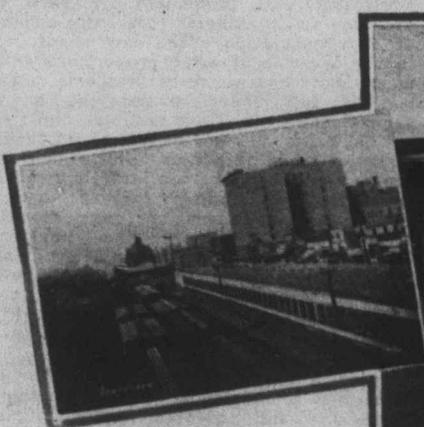
George Morrison, secretary of the Moose Jaw R.M.A., replied for the association.

Address of the President

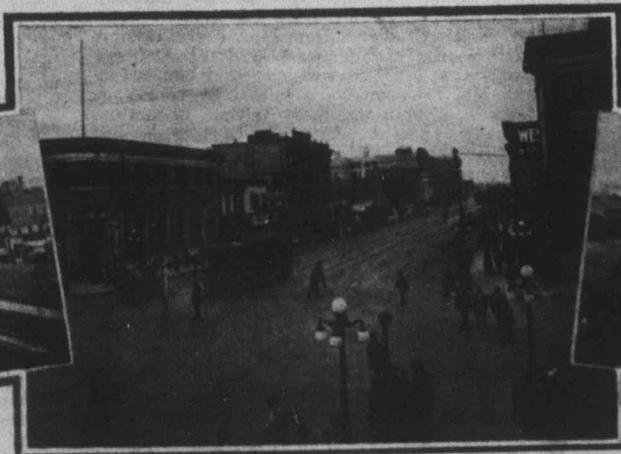
President Evans read a message from E. M. Trowern, Dominion secretary, wishing the convention every success. Mr. Evans explained that having gone out of the retail business some months ago, and being away from the province he was out of touch with the situation. He would ask First Vice-President H. D. MacPherson, Regina, to read the president's address. Mr. MacPherson reported as follows:

THE PRESIDENT'S REPORT

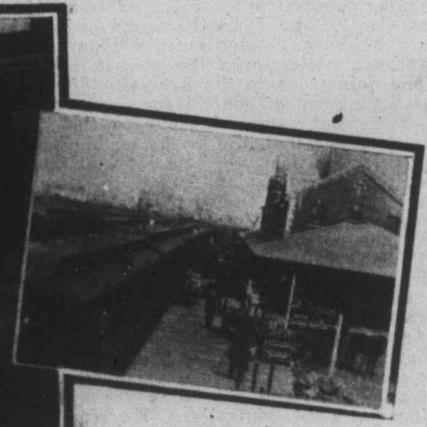
"Since enjoying the hospitality of the Moose Jaw local at the convention twelve months ago, much history has been made both at home and abroad. These be times when the world is moving at a rapid pace and conditions, outlook and desires of our whole race are altering and re-shaping themselves overnight to meet the unceasing demands of international upheaval. The retail merchants, from their intimate relation to the activities of our people and country, must of necessity be a part of any such general tendency. It naturally follows that this report has to chronicle a number of very important happenings—



City Freight Yards of C.N.R.



2nd Ave. looking North, Saskatoon, Sask.



C.N.R. Depot, Saskatoon.

which will yet be found to be of heavy import to the future of this and similar bodies.

"Leaving the last convention with instructions from you as to the undertaking of Alberta organization, your executive started actual work in that Province in June, 1917, sharing with the sister state the time of our organizers. Now, at the end of almost a year of operation under such a basis, it is a pleasure to report that in the Province of Alberta there are 627 retail merchants who are members of our association and are receiving our service. We have been able to administer their organization affairs and liquidate old liabilities to the extent of \$1,435.00, with every prospect of being able to hand over the organization in another year's time on a good sound footing with a membership large enough to warrant their operating their own service department.

"Members of your executive have had two formal conferences with the Alberta officers during the past year. Last October we met them in Calgary with reference to the reorganization of the Dominion Board; in April of this year a meeting was held in Edmonton when the government of Alberta was interviewed on matters of important legislation and afterwards matters of domestic policy were discussed and planned. We take this opportunity of acknowledging the hearty support of executive and retailers of Alberta in our efforts on behalf of their organization. The results thus far have shown clearly that your decision to undertake this work was wise and will have a powerful influence on the future of our association in both Provinces and in a larger field throughout the Dominion.

"The Retail Merchants' Association is now an unbroken chain from Atlantic to Pacific and in April last at Ottawa, for the first time, duly accredited representatives from every province sat at the council board, each with a live provincial organization behind him.

"In matters of legislation which will be dealt with in detail in the secretary's report, I just wish to mention that we had the privilege at the last session of the legislature of appearing before the committee on laws and amendments and presented the items you gave us to bring before them at the last convention. We were able to have the Hawkers' and Pedlars' license raised from \$25.00 to \$100.00, and the City Act amended to provide for a half-holiday. The Factory Act which was in force in Alberta militated very unjustly against the merchants in that Province, and we were successful in having the objectionable clauses removed. The reason we mention this here is to show you the advantage of being organized, which prevented an act of this kind being put in force in this Province. We were also successful in having the Small Debts Act put in operation in Alberta.

"Those of you engaged in distribution of foodstuffs are already familiar with the licensing requirements of the office of the Food Controller. Difficulties and awkward features have already imposed themselves upon your notice, even though you are all of one opinion as to the necessity of some such machinery of control for the purpose of conserving essential foods to the best advantage and with the least possible hardship. Difficulties are bound to arise in carrying out any plan forced to hurried completion as this one was, but hearty co-operation of many interests and organizations has no doubt helped the Food Controller to avail himself of varied opinions and experiences so as to minimize troubles resultant on the operation of his regulations.

"At the beginning of framing these regulations, our association was hurriedly called into conference with manufacturers, jobbers and wholesalers for the purpose of advising the Food Controller. The time was too short for any proper representation of our members on a Canada-wide basis and our interests had to be represented at that first conference by merchants who were

convenient to Ottawa and who made the necessary sacrifice of time to attend. The basis suggested for further consideration was an admirable one with the exception of a few points in which peculiar Western conditions were not considered or known. At subsequent hearings held by the representative of the Food Controller at Calgary and Regina, these matters were laid before him by executives and members of both provinces with the result that particularly objectionable points of regulation were eliminated or modified to such extent as to remove the ill effect.

"At the request of the Food Controller, three grocers were appointed as advisers on behalf of our body and members, Messrs. Nichol of Radisson, Neil of Saskatoon, and Biggs of Regina. Our experience in this matter afforded just one more evidence of the need of Dominion re-organization with a view to providing machinery which would be flexible enough and mobile enough to do the work of our organization without loss of motion and time. This report is particularly happy in being able to state that such re-organization is now an accomplished fact after three years' agitation and effort by your successive executives.

"Following the meeting of the Dominion Board in 1917, your executive reached a

OFFICERS FOR 1918

Following officers were elected for the coming year:—

Honorary President—A. A. Evans.
 President—H. D. MacPherson,
 (Men's Furnishings), Regina.
 1st Vice-President—J. J. Polson
 (Piano Merchant), Regina.
 2nd Vice-President—S. D. McMicken
 (Grocer), Moose Jaw.
 Treasurer—J. L. S. Hutchinson
 (Hardware), Saskatoon.
 Secretary—F. E. Raymond (re-elected).

There was a tie vote for the office of Treasurer between Mr. Hutchinson and F. R. MacMillan, also of Saskatoon, President Evans giving the casting vote.

The convention next year will be held at Regina.

point in relation to the Dominion Board where further acceptance of existing conditions was out of the question—if we were to discharge our obligations as your representatives. You were called to a special meeting in Saskatoon in October, 1917, to be asked for specific instructions for our guidance. By practically a unanimous ballot of absent members, and by wholly unanimous vote of members present, the action of your executive was sustained and full power given us to push negotiations to a final issue. At the close of the meeting an executive went into conference with Mr. E. M. Trowern, Dominion secretary. A further conference was held at Calgary two days later at which your executive and Mr. Trowern were joined by representatives of Alberta and British Columbia. An adjournment was made to Regina and at this third session a basis of agreement was struck which has since been ratified by the Dominion board and put into operation.

"The new form of organization arises from the acknowledgement of the fact that the needs of Canada as a unit can in many respects be best served by recognizing conditions in East and West as dissimilar and therefore to be best solved by intimate acquaintance with territorial conditions, together with an appreciation of the association's growth to a point where partial decentralization of machinery must make for added efficiency.

"Nova Scotia and Prince Edward Island have been merged for association purposes so that there will be four provincial branches

in the East and a like number in the West. In the West each province is represented by an executive officer on the Western executive council. This council will act in conjunction with a similar council of the East in matters pertaining to the Dominion as a whole. The eight members of the two councils will constitute the Dominion executive council.

"Our per capita tax will be payable to the Western executive council instead of to the Dominion board as formerly. Our Western council will bear one-half of the expenses of the Ottawa office and administration with adequate control in policies of action and expenditure. The personnel of the Western executive council as struck at the Dominion board meeting last month is as follows:—

British Columbia—G. A. Howker.

Alberta—T. A. Gaetz.

Saskatchewan—J. L. S. Hutchinson.

Manitoba—J. A. Banfield who is also Dominion president for the coming year.

"While on the subject of Dominion matters, reference should be made to a joint meeting of manufacturers, wholesalers and retailers held last August in Montreal at which your executive was represented along with several other provinces and the Dominion board. This conference was arranged at the request of your resolution passed at our last convention, with a view to laying before manufacturers and wholesalers our need of their further help in keeping the cost of distribution down to such a level as will offset some of the increase in cost of necessities. The retailer is in many instances forced to shoulder the blame for increased cost, when as a matter of fact he is discriminated against in the market where he buys. All we ask is that you should have the privilege of buying to as good advantage as anyone else who claims to give a distribution service. These points were all discussed at the above conference and the co-operation of manufacturers and wholesalers asked. Your executive are sorry to be unable to report any encouraging results or any reasonable prospect that your difficulties along this line will meet with any lightening, unless it be by your own efforts. This report is quoting a formal resolution of your executive in stating that in the absence of the necessary relief from outside co-operation, the retail trade is morally free to take such steps for betterment as the situation may require.

"A matter which your executive have had in consideration for some time seems to be coming a reality at last. In the matter of a course for retailers at the Saskatchewan University your executive have information which leads them to believe that this will be instituted in the near future.

"Another important step in our arrangements was completed in February when the executive of the Saskatchewan Retail Implement Dealers' Association, met your executive and after discussion decided to allow their organization to lapse and to advise all retail implement dealers in this province and in Alberta to become members of our association. The implement trade in the West is of large proportions and is meeting its own share of problems and doing its fair share in carrying on the general activity. Their troubles and needs are basically the same as all other branches of retail trade and their joining us should prove a big benefit to all sections of our membership. Pending further arrangements at this convention, your executive accepted a nominee of the Implement Dealers' Executive to act in an advisory capacity with us in all matters directly affecting the trade.

"It is a pleasant duty to congratulate various centres on the splendid progress they have made in broadening the sphere of service of the local branch. In Saskatchewan the cities of Saskatoon, Regina, Moose Jaw and Swift Current have made large increases in their membership and the two first named have installed permanent offices where regular service to members and visitors is being maintained.

Similar activity in varying degree must be commended in Edmonton, Calgary, Medicine Hat and Lethbridge. These live local organizations mean a great deal to their own members and also contribute to the general vigor of the provincial branch both in money and morale.

"At last convention you expressed the wish that your executive get in touch with representatives of the farming associations with a view to closer co-operation and better agreement of plans in all matters of mutual benefit and interest. In September, 1917, a committee waited upon Mr. Maharg, president of the Saskatchewan Grain Growers' Association, assuring him of our desire to co-operate with their executive and promising to hold ourselves in readiness to meet with them in conference at whatever time would be suitable, they to advise us as to date. We regret that thus far no conference has been announced or held. Our regret has been accentuated because of the splendid possibilities discovered to be latent in such a plan, by our conference last February with Mr. Wood, president of United Farmers of Alberta and Mr. Rice-Jones, general manager of the Alberta division of the United Grain Growers, Limited. Your executive appreciates very highly the frank interchange of views with these gentlemen and we have reason to hope that a further community of interest will be furthered by approaching meetings with the full U.F.A. executive. The farmers' problems are our problems and only by joint action can we reach a solution which will be really useful to the West as a whole.

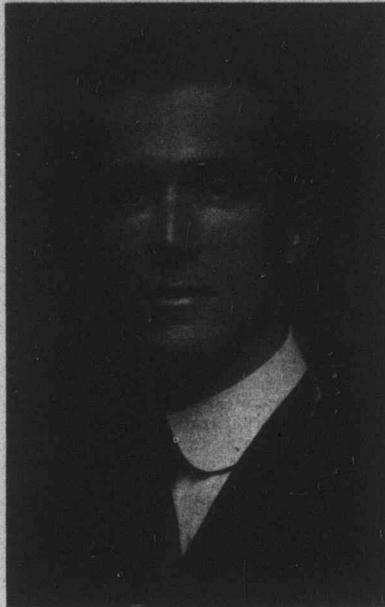
"Following our belief that a clear understanding of our hopes and aims will secure for us increased consideration and help from all classes of citizens, we have inaugurated a publicity campaign. Arrangements have been made with leading newspapers of the province and Alberta, by which at regular weekly intervals material will appear dealing with retail problems, their solution from the inside and their relationship to the good of the consumer. Mr. Dainow, the latest acquisition to our staff, has this campaign in charge and results thus far are very pleasing.

Your executive wishes to remind you that anything it may have accomplished in the past year has depended to a large measure on the faithful service of field and office staffs. Our personal touch with most of you throughout the year is largely dependent on the interviews of the organizers. The service we are able to give you is almost entirely dependent on the smoothness with which the office activity runs. The other members of the executive feel that this report would be incomplete and unfair unless ample mention be made of the untiring efforts of F. E. Raymond, secretary, and his associates of the paid staff.

"You will notice an innovation in our program for this week. At the closing session a space has been provided for a discussion of policy for the coming year, after the election of your next executive. Your present executive before laying down their office would take the liberty of suggesting that their successors might be greatly helped by some further division of duties and responsibilities.

"Your association is growing, not only in numbers but in influence. We are being called into conference in connection with increasingly numerous phases of public plans and these avenues of effort will no doubt multiply. War problems and reconstruction plans will also add their quota to the obligations of this organization and the load of the executive will increase.

"Even in the past year, the individuals on your board have given to association matters time to the extent of at least three weeks in the aggregate and some of us have spent over six weeks' actual time on your business. Every one of us are glad to have been able to do what we could for the association and you are under no obligation to us if we have served the common good. If in the future there



H. D. McPHERSON
Regina, Sask.

be a corresponding increase of activity, the point must soon be reached where many of you, competent to do your share on the executive, will be forced to decline because you simply cannot give the time which the work will demand. Such a state of affairs would be unfortunate and ought to be avoided if possible. May we ask you to consider this problem to the end that some plan may be evolved in which "many hands may make light work?"

Mr. Polson, in elaborating on the above report, pointed out that the surplus from the general funds was only \$11.44. The fact is, he added, that it cost us \$11.99 out of each membership fee of \$12 to operate the business. The larger surplus shown in the statement was due to obtaining revenue from other sources. He suggested that later on a discussion would take place in regard to a slight increase in the annual fee.

THE ACORNS PRODUCE THE OAKS

While in Regina last week CANADIAN GROCER representative came across the minutes of a meeting of the Board of Trade held there March 5, 1913, dealing with the question of a Saskatchewan Retail Merchants' Association. Members state this was the nucleus of the present aggressive organization.

H. G. Smith, of H. G. Smith, Limited, wholesale grocers, was then president of the Board at that time. The minutes show that he read a communication to the meeting suggesting the provincial organization and a convention to discuss plans. The Board of Trade, Implement Dealers' Association, Canadian Credit Men's Association, the Commercial Club, the Regina council and retail merchants were mentioned as those who could assist in this work.

The committee selected to deal with the matter was: C. O. Hodgekins, H. A. Knight, R. J. Leckv. S. C. Burton, A. Gibbons, and A. M. Nichol.

A convention was held shortly afterwards and the association organized.

A. G. Moncrief, general merchant, Glenavon, Sask., remarked he would be glad to see the membership fee doubled as far as he was concerned because of the greater service being given.

C. C. Reid, Kindersley, thought that on account of the increase in cost of living the office staff should have an increase in salaries. Secretary Raymond pointed out this had been done to extent of about 25 per cent.

R. S. Hodson, hardware merchant, Maple Creek, asked the number of members in Saskatchewan.

Secretary Raymond replied that 1,214 had paid their membership fee in 1917, and 376 in Alberta.

A Substantial Balance.

Treasurer J. J. Polson, Regina, presented his report as follows, showing how the funds stand:

BALANCE SHEET—December 31, 1917

The Retail Merchants' Association of Canada, Inc.
Saskatchewan Board
Saskatoon, Sask.

ASSETS

Petty cash on hand	\$ 5.00	
Cash in bank, general account	241.25	
Cash in bank, savings account	1,755.10	
		\$ 2,001.35
Accounts Receivable—		
Collection department	\$ 6.30	
Retailers Trust Company	368.80	
Loan to B.C. Association	40.00	
Advances to employees	100.00	
		515.10
Furniture and fixtures	\$1,250.00	
Automobiles	849.30	
		2,099.39
		\$ 4,615.84

LIABILITIES

Accounts Payable—		
Collection department	\$ 246.79	
Dominion Ass'n for dues	310.85	
		\$ 557.64
Balance, being surplus as at December, 1917		4,058.20
		\$ 4,615.84

STATEMENT OF INCOME AND EXPENDITURE

For one year ended December 31, 1917
The Retail Merchants' Association of Canada, Inc.
Saskatchewan Board,
Saskatoon, Sask.

INCOME

Dues—		
Saskatchewan	\$14,481.52	
Alberta	4,483.00	
		\$18,964.52
Commissions on collections		384.53
Sundry receipts		129.20
Retailer, advertising	\$2,031.52	
Subscriptions	505.75	
		\$ 2,537.27
Less publication costs	1,737.80	
		799.47
		\$20,277.72

EXPENDITURE

Office salaries	\$ 6,319.50	
Organizers' salaries and expenses, Saskatchewan	\$ 4,285.65	
Alberta	1,988.20	
General	1,102.94	
		6,625.99
Convention expenses		794.40
Executive meetings' expenses		320.75
Dominion Association for dues		1,492.00
Stationery, printing and office supplies		993.67
Office rent		582.50
Legal expenses		158.00
Interest and exchange		41.83
Alberta R.M.A. accounts		947.85
Sundry expenses		759.07
Depreciation written off—		
Furniture and fixtures	\$ 150.85	
Automobiles	283.00	
		433.85
		\$19,456.81
Balance, income exceeds expenditure by		810.91
		\$20,277.72

Jas. Clinkskill, haberdasher, Saskatoon, made a number of suggestions in connection with the treasurer's statement. It was decided to discuss the entire report later on.

Report of the Secretary

Secretary F. E. Raymond presented his report in part as follows:—

"It behooves us as retail distributors to do our part in assisting the government to carry out its war measures. Many of them may appear severe to those of us who are not in as close touch with the needs of the peoples in the war devastated countries, and our men at the front, as our government must of necessity be, but none of these measures are put into effect until after careful consideration, having due regard to the interests of the various bodies affected after consultation with their accredited representatives.

"This does not mean, however, that any restrictions placed into effect cannot be changed or modified if it is found they are unworkable, and that they place undue hardship upon any section of the community.

Helped to Raise Canned Goods' Ban

"It is in cases of this kind that the value of this Association to you as retail merchants is demonstrated. As an illustration we might mention that it was largely if not altogether due to prompt action on our part that the ban which was placed on canned goods during the threshing season last fall was lifted, it having been shown that while this measure might be practicable in Eastern Canada where produce of various kinds is extensively grown, it would certainly have hindered operations in the West during a critical period of the year if it had been allowed to remain in effect.

"The Food Control Board saw the justice of our contentions with the result as you know, that the Prairie Provinces was exempted.

"The Retail Clothiers have the Association to thank for the fact that the Government is not now supplying returned soldiers with civilian clothing due to protests having been forwarded from every Province in Canada pointing out not only the injustice to the Retail Merchants but the dissatisfaction that would be felt by the men themselves, who should at least be accorded the privilege of satisfying their own taste in this matter.

"As still another illustration we might merely mention the fact that it is due to the representations of this Association that the license fee for Retail Merchants handling food products is now based upon a minimum of two dollars instead of ten as was at first proposed.

"E. M. Trowern, our Dominion Secretary, located at Ottawa, is in constant touch with the various departments of the Dominion Government, and is frequently requested to appear personally for consultation and also before select committees conversant with conditions in connection with any particular lines of trade affected by any enactment the government may have under consideration.

How 1917 Resolutions Were Dealt With.

"To proceed with a resume of our year's work in this Province, possibly the first thing in order is to deal with the resolutions passed at our last Convention.

"Resolution No. 1—re Provincial License Fee for Hawkers and Pedlars.—I am pleased to be able to announce that, at our request, at the last session of the house, this license fee was raised from twenty-five to one hundred dollars.

"Resolution No. 2—Re cartage charges. This resolution was to the effect that shippers and railway companies be notified that on and after July 1st, 1917, advance charges for cartage on shipments would not be paid.

"Due to the fact that the Manitoba Convention was being held early in the month of June, your Provincial Executive thought it wise to delay any action in this matter

until after that time, as it was made known at our Convention that the same question would be considered there, and joint action by the two Provinces was considered advisable.

"Manitoba passed a similar resolution to our own, with the exception that the time was set for September first instead of July first, as they felt that July first would not allow those interested sufficient time to make any necessary changes.

"Subsequent to the Manitoba Convention we kept in constant touch with them to ascertain when they proposed to act and were advised that as the same matter was to come up at our Dominion Convention to be held in Montreal in August they had decided to postpone any action pending results there.

"In due course the subject was introduced at our Dominion Convention, but after a short discussion was referred to a joint meeting of manufacturers, wholesalers and retailers, to be held during the course of the last two days' proceedings. Finally at this joint meeting it was thoroughly discussed from every angle, and generally agreed that cartage is a necessary service that cannot be dispensed with and that the present system is the most economical and satisfactory from every standpoint in which goods can be handled from warehouse to freight shed.

"For the reasons before mentioned, it was felt that cartage charges as they exist form a legitimate part of transportation costs, the question as to who should pay them being a matter between buyer and seller.

"Your Executive is of the opinion that even though we were to notify shippers and railway companies that cartage charges will not be paid after a certain date, it could not be enforced, for the reason that it has been held by the Railway Commission that cartage forms a legitimate part of transportation costs.

"Resolution No. 3—Re minimum carload weight of flour. In view of the fact that a 30,000-lb. minimum is provided for under the classification on this commodity, no action was considered necessary.

"Resolution No. 4—Re organization work in Alberta. This has been undertaken and carried on with good results, as will be shown later in this report.

Arranging for Mercantile University Course

"Resolution No. 5—Re University Course in Retail Merchandising. This matter has been taken up with President Murray of the University of Saskatchewan and it is quite probable that with the commencement of the next term, this course will be installed. It is also quite probable that within the very near future a short course extending

over a period of four or five days will be arranged.

"Resolution No. 6—Re closer co-operation between commercial interests. Steps were undertaken to arrange a meeting between commercial interests of Western Canada, but after proceeding with these arrangements for a time it was learned that a similar meeting was to be held in connection with our Dominion Convention at Montreal, and for this reason our own plans were abandoned.

"Resolution No. 7—Re a more equitable system of taxation. This matter was taken up with the Manitoba Executive and the conclusion reached that the only thing to do is to agitate for the appointment of a taxation board.

"Resolution No. 8—Re re-sale prices and the appointment of an Inland Trade Commission. The bill introduced in the Dominion House for the abolishment of resale prices was thrown out. Sir George E. Foster has expressed himself as being entirely in favor of the establishment of an Inland Trade Commission and we have reason to believe that the matter will have the favorable consideration of the Government within the near future.

"Resolution No. 9—Re amendments to the City and Village Acts giving the Council authority to pass a by-law, upon receipt of a petition signed by at least two-thirds of the merchants in business, making a weekly half-holiday compulsory. This was taken up with the Government at the last session, and we were definitely promised that both of these Acts would be amended giving the necessary power. Unfortunately, however, apparently through some oversight on part of the Government, the Village Act was overlooked. This will be taken up again at the next session.

"Resolution No. 10—Re N.S.F. cheques. This matter was referred to the Secretary of the Dominion Board and is now receiving the attention of that body.

"At our last Convention held in Moose Jaw on May 8th, 9th and 10th, 1917, the following executive officers were appointed:

A. A. Evans, Outlook, President (re-elected).

H. D. Macpherson, Regina, 1st vice-president (re-elected).

J. L. S. Hutchinson, Saskatoon, 2nd vice-president.

J. J. Polson, Regina, treasurer.

F. E. Raymond, Saskatoon, secretary (re-elected).

"During the year ten executive meetings have been held, in connection with two of which interviews were arranged with the Government for the purpose of discussing various matters of legislation which we were anxious to have passed at the last Session of the House.

"In connection with one other, an interview was held with the Hon. W. R. Motherwell, Minister of Agriculture, and W. W. Thomson, Registrar of Co-operative Organizations, with reference to co-operative trading.

"Three of these meetings, one at Saskatoon, one at Calgary, and one at Regina, were held in connection with the proposed formation of a Western Executive Council.

"The first of these meetings held at Saskatoon on October 25th was a general meeting to which all members of the Provincial organization had been invited. E. M. Trowern, our Dominion Secretary, was present at this meeting, and also at the two subsequent meetings held in Calgary and Regina, together with representatives from Alberta and British Columbia.

Two Executive Councils

"Finally at Regina a basis of agreement was reached which has since been adopted by the Dominion Board, resulting in the appointment of an Eastern and Western Executive Council, the two forming a Dominion Executive Council.

"The members of the Western Executive Council consist of J. A. Banfield, of Winnipeg—representing Manitoba—who was also appointed Chairman of the Dominion



J. L. S. HUTCHINSON
Elected Treasurer of Saskatchewan R.M.A.

Executive Council; J. L. S. Hutchinson, representing Saskatchewan; T. A. Gaetz, representing Alberta; and G. A. Howker, representing British Columbia.

This is something for which Saskatchewan has been agitating for some time and we are pleased to be able to say that it is now an accomplished fact, due to our efforts alone.

"One other meeting held in Regina on January 16th, 1918, was called to meet P. B. Tustin, the Assistant Food Controller at that time, together with representatives of other interests concerned, to consider the proposed regulations governing the distribution of food supplies. At this meeting there were also quite a large number of retail merchants present from different parts of the Province. Our representatives upon this occasion were well received, and it without doubt resulted in having removed from the proposed regulations certain claims which were considered unfair to the retail trade, but which did not in any way affect the underlying principle of the regulations.

"Our next meeting was held in Regina on February 13th and 14th, at the time the Joint Committee of Agriculture and Commerce was in session. We were represented on this Committee by J. L. S. Hutchinson, who took an active part in the discussion upon the various matters introduced affecting the interests of the retail trade.

Implement Dealers Come In.

"On February 14th we met the Executive of the Retail Implement Dealers' Association by appointment, they having requested a meeting to consider the idea of disbanding their own organization and joining forces with this. The result of the interview was that they decided to do so and to recommend to the individual implement dealers throughout the province that they become members of the Retail Merchants' Association and take full advantage of the different services offered. This is only another recognition of the value of this organization, embracing all sections of the Retail Trade, as compared to single line Associations, which from the very nature of things cannot be as effective.

"At this Executive meeting an informal interview was also had with Mr. H. W. Wood, President of the United Farmers of Alberta, and Mr. Rice-Jones, who is connected with the trading activities of the same organization, which we feel will lead to closer harmony and co-operation between the two bodies. It is anticipated that a further meeting of this kind will be held in the near future.

"This step was taken because of the attitude expressed by Mr. Wood at the joint meeting of the Agriculture and Commerce, when he showed himself to be in full accord with the fundamental principle of retail distribution.

"At all executive meetings held throughout the year many matters of importance to the retail trade have been considered and acted upon.

"The President has outlined some of these in the course of his address.

"At all of these meetings with the exception of those held during the time that our President, Mr. Evans, was away from home, a full attendance was recorded.

"Your executive has been most generous in giving of their time in looking after the interests of our members. In no case has an executive meeting occupied less than one full day, in some cases two, and in other cases three days have been taken up. On every occasion it has been necessary for at least two members to leave home.

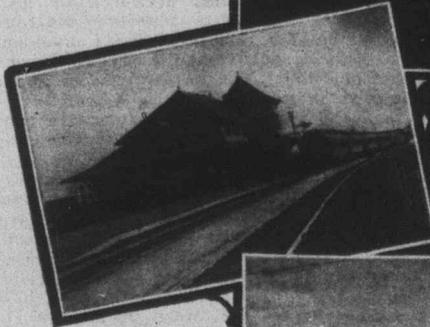
"In addition to the Provincial Executive meetings, three of your representatives attended the Dominion Convention held in Montreal in August, 1917, and one attended the Dominion Convention held in Ottawa during April this year. It has meant much to our future welfare that we were so well represented on these two occasions, as has already been explained to you by the President.

More than 1,600 Members in Saskatchewan
"Organization work has been carried on throughout the year in Alberta and Sas-

The C.N.R. Bridge at Saskatoon from the Nutana side.



Corner of 2nd Ave. and 21st Street, Saskatoon, looking toward C.N.R. Depot.



The C.P.R. Depot, Saskatoon.



Twenty-first Street looking east from the C.N.R. Depot.

katchewan with good results. In June last year each of our organizers was provided with a Ford run-about, with which they have been able to make about one hundred per cent. faster time at practically the same expense. Furthermore they have been able to visit towns which heretofore were impossible to reach without serious delay and expense owing to inadequate train service.

"With the exception of certain portions of Saskatchewan, which will be worked within the next month or six weeks, the two Provinces have been thoroughly covered.

"Our total paid up membership in Saskatchewan, as at December 31st, 1917, was 1,214, and in Alberta 376, making a total of 1,590 in the two Provinces.

"From January 1st to April 30th this year 395 members have been enrolled in Saskatchewan and 251 in Alberta, making a total of 1,609 in Saskatchewan and 627 in Alberta. The Saskatchewan total of 1,609 includes 467 members whose membership has expired since January 1st, but to this should be added 483 members in territory not yet visited by our organizers, who should be rightfully considered as members of the Association—making a net total of 1,625 members in Saskatchewan.

Traffic Department Saves Money

"Our traffic department, with F. E. Hamilton in charge, has proved a very popular feature of our work. This, as you know, consists of checking railway expense bills for which a commission of 25 per cent. is charged on all amounts recovered and following up delayed claims for loss and damage. In connection with the former, amounts totally approximately \$2,000 have been refunded by the railway companies and approximately \$1,000 have been secured in settlement of loss and damage claims which amounts were recovered only through our efforts. In addition to this and of which no record has been kept many merchants have referred freight bills covering individual shipments to us for attention, requesting information as to whether or not the bills were correct.

"We have also received many inquiries respecting traffic matters in general, all of which have received careful attention.

"Mr. Hamilton, supported by your Executive, has appeared before the Railway Commission on three different occasions, in opposition to the various applications of the

Railway Companies for rate increases and also in opposition to the proposed new freight Classification No. 17, which is still under consideration and is one of the subjects to be dealt with by this Convention.

"It will be readily appreciated that this work entails a great amount of correspondence which has occupied a large part of Mr. Hamilton's time. The work of the Department has increased to such an extent that we have found it necessary to engage additional help.

"There is one point in connection with railway expense bills which we would like to mention, and that is, that it is of no value to send bills in to be audited totalling under two dollars, as even although there may be errors, the amounts recoverable are so small that it is not worth your while, or ours, to bother with them.

"To those of you who have sent in bills to be audited and have received no report, we wish to explain that all bills are checked in order as received, and they have been handled as quickly as possible. With the services of an additional checker any delay which you may have experienced will be overcome.

"In connection with our publicity work, extensive changes have been made. In the first place our magazine, "The Retailer," has been considerably improved upon. It is our aim to embody in this an outline of any legislation, Dominion or Provincial, affecting the retail trade, and also to include articles of special interest or retail merchants as a whole. We feel assured that the magazine is appreciated by a great many of our members, particularly those who make a point of reading it.

"In addition to "The Retailer" extensive publicity is being carried on through the leading newspapers in the two Provinces.

"We have recently been able to secure the co-operation of the editors of a number of influential dailies in the publication of a Saturday feature page of news covering the activities of the Retail Merchants' Association. This in addition to the daily publication of items of interest is having the effect of not only creating a better understanding in the minds of the public, of conditions peculiar to the carrying on of a retail business, but also of acquainting them of the fundamental aims and objects of this Association.

"This work, including the editing of "The Retailer," is being successfully conducted by David Dainow, who has had several years' experience as a newspaper man and who for this reason should prove himself of value in this connection."

"Mr. Dainow succeeded W. R. Kell, who resigned his position in February last.

Getting in Many Old Debts.

"I am pleased to be able to report that our collection service is producing excellent results. The collection sticker and letter provided by the Association to members direct have been the means of collecting many thousands of dollars. It was felt by your Executive that this free preliminary service did not go far enough, and in June last year a Collection Department was established for the purpose of following up the accounts referred to us by means of collection letter stubs and otherwise, on a commission basis. Since that time until April 30th this year \$4,042 have been collected. This, I think, you will admit is a most gratifying result and augurs well for the future of this department—the usefulness of which we hope to continually improve.

"We have reason to believe that many of our members either do not know that we are supplying a collection sticker and letter for the purpose of aiding them in collecting their accounts, or if they do they are not taking advantage of this service. In view of the excellent results obtained all of our members are strongly advised to make use of the facilities thus provided.

"Our Mutual Fire Insurance Company has

made very satisfactory progress as will be shown by the reports to be given at the annual meeting to-morrow.

"One of the services rendered by our Insurance Department is that of checking the policies of other companies to see that they are concurrent in every respect, so that our members may know that they are getting the protection for which they are paying.

"This department is in charge of Joseph James, a man thoroughly experienced in the fire insurance business. Many inquiries have been received concerning fire insurance and as to the standing of other companies, all of which have received careful attention.

"In connection with the general policy of the Association it can be summed up in the one word "Service." This is demonstrated by the varied requests for information and advice being received daily, all of which are given individual study and replied to in an accurate and dependable manner.

"In view of the number of regulations being passed by the Canada Food Board, which naturally affect a large number of our members, it has been found necessary to keep in constant touch with the authorities at Ottawa in order that we might be in a position to give the most up-to-date information. This we have succeeded in doing and thus have been in a position to answer the large number of questions asked.

"Legal enquiries, applications for credit ratings, applications for store help, etc., have been carefully attended to.

"In this connection we appreciate the fact that our members are taking advan-

tage of the services offered to the extent they are. This has naturally resulted in a great increase in work, necessitating staff and larger quarters for the Provincial Office.

"It may be of interest to the members to know that our office is the largest in Canada of any Provincial Office of the Association and employs the largest staff.

"In conclusion I wish to thank the Executive who have so faithfully performed the duties of their office.

"I wish, if I may, to earnestly counsel this Convention to elect year by year, strong Executives who will help the Provincial Secretary carry on successfully the ever-increasing work of conducting the affairs of the Association.

"I desire also to give public expression of my appreciation for the work during the past year which has been so faithfully performed by our organizers, G. W. Anderson and W. L. McQuarrie, and the Provincial Office Staff, each one of whom is deeply interested and specially adapted to the work they are doing and for this reason are of great value to myself and the Association."

J. A. Banfield, furniture dealer, Winnipeg, president of the Dominion Board of the R.M.A., and C. F. Rannard, boot and shoes, president of the Manitoba branch, were then introduced to the convention by President Evans. A. L. Strutchers, of Winnipeg, who was on the program to speak later on was also introduced.

The Problem of "Selling Direct"

One of First Resolutions Discussed at Saskatchewan Convention Brought Forward This Question of Long Standing—New Executive Councils Explained—Selling "Memberships" and Supplying Goods at Wholesale Another Problem on Slate

Reported by B. T. Huston, of MacLean Publishing Company's Editorial Staff.

THE RESOLUTIONS DEALT WITH

At the afternoon session on Tuesday Secretary F. E. Raymond opened the afternoon session by reading a number of resolutions. These were discussed one by one as follows:

Resolution No. 1.—That the basis of re-organization be accepted, as adopted by the Dominion convention held at Ottawa on April 16, 17, 18, and J. L. S. Hutchinson's appointment as Saskatchewan representative on the Western executive council be confirmed, and that the Dominion secretary be notified accordingly by registered mail to-day. Moved by Geo. Hazen, Hazen-Twiss, Limited (stationers), Saskatoon.

J. L. S. Hutchinson explained at the request of the president the circumstances leading up to this. It was felt by the Saskatchewan executive that there was required a system where the association could get quicker action on many questions of a purely western character rather than have to get the information and action through the head office of the Dominion Board. After many conferences in the East and in the West it was suggested that a Western Council be created composed of one member from each province, the same to apply to Eastern Canada to be known as the Eastern Executive Council. The two are to constitute what is known as the Dominion Executive Council, composed

of eight members. Each council will meet as often as deemed necessary to deal with their respective problems.

The minutes are sent to the head office and the entire board meets once a year and deals with all the problems of a general nature that arise.

Mr. Hutchinson maintained that the West had been contributing more than its share in the past to the maintenance of the Dominion Board. Under the new arrangement the West undertakes to pay only 50 per cent. of expenses necessary to operate the Dominion office, leaving balance for purpose of their work in the West through the Western Executive Council.

President Evans asked why the Eastern representatives of the Dominion Board objected to the Western Board in the first place, and how this opposition was overcome. Mr. Hutchinson replied that the West felt better results were required in the way of organization. A number of conferences were held and Dominion Secretary E. M. Trowern had come west last fall to go into the matter finally. After a conference lasting three days the idea was accepted and later confirmed by the Eastern members of the board.

The resolution was adopted on motion.

Resolution No. 2.—Resolved that we wish to impress once more upon the manufacturers and wholesalers the absolute neces-

sity of further co-operation from them with us if we are to meet in adequate fashion the increased cost of distributing merchandise. We still hope that the co-operation asked for at the joint conference of August, 1917, at Montreal may be brought about without delay and thus obviate any necessity of the retail trade seeking relief through other channels by their own efforts.

President Evans explained that in some instances some manufacturers were selling their goods direct to the retailer. This was a disadvantage, he mentioned, to many others. Some couldn't buy in large quantities. The merchants' claim was that the manufacturer should sell through the wholesaler to the retailer as the legitimate channel of trade. Some manufacturers told them that in cases where they sold direct, the retailer could buy the goods at same price as if he bought through the wholesaler. The representative of a manufacturer of shirts and collars in particular had made this claim, but very few of the other manufacturers could give the trade any satisfaction when the problem was put up to them. "There are some jobbers," Mr. Evans claimed, "who are getting a greater margin of profit on certain lines than what the retailer gets. He cited a case where the jobber was getting a profit of 15 per cent. on a 4-dozen case of goods whereas the retailer only received around 12½ per cent. per gross. The retailer, too, had to make from 24

to 48 sales to get that margin, whereas the jobber had only one. He felt the conditions were not satisfactory and the association was consequently seeking some kind of a solution that would be more equitable to the retailer.

Mr. B. Scott, general merchant, Lang, Sask.: "I understand that certain wholesale fruit merchants in this city do not charge delivery to city dealers but when an out-of-town merchant orders fruit he has to pay cartage charges to the station in Saskatoon as well as from his own station to his store." This was something he felt should be amended.

Vice-President MacPherson, Regina, said that the executive felt that it was up to the manufacturers to come through with a solution to the whole problem of selling direct at lower prices that retailers could buy through the wholesaler, but if they did not do so then it would be up to the association to do something drastic such as starting a wholesale house of their own. "We do not desire to take any drastic action," he added, "but we feel we have been criticized too severely for the high cost of living and that we are not responsible for it."

F. J. James, general merchant, Beadle, Sask., suggested this question be left over until more delegates arrived. It was too important to pass over with slight discussion.

Jos. Dort, general merchant, Meota, Sask., moved the adoption of the report and Chas. Biggs, grocer, Regina, seconded it.

B. S. Hodson, Hodson Hardware Co., Maple Creek, maintained that the resolution was too vague, that it didn't ask the wholesalers or manufacturers to do anything definite, and didn't suggest that we do anything if they didn't.

Mr. MacPherson suggested again the formation of a wholesale house. Mr. Scott asked if this wasn't tried out before in the matter of the Canada Supply Co.

The reply was that the Canada Supply Co. was not a part of the R. M. A.; that it was suggested a couple of years ago by Mr. Hutchinson that an organization of this kind would be a good thing from the standpoint of buying cheaper hardware. He was authorized to go ahead and formulate plans. This was done and finally the Canada Supply Co. was formed, members of the R. M. A. taking stock in same.

A Word for the Specialty Salesman

One or two members suggested the elimination of some of the travelers, commission men and specialty salesmen of manufacturers' agents with a view to cutting down cost of the goods to the dealer.

Mr. B. Scott said these men were out selling because their firms were aggressive and wanted to develop business. They would lose considerable business if they did not do so, he claimed. They go after business this way on the same principle that a retailer advertises for business. Their sales are larger, which cuts down their overhead, and he did not think the retailer paid any more in view of these salesmen calling upon him.

The resolution was finally adopted.

Resolution No. 3.—Resolved that we wish to assure the government of our earnest desire to co-operate with them in anything which will serve to further the main efforts of the country, namely, the prosecution of the war and the production of food.

The above resolution was carried unanimously by singing "God Save the King."

Resolution No. 4.—Resolved that after July 1st, 1918, the membership fee be increased to \$15.00 per year, including the subscription to "THE RETAILER." This was moved by A. G. Montcrieff, Glenavon.



F. E. RAYMOND
Re-elected Secretary of Saskatchewan R.M.A.

An amendment by R. S. Hodson, Maple Creek, to the effect that this be held over for a day until the discussion on the treasurer's report was carried by a narrow margin. In the later discussion it was decided to have the fee remain at \$12.

Resolution No. 5.—Resolved that whereas we are credibly informed that some wholesale grocers are making a practice of selling direct to laundries, that the secretary be instructed to write the Food Controller urging that the necessary steps be taken to guard against such infractions of the regulations under which Food Supply Licenses have been issued.

Secretary Raymond explained that some wholesalers were selling to laundries, these wholesalers claiming that if they did not do so the business would go out of town as Chinese particularly would not buy from local retailers. If a wholesaler is found to be selling to anyone not holding a retailer's license it was against the new food law, he urged.

Mr. Morrison, Moose Jaw, claimed that the laundries would have to buy from the retailers if the wholesalers did not sell them. That was merely bluff.

R. S. Hodson said that "the only way to get any reform is in close co-operation on our part, probably along the lines of the Canada Supply Co."

A. G. Montcrieff maintained that more members of the association should come to the convention and then they could begin to talk about co-operation. "As soon as the conventions are over most of us forget about co-operation," he said.

"No wholesaler," he added, "can now

legally sell direct to a laundry or to a farmer under his food license. Local organizations should be able to handle this particular point themselves by simply reporting each case to the provincial secretary."

Mr. Morrison, Moose Jaw: "No use passing this resolution unless we write to every wholesaler in the province telling them it is contrary to our wishes and contrary to law to sell to laundries, threshing outfits, etc." He urged that the wholesalers be written as well as the Food Control Board. This suggestion was embodied in the resolution which was adopted.

Resolution No. 7.—Since it has come to our notice that certain organizations are selling memberships throughout the country and professing to supply goods to their members at wholesale prices, be it resolved that this convention go on record as being opposed to wholesalers, whom we are supporting, supplying these, or any other like concerns, and that we are of the opinion that the wholesalers have not exercised proper precaution in the best interests of the merchants and themselves in selling goods at wholesale prices to parties not engaged in the legitimate retail business.

One member asked if this sort of business was authorized by the Government through its licensing machinery.

J. L. S. Hutchinson claimed that the wholesale trade should be more particular as to whom it sold. It was a matter of good business on their part irrespective as to whether the retailer and wholesaler were licensed. In this particular case the license question did not enter the discussion.

The president explained that the retail house in question sold these memberships at \$12 and charged wholesale prices "plus cost of handling." The words "cost of handling" is a very vague term.

J. Clinkskill, Saskatoon, read an advertisement from the Consumers' Association in a Saskatoon paper advertising sugar at \$6.50. He asked how it was possible for a firm to do this.

One member remarked he would like to buy up "all that sugar."

The resolution was then adopted.

Resolution No. 8.—Resolved that this convention go on record as being in favor of any reduction of duty which will increase production of foodstuffs.

Sold Fruit Wholesale to Hotel

One merchant reported here that a wholesale fruit house sent a traveler to his town and because he couldn't get an order from either of the retailers he sold to the hotel.

Mr. Hutchinson urged that such cases should be reported to the secretary. A. G. Montcrieff stated a somewhat similar case had happened in his town some time ago. He wrote the provincial secretary and in a short time the matter was satisfactorily arranged.

Resolution No. 9.—Resolved that whereas after receiving frequent complaints that farm implements are often sold at wholesale prices to the casual handler or user, that the secretary be instructed to place this matter before the Wholesale Implementation Association and ask for their co-operation to see that the privileges and facilities of jobbers' services be only extended to such parties as are prepared to provide the full services of a dealer to his client. This was moved by J. Wright, Regina, and seconded by J. L. S. Hutchinson.

Mr. Clinkskill maintained this was a political question and should not be passed upon at a merchants' convention. The Union Government is a non-political one and every encouragement should be given to it, he added.

One retailer suggested that maybe the Government is not in a position to take off the duty on farm implements, etc. They may need the money too badly. It was a resolution, he thought, that should be left alone.

Mr. Rannard, Winnipeg, said he was in Ottawa recently and discussed many questions of an economic character with officials. There was a heavy balance of trade against Canada in connection with United States trade and it was the duty of everyone not to import any more goods than were absolutely necessary.

It was finally decided that the motion be laid on the table.

FIRE INSURANCE COMPANY FIGURES

The affairs of the Retail Merchants' Mutual Fire Insurance Company were discussed at the afternoon session of the Saskatchewan R. M. A. on Wednesday. This company is controlled by members of the Saskatchewan Branch R. M. A.,

and no one has the privilege of taking out a policy in it unless he is a member in good standing.

President J. L. S. Hutchinson presided and presented the annual report. This showed net insurance in force at end of 1917 of \$615,470.50, after deducting cancellations, and expiries of \$432,814.50. Of the \$615,470.50 in force \$60,534.79 is reinsured in other companies.

The income during last year from all sources was \$13,405.55 and expenditures \$8,125.85, leaving a balance of \$5,279.70.

Assets at end of year were \$30,637.41 and in the liability column were the following: Accounts payable for re-insurance, \$463.68; guarantee premium deposits, \$19,273.66; surplus on Jan. 1, 1917, \$5,620.37; excess income for year 1917, \$5,279.70.

The president announced that in 1915 (partial year only) total net fire losses had been \$370; 1916, \$205; 1917, \$4,893.83 and 1918, \$1,562.21.

The surpluses from year to year are: 1915, \$1,141.88; 1916, \$5,620.37; 1917, \$10,900.00, and 1918, \$15,102.50 to the end of April. Most of this surplus was invested in Victory Bonds.

The directors at a special meeting decided to recommend to the association

that the risks be doubled during the coming year. This recommendation was acted upon so that risks of \$2,000 in non-protected towns and \$4,000 in protected towns and cities will be accepted the coming year.

J. L. S. Hutchinson and H. D. McPherson were on motion re-elected directors of the company for the coming three years.

On motion of A. G. Montrieff, general merchant, Glenavon, and E. H. In-sull, hardware, Craick, a vote of thanks was tendered the president and directors for their work during the past year.

Manager James of the Mutual Company explained in detail the principle of the premiums.

C. F. Rannard, on the advisory board of the Manitoba R. M. A., stated that the merchants of that province were desirous of starting a mutual fire insurance company. It was their desire to link up with Saskatchewan, he pointed out, suggesting in a general way the basis for agreement.

After considerable discussion it was decided to empower the executive of the Saskatchewan Mutual to consider the question and to deal with it as they see fit.

Bankruptcy Bill Being Amended

President J. A. Banfield, of Dominion Board, R. M. A., Tells of Work of Dominion Executive at Saskatoon Convention—Killing of the Knowles Bill—Principles of the Association—Some Interesting Market Information

THE work of the Dominion Board, Retail Merchants' Association of Canada, was reviewed by J. A. Banfield of Winnipeg at the Saskatchewan convention on Wednesday afternoon. Mr. Banfield was not long ago elected President of the Dominion Board. His address demonstrated that he has been a follower for more than a short time of the inside details of the Dominion Board.

In a vigorous manner he emphasized the work that was being done, the policy of the head office and hoped that every member would avail himself of the opportunity of asking for information on any question upon which he was not clear. He first referred to the removal of the head office from Toronto to Ottawa. This he thought was a wise move because Ottawa is really the pulse of the business interests of this country and the place where the most good can be done.

He called attention to a bankruptcy bill that certain interests were recently endeavoring to get through at Ottawa, when an executive meeting was being held there. The bill had passed through the House of Commons and was coming up next morning in committee. Although late the executive made representations to the committee as strongly as possible calling attention to a number of clauses which were not in the retailers' interest. The consequence was the bill has been

amended and reprinted and will be sent back at the next session for reconsideration. That was just one of the many services the Dominion Board was rendering.

Principles of the Association

He read the principles of what the Retail Merchants' Association stands for as follows:

Absolute honesty in weights and measures. Correct representation in the quantity, quality and value of goods sold.

One price to all customers on proprietary or trade-marked articles upon which a fair price has been fixed by the manufacturer.

No deceptive practices, such as inducing customers to buy staple, trade-marked goods, the prices of which they are familiar with, and which are placed by some merchants at a cent or two below regular prices of such trade-marked goods in order that by so doing they will induce the public to buy goods, the prices of which they are not familiar with, and thereby more than make up the loss they made on the well-known staple lines.

Truthful advertising and honest marking. Fair treatment for the working classes and for the farmers, by buying and selling manufactured articles that have been made or produced by those who receive fair wages.

To assist in the development of community life and civic pride in the cities, towns and villages of Canada, and, as far as possible, to keep money in local circulation.

To endeavor to raise the commercial and professional status of retail merchandising to that of the other professions, so that the public may receive the most efficient service at the lowest possible cost.

To give credit to those who are worthy, and who observe and consider their contracts to be worth more than a "mere scrap of paper."

To co-operate with the Dominion and Provincial Governments, and with all municipal councils, in establishing an equitable system of taxation, uniformity in municipal accounting, and in proper administration of civic affairs generally.

To co-operate with the educational departments, and with the universities of the various provinces throughout Canada, in promoting a higher standard of commercial education, and in the establishment of chambers or departments of commerce in the universities.

To educate the public on the importance of the retailer in the community, and to be in a position to submit the views of the organized retail trade of Canada to the various departments of either the Dominion or Provincial Governments on all questions that affect the channels of retail distribution, through which over ninety-five per cent. of the merchandise in Canada must pass.

That was a pledge card that he considered every retail merchant should sign and was something that should be brought forcibly to the attention of the consuming public.

On representations made at Ottawa Dominion Secretary E. M. Trowern has now the privilege of attending all committee meetings so as to keep closely in touch with new legislation and its relation to the retail trade, Mr. Banfield explained.

Legislation that the R. M. A. has taken

up and put into the Statutes includes:

Doing away with trading stamps in 1905.

Making false advertising a criminal proceeding.

Amendments to the Adulteration Act.

Placing a standard weight on a bag of potatoes—90 pounds.

Gold and Silver Marking Act.

Mr. Banfield also referred to the valuable charter the Retail Merchants' Association possess, which gives them strong powers.

What Dominion Board Had Discussed

At the Dominion Board meeting recently the following questions were discussed:

The Bankruptcy Act above referred to.

The importance of keeping books. It is the aim of the R. M. A. that it be made compulsory for a retailer starting in business to immediately keep a proper set of books.

Parcel Post. Why should parcels not pay the full value of their carrying? Mail order parcels are not paying their full rate as the parcel post system is not paying for itself and it is being used principally by the mail order houses.

Sending articles for repairs. An act is wanted to put a limit on the length of time an article may be left in the store before it can be sold for storage charges.

Question of our boys going to the front and having to close their stores on demand.

Matter of duty and excise taxes prior to the coming down of the budget, so that they would be fair to the retailer.

Amendment to the False Advertising Act.

Amendment to the Smuggling Act.

The R. M. A. had already done effective work in watching smuggling of goods across the border more closely. He told a story of how a certain Winnipeg man had to pay \$2.50 duty on a pair of boots he was wearing and had been wearing for some time as he was coming home from a trip to Minneapolis. He had been there less than three months. Asked when the authorities had become so strict, the customs officer said that the Retail Merchants' Association had been getting after them and they had to carry out their duties.

Defeat of the Knowles Bill, which was an attempt to do away with the price maintenance plan, was another success of the R. M. A.

Manufacturers May Fix Prices

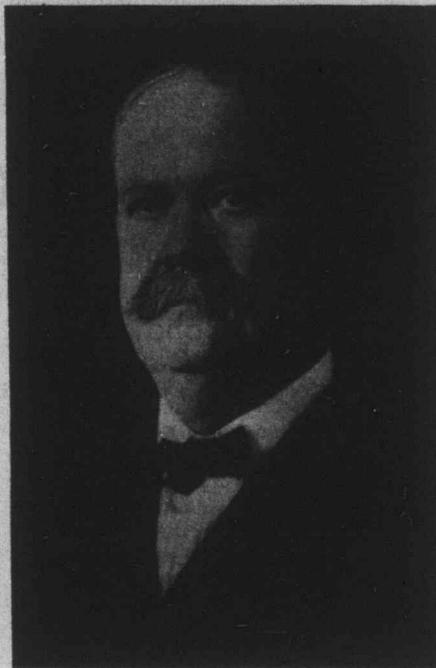
"Can a manufacturer set a price on the article he makes and refuse to sell anyone who cuts?" asked one member.

"Yes, he now has that privilege," replied Mr. Banfield.

Mr. Banfield gave the convention some very important information on market conditions. The big department stores were buying all the goods, dry goods particularly, that they could possibly get and storing them. He told of how wholesale houses in some cases were sending out envoys to buy up goods from the retailers who did not know any better, such as table napkins, cottons, etc., which they found impossible to get themselves.

He also told an interesting story he heard recently about the profits of a large mail order house in Canada. These were larger than the proprietor had intended, as they were to be divided as bonuses, so the solicitor of the house in question was consulted for a solution to the quandary.

The lawyer asked the head of the house how much his salary was, on hearing of the difficulty. He was told the figure. "The only solution I can see," he added, "is to make it a million."



S. D. McMICKEN,
Grocer, Moose Jaw, Sask., elected 2nd Vice-President of the Association.

An Implement Repair Week

Saskatchewan merchants are anxious to see a big crop in this year and that the harvest will be adequately handled. Some of them are leaving their stores from time to time to help their farmer friends sow the seed.

At the convention an important resolution was suggested urging the Government to set apart an "Implement Repair Week," so that the farmers would have a special time set apart to attend to their machinery well in advance and have harvesting repairs made before harvesting operations are actually begun.

R. A. Magee, M.P., and general merchant, Wolseley, moved this and urged the importance of encouraging the getting ready well in advance the machinery with which to take off the crops.

"Every year," Mr. Magee said, "there is a great deal of loss and inconvenience because farm machinery and implements are not ready when harvest time arrives. Unless something is done along this line there will be a serious loss of time in the harvesting of Western grain this year on account of help shortage. Many producers do not begin to fix their binders, etc., until they are ready to use them. We are all vitally interested in the

winning of the war and this resolution would show our good faith." The resolution was advanced by the Implement Section of the association. W. J. M. Wright, Regina, and Mr. Thompson, Winnipeg, also spoke in favor of the necessity of having farm machinery repaired in good time. Mr. Thompson thought it should be a Dominion wide movement. The resolution was carried.

No Advance in Fees

There was a suggestion that the annual fee be increased from \$12 to \$15, but the majority felt this was not a good year to make the change and no action was taken.

Sugar Cards Not Endorsed

R. J. Moffat, general merchant, Bradwell, proposed the following resolution:

That whereas the supplies of sugar available for distribution in the Dominion of Canada are short of the normal requirements of the people; therefore be it resolved that this Convention express itself in favor of a system of Card Distribution.

"I do not think," he said, "the present sugar regulations are taking proper care of the sugar difficulty. The only system that will take care of this adequately is this card system."

After considerable discussion pro and con the resolution was tabled.

Will Not Interfere With Food Board

A resolution was submitted from the farmers of one of the Saskatchewan districts urging the rescinding of the Food Control Board regulations in regard to returning more than fifteen days' supply of flour. It was decided to lay the resolution on the table.

University Course for Merchants and Clerks

The relations between the University and the retail merchant and what the University was prepared to do in educating the retailer and clerk were prefaced by a scholarly address by Dr. W. C. Murray, president of the Saskatchewan University, at the closing session of the convention.

He did not think the University at the present time was prepared to put on a four-year course for high school boys with a view to fitting them for the business life of the country. In the larger cities the Y.M.C.A. was providing evening classes for students in various lines of work, such as insurance, selling, advertising, etc. He considered that to be possible in connection with the University, the only objection being that such classes would only be satisfactory to Saskatoon. The other large centres of the province would not be satisfied.

It would, too, be difficult to get the right type of teacher for this class of work. He must not be one who would peter out in a few days' or weeks' time. A teacher of merchandizing who would wear is the only kind that would bring results.

He suggested the appointment of a committee of merchants to confer with a committee of the University Board in order to discuss the entire matter.

R. A. Magee, M.P., Wolsely, proposed a hearty vote of thanks to Dr. Murray not only for the dainty luncheon served and trip around the grounds but for the thoughtful address he had given.

Mr. Magee maintained that on account of the importance of the retail merchant, who does so much to bring goods from the confines of the earth and placed them in convenient manner before the consuming public, he deserved a great deal of consideration at the hands of the Government. "We do not realize to what extent the country has been developed by the aggressive leadership of its merchants," he said. "Anything that will assist the merchants of Canada to give a better service to the people must ne-

cessarily be in the best interests of the country."

S. D. McMicken, Moose Jaw, seconded the motion extending the thanks of the convention to Dr. Murray which was enthusiastically carried.

At the meeting subsequently held, a committee consisting of the new executive with power to add to their numbers was appointed to meet the University committee in regard to a University course of education for the mercantile interests.

The association pledged its full support to the Red Cross organization in its campaign to raise \$1,000,000 in June. R. A. Magee suggested that the merchants endeavor to propose a better and

more adequate system of collecting. He suggested monthly subscriptions. W. R. Phillips, Kindersley, urged that under the present collecting system many people who should be not giving, with the result that others had to give more than their share. He urged that the Government take over the Red Cross collection and levy a special tax to secure the necessary funds.

A proposal was made to appoint an advisory board consisting of three or four members from the outlying districts, to get the pulse of the mercantile interests in those districts and to assist the executive. This was considered a good idea, the matter being left in the hands of the executive to select the committee.

Practical Problems in the Question Box

Extension of Credit—Should Saskatchewan Have Copper Coinage? — Are Sales Companies Useful?—Opposed to Selling "Membership" in Consumer Propositions—Why the Snow in Saskatoon?

THE "Question Box" provided some splendid practical points for discussion at the Saskatchewan Merchants' Convention. Among these were the extension of credit, the new freight classification proposal, copper coinage for Saskatchewan, turning a credit business into cash, sales companies, firms selling "memberships" to consumers, etc.

A committee was appointed consisting of A. G. Montcrief, Glenavon; J. W. Cresswell, Regina; N. J. James, Beadle, to go over the questions in the question box and eliminate the duplications. Secretary Raymond then read the following questions:

Question—Several merchants may have extended credit to some who have been conscripted. If the party does not pay what redress have we?

Answer—"No redress at all while the moratorium is in effect," Secretary Raymond stated.

Opposing Freight Classification No. 17

Question—What is being done regarding the new proposed freight classification No. 17?

Answer—F. E. Hamilton, in charge of the traffic department of the association, explained in detail the proposal. This classification affects everybody, he said, merchants and consumers. In 1916 we took objection to No. 17 classification change. Since the question has been gone into with Boards of Trade and it has been agreed to accept the principle of high minimum rates. The matter was still being closely followed, strong objections being made. Mr. Hamilton has appeared three times before the Railway Commission to emphasize the protest of merchants.

H. R. Bowers North Battleford, urged the association to register a strong objection to classification No. 17. There were two or three western cities which

he claimed would get the benefit. He did not object so much to the increase in rates as to the discrimination against the smaller towns and cities.

On motion of S. D. McMicken, Moose Jaw, and T. B. Dynes, Fleming, it was decided to do what was possible to prevent the new classification going into effect in its present form.

Question—Does this convention favor the greater use of copper coinage?

Answer—Many replied "No," but some considered it was a necessity at the present time. S. D. McMicken, Chas. Clerkson, Swanson; W. Gunn, Kincaid; J. S. Dart, Meota, spoke in favor of it. It was finally left to the discretion of each individual member.

Question—How would you proceed to turn your credit business into a cash business?

Answer—Nothing definite was proposed. "Keep a stiff back-bone and tell the customer you want cash," suggested Mr. McMicken.

Value of Sales' Companies

Question—What is your opinion of sales and sales companies? What impression do they leave in the community?

Answer—W. C. Paynter, Tantallon, said he would just about as soon have a fire. W. O. Robins, Kindersley, claimed where you got some one to do your advertising in a business-like way it was a good thing, but did not believe in letting someone come into the store to run everything and set prices.

President A. A. Evans recalled a sale he put on on shoes some three years ago. The advertising was done by a sales company. During that sale we sent shoes out from 100 to 150 miles from Outlook. People are still coming back to buy the same line of shoes. It increased our shoe business greatly. One

man bought sixteen pairs. We fixed our own prices. The impression it leaves all depends on the merchant himself. We filled orders at less than catalogue houses and brought a great deal of business to the home town.

L. T. McLandress, Redvers, reported he put on a sale once following a fire and in nine days took in \$4,200.

Question—Should there not be a law preventing firms selling so-called "memberships" to individuals unless the latter be given stock in the company selling such memberships?

Answer—W. D. MacPherson, Regina, replied the matter had been mentioned to the government, but at the present time there is no machinery to overcome this. A resolution, too, had been passed the day previously.

Mr. McMicken and Mr. Montcrief moved that the executive take action with a view to having a law put on the statute books prohibiting the operation of firms selling "memberships" as these were not in the public interest. Carried.

Question—Why are oil companies allowed to sell by weight instead of by the gallon?

Answer—A number of members stated that if the merchants insist upon it they would have to sell by measure. The matter will be taken up through the Dominion board with the Dominion Government.

Question—What is the best method of extending credit? Should there be a difference in the cash and credit price?

Answer—S. D. McMicken—"I've got to meet the cash prices of the big stores in the city. When I sell on credit I get a note and charge interest."

N. J. James charges 5 per cent. interest on all credit accounts. He puts this right on the bill going out.

(Continued on page 52.)



Saskatchewan's Day of Promise

Merchants of the Province Tell of Prospects For the Year



OUT of the West must come Canada's hope of prosperity in the trying days of war. Men may die of hunger with a wealth of gold, but not with a wealth of wheat, and it is food that the world needs to-day. So it is westward that the great Dominion must look for its word of promise, the promise of harvest, that means business not only for the western merchant, but for all merchants from coast to coast.

What are the prospects from that territory? At the time when a great convention of merchants was meeting in Saskatchewan, it was thought fitting to ask word of the prospects there. The word that comes back is a word of promise that is full of meaning to every reader of these pages.

Here then is the promise of the West, voiced by one of its great provinces, in the words of the merchants whose fingers are on the pulse of that golden land of promise.

The Magee and Thompson Co., Wolsley, Sask., write of generally very satisfactory conditions and bright prospects.

"Up to the present time, we consider business has been better than in former years," they state, "though owing to the big advance in prices we do not think the same percentage of profit will be made by the retail men. As for the number of farms offered for sale, farming at the present time is far too profitable to permit many farms to be on the market.

The weather conditions have been very favorable for the crops. The grain is in a good condition, the only danger is that the crops will become too far advanced before the season of frost is past. However, spring frost does not seriously affect our crops.

"As for the business outlook for the coming year we consider situation problematical. It is impossible to diagnose the future, but at the present moment it would look as if the prospect for business were good, for the farmers have money."

Meeting Out of Town Business Successfully

The Wheatland Mercantile Company, Mortlach, Sask., state that prospects are good. They estimate that they will show an improvement of business of 20 per cent. "We are coping with out of town business," they state, "and are surely winning out."

The crop outlook and general prospects around Strassburg, Sask., are of the best, according to the Pioneer Department

Store of Strassburg, Sask. Business is a little quiet at the moment, they state, owing to the fact that the farmer has purchased heavily of war bonds, and has less ready money to spend.

"The outlook is very bright both for business and for crops," states Geo. Forster, Allan, Sask.

I. Gwynn, Punnichey, Sask., states that he is in a comparatively new district and that a good part of the territory is raw land, and therefore there is not as much buying as might otherwise be the case. The prospects are good, however, and business will show an improvement over the past year. Among the items he notes is a lessening of the long credit evil.

Western Farmers are Retiring

P. M. Moynes, Caron, Sask., notes a few sales of farms in his section and gives the illuminating information that the farmers are retiring. The prospects for the year are, he thinks, very bright. The crops in the section are reported to be excellent.

Dixon Bros., Maple Creek, Sask., state that business is better than last year. There has been a good deal of selling of farms in the section, more in fact they report than in any former year. If there is a good normal crop, which they hope and expect, business prospects will be very bright indeed.

Farmer Wealthy and More Public Spirited

The Yorkton Grocery Company, wholesale grocers of Yorkton, Sask., report a very satisfactory state of affairs in their section.

"We believe," they state, "conditions at the present time are about equal to last year although our business shows an increase in volume of approximately 10 per cent. over 1917, and we believe business throughout the year should be about on the same scale.

"Crop conditions on the territory are excellent. Practically all the wheat is sown but this being a ninety per cent. oat country the farmers have considerable seed to put in yet.

"All the farmers appear to be wealthy and are spending their money freely and it is our opinion that they are beginning to support patriotic purposes better."

B. W. Grant, Craik, Sask., writes: "I think outlook is good here. Money is tighter on account of so many demands being made on people for war funds of every description; but the Craik district is good and farmers are very well off on

an average. They have never had a poor crop or a crop failure. Help is hard to get but I think sufficient is in sight to meet the needs. Wheat is all sown and most of oats are seeded now."

Farmers Buying Luxuries

John Bullied, Lumsden, Sask., speaks of seeding being completed and of good crop prospects. Farmers are spending money, he states, fairly freely, more on luxury lines than on staples. The prospects for the future are dependent entirely on the crop, but considering everything he believes that they are good.

Taylor & Cooper, Clark's Crossing, Sask., reports a very satisfactory prospect.

"In a comparison of business between last year and this up to the present time, this year suffers," writes W. A. Auger, Hatton, Sask. "Business has fallen behind this spring, on account of the farmers only getting about a three to five-bushel yield in this district last year, while they were allowed to buy on an anticipated yield of about twenty-five to thirty bushels to the acre. Consequently they were not in a position to make a clean up last fall, and it leaves them as well as the merchants rather pinched. Our business this year will depend altogether on the prospects about July 15th, as the farmer feels with the merchant that the load is sufficient until a crop is assured. Our opinion is the farmer really needs some goods but will not buy until he can see his way reasonably clear to make payment in the fall, and the merchant is not trying to encourage buying in the face of such conditions. Our prospects at the present time are of the very best, with easily 25 per cent. more sown, and the land in far better shape than previous years, with about 50 per cent. more sown on summer fallow."

Farmers Spending Lavishly in Farm Equipment

B. Siovici, Neudorf, Sask., expects a great year if help is available.

"The crop outlook in this district," he stated, "is very good; there has been more seeding and better work in the district than ever before.

"There have been a number of land purchases from the land companies this year and this land is at present being put under cultivation.

"Farmers are spending more money this year than any year previous, but most of same is for farm implements and



A view of Calgary, Alta., taken from the North Hill.

"My belief is that the coming year will be a good year if only help is procurable; we have suffered no shortage in help here yet, but a number of the boys have come under the present Military Service Act, and the rest of the family are old people and may give up farming if the boys are not exempted.

"If help is plentiful in this district we may see one of the best years this district has yet known."

Jampolsky & Sangursky, Dysart, Sask., are of the opinion that the prospects are considerably better than they were last year.

George Dobson, Tessier, Sask., speaks of the prospects as good, and R. E. Gauthier, Ponteix, Sask., changes the phrase but not the idea by describing the year's prospect as "one of the best." Albert A. Barrett, Conquest, Sask., speaks of a better business and a brighter prospect. McLeod Bros., Primate, Sask., state that they are looking forward to a good year.

Spending Money Freely on Supplies

McConnell Bros., Elstow, Sask., write of an increased turnover during the past year. They continue: "Seeding operations commenced much earlier this year than last and the land is in excellent condition, but we have had heavy frosts for the past week, which will undoubtedly injure the shoot but will also have a tendency to strengthen the root and make the wheat stool better. There is sufficient moisture but warm weather is now required. The total acreage under crop this year will show an increase of from 10 to 15 per cent.

"The demand for land is good but offerings are not plentiful. Five or six sales have been made in the district at between \$40 and \$45 per acre. Most of these lands, although previously under cultivation, are without buildings.

"Farmers are spending money more freely on supplies and the outlook for the present year is most encouraging although certain lines of merchandise are becoming more difficult to procure or to procure in sufficient quantity to supply the demand."

John Stewart & Son, Loreburn, Sask., speaks of crop prospects that are very promising indeed, and note as the only sobering fact the question as to whether it will be possible to obtain supplies.

J. W. Hanley, of the McLean Grocery, Moosejaw, states that the outlook compares favorably with that of any former year.

The Yule Hill Co., Swift Current, note a number of sales of farms, and the farmers buying moderately; the prospects they think are very bright.

Better Business, More Cash, Prospects Best

W. C. Jones, Swift Current, Sask., writes tersely as to his business, "Better volume, more cash, profits fair, prospects best in the history of the business."

J. Matthewson, Strassburg, Sask., notes that the sales of farm lands in the section have been very good, averaging \$55 an acre. It will be a bumper year for business he thinks, if crops come along well.

"There has been a great demand for farm lands in this section," states Halliday & Carlisle, Indian Head, Sask., "and many farms have changed hands at advanced prices. If the difficulty in getting goods is not too acute, we expect the best year we have ever had."

"Our outlook is as good if not better than last year," is the report from Herbert Dantzer, Rush Lake, Sask. "As good as last year," is also the way Albert Holshoe, Sidwood, Sask., speaks of the prospects.

A Splendid Prospect

L. E. Moen, Webb, Sask., describes the business outlook as "splendid."

"Quite a few farms have changed hands at \$40 to \$55 an acre," evidences the prosperity in the district of W. J. Pritchard, Marquis, Sask.

The Kerrobert Mercantile Co., wholesale fruits and vegetables, report:

"All farmers appear to be optimistic, but at the present time appear to have very little cash on hand, no doubt the set price on wheat last fall caused most farmers to haul in their grain in place of holding it for a higher price in the spring, as has been the usual procedure in previous years, consequently many of the farmers spent this money in the fall, and are now a little hard up for cash.

"As far as we are concerned, the outlook for this year is good, and we expect to have a better year and do more business than this house did last year."

E. Wright, department store, of the same place, reports in the same strain.

The Watrous Grain Growers' Association, Watrous, Sask., state that conditions have improved 40 per cent. as compared with last year.

The Saskatoon office of the Donald H. Bain Co., sends the following synopsis of conditions in the province:

"We understand that quite a number of farms in Northern Saskatchewan have changed hands recently, and that very high prices have been paid. We understand that as high as \$50 an acre is being paid for farm land. The writer yesterday heard of one case where the price of \$75 per acre had been paid, although we believe that this is an exception.

"So far as your third question is concerned, regarding the spending of money by farmers. While we cannot possibly answer this question fully, it is known that farmers spend more money to-day than they have been doing for some years, owing to the fact that they are deriving more revenue from their crops. There is no doubt that as a result the entire community reaps a great benefit. A large number of tractors have been disposed of at this point.

"While we anticipate some difficulty in securing supplies for some time to come, owing to transportation and labor difficulties, we are very optimistic, and look for increased business this year."

H. G. Bishop, Tugaska, Sask., states that "There has been quite a few farms sold in this district, mostly home men buying—giving them larger farms. Also quite a bit of soil is being broken ready for a crop next year or in some cases being put in in flax. The farmers are not spending as freely as a year ago and we also find the farmers are starting credit earlier than last year, but we are looking for a good season."

West Has Never Known Such Bright Prospects

"In our humble opinion," writes Butcher & Carson, Saskatoon, "the West has never known such prosperous conditions.

"Farm lands are changing hands freely.

"Weather has been ideal, with every prospect for a bumper crop.

"Our business has increased 21 per cent. on last year's sales.

"We expect a still greater increase.

"The farmers never had as much ready cash before.

"With an average crop this year the

future of this western country is assured."

A. C. Armstrong, Wainwright, Alta., synthesizes his opinions of the year's prospects in the terse words "best ever."

\$40 to \$60 An Acre for Farm Land

"Making allowances for the higher cost of goods," writes Kenneth N. Cowan, Imperial, Sask., "cash sales have been 20 per cent. greater than for the same period during 1917. The people are buying freely although prices are high.

"All the sowing of wheat was completed by May 8th and the farmers are busy ploughing for oats and barley. There will be 10 per cent. greater acreage in this district of wheat than in 1917.

There have been quite a number of farms change hands since the fall of 1917, prices ranging from \$40 to \$60 per acre and the buyers as a rule are looking to the merchants to carry them until fall. This is the feature that is not very pleasant from the merchants' standpoint. Some of these same buyers have been good customers in the past and paid their bills promptly and it is hard now to refuse them credit.

"Am looking forward to a good year's business, better than last year, providing the Food Board at Ottawa allows us to sell the goods."

F. Fawley, North Battleford, Sask., writes very optimistically: "The crop outlook in this district," he says, "is very good, the land was in perfect shape for seeding and we have had two or three nice showers during the past week.

"I am informed by the real estate men that more farms are being sold in this district this spring than they ever sold before. Most of the sales are being made to Americans.

"Farmers are spending money freely. The last two or three crops have made them prosperous and they now buy what they want.

"Present indications are that business this year will be the best ever, providing we can get the goods to sell. I expect this year's business to be from 40 to 60 per cent. ahead of last year."

A. Hatton, Sifton, Sask., is no less enthusiastic. "The outlook in business for the coming season," he writes, "is decidedly good and we in this village fully expect business to be up to if not surpassing the average."

From James Brothers, Biggar, Sask., comes the following report:

"The crop outlook in this district is good, wheat well up, with an increase of about 33 per cent. in acreage, the yield however will depend on what rain we get throughout the season. A 24-hour rain is needed now.

"Yes, there has been a number of sales of farms in this district this spring, in fact more farms have changed hands so far this year than in the last three years, prices are also good.

"Those farmers who have the money are spending it freely for supplies, this has always been the case here.

"The outlook for business this year is good so far, however this all depends on the yield when the grain is threshed, that is taking it for the whole year.

"We expect to increase our sales for the year 35 per cent."

Geo. A. Jardan, Readlyn, Sask. writes:

"Compared with one year ago business has been somewhat better than at that time. However, owing to this district being partially hailed out last fall there has not been so great an amount of money spent on the better things of life as we had anticipated. The trade here at present consists largely of farm produce in exchange for goods, the cash being held for farm machinery and repairs where possible.

"The crop outlook for the coming year so far as we can see it as yet is good; however, it is a little early in the year to make any forecasts as to the outlook for crops. We have plenty of moisture and the warm weather will come we hope, with these two conditions and there being neither hail nor rust nor other destructive pest we expect a good crop in this district.

"Real estate transfers have not been

very numerous in this district. Less than three per cent.

"Money seems to be moving for necessities. Farmers seem to have it, but they do not spend it freely for things that are not absolutely necessary, a goodly share of the business being carried on in trade.

"From a business standpoint the year should be a good one. One store here, that of Mr. Hornstien is being removed to Brock, Sask., leaving only two stores here to handle the business where there were formerly three."

Supporting the Home Town

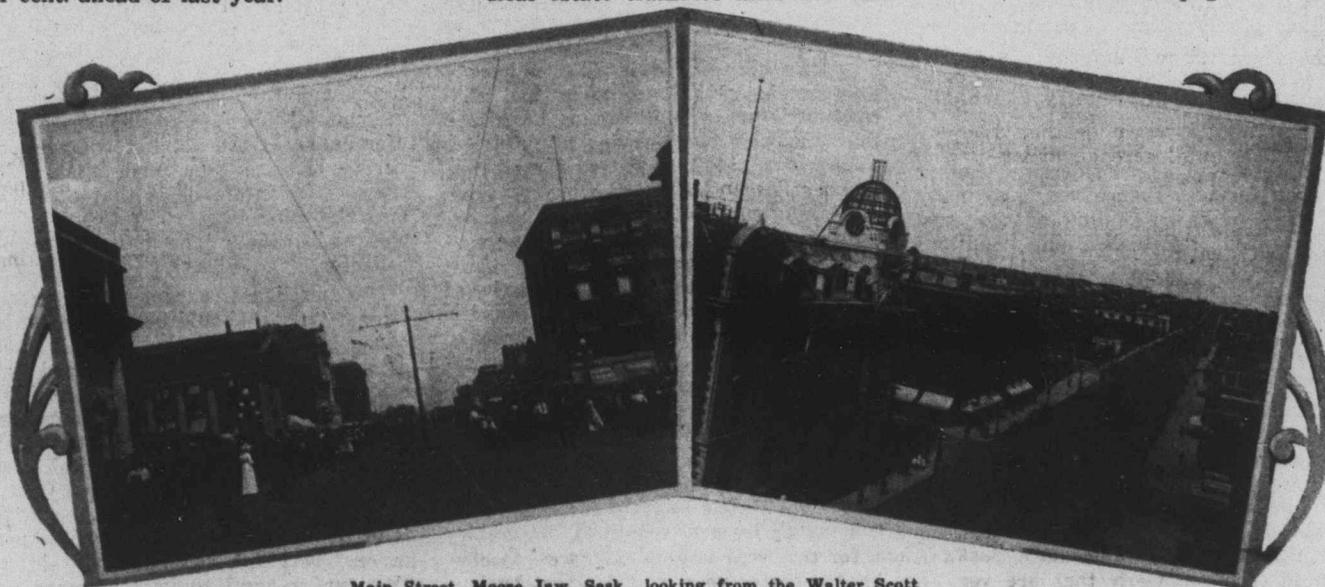
"The crop outlook for this year in this municipality," writes A. G. Moncrieff, Glenavon, Sask., "is exceedingly bright. About 80 quarter sections have changed hands since last fall. About 25 of these are C.P.R. lands, and will be broken this summer. Some farmers who have bought the above lands, are putting in crop all the old land, and breaking the new C.P.R. land for summer fallow. The business outlook for the coming year is very promising as the farmers in this municipality are spending more freely than in past years, and I am glad to report that they are supporting the home town more than formerly."

A Word of Caution

"The outlook for business is excellent," writes Alex Conell, of the Halling Co., Wadena, Sask., "unless we are put out of business by too many regulations. If we can get supplies in quantities sufficient to make good we will be alright—and there are all kinds of prospects.

"The above in general is how we find it now. There is no doubt as to the increased prosperity, but merchants will have to 'watch their step' to come through all O.K. The bigger men with powers to buy ahead and finance stand more chance than the smaller ones. But I think that it is no time to be making expansions or extensions on a big scale, but to go cautiously and well within range at present times."

Continued on page 53.



Main Street, Moose Jaw, Sask., looking from the Walter Scott block on the left, and another view of the same street looking north on the right.



A Western Viewpoint on Western Problems

The Bright Promise of the Present Time—Some Dangers to be Faced in High-priced Land and Possible Falling Prices—The Demand For Limiting Credits

Written for Canadian Grocer by H. G. Smith, Regina, Sask.

THE retail trade as a whole reports general improvement over 1917, ranging from twenty to fifty per cent. The increase seems to be very healthy and a substantial volume of business being transacted is for cash, although many districts anticipate being obliged to extend credit before 1918 crop is harvested. Branch banks in the country are loaning to a greater extent than in former years. We are told that if a farmer's statement is reasonably good that he has no difficulty in obtaining sufficient money from the bank to enable him to take care of his purchases, thus confining his liability under one heading, which is much more desirable than having trading accounts with a half dozen or more of the concerns with whom he does business.

A Bright Prospect

The crop outlook is excellent. Most districts look for a substantial increase. Much land idle in the past is under cultivation. Certain districts report the entire arable acreage under cultivation. The cancelling of exemptions of farmers between the ages of 20 and 22 will take a large number of young men from farms and in some instances the actual owner. It is in the latter cases that real hardship occurs. The writer personally knows of men who had their seeding partly done when they were called to the colors. The effect of the Government's action on business will, in the opinion of many country merchants, not be noticeable.

There have been many sales of farms. There seems to be considerable trading between farmers themselves, also many instances of farms selling out to new comers. A very undesirable condition is created where sales take place without a substantial amount of cash payment. If a buyer assumes very heavy liabilities it must be admitted that he is not the same asset to the community as was the seller who had his farm practically clear. One has made good and is in a position to make substantial purchases for cash; the other is starting on a limited capital, consequently he will be obliged to live frugally and limit his purchases to actual requirements. With the continuance of present prices for farm products these buyers will not be long in getting on their feet, but in the interval their buying power is somewhat restricted.

Danger in High Priced Land

In view of the fact that at some future date, perhaps not very far distant, the prices of all cereals will be much lower than they are to-day, that other products of the farm will possibly be lower, it would be well to sound a word of warning to those who are paying fancy prices for improved farms and top prices for raw prairie. Unless the war lasts sufficiently long to continue the present high prices for farm products for perhaps three or four years, many of the buyers to-day are going to experience difficulty in obtaining profitable returns on their investment.

The writer is told that first-class farm methods will produce satisfactory returns even though the price paid for prairie land is as high as \$65.00 an acre. By satisfactory methods we assume that the farmer will not only raise cereals but will devote considerable attention to poultry and live stock, and if conditions permit, dairying. Practical experience and first-class methods are unquestionably necessary in order to produce profit on high-priced lands.

In the future, when prices are materially lower than they are to-day, it must not be said that farming is not profitable simply because the returns will not show a profit on high-priced lands. Is there not a vast acreage of arable land in this country? If so, why buy high-priced lands? Why not take on lands that are to be had at a reasonable price? It cannot be denied that the object of paying high prices to-day is to obtain improved farms, thus making it possible for the buyer to begin taking substantial profits immediately, the expectation being that present prices will continue for two or three years, by which time the proceeds of production will equal the purchase price.

Farmers are not spending money freely on supplies. They are buying requirements but are not extravagant. They are buying necessities and to some extent are cutting out lines that are to-day very high in price and which they can very well get along without. On account of extreme price of oranges in recent months one merchant states that he sells one case against three in former years.

An Auto to Every Seven People

We are told that one person in every seven in Saskatchewan owns an auto-

mobile. If this is so, and we have no reason to doubt the accuracy of the statement, it can reasonably be taken as an indication of prosperity. The farmers own proportionately more than do the people in the cities. This is very desirable. An automobile on the farm is most essential.

The outlook for the balance of the year is considered good. Business to date has been excellent and there is no reason to expect any change unless during the next couple of months something puts a damper on the present crop prospects. It largely depends on how the crop looks whether or not business continues brisk. Crop conditions to-day are splendid, but it is too early to make any prediction. The general merchant with a hardware department reports business good. There has been considerable building going on in the country.

More Cash and Less Credit

In conclusion, there is one important statement to be made, viz.: that the general merchant and grocer should be obtaining a larger percentage of cash than ever before. Every effort should be made to restrict credit. Give credit during the summer and fall when you find it necessary, and it will be necessary in many cases, but make up your mind that you are going to make your collections without fail when the crop is harvested. There are merchants in Saskatchewan to-day who are suffering on account of uncollected book accounts. Merchants in the same town are prospering because they made their collections. The inference is that one dealer must be extending credit to an inferior class of trade or he must be a poor collector.

No merchants, except under extreme circumstances, should be carrying a load of book accounts to-day. The proceeds of the last two crops have placed farmers in a position to pay, and as a rule they are paying. Cash is more essential to-day than at any time in the past because it takes more liquid capital to successfully operate a business. Cost of merchandise is materially higher. A ten-thousand-dollar stock before the war requires between fifteen and eighteen thousand to carry to-day, therefore cash or an absolute certainty of collections is essential to the retailer's peace of mind and prosperity.

Half Ton of Shortening Sold in a Week

And at the Regular Price, Too—Splendid Evidence of Power to Sell on Part of Retailer and Sales Staff—Does This Constitute a Record For a Western Canadian Firm?

Written by Special Canadian Grocer Representative.

THE W. H. Stone Co. store in Winnipeg—the one at the corner of Main and Atlantic—sold 660 tins of a certain line of shortening in six days. That means an average of 110 per day. The regular price of 50c per tin of one and a half pounds was charged. There were no cut prices, in fact this store prides itself on making a fair profit on all the goods it sells, and that no cut rates prevail. This sale was made some time ago, W. H. Whiteside, salesman in charge of this grocery department pointed out, when this particular shortening compared more favorably with lard in price.

Asked how it was done, he replied: "Personal salesmanship on the part of the sales staff."

"It would be necessary that every member of the staff be fully acquainted with the character and selling points?" it was suggested by CANADIAN GROCER representative.

"Quite right," he acknowledged, "we saw to it that every salesman knew exactly the

merits of the line, otherwise we could not have sold so much of it in so short a time. We believe that sale is a record for Canada."

*Is it? Who can present better evidence of the selling power of the retailer and his staff.

The store prides itself on being able to sell things. It deserves commendation because it has earned it.

Here is another case:

Sold 47 Cases of Macaroni in Six Days

In six days the staff sold no less than 47 cases of a particular brand of macaroni, spaghetti, etc., simply by concentrating on it.

It was the duty during the sale of each member of the staff to suggest this macaroni to each customer as she finished her other purchases, as well as to

refer to it over the phone. Its merits were of course studied carefully beforehand, all advertisements and literature bearing on it noted, so that each salesman became really a well-informed "agent" on that particular brand of alimentary paste.

The above are two splendid examples of the possibilities that lie before the aggressive dealer.

But there is still further evidence:

New Coffee Bought by 250 Customers

In eight days 250 1-lb. tins of a new line of coffee were sold and at a higher price than the lines that had previously been selling in this store.

"We knew it to be a good line, told our customers all about it, and, as we have their confidence from long service, they took our word for it," Mr. Whiteside stated.

"Every line," he added, "that we get behind has got to be good. If it has merit we can sell it whether our customers ever heard of it before or not. If it's good we



One of the three stores of the W. H. Stone Co., Winnipeg. This is the rear section of the North Main St. store. Note the effective use of stairway leading to second floor, where hardware, boots and china are sold.

can get our price for it. When people get something cheap and of inferior quality they feel as if they had bought a pig in a poke."

And Soap Was Sold, Too

Once again:

By backing up a certain line of soap this store sold 35 cases (100 bars each) in a fortnight at the regular price. This was a soap, too, that the store customers knew little about. In fact the macaroni and coffee referred to above had not up to that time at least been given any particular general publicity. This does not mean that general publicity does not help, but it all goes to prove that the

aggressive dealer can sell things when he decides to back them up.

How Olive Butter was Introduced

Not long ago the store took in a line of olive butter. It was entirely new and unknown; a case was purchased to try it out. Three jars were placed on a conspicuous part of the main counter. Customers picked it up, asked some questions, and soon the three jars had to be replaced. When CANADIAN GROCER called, a new shipment was on the way. The counter display started it moving; it had merit, and repeat orders came in—further evidence of the importance of

getting the customer's confidence and of displaying the new lines.

The W. H. Stone store is large, bright, and airy as the accompanying illustration suggests. There is plenty of space for free movement on the part of the clerks behind the counter. Cleanliness is an important feature, particularly with the windows and store front, which, as Mr. Whiteside puts it, are, after all, "the eyes of the stores."

The grocery department is on the ground floor with other lines on the floor above, including chinaware, as shown in the unique form of advertising adopted to call attention to the other lines.

Doing Business on 9 Per Cent.

Western General Store Follows Details
of Sales and Expenses Closely—Evi-
dence of Dealers' Selling Power—
Starting Cash and Carry System in
Saskatchewan Department Store.

By a Canadian Grocer Correspondent

F. F. CAWSEY & CO. have three general stores in Saskatchewan.

These are at Davidson, Girvin and Estlin. A big effort was made during the past year to keep down overhead expenses as much as possible, and in one of these stores it reached only between 8 and 9 per cent. It is considered the average expense for doing a general store business is about 15 to 18 per cent., so that this is a remarkable showing. Asked the reason for it, one of the officials stated it was simply "eternal vigilance," a comparatively small staff, and a few bad debts. Great care is exercised in buying to see that only goods that will sell well are put into stock. This requires judgment and great care.

The system of accounting adopted shows the management exactly where each store is at each day, week and month. In this way a check is always kept on expenses and sales are watched closely. This has created a friendly rivalry among the three which helps to speed up sales and put the weight on expenses.

"There is altogether too much jealousy and bitter rivalry between competitors," stated a member of the firm to CANADIAN GROCER representative. "While it is probably not as bad as it used to be, yet there is plenty of room for improvement. The retail associations are doing splendid work in this connection and it would be a good thing for the trade as a whole if more merchants joined and attended meetings and conventions.

"For instance, many retailers to-day are basing their selling price of goods on what they cost them months and months ago. They do it simply because they think if they don't the other fellow

will be sure to do so. What is going to happen when the crash comes? Assuredly there will be some losses.

"We need more co-operation among ourselves and less of doing what you think the other fellow will do if you don't."

Good Example of Salesmanship

The J. A. McKerchar store, Winnipeg, has a staff of salesmen that do not wait always for customers to ask for goods. They sell them. Here is a case in point:

Not long ago the store purchased a new line of peanut butter. Mr. McKerchar had tasted it and found it to be satisfactory in his estimation. He instructed the sale staff to concentrate on it on a certain Saturday, gave them the talking points and urged them to do their best with it. The first order consisted of a gross and on the Saturday mentioned they sold nearly all of it. "I made personal effort," he stated to CANADIAN GROCER "to introduce it to every customer I served that day and nearly every one of them bought. It was not sold either at a cut price but at the regular rate, which gave us a fair profit."

That is just an example of what a retailer can do when he and his sales staff get behind a certain article. Similar sales are created every day in this store. Anybody can supply the bare demands of a customer. A salesman sells more goods.

Mr. McKerchar, made it plain that in order to do this one must have the confidence of his customers. This confidence is based on past service.

To show the power of the retailer once he has this confidence, he related the following experience about a well known

grocery line that has received a great deal of general publicity:

"I had been selling this particular article for a long time. One day a salesman called and said if I would take 100 cases he would sell to me direct. This I accepted and signed the contract. A few days later he came in and pointed out he was unable to sell me in this way and asked if it would be satisfactory to have the goods sent through the jobber. This I refused to do as we had signed a contract and particularly because he had put the proposition up to me. He called later to make a second attempt to get me to take the goods, which I would not do. He finally told me it would not make a great deal of difference as my customers would demand his particular line and I would have to purchase the goods anyway.

"To make a long story short I cut out the line entirely substituted another which I felt was equal in quality and in less than six months not one of my customers asked for the first line. At the same time we practically doubled our sales."

This story is cited, not to attempt to prove one method of selling is absolutely correct, but to emphasize the desirability of co-operation between the manufacturer and the dealer.

Introducing the Groceteria

As reported briefly in last week's CANADIAN GROCER, the Regina Trading Co., Regina, Sask., have changed their grocery department into a "Groceteria," or "cash and carry" system.

A. F. Little, the manager, told a CANADIAN GROCER representative the reason was to conserve men by cutting

out all grocery deliveries. They figure it has been costing them 10 per cent. to cover their grocery deliveries. They have had eight horses and wagons and four auto deliveries in the past. The horses have been discarded, the autos being retained to take care of deliveries in other departments.

Previously they had twelve male employees in their grocery department. Under the cash and carry system there is one man on the floor, two in the back

counter and three girls to look after wrapping parcels, etc. This cuts the staff in two, and the girls are employed at a lower rate of wage.

All Goods Plainly Priced

No grocery deliveries are being made whatever, Mr. Little stated. At least not until the present system has had a thorough trial. In view of delivery costing 10 per cent. this amount is taken off each purchase. All goods are plainly priced with a sticker so that the cus-

tomers can see exactly the price of the article on the counter or shelf. She does her own selecting.

The trade in the West is very much interested in the new departure and will follow with interest its evolution. It is conceded by many that farm trade will increase as farmers always carry their parcels anyway. Now they get the benefit of a 10 per cent. reduction. How the city customers will view it remains to be seen.

How Do You Handle Customers?

HOW to answer the telephone.

Treatment of children.
Method of handling a customer who buys an article on approbation.

How to meet your customer.

Using counter check books properly.

These are but a few of the store problems dealt with in the sales class classes of the Brown's Limited, department store, Portage La Prairie, Man., which have recently been established.

The store comprises several departments including dry goods, ready-to-wear, etc., groceries, some lines of hardware, boots and shoes, toilet goods, etc.

Sales classes are held twice a week—Tuesday and Wednesday—and it is necessary for all employees to be on hand one of the two days. The method is to divide the heads of departments and employees into two groups, one attending one day and the other the next. H. M. Dunham, managing director, pointed out to a representative of this paper that these classes are having a splendid effect on the selling efficiency of the staff. There is a roll call made each day to make sure everyone attends once a week.

The talks are given by the heads of the firm and heads of departments.

How to Meet Customers

For instance, W. H. Trainor, in charge of dress goods on one occasion gave a talk on "How to meet your customers." This dealt with procedure from the time the customer entered the department until she was passed along to the next department—notice the co-operation—the next department.

He urged that rather than address a customer in a formal stereotyped way, that it be done in a casual way, particularly when once you know his or her name and are familiar with their home life.

Never address a woman customer as

Portage la Prairie, Man., Store Adopts a Plan of Sales Classes for its Clerks—How to Meet Customers—How to See That Maximum Sales Are Made—Making Friends of the Children, the Future Customers of the Store.

"lady," was one of his admonitions. Say "madam."

Every sales clerk should make it a point to familiarize himself or herself with the name of the customer as soon as possible. This gives the customer more confidence in the seller and in some cases flatters her.

Co-operation between departments was referred to above. Mr. Trainor suggested that each member of the member of the staff should take a personal interest in the customer and determine as far as possible other wants. In this way the customer can be passed along to where more buying is to be done in a more rapid way and with better results. Remind her of other departments; she may casually mention in course of the selling conversation that there is this or that to be got, in such instances she should be reminded of it immediately before she leaves the department.

Treat the Children Well

The method of treating children who come into the store was also commented upon. Brown's Limited work under the assumption that the child of to-day is the buyer of to-morrow and act accordingly.

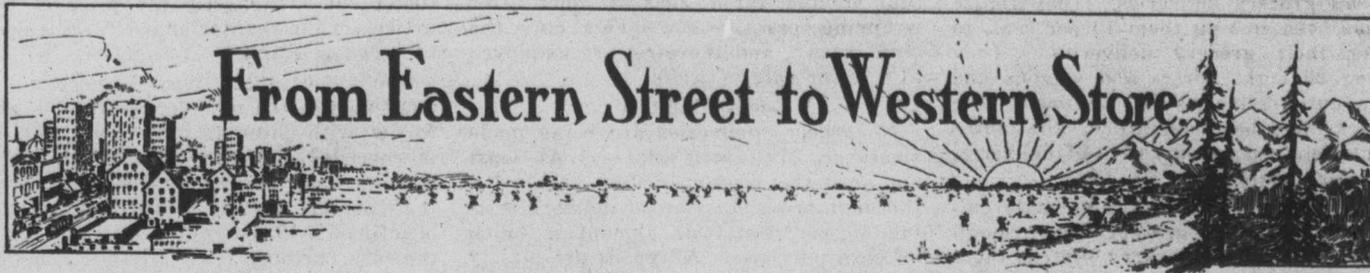
Mr. Trainor maintains that the best attention should be given the children. When you see a bashful child coming

into the store nervous and almost afraid to come near the counter, then that child should be handled carefully. Usually his mother has sent it for something, and by judiciously speaking to it in a casual, good-natured way, this shyness wears off, and next time its shopping tour is easier if the same salesman is serving it. In this way children soon begin to ask their mother to be able to get the goods from your store. This devolves into a habit, so that when they grow up it is their natural shopping centre.

All these and other selling points are discussed in round-table fashion at the conferences. Questions are frequently asked bearing on the topic under consideration and in this way a beneficial hour is passed, all of which helps the individual members of the staff to a better realization of what there is in salesmanship. There are some 45 or 50 employees in the Brown store.

RETAILERS' EXEMPTION ON TEA

Since the item appearing in last week's issue of CANADIAN GROCER, stating that the retailer had an exemption on 1,000 pounds of tea, there has been some argument that this is not the case. CANADIAN GROCER did not, however, make this statement without solid grounds for its assumption. There has unquestionably been a difference of opinion on the part of many inspectors, some have required payment on total stocks, when these exceeded 1,000 pounds. The majority, however, have allowed the exemption and have charged only on the amount over and above that figure. When payment on the total holding is demanded the merchant can of course only acquiesce, but should immediately place an appeal before the Finance Department at Ottawa.



Glimpses of the Active Career of a Young Toronto Boy Who
Learned Business Methods in the Hard School of Street
Newsvending and Who Now Owns His Own
Grocery Store in B.C.

Specially written for the Western Number of Canadian Grocer by Norman Mackintosh.



Mr. Gavigan's first store.

ly on his feet. And after all his adventures in establishing himself substantially amongst the builders of Western business he is ready to give credit for a whole lot of real business ability to his early training on Toronto's busy streets.

His letterhead is before me as I write. It reads:

"J. C. Gavigan, Prop.
THE RUPERT TABLE
SUPPLY

Choice Fruits, Groceries
and Provisions
519 Third Ave.

Prince Rupert, B.C.

NTO the make-up of the men who make good in the West there go many qualities, but determination dominates them all. Ambition, business sense, character, determination, energy, fortitude, good nature, health — so goes the alphabet of success out West, and there's always emphasis on the big "D" in any Western alphabet (the "D" of course standing only for determination). Here's the story of a Toronto boy who went West and whose subsequent career beyond the Rocky Mountains has all the ear-marks of making good. He owns a thriving grocery business with an automobile delivery, and "all the fixin's" as his breezy customers would say. He has faced keen competition and won out. He has taken long jumps in the half-light of Western uncertainties, and has landed safe-

When he started that business he had no lack of discouraging critics. They had their doubts of his location. They figured there were enough grocers in Prince Rupert as it was. They gave him three months to find his finish. The last sentiment was not expressed loud out in his hearing, but others have heard it. And through it all without ever a shadow of dismay that anyone could notice, J. C. Gavigan carried on his enterprising business methods, and came to the stage which in the West most certainly means taking hold.

The Thought That Started Him

Because I happen to have watched those methods of his, I can give glimpses into them which may point the Westward path to prosperity to others who "Hear the Red Gods Calling," when the Western Sky is glowing through the smoke wreaths of the Thriving East. But away back at the very start of the story there is that essential word, "Determination."

I was talking the other day to a particular chum of J. C. Gavigan's—Fred Crapper, who runs his own grocery on George Street in the Queen City—and one dominating fact in Fred's references to his friend sticks out like a mountain crag.

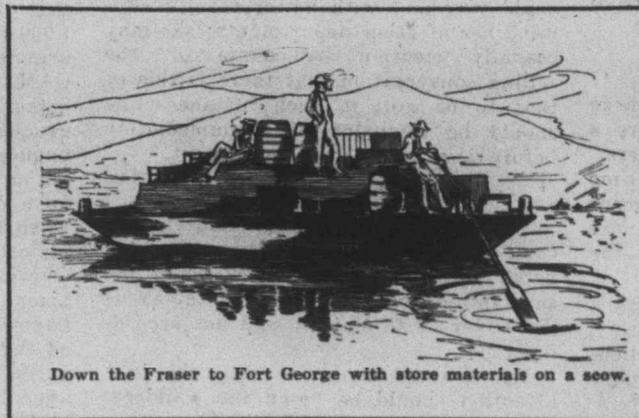
"Jack was determined to be a grocer, and own his own business," said Mr. Crapper. "He made up his mind to that since ever I remember him. He used to ask me why I put in so many nights at my own job (I was working for wages then), and I used to tell him that I did it just because I liked the business. That set him thinking of it for himself. And there was this about Jack Gavigan, that once he made up his mind to a thing sooner or later that thing was done. He had determination."

Sold Newspapers in Toronto

A Toronto boy, born right in the heart of the Queen City, Jack Gavigan spent twenty years of his life there, and there he learned business principles from—as he says—"The thriftiest merchants I have met yet, namely, the Jewish newsboys."

In competition with those keen young Rockefellers, he held his own even when the going was tough, and the experience thus gained of values and the worth of the cent, let alone the dollar, has stood him in good stead in the West.

"Jack Gavigan could always get more for a ten dollar bill than any other fellow I ever knew," is what Fred Crapper has to say about him. And the words agree exactly with my own knowledge of J. C.



Down the Fraser to Fort George with store materials on a scow.

Gavigan's business achievements in Prince Rupert, B.C. He was a keen buyer, and could sell as keenly against sharp competition.

"Go West, Young Man, Go West"

From the matchless business college of the busy streets Jack Gavigan graduated into higher grades of business education, and for five years was employed with a package tea company, learning things useful to know in the grocery business. Incidentally also he gained some knowledge of the men's furnishing business in a wholesale way, by a period of employment with Caulfield, Burns & Gibson. And he found time also to cultivate an enthusiasm for a great health-giving pursuit—rowing. It was this pursuit that brought him close in companionship with Fred Crapper, and though the Lakes, the Prairies, and the Rocky Mountains are between the boys to-day their friendship is bright and in good repair as ever.

"We used to pull in the same boat," says Fred, "and Jack planned to get into the grocery business too, so that we might pull together when we went West. We had been thinking of going for a time, and one evening just after we'd been out for a row together, he said to me on the verandah of the Don Rowing Club House 'I'm going West, Fred. What would you do? Would you say go?' And I said to him 'I'd say go, Jack' (I was fixed up myself so that I couldn't get away, but I thought I'd be out after him in a year). Things altered however, and here I am still, owning my business though in Toronto, while he's owning his out West."

Off With the Harvesters

Jack Gavigan went to Winnipeg—"Harvest Excursion"—in 1911. That's a great way to get West when you've not got much money for a starter. Jack decided on Sunday night, and was on the train Wednesday morning. Oh those blissfully easy-going days on the harvest train jogging along with many an unaccountable delay among the blue berries in the wilds of the Ontario bush! There's a barrel of ice chips back in the caboose with a dipper in it, and from that you get a cool refresher when you're thirsty. You gather firewood by the rails—when the train stops long enough, helping along depreciation of the track by chipping bits off the ties. You sleep in your blankets on the hard bunks, and you sleep well. You cook your own meals, and make your own bed, and by the time you roll into Winnipeg to meet the gaze of the daintily dolled up feminine population down to see the harvesters detain, you feel like a regular Westerner equal to anything from broncho-busting to cow-punching. (Chances are you go "stooking" instead, or firing the thresher with straw, but anyway you get busy. You have to, out West.)

On to Edmonton and Business

Jack Gavigan did not linger long in Winnipeg. His mates on the train scattered as men must after they pass the gateway to the Great West. He held on as long as his cash held out, and he arrived at last in Edmonton. The G. T. P. was not yet through to Rupert. The construction trains were rolling out and rolling back. Edmonton was a hurly burly Western centre with all sorts of chances good and bad for the picking up.

In the maelstrom plunger Jack Gavigan, got a job with the Star Cash Grocery, and solicited the hotel and restaurant trade with all his energy. There were reasons

for his activity. He needed the money. One way to learn to do things in the West is to need the money. Many a college boy has discovered latent gifts of salesmanship in his composition by means of this infallible incentive. I even knew a high and mighty editor out there who became quite an irresistible collector of advertising accounts in arrear through needing the money. It's a wonderful developer of the business faculty.

Grocery Manager Next

From the Star Cash Grocer Jack Gavigan graduated at once into the managership of Jas. Ramsey's grocery department, acting also as buyer. After six strenuous months starting the business and breaking the ground he found himself plus a lot of experience but minus the job. The West has a wicked little way of doing things like that to those whom it would try out to the fullest. How you make out depends a good deal on how you can take

little jolts of that sort. J. C. Gavigan was equal to the occasion and got a better job with the Edmonton Table Supply. And then again the Red Gods called. The way—still Westwards—was opened. He got an offer to go on to interesting and important work with the G. T. P. at Tete Jaune Cache then a perfect hive of construction activity. He went like a shot, and in March, 1913, was busy at the famous Yellowhead Pass. By this time Jack Gavigan was "blooded to the West," and the strenuous experiences of supply work in a construction camp came to him as easily as his news-vending in Old Toronto, or easier it may be.

Still Heading West

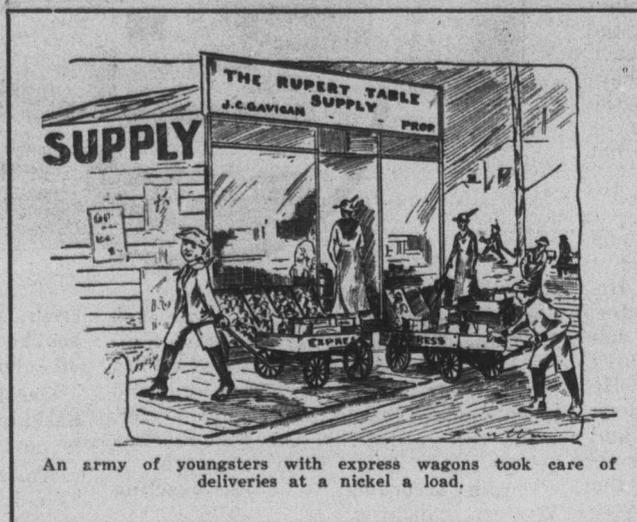
But still the West kept calling, and again came a chance to obey the call. The Fraser River was opening up for spring. Hood's new store was planned for Fort George. Jack Gavigan was detailed to go down the Fraser on a scow with all the building materials, and supplies to start the store. He faced the Fraser—which has drowned its hundreds, and swallowed many a scow—as readily as he'd have taken a street car on Yonge Street, and for a whole summer worked hard with Hood's at Fort George. All this time he was saving a little, salting a little cash away for the end and object he held continually in view—to start his own business. And in the spring of 1914 his opportunity came.

In Business on His Own

The steel had reached Fort George in February. The divisional point was growing active. A real business chance in the fruit, candy and tobacco line showed itself. Jack Gavigan fixed his eye on one of the best locations in town, right beside the Fort George Theatre, and there he started. In his own words "The rest was easy sailing." Incidentally there was a Mrs. Gavigan now, and Mrs. Gavigan has been credited by some who should know, with having done a whole lot to help towards that "easy sailing." Out West they know the worth of a good wife every time.

Still a Step Westwards Yet

But once more came an exacting Western test for courage. Conditions in Fort George sagged down to that dismal state of affairs they call "dead." Fort George was no longer the place for Jack Gavigan. He pulled up his stakes, rolled up his "wad" (now quite a decent sized one) and hiked for Prince Rupert, terminal of the then completed G. T. P., and always a city of promise though of long deferred prosperity on the grand scale. Here J. C. Gavi-



An army of youngsters with express wagons took care of deliveries at a nickel a load.

gan established the Rupert Table Supply. Here I first made his acquaintance, and saw his methods of doing business. Good brisk ways they are. He is an active advertiser, sits late at night drawing up his "copy," and sees that it is live. Many a time I've seen his advertisements through the press, and rejoiced with him over the sheaf of clipped ads. he could show when he'd tested his advertising results by having customers bring the advt. in to the store to secure a bargain in sugar or flour, or canned cream. (Those were not food rationing days.)

A Systematic Store Plan

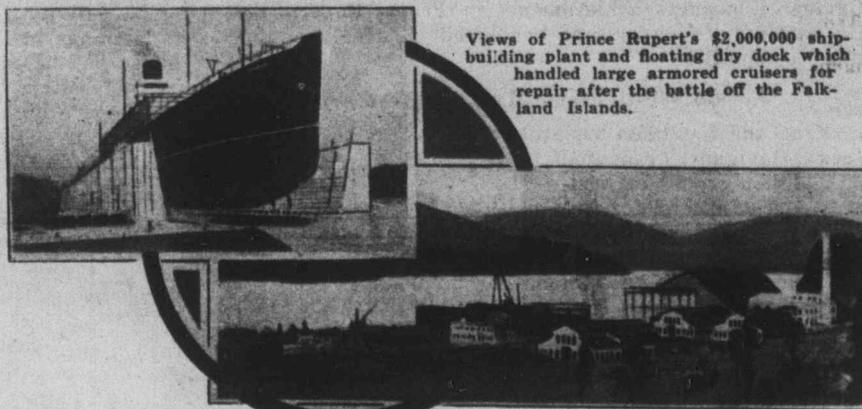
Although his store was not by any means a vast one, J. C. Gavigan had it departmentalized from the first. His fruits, his provisions, his tea, his coffee, his grocery departments were all distinct, and indicated by neatly painted signs hanging from the ceiling above. He had neat efficient fixtures, a big clean cool refrigerator, very tidy shelves, and the fragrance of fresh ground coffee always lingering pleasantly within the store. He never felt himself too lofty to wear a white apron though he had amongst his competitors some who considered the white apron raiment fit only for their assistants. Spotless white aprons and jackets featured in the impression you received of Rupert Table Supply service. Low prices also figured. Deliveries did not.

"Cash and Carry" Plan

The Rupert Table Supply started with a novel plan for letting customers secure bargain. By cutting out deliveries and doing a cash business, J. C. Gavigan was able to underbid competitors, and attract large patronage. Around his store there gathered small boys by the dozen, with express wagons. They got into the transfer business early in life, earning five cents a trip for taking home groceries for Table Supply customers, and doing a roaring trade. Other customers carried their purchases. That was the pioneer 'Cash and Carry' plan in Prince Rupert, B.C.

Advertising Paid Well

Regular advertising in the local newspapers paid the Table Supply store well. Mr. Gavigan wrote his advertisements himself, though he used to secure also a "write up" to go with the advertisement, and this was left to the editorial pen. But the Gavigan style of advertisement was a straight catalogue of goods and prices run single column, and with the name of the store well displayed. A few friendly words were run in chatty fashion top and bottom, and bargain specials were featured with a border or in black faced type. Prices were always quoted, and as keenly as possible. Shrewd buying from sources of supply newly accessible through the opening of the G. T. P. enabled Mr. Gavigan to offer attractive bargains, and though he started with but \$500 after paying all his costs of location, fixtures, etc., he hints at average sales of \$5,000 per month. This was done in comparatively unprosperous times in Prince Rupert. War depression set in, and yet the Table Supply has thriven well. Sev-



Views of Prince Rupert's \$2,000,000 ship-building plant and floating dry dock which handled large armored cruisers for repair after the battle off the Falkland Islands.

eral competing groceries have vanished from the field, but to-day the Table Supply has advanced to the dignity of a Ford delivery car, an electric coffee mill, and most modern bacon slicer and rinder, while the goodwill of the business has grown and gone from strength to strength according to quite exacting Western standards.

"Canadian Grocer" Helped

Introduced to CANADIAN GROCER as a valuable aid by his friend, Fred Crapper, Mr. Gavigan has made a point of reading CANADIAN GROCER without fail every week. To merchants out West who may imagine that CANADIAN GROCER is a publication applicable only to the East, there is a point of interest and perhaps of business suggestion in this. Swift and economical buying so as to take advantage of every advantageous market is one very evident secret of J. C. Gavigan's business plan of action. Undoubtedly the market service from week to week in CANADIAN GROCER has been a useful guide in this.

The West is ever changing. Better times are on the way for Prince Rupert, in which case the Table Supply store may grow to much greater proportions. Conditions may alter as they did in Fort George, and the enterprising young proprietor may proceed to another thriving centre, and thrive with it. But the Table Supply started in Rupert in times that were none too good.

Modestly Mr. Gavigan attributes his success to the fact that he has always secured good men as assistants, and he declares emphatically that one good man is worth three of the doubtful sort.

So there is the plain story of a Toronto boy who went west with the determination to own his own grocery, and who has done what he declared in his heart he would. There may be inspiration in his experiences even in these war times for other enterprising boys to go and do likewise in grocery or in other lines.

PRACTICAL PROBLEMS IN THE QUESTION BOX

(Continued from page 42.)

A. G. Monterieff.—"There are a great many merchants in business in the West who shouldn't be in business at all. The

credit business is all a matter of good bookkeeping. That is the simplest way of solving it."

Question—What is the reason that Saskatoon ordered this weather; it is now snowing? (Laughter).

Answer—Jas. Clinkskill, Saskatoon.—"We ordered this weather for the farmer. It will do thousands of dollars' worth of good." (Applause).

CONVENTION BRIEFS

The Saskatoon branch entertained the visitors at the Daylight Theatre, where the boys from "Over There" put on "Two Hours in France." It was surely two hours of interest.

* * *

One member read an advertisement from a Saskatchewan paper quoting "good" sugar at \$6.50. Wonder how much the other kind would be? Probably a gift.

* * *

From individual talks among the merchants the following three problems seemed to be uppermost in their minds: (1) Cash or credit, or both? (2) Collecting accounts so that long credits could be cut down; (3) mail order competition.

* * *

Past President Evans has left the retail counter to direct the plow and seeder. He is now a Saskatchewan farmer. He conducted the convention affairs in his usual efficient manner and has earned the respect and confidence of the members during his term of office.

* * *

The Calgary "Eye-Opener" has some competition—at least in name. It is the Swanson "Eye-Opener."

* * *

J. C. Nichol, general merchant of Radisson, who will look after the retailers' licenses in his district after June 1, was among the visitors. Chas. Biggs, of Regina, was another.

* * *

Saskatchewan merchants are giving splendid direct help to the farmers in their districts. A. G. Monterieff, of Glenavon, for instance, has spent several afternoons on neighboring farms.

The West is planting a big crop this year. The retailers are going to do their best to see the harvest through.

Organizers W. L. McQuarrie and R. A. Anderson have motor cars to go after their new members.

Secretary Raymond doesn't say very much at conventions, but he is responsible for the putting through of an enormous amount of work just the same.

The luncheon given by the University of Saskatchewan on Thursday, under the direction of Dr. Murray, was one of the very pleasant events of the convention. The buildings and grounds were also inspected.

Strangely enough the mail-order question received little attention in the open meetings. Evidently the retailers' methods of aggressive merchandising are making better headway.

The representative nature of the convention will be seen from the number of Saskatchewan towns and cities that sent delegates.

PROVINCE WELL REPRESENTED

The register showed the following in attendance: Avonlea, T. A. Easson; Aylesbury, N. C. Wells; Assiniboia, R. Maze, W. P. Ball; Asquith, H. J. Baldwin; Allan, Geo. Forster; Beadle, N. J. James; Bladworth, R. J. Eley; Borden, N. S. Smith; Birch Hills, H. A. Wilson; Biggar, A. W. Mooney; Bradwell, R. J. Moffat; Cut Knife, K. Robertson; Cereal, Alta., J. A. Waterhouse; Chinook, J. R. Miller; Craik, Geo. W. Matheson, E. H. Insell; Canora, D. H. Sutherland; Deslisle, W. H. Morgan, A. S. Morgan, M. Smith, W. Smith; Elstow, T. S. McConnell, H. Young; Estone, C. Johnston; Fleming, T. B. Dynes; Fiske, G. B. Millar, R. S. Thrower; Glenavon, A. G. Montcrieff; Grand Coulee, L. E. Maxwell; Gladmar, R. I. Eidsness; Herbert, D. Brownstone; Hanley, E. B. Hamre; Hepburn, A. F. Peters; Hughton—R. R. Stewart; Herschel, H. L. Cargill; Jansen, T. W. Schroeder; Kindersley, W. R. Phillips, W. O. Robins, C. C. Reid; Kincaid, W. Gunn; Kerrobert, E. Wright, W. K. Ranton, H. E. Sample, F. J. Barber, E. J. Ahrens; Krydor, M. Szutiak; Lafleche, A. J. Wyman; Langham, W. T. Woodley (Langham Trading Co.); Leader, S. K. Gryde; Loverna, L. P. Kincaid; Leney, E. P. Horton; Maple Creek, R. Swift Hodson; Moose Jaw, Geo. J. Morrison, S. D. McMicken; Meota, Jos. S. Dart; Maymont, A. E. Bean; Margo, S. H. Martin; Meyronne, O. R. Ball; Mennon, Driedger and Abrams; Macrorie, J. Allan, Roy Gillis, E. C. Gallup; McGee, T. G. Gales; North Battleford, H. R. Bowers; Outlook, A. A. Evans, F. S. Reid; Osler, Isaac Loewen; Oxbow, Miles McCay; Pense, H. McGillivray; Perdue,

L. Wohlman; Rosetown, R. A. Miller, D. M. Geddes; Regina, G. W. Anderson, H. D. McPherson, J. J. Polson, J. T. Lawson, Chas. Biggs, J. W. Creswell, G. D. Raymond, W. J. M. Wright, N. L. Green; Radisson, J. C. Nichol, J. Goldstein; Redvers, L. T. McLandress, A. J. Silcox; Raymore, A. Gluck, James Tate; Swift Current, L. D. Park (W. W. Cooper Co.); Saskatoon, W. L. McQuarrie, F. E. Raymond, J. S. S. Hutchinson, Jas. Clinkskill, C. H. Wilson, Jno. A. East, T. Loveridge, J. H. Sewell, D. Davie, Geo. Hazen, I. Genser, B. A. Upshall, O. L. Lemery, Arthur Rose, F. E. Hamilton, J. W. Hamilton, M. Ragoman, T. F. Secord, F. S. Dunn, D. F. Streb, L. P. Twiss, B. Zukeman, H. L. Gallagher, C. D. Sinclair, I. Sugarman, F. J. Coates, H. O. Jones, S. Weinstein, E. A. McAsh, W. E. Leard, S. E. Fawcett, F. Southard, R. A. Anderson, Central Grocery Co., G. R. Fraser, Frank Holmes; Sedgewick, Alta., A. E. Clemens; Swanson, Chas. Clerkson; Strassburg, J. Matheson; Sutherland, S. A. Kredba; Toronto, B. T. Huston (MacLean Publishing Co.); Tessier, Geo. Dobson, L. Hamilton, Jno. Coulter; Tantallon, W. C. Paynter; Unity, H. E. Hamilton; Vibank, Anton Huck; Vanscoy, J. J. Sanders; Winnipeg, J. A. Banfield, A. L. Struthers, C. F. Rannard, Jno. R. Davidson; Willow Bunch, Jno. T. Scott; Waldeck, Waldeck Trading Co.; Wolsely, R. A. Magee; Zealandia, M. C. Meraw, A. S. Worthen.

SASKATCHEWAN'S DAY OF PROMISE

(Continued from page 45.)

Expect a Record Year

"This year will be better than last," is the word received from F. F. Cawsey & Co., Estlin, Sask.

"A record," is the way the Vanguard Trading Company, Vanguard, Sask., describes the prospects for this year's business. "It looks good," says G. R. Ford, Scott, Sask.

"We had a considerable increase in business last year, and this year's prospects are very favorable for further increases," states Jas. Ratcliffe, Tisdale, Sask.

"Up to the present time the year's business has been good," states A. Wedin, Griggin, Sask., and I expect it to be better than last year if the crop is good."

"It will be a bumper year if the crop comes off safely," is the way M. A. McCormick, Fairmont, Sask., sees it.

"We expect to have a good year," writes N. Tasker, Vanguard, Sask.

"We expect to have the best year we have ever had," write the A. McDonald Co., Regina, Sask.

"The prospects never were better, and we expect a big year," is the way J. I. Goyette, Regina, voices his opinions of the prospects.

An Alberta Opinion

M. H. Smith, of the Globe store, Winifred, Alta., tells of an influx of new settlers.

"The volume of business this year," he states, "as compared with last, shows a considerable increase, due to a great extent to the higher prices prevailing on all lines of merchandise.

"It is too early to forecast the crop outlook. Rain is needed and unless it comes soon a considerable acreage that would otherwise have been sown to flax and oats will be summer fallowed.

"Quite a number of farms have been sold this spring. Money is rather tight. We have had more farmers requesting credit this season than we have had in any of the past seven.

"Business for the coming year depends on the crop conditions but on the whole we look for a favorable year. A number of farmers with families from the States have settled in this district this spring. These will counterbalance as far as business is concerned the loss of a large number of young men who have been called up recently for military service."

These are but a few of the replies received taken at random from a long list. Out of fifty other letters there is not a single pessimistic note, continually the phrase, the best in our history, continues to reappear. The only thing that might seem to suggest any hesitation whatever is that some merchants hinge their belief on the brightest of bright prospects on the success of the crop. If this crop is a success there seems no reasonable ground for doubting the golden promise of the year.

ROLLED OATS BREAD

There has been a great deal of talk about using substitutes for wheat flour, but considerable doubt as to how these may be used has been in evidence. The Quaker Oats Co. have issued a folder containing "formulas for bakers" in which suggestions for making bread containing 20 or 25 per cent. rolled oats are given, along with one containing 15 per cent. rolled oats and 10 per cent. corn flour. A recipe for oatmeal cookies is also given and a list of suggestions on the use of rolled oats in pastry, cakes, doughnuts and other specialties.

Bread formula No. 3, containing 15 per cent. rolled oats and 10 per cent. corn flour, is reproduced herewith along with other suggestions. The circular will be mailed on request to any who may be interested by writing nearest office.

Bread Formula No. 3—15 Per Cent. Rolled Oats, 10 Per Cent. Corn Flour

- 15 pounds rolled oats.
- 10 pounds corn flour.
- 75 pounds wheat flour.
- 1½ pounds salt.
- 1¼ pounds yeast.
- 1 pound sugar.
- 1½ pounds malt.
- 1 lb. oil.
- 60 to 65 pounds water.

Temperature: 82° F. Dough punched down after 2½ hours. Second punch—1 hour. To machine—½ hour. Rolled oats to be scalded, or soaked over night. Keep dough rather slack.

Use one-third rolled oats or oatmeal to two-thirds wheat flour in your pastry, cakes, doughnuts and other specialties. The only change your favorite formula will require is more moisture, less leavening, less shortening. Oatmeal carries 6½% more oil than wheat flour.

Use any good formula. Merely substitute rolled oats or oatmeal for an equal amount of wheat flour and add 7% or more moisture than your formula calls for.

CANADIAN GROCER

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ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. T. HUNTER - - - - - Vice-president
H. V. TYRRELL - - - - - General Manager

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UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Telephone Harrison 1147. Boston—C. L. Morton, Room 733, Old South Bldg.; Telephone Main 1024.

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THE GROCERY CLERK AS A VAGRANT

SIR HUGH JOHN MACDONALD, police magistrate of Winnipeg, according to newspaper reports, has ordered the wholesale arrest of men engaged in various employments under the anti-loafing act. Men doing work that can be done by women are according to his ruling to be classed as vagrants. In this class he groups men conducting confectionery stores, and clerking in grocery stores. There have been instances of women police magistrates. So Sir Hugh might possibly be hoisted by his own petard. It is very questionable if a woman police magistrate could render a more frankly foolish decision than the one ascribed to Winnipeg's police magistrate.

PRICE FIXING A FAILURE

PRACTICALLY everyone who has given any amount of study to the question of price fixing has come to the conclusion that it is not a remedy for anything and that it achieves no results worth achieving. Henry B. Thomson, chairman of the Canada Food Board, is the latest authority to come out as opposed to any system of price fixing. In a letter written recently to a woman's organization that has urged such measures, he wrote: "As for price fixing—a question that seems to bother the housewife a good deal—it has failed wherever it has been tried. The price of milk was fixed in New York. What happened? The milk cows were killed for beef and there was a milk famine in a short time."

That is the usual result of such measures.

Mr. Thomson states that a standard of food requirements for the individual will soon be published and the public will be asked to live up to this standard. That seems a wise move. People will as a rule

do more from a sense of duty than they will from a sense of compulsion, and will certainly do it with a better grace.

WESTERN TRADE EXPANSION

L. T. WALLS, general sales manager of the Manitoba Rolling Mills Co., writing in the *Winnipeg Free Press* recently on "A Basis for Western Trade Expansion," lays down the principle that if trade must expand in the Western Provinces there must be co-operation on the part of its business men. This co-operation, he claims, is particularly necessary on the part of competitors. Business integrity and fair dealing at all costs are essentials of co-operation. He calls attention to the fact that one of the most regrettable facts of business life to-day is lack of candor between business men, especially if they be competitors.

Business organization on the part of individual firms is another important point dealt with in so far as expansion of Western trade is concerned. The most successful businesses of to-day are the best organized, he declares, and in such undertakings we find a high degree of departmentization or specialization.

These are two very important fundamental principles for the expansion of trade in any country—co-operation and organization. Mr. Walls is interesting himself in this large Western problem and it is to be hoped that his energies will meet with success.

MISINFORMING THE PUBLIC

IN Toronto as in most other cities of the Dominion the public press has for many months past been full of stories of enormous amounts of food wasted and of scathing editorial comments on the owners of this wasted food. As it can hardly be presumed that the editors are quite as blind to business conditions as these comments suggest, it can only be that they are pandering to what they believe is the public demand for scapegoats.

Henry B. Thomson in a recent interview reported in the *Toronto Globe* has this to say in regard to the supposed cases of criminal waste:

"He (Dr. Hastings) has carefully investigated all cases of food necessarily destroyed, and finds that in Toronto not a single case has occurred where hoarding was chargeable against the business houses from which the vegetables, fruits or other goods have gone to the incinerator."

The *Toronto Globe* has been one of the most industrious disseminators of this misinformation. Not unnaturally perhaps they buried this justification of the business man at the foot of a somewhat lengthy story, with no hint in head or subhead that any such justification was to be found therein.

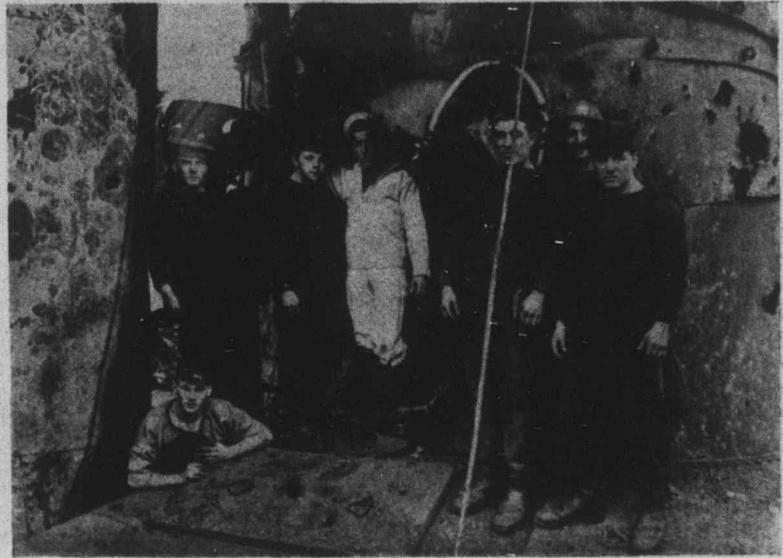
The newspapers of the country are serving their readers ill and doing their reputation for honesty a wrong in this settled campaign of misinformation.

Current Events in Photograph—No. 21

THE GALLANT VINDICTIVE

A WEEK or so ago came the word that the Vindictive had completed the work at Ostend that she had tried at "The Mole," and that she now blocks the entrance of that port of marauding submarines.

The photo shows some of the survivors of the "Mole" fight standing on the deck of the battered but still ready "Vindictive" just before she started on her last glorious exploit.



Nuts, Figs and Dates Will Probably be Scarce

Outlook Not Encouraging—Many Points of Production Cut Off by Lack of Shipping Must Depend on Nearby Sources—Stocks Will be Light and Prices High

"THERE is every probability that walnuts will be from fifteen to twenty cents a pound higher than at present during the present year." Such was the opinion of E. B. Hutchinson with Birdsong Brothers, importers of nuts, dates and figs, Washington St., New York City, when interviewed this week by a representative of CANADIAN GROCER.

Mr. Hutchinson continued to point out the very great difficulty of securing supplies of any of the varieties of nuts imported from abroad. "The embargo against the export of walnuts from France will prohibit the procuring from there of usual supplies and in addition to this the supplies there are short anyway. Even if shipping should be available there would be none from there until late November or early December, when the new crop will be available for trade needs and the matter of the Government's consent to permit shipment would have to be obtained.

"As far as we can figure the matter supplies in America at the present time are not very large and this applies both to United States and Canada. Such quantities are indeed below normal."

The situation regarding the usual imported varieties of nuts is a very firm one because it is hard to get any supplies from Europe at all. "In the matter

of Spanish nuts it is difficult to know what stocks will be obtainable. The shipping of the Allied Governments is not allowed to take on cargoes from these countries, as in many cases ships discharge their cargoes and return light or with small loads only. On the other hand the Spanish ship owners are disinclined to send their own shipping to any of the Allied ports.

"Some shipments of nuts have been received of late from Italy, but a continuance of these shipments is very uncertain, as little space is available in boats leaving Italian ports for commodities of this nature. There is a good supply of almonds in Italy, but few filberts."

As far as the situation in dates and figs is concerned, Mr. Hutchinson stated "There are plenty of dates in Persia but the question is that of shipping again. Arrivals are very uncertain. The spot supplies are very short of this item. The same might be said of figs and there will be no new supplies of Greek figs obtainable. Portuguese and California crop will be the only supply available and for these the prospects are very indefinite at the present time. None will be offered until July.

"It will be a matter of securing the goods this year and in disposing of them there will be no difficulty," concluded Mr. Hutchinson.

WHOLESALE GROCER, TEA JOBBER MUST GIVE BOND FOR EXCISE DUES ON TEA

Regulations to be Strictly Enforced Against the Wholesaler and Jobber to be Given Time to Make Payments

The wholesale grocer, tea jobber and package tea houses are to be given ten months in which to pay their excise tax of ten cents a pound on all stocks on hand. The Inland Revenue Department, however, is bound it will take no chances in the matter so dealers will be required to give a bond to cover the total amount of duty on their holdings. Not only this, but they are required to give bond for an additional 25 per cent. That is, a merchant having 10,000 pounds of tea on hand will be required to either pay \$1,000 at once or be required to give a bond to ensure payment of \$1,250. The reason given for this 25 per cent. is to cover any possible costs of collection. Moreover no jobber can export any stocks of tea until the excise dues have been properly paid. They have also to pay on every pound of tea in their possession. They are not being permitted an exemption of 1,000 pounds as many people expected.

STRIVING TO PLEASE

Cholly (to Shopman)—I say—aw—could you take that yellow tie with the pink spots out of the window?

Hosier—Yes, sir. Pleased to take anything out of the window, sir.

Cholly—Thanks, awfully. The beastly thing bothers me every time I pass. Good mawning.—Christian Register.

CURRENT NEWS OF THE WEEK

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

Quebec

Albert Racicot, Boucherville, has sold out.

Jos. Cousineau, Hull, has suffered loss by fire.

D. Phillip, Hull, has been succeeded by Lionel Legris.

Auerbach Brothers, Montreal, have dissolved partnership.

Martin and Peniston, Montreal, have dissolved partnership.

M. A. Brais, grocer, has moved to 1506 Park Avenue, Montreal.

E. Thibaudeau has removed to 3585 St. Hubert Street, Montreal.

S. Cohen has moved his grocery to 1507 Esplanade Street, Montreal.

J. Legault has moved his grocery to 708 Mentane Street, Montreal.

H. D. Marshall, of Montreal, is in Halifax this week on a business trip.

De-la-Plante & Fils have opened as grocers at 3351 St. Hubert St., Montreal.

J. T. Fontaine has bought the business of George Naud, 697 Adan St., Montreal.

L. Bertrand & Fils, 118 Congregation St., Montreal, have bought out J. A. Dion.

John Purcelle has moved his grocery business to 1818 De Laroche St., Montreal.

J. Varbeff, Shawinigan Falls, has suffered loss by fire. The loss is covered by insurance.

Ed. Legault has opened a branch store at 1662 Notre Dame St. West, Montreal, succeeding P. Lebrun.

L. Bruneau, formerly with L. H. Lamare, has opened a grocery store at 21 St. Elizabeth St., Longueuil.

Martin N. Stichel, sales manager for Small's Ltd., is calling on the Ottawa trade this year in the interest of his firm.

J. B. Daragon has bought out the interest of his partner and will conduct business under his own name at 2850 St. Hubert St., Montreal.

Birdsong Bros., importers and jobbers, of Hubert and Washington Streets, New York City, was represented in Montreal this week by E. B. Hutchinson.

Robin Hood Mills Ltd. have moved from 530 Board of Trade Building to 226 Board of Trade, where they have larger and more commodious offices.

Geo. J. Wood, manager of the local office of H. D. Marshall, is this week calling in the interests of his firm on the trade in river points west of Montreal.

Chas. Leslie Brown, assistant purchasing agent for the Atlantic Sugar Refineries, and Earle Wallace, assistant sales manager, have just enlisted in the Royal Canadian Flying Corps.

The Atlantic Sugar Refineries, Ltd., have removed from the Power Building to larger and more commodious offices, as

well as more central in the McGill Building. Their new address is 805 McGill Street.

Ontario

E. B. Echlin, Hamilton, is dead.

H. B. Hibbard, Hamilton, is dead.

Burns and Edwards, Brantford, have discontinued business.

Robert G. Birkett, Toronto, has been succeeded by Dorkin and Co.

G. A. McDonald and Son, Richmond Hill, have sold to Wm. Duncan.

Hugh Fraser and Son, Winchester, have advertised their business for sale.

Alfred Patterson, Brantford, has changed the name of the firm to the Patterson Grocery Co.

Geo. N. Spencer of F. Spencer & Son, Frankford, Ont., has enlisted in the piloting of the Imperial Royal Air Service.

L. LaCombe, general store, Norman, Ontario, has sold to John Le Bleu and is leaving in a few days for Port Arthur, Ontario, to join for overseas service.

A company has been incorporated recently under the name Dixie Produce Co., Limited. They will deal wholesale and retail in farm and food products. The company is capitalized at \$40,000, and its head office is in Toronto.

A company has recently been incorporated under the name Burford Co-operative Milk Producers, to carry on a general business of producing, buying, and selling and manufacturing all products of the farm. Their head office will be at Burford, Ont.

Western

W. J. Ruston, Keyes, Man., has sold out.

L. H. Beaton, Broderick, Sask., has sold out.

F. E. Bissett, Brownlee, Sask., has sold out.

H. E. Lawrence, Napinka, Man., has sold to N. Picard.

Emily A. Stockdale, Kirkfield Park, Man., is selling out.

R. McGregor, Saskatoon, Sask., has discontinued business.

J. M. Nebylowicz, Winnipeg, has been succeeded by A. Kuzma.

G. Marantz, Ethelbert, Man., has sold to Derkaz and Pacholpo.

Mrs. W. Welch, Grand Coulee, Sask., has discontinued business.

C. A. Shier and Co., Colonsay, Sask., have discontinued business.

W. S. Summerfeldt, general store, Court, Sask., is selling out.

Felix Cottimyer, St. Boniface, Man., has been succeeded by J. Helie.

G. B. Decker, general store, Heward, Sask., has discontinued business.

McCosh Bros., general store, Brock, Sask., has discontinued business.

J. H. Mackenzie, general store, Hanley, Sask., has sold to H. F. Chappel.

Richardson and Shirra, general store, Lang, Sask., have dissolved partnership.

The Merchantile Centre general store, Regina, Sask., has moved to Hague, Sask.

P. A. Gilroy, general store, Plenty, Sask., has sold to Gordon A. Wyness Co.

The Radville Trading Company, Radville, Sask., have advertised their stock for sale.

P. Burns & Co., Calgary, Alta., pork packers, etc., are going in for wholesale fruits in Western Canada.

Butcher & Carson, who operate the Woodside grocery business in Saskatoon, Sask., are erecting a new store on the main street there. They expect to occupy it about July 1.

The Janway building, Liberty, Saskatchewan, has been purchased by E. J. Gaetz, and has been converted into an attractive business house, where Mr. Gaetz has opened a confectionery store, to be known as "The Best Yet."

J. W. Curry has entered the North Battleford mercantile field as proprietor of "The Blue Store," with a full stock of up-to-date merchandise, including groceries. Mr. Curry's only two boys are serving with the Canadian forces at the front.

Charles Potts, formerly a traveller with Cameron and Heap, wholesale grocers, Regina, who has been in Montana for some time, returned to the city recently and later left for the East, where he will be attached to the Royal Air Service, taking his training at Toronto.

L. L. Davis, manager of the R. H. Williams & Sons' meat department, Regina, was honored by the employees, upon severing his connection with the staff to don khaki. J. K. R. Williams made the presentation which took the form of a wrist watch and a liberal supply of cigarettes. Mr. Williams wished Mr. Davis every success in the fighting forces.

S. C. Murray, an old timer of the Weyburn district, has purchased the grocery and confectionery stock of Lowes Bros., Weyburn, and has opened for business. Same Lowe will continue in the bakery business. Mr. Murray is having considerable alterations made to the store formerly occupied by Lowes Bros., and katchewan, will close at 6 p.m. on Mon-grocery store.

In future all stores in Dodsland, Saskatchewan will close at 6 p.m. on Mondays, Wednesdays and Fridays, as a beginning in an early-closing scheme. This decision was reached at a recent meeting

of the town council. Chas. McDermott was in favor of early closing every night in the week but Saturday, but this did not meet with the approval of the remainder of the town fathers.

A movement originating with the Local Council of Women, with the object of securing the earlier closing of retail stores in the City of Regina, has received the sanction of the Ministerial Association and the Social Service Council and the Labor men of the city through the Trades and Labor Council have now given the scheme their endorsement. It is proposed to close all stores at six o'clock, thus eliminating Saturday night shopping, and the opening of stores evenings prior to holidays.

Announcement is made of the purchase of the Hugh Armour abattoir at Regina, by the P. Burns Co., Ltd., of Calgary. The plant will be taken over by the new owners on June 1. Mr. Armour will continue to operate his retail store at Regina. Up to the present the majority of stock raised in Saskatchewan has been shipped out of the province to other markets. Saskatchewan stock growers will now have a central market to ship to right at their doors. Regina will now have regular market quotations and will become a large distributing center as well as a killing center for the P. Burns Company.

That Regina citizens are paying too much for their bread is the complaint which has been made to the City Council by the Dominion Postal Clerks' Association. They contend that Regina in the heart of the wheat belt gets 40 ounces less bread for a dollar than do the people of Moose Jaw, Saskatoon and Calgary, while the people of Vancouver get 56 ounces more of the staff of life in exchange for a dollar as compared with Regina citizens. The council have promised to give the matter consideration. Figures quoted were as follows: Price of flour at Regina, Moose Jaw and Saskatoon, \$5.75; at Calgary, \$6.00; and Vancouver, \$5.60; amount of bread for one dollar at Regina, 160 ounces, Moose Jaw, Saskatoon and Calgary 200 ounces, and Vancouver, 216 ounces.

BUTCHER SHOPS ARE NOT TO CLOSE DURING SUMMER MONTHS

The report has gained a good deal of publicity that the Food Control Department was contemplating the closing of butcher shops during two or three months of the summer.

At a recent meeting in Toronto at which Henry B. Thomson, chairman of the Food Control Board, was present, he was asked whether it would not be advisable in the interest of food conservation to adopt such a measure. Mr. Thomson definitely stated that he did not think it would be a wise move, that it would limit the consumption of many foods that were of no service save for local consumption, and would certainly entail a larger consumption of many of the food products that were most urgently needed.



Word has recently been received that Alex. Armstrong has died of wounds. Mr. Armstrong enlisted with the 180th Sportsman Battalion. He came originally from Scotland and went first to British Columbia, later returning East. Prior to his enlistment he was employed in the packing room of H. P. Eckardt & Co., Toronto.

SON OF J. J. McCABE, TORONTO, DIES

John Meagher McCabe, 11 years old, eldest son of J. J. McCabe, fruit broker, Toronto, died suddenly on Wednesday night, May 15, following an illness lasting only about 24 hours. The sympathy of the trade goes out to Mr. McCabe in his bereavement.

THOMAS KIDD DIES

Thomas A. Kidd, ex-warden of Leeds and Grenville, and representative in the United Council for many years, and widely known throughout Eastern Ontario, died recently at his home in Burritt's Rapids, Ont. He was born in Marlborough Township in 1845, and for half a century conducted a general mercantile business at Burritt's Rapids in Grenville County. He was on active service with the Canadian militia during the threatened Fenian invasion and in the North-West Rebellion of 1885. Surviving are three sons and four daughters.

FIRE AT FORT FRANCES

Fire recently destroyed the large store of James Carter and Son, Fort Frances, Ont. James Carter, governor of the county jail, London, Ont., was part owner of the store. The loss will exceed \$55,000, partly covered by insurance.

CHANGE IN WHOLESALE HOUSE

W. F. Morley who has been associated with the Canada Brokerage Company, wholesale grocers, as vice-president of the company, has disposed of his interests in that firm to F. W. Hudson, president of the company. Messrs. Morley and Hudson were the organizers of the Canada Brokerage Company some fifteen years ago and have been identified with that company since its inception. Mr. Morley will engage in the wholesale grocery business under a new firm name. Details of the latter organization have not yet been completed, but announcement is expected to be made in the near future.

BIG TEXAS ONION CROP

The Bermuda onion acreage for Texas for 1918 is estimated on April 1, 1918,

to be 18,070 acres, as compared with 12,050 acres in 1917. A forecast by the U. S. Department of Agriculture on the condition of the crop as reported on April 1 indicated a maximum production of 7,708 cars of 530 bushels each, compared with a total shipment of 5,812 cars in 1917, as reported by railroads to the Bureau of Markets. The crop is running heavily to culls, which will probably not be shipped, and it is estimated the maximum production forecast may be reduced 25 per cent., leaving a maximum production of merchantable onions of 5,781 cars for shipment.

LICENSE CHEQUES MUST BE PAYABLE AT PAR IN OTTAWA

The Canada Food Board to-day issued a statement to retail grocers, butchers, fruit and vegetable dealers, proprietors of public eating places, and other dealers in foodstuffs, now being brought under the Food Board's license system, warning that remittances by cheques on account of the license fees must be made payable at par at Ottawa. Remittances which are not so payable will be returned to the senders. As no licenses will be issued until fees have been paid, failure to send remittances in the proper form will only cause delay in the issuance of licenses.

SALT WILL BE AVAILABLE FOR FISHERIES

A question was raised in the Dominion House recently over the shortage of salt that it was felt would occasion great danger to the packing trade of the Maritimes. Hon. Mr. Lemieux urged that energetic measures be taken to obtain a supply from the Mediterranean.

Sir George Foster in replying to the representation stated that a shipment of 5,500 tons was already on the way, which amount was expected to carry the trade in Canada up to July. Arrangements were being made with the British Admiralty for further supplies.

New Goods Department

"RIT" THE NEWEST PACKAGE DYE

A new product known as "Rit" has recently been placed on the market. It is a soap dye that washes the goods during the process of dyeing. It is manufactured by the Sunbeam Chemical Company, Toronto, Ont., and is to be had in all colors and shades. The manufacturers claim that it will not injure the most delicate fabrics. Loggie Sons and Company, Toronto, are the selling agents for Canada. Demonstrations of this new product are being held in all large centres.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

GRADUALLY difficulties in respect to the application of the new tax are being straightened out. New prices on practically all lines affected have now been named, and the trade is settling down to the question of securing business on the new basis.

Some doubt as to the interpretation of the 1,000 pounds clause has been expressed, and latest advices now intimate that dealers holding this amount or more must pay the tax on the whole amount. The more equitable basis would seem to be to treat this amount as an exemption, and were all dealers so assessed to send through a protest to Ottawa their concerted action might result in having this ratified.

An increase in Pacific ocean freight rates of 30 per cent. is reported, and a further advance would not be unexpected. This will further add to costs of all goods being handled on these routes, and increased difficulty in securing supplies is already manifesting itself. Shipment of teas from Java has been resumed, but it is not expected that space will be provided for any great quantities.

MONTREAL—That ruling prices on nuts will look cheap by next October was the opinion expressed by one large importer to Canadian Grocer during the week. A realization of this by wholesalers and retailers seems evident, too, in a greatly stimulated demand. The question of supplies grows increasingly uncertain, and this with the advancing costs of transportation will have a bearing on shoving prices to considerably higher levels.

The spice market continues to reveal decided strength, and that higher prices will be named on peppers appears quite likely within the next few days. Other lines are also very strong, and the general trend is towards advances all the way through. Shipments from the Orient are on a pretty narrow scale and this is resulting in stocks reaching the vanishing point.

Teas show a firming tendency owing to the announcement of opening prices on Japan teas, which range about 7 or 8c per pound higher than last year. It is intimated that the quality of teas will range as fair. There is every indication that even greater difficulty in securing steamer space than that experienced a year ago will be manifest.

TORONTO—The sugar situation in respect to supplies shows decided improvement during the week, shipments coming along in greater numbers, with a corresponding improvement in distribution to dealers. The feeling generally is much easier, and the out-

look for the future, when the demand will be greatly accentuated, seems more promising.

Opening prices named on Japan teas reveal figures representing an advance of about 7c per pound. The heavy advance made in ocean freight rates, with further advances anticipated, will, it is thought, result in Java teas costing considerably more. Some movement of tea is reported on the new basis of prices ruling, though this is not by any means heavy.

Quotations on nuts are made in a market showing greatly added strength, and that considerably higher levels will be reached is the opinion freely expressed. Almonds and walnuts are particularly strong, and peanuts may be classed with these two as well. The uncertainty of further supplies is a factor, and the continually increasing costs of transportation must be reckoned with on these lines.

New prices have been named on peel, and quotations now given show a stiff advance of approximately 10c per pound. No future business is being accepted on other lines of dried fruits prior to June 1, and there is some doubt expressed as to whether prices will even be named at that time for next fall's requirements. Crop prospects are said to be very good, but with the Government of the United States a probable heavy buyer, the amount available for domestic consumption must remain uncertain.

WINNIPEG—An active demand for rice continues to manifest itself, and the market is holding very firm. Indications are that higher prices are well within the realm of possibility. Japanese Lima beans are arriving in limited quantities and are supplanting the United States beans, which cannot be secured at the present time. The market on white beans is uninteresting and might be termed stationary.

Little of interest is reported as regards dried fruits. Sales of new crop goods will not start before June 1, and what the future may be is decidedly uncertain. Grecian currants are reaching the local market in small quantities. The extremely high prices ruling on Australian currants has practically shut them out of this altogether. New prices on American peels have been named at a big advance over last year, but jobbers are buying liberally nevertheless.

Buyers are keeping out of the coffee market at the present, the uncertainty in regard to getting licenses through being an element in this condition. It is further indicated that demand to some extent has declined owing to higher prices resulting from increased taxation.

QUEBEC MARKETS

MONTREAL, May 21.—There is still a fairly good business passing in the various staple and special lines usually salable at this season of the year. Changes have not been numerous, but the general tendencies are of a firming nature, with supplies of various lines becoming gradually scarcer. Clay pipes, corks, golden haddies, mushrooms and wash boards are among the regular lines taking on advances. Bananas have reached a high water mark at \$5 per bunch. Imported olive oil stocks are getting small, and the line is, therefore, high. Advances may be made in some lines of spices during the week, and peppers especially will figure in this. There is a very active demand for starches.

Clay Pipes, Corks, Wash Boards, Haddies Up

Montreal.
VARIOUS LINES.—The week's changes include advances for clay pipes. These advanced from \$1.25 to \$2 per box of 200. Common corks also are up, the advance being 10c per gross to 40c. Crystal wash boards are selling at \$5.50 per dozen, representing an advance of 50c. Golden Finnan haddies, handled by some of the jobbers, are quoted at \$11.75 per case, an advance of \$1.25 per case of four doz. Hotel mushrooms are advanced to 50c per tin, the old price being 46c.

Better Delivery Raws Improves Sugar Outlook

Montreal.
SUGAR.—There is a decidedly better expression of feeling among the refiners with regard to the outlook for supplies of refined sugars during the next few weeks. Improvement in the supply has been marked, and during May and June such tonnage is expected to be available as will give preserving companies and the regular trade quite as much sugar as will carry them through the important preserving time almost at hand. As one refiner put it: "The supplies are confidently expected to meet the needs for some time to come, and with very little to indicate that there will be much if any change from the present position as to price. For the week there has been no change excepting the improvement in delivery of raws above reported."

	100 lbs
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	8 90
Acadia Sugar Refinery, extra granulated	8 80
St. Lawrence Sugar Refinery	8 80
Canada Sugar Refinery	8 65
Dominion Sugar Co., Ltd., crystal granulated	8 80
Special icing, barrels	8 70-9 05
Icing (25-lb. boxes)	9 10-9 40
Icing (50-lb. boxes)	8 90-9 20
Diamond icing	8 70-9 05
Yellow, No. 1	8 10
Yellow, No. 2 (or Golden)	8 00
Yellow, No. 3	7 90
Powdered, barrels	8 60-8 95
Paris lumps, barrels	9 10
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 10
Crystal diamonds (boxes 100 lbs.)	9 10
Cut loaf (50-lb. boxes)	9 30-9 65
Cut loaf (25-lb. boxes)	9 50-9 85

Demand Good For Canned Goods

Montreal.
CANNED GOODS.—There is a continued demand for canned goods, the jobbers report. Supplies have been depleted gradually. Prices are maintained without any change. There is some interest in the salmon situation as relating to the future, and in the matter of the present season's pack speculation is somewhat rife as to what the run will be. In the meantime there is a strong position on canned salmon in jobbing quarters.

Salmon Sockeye—		
"Clover Leaf," 1/4-lb flats	2 40	2 45
1 lb. flat	4 00	4 00
1 lb. talls, cases 4 doz., per doz.	3 75	3 75
1/2 flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	1 80	1 80
Pinks, 1-lb. talls	2 40	2 40
Cohoos, 1-lb. talls	2 65	2 65
Red Springs, 1-lb. talls	2 70	2 70
Salmon, Gaspé, Niobe Brand (case of 4 doz.), per doz.	2 25	2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "1/4s"	20 00	20 00
Canned Vegetables—		
Tomatoes, 1's	1 20	1 20
Tomatoes, 3s	2 50	2 75
Tomatoes, U.S. pack (2s)	1 90	2 12 1/2
Tomatoes, 2 1/2s	2 40	2 60
Peas, standards	1 75	1 75
Peas, early June	1 90	1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s	3 00	3 00
Do., (U.S.), gallons	10 00	10 00
Corn (on cob, gal. cans), doz.	8 50	8 50
Red raspberries, 2s	2 90	2 90
Simcoes	2 75	2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s	3 00	3 00
Blueberries, 2s, doz.	1 85	1 85
Pumpkins, 2 1/2s	1 60	1 70
Pumpkins, 3s	1 75	1 75
Pumpkins (gallon), doz.	6 00	6 00
Carrots, sliced, 2s	1 45	1 45
Apples (gallons)	5 00	5 00
Peaches, 2s (heavy syrup)	2 00	2 00
Pears, 3s (heavy syrup)	2 45	2 45
Pineapples, 1 1/2s	2 25	2 25
Greengage plums (light syrup)	1 90	1 90
Lombard plums (heavy syrup), 2s	1 70	1 70

Rice Restrictions May Not Be Serious

Montreal.
RICE AND TAPIOCA.—The recent restrictions placed on the export of rice from Japan will not, in the opinion of a large rice miller here, have a permanent effect, and it is felt it may be overcome later. In the meantime the demand is fair and prices, while characterized by firmness, are unchanged.

Snow (Japanese)	10 25	10 25
Ice Drips	11 25	11 25
Carolina	11 50	12 50
"Texas," per 100 lbs.	9 50	9 50
Patna (good)	8 90	9 40
Siam, No. 3	8 50	9 00
Siam (fancy)	10 25	11 00
Rangoon "B"	8 50	9 50
Rangoon "B," 200-lb. lpts	7 70	7 70
Rangoon CC	8 20	9 25
Mandarin	8 90	10 00
Pickling rice	7 70	8 40
Tapioca, per lb.	0 15	0 16
Tapioca (Pearl)	0 15	0 16

Maple Products In Good Demand

Montreal.
MAPLE PRODUCTS.—The demand is

reported good, and this particularly for maple sugar, which has found its way into the United States in rather large quantities. For syrup there would be better sale if the supply were greater. Many of the lots in jobbers' hands have been picked up well, and some say there is not a great deal available now. Prices all around are consequently well maintained, with advances reported in some cases, but the following range will cover the market as represented by large jobbers:

Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 85	1 90
Syrup, 5-gal. tins, per gal.	1 85	1 85
11-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 21	0 22

Molasses And Syrups Moving Out Freely

Montreal.
MOLASSES AND SYRUPS.—The market for molasses is maintained, and many are taking delivery of their supplies for the season. This will be general in view of the possibility of there being short stocks later. While supplies have been coming to hand fairly well, these are in turn shipped out in many cases to the retail trade quite promptly. Corn and cane syrups are in active demand, seasonably speaking. Prices are unchanged.

Corn Syrup—	
Barrels, about 700 lbs.	0 07
Half bbls. or quarter bbls., 1/4c per lb. over bbls.	
Kees	0 07 1/2
2-lb. tins, 2 doz. in case, case	4 65
5-lb. tins, 1 doz. in case, case	5 20
10-lb. tins, 1/2 doz. in case, case	4 95
20-lb. tins, 1/4 doz. in case, case	4 90
2-gal. 25-lb. pails, each	2 15
3-gal. 38 1/2-lb. pails, each	6 25
5-gal. 65-lb. pails, each	5 25

Barbadoes Molasses—		Prices for Island of Montreal	
Puncheons	0 97	1 00	
Barrels	1 00	1 03	
Half barrels	1 02	1 05	
For outside territories prices range about 3c lower.			
Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.			
Cane Syrup (Crystal Diamond)—			
2-lb. tins, 2 doz. in case, per case	5 50		
Barrels, per 100 lbs.	8 00		
Half barrels, per 100 lbs.	8 25		

Coffee Sales And Cocoa Keep Fair

Montreal.
COFFEE AND COCOA.—The new prices on coffee make new high levels and the ranges given below cover the range of grades that are available here. Mochas are practically unknown now, and those under this name may be called "types." There is a fair demand, and for cocoa there also seems to be a well held demand for this time of year. Supplies of both commodities are ample for the present, and beyond the recent revisions which have made the undermentioned higher prices there is no change.

Coffee, Roasted—		
Bogotas, lb.	0 28 1/2	0 32
Jamaica, lb.	0 24	0 28
Java, lb.	0 38	0 41
Maracaibo, lb.	0 27 1/2	0 30
Mexican, lb.	0 24	0 28
Mocha, lb., types	0 33	0 37
Mocha (genuine)		
Rio, lb.	0 27	0 26
Santos, Bourbon, lb.	0 22	0 30
Santos, lb.	0 26	0 29
Cocoa—		
Bulk cocoa (pure)		
Bulk cocoa (sweet)		

Japan Teas Higher; Trading Light

Montreal.
TEAS.—The event of the week is that of cabled announcements regarding the new prices on Japans. These have been arrived at and are 15 per cent. higher than those of a year ago, making the pound prices 6c to 7½c per lb. over the quotations ruling to date. Uncertainty still is expressed regarding the availability of Dutch shipping for carrying Javas. It was stated a while ago that this was to be available soon, but the matter is now less certain. Under the new taxes it will be impossible to export teas without first paying the excise tax unless it be in the case of bonded car lots which might be re-routed, the duty not yet having been paid. Once taken delivery of here the new tax is imposed. Trading is rather light at the present time.

Ceylon and Indias—

Pekoe, Souchongs, per lb.....	0 47	0 49
Pekoes, per lb.....	0 49	0 52
Orange Pekoes.....	0 53	0 55

Javas—

Pekoes.....	0 41	0 43
Broken Orange Pekoes.....	0 43	0 45
Orange Pekoes.....	0 46	0 49

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

Dried Fruits Rule At Firm Quotations

Montreal.
DRIED FRUITS.—While there are no actual changes in the dried fruit list this week, there is nevertheless a strong undertone to most lines. Raisins are, of course, very scarce, and this has tended to a firming of the market. Supplies are gradually used up of various grades, and many are having to substitute other lines or cancel altogether. The announcement made that many other lines of dried fruits may be placed under the same restrictions as apply to raisins, prunes, etc., will be followed with interest.

Apricots—

Choice.....	0 28
Fancy.....	0 30
Apples (evaporated).....	0 20

Peaches (fancy)—

Faced.....	0 19
Choice.....	0 17
12 oz., per pkge.....	0 16

Pears.....

.....	0 16
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Drained Peels—

Citron.....
Lemon.....	0 27½ 0 32
Orange.....	0 28½ 0 34

Raisins—

Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00.

Muscatsels, loose, 2-crown.....	0 11
Muscatsels, loose, 3-crown, lb.....	0 11½
Muscatsels, 4-crown, lb.....	0 12
Cal. seedless, 16 oz.....	0 14
Cal. seedless (new).....	0 16½
Fancy seeded, 16 oz. pkgs.....	0 13
Choice seeded, 16 oz. pkgs.....	0 12
Valencias, selected.....	0 11
Valencias, 4-crown layers.....	0 11½

Currants, old.....

.....	0 24
Do., new.....	0 32

Dates, Excelsior, per case.....

.....	6 84
Do., Dromedary.....	7 92

Figs (new), 100 to case.....

.....	11 00
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Figs (layer), 10-lb. boxes.....

.....	1 90
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Figs, Spanish (22-lb.).....

.....	0 20
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Figs, Portuguese.....

.....	0 13
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Figs, Fancy Cal. White (Choice)—

Pkgs. 16 oz. (10 pkgs.).....	1 75
Pkgs. 10 oz. (12 pkgs.).....	1 45
Pkgs. 8 oz. (20 pkgs.).....	2 00
Pkgs. 6 oz. (50 pkgs.).....	3 50
Pkgs. 4 oz. (70 pkgs.).....	3 70

Prunes—

30-40.....	0 17
California, 40-50s.....	0 18½

To-Day's Nut Prices Look Cheap By Fall

Montreal.
NUTS.—The situation on nuts was summed up in the remarks of a large importer to CANADIAN GROCER: "To-day's prices will look cheap next October. In four days last week we sold more nuts than in any four days I can recall." It appears that the jobbers and retailers as well are beginning to realize that nuts will be very hard to obtain next fall, and they are now protecting themselves in markets that seem already high. In the meantime markets are characterized by firming tendencies, particularly in the matter of walnuts, almonds, peanuts and filberts.

Almonds (Tara), per lb.....	0 20	0 24
Almonds (shelled).....	0 44	0 46
Almonds (Jordan).....	0 70	0 70
Almonds, Valencia, shelled.....	0 45	0 46
Almonds, soft shelled Tarragonas.....	0 21½	0 22½
Brazil nuts (new).....	0 18	0 19
Brazil nuts (med.).....	0 15	0 17
Filberts (Sicily), per lb.....	0 19	0 21
Filberts, Barcelona.....	0 17½	0 18½
Hickory nuts (large and small), lb.....	0 10	0 15
Peanuts, Bon Ton.....	.....	.....
Peanuts, "Diamond G".....	.....	.....
Peanuts (coon), per lb.....	.....	.....
Peanuts (Jumbo), per lb.....	.....	.....
Peanuts, shelled, Spanish, No. 1.....	.....	.....
Peanuts, shelled, Virginia, No. 1.....	.....	.....
Do., No. 2.....	0 14	0 14
Pecans (new Jumbo), per lb.....	0 21	0 25
Pecans, New Orleans, No. 2.....	0 21	0 24
Pecans "paper shell," extra large Jumbo.....	0 40	0 40
Pecans (shelled).....	0 80	0 80
Carrots, new (doz. bunches).....	1 50	1 50
Walnuts (Grenoble).....	0 23	0 23
Walnuts (new Naples).....	0 16	0 18
Walnuts (shelled).....	0 70	0 72
Walnuts (Marbots), in bags.....	0 22	0 24
Walnuts California, No. 1.....	0 24	0 24

Cereals Are Steady; Flour Substitutes Easy

Montreal.
CEREALS.—The markets are not greatly changed. Demand for different kinds of cereals is fairly good, especially for those more popular at this season of the year. Cornmeal is probably a shade easier and, according to grades, may be bought favorably. The oat market is easy, as stated a week ago, but actual changes in the price of rolled oats and of oatmeals have not materialized. Some say that there is every reason to feel that there will be a reaction in the oat situation, and that prices will again advance. Flour substitutes are in good demand, but there is an easier feeling in some quarters regarding these. This applies particularly to the position on corn flour. Larger receipts are held to be responsible for this condition. Rye and barley flours also are reported easier, but are without actual revision of price.

Cornmeal, Pure Gold.....	7 00
Cornmeal (Gold Dust).....	6 40
Barley, pearl.....	8 25
Barley, pot, 98 lbs.....	6 15-6 25
Buckwheat flour, 98 lbs.....	7 25
Corn flour, 98 lbs.....	5 65
Hominy grits, 98 lbs.....	6 75
Hominy, pearl, 98 lbs.....	7 50
Oatmeal (standard-granulated and fine).....	6 04-6 25
Peas, Canadian, boiling, bush.....	5 00
Split peas.....	10 25

Rolled oats, 90-lb. bags.....	5 35	5 80
Rolled oats (family pack.), case.....	5 50	5 80
Rolled oats (small size), case.....	2 07½	2 12½
Rolled wheat (100-lb. bbls.).....	6 75	6 75
Rye flour, small lots 98 lbs.....	8 25	8 75

Flour Quiet; Feeds Easier

Montreal.
FLOUR AND FEEDS.—There is not so much demand for standard grades of flour, the millers report, indicating a good demand for substitutes. It may be also that certain adjustment of stock is being made, and that as far as the householder is concerned there is ample supply on hand to comply with new regulations. Feed demand is somewhat lessened, but the supply has not made itself sufficient to in any wise meet the request. Prices have eased on oat feeds and also on barley chop and meal. This is due to the easier feeling for the grains so milled.

War Standard, Graham and Whole Wheat Flours—

Car lots (on track).....	10 95
Car lots (delivered), Bakers.....	11 05
Small lots (delivered).....	11 15
Bran, per ton.....	35 00
Shorts.....	40 00
Crushed oats.....	61 00
Barley chop.....	70 00
Barley meal.....	70 00
Feed oats, per bushel.....	1 00

Bean Markets Dull Quality Inferior

Montreal.
BEANS.—The situation is without any outstanding feature of interest. With so many inferior beans on the market and with a slow demand the prices are easy but unchanged in any way. From all that can be gathered the position on beans is likely to be an uninteresting one for some time. It is said that the planting has been conducted on a large scale this year.

Beans—

Canadian, hand-picked, bush.....	8 50	9 50
Ontario, new crop, 3 to 4 lbs.....	8 50	9 00
British Columbia.....	.....	9 00
Brown Beans.....	7 50	7 50
Canadian, 4-5 lb. pickers.....	7 75	8 00
Japanese.....	8 50	8 75
Yellow Eyes.....	8 00	9 50
Rangoon beans, per bushel.....	7 00	7 50
Lima, per lb.....	0 19	0 20
Kidney beans.....	8 00	8 50
Peas, white soup, per bushel.....	4 50	5 00
Peas, split, new crop, bag 98 lbs.....	10 00	10 50
Barley (pot), per bag 98 lbs.....	6 50	6 50
Barley, pearl, per bag 98 lbs.....	7 50	8 25

Peppers To Advance; Spices Very Firm

Montreal.
SPICES.—The very firm position on most lines in the list is held still and the added feature of the week is that revisions to higher levels within the week may be expected. This will very likely affect peppers, both black and white, and may be from 3c to 5c per lb. Cassias also are in a strong position and it is not improbable that these may be in the list slated for higher prices. Paprika may be moved up too. The clove market is firm and there might be a change in the primary situation at any time. Trading is fair and there is some speculation as to how long certain supplies will last of various commodities, the shipping situation being such as to make definite forecast quite impossible.

	5 and 10-lb. boxes	
Allspice	0 18	0 18
Cassia	0 35	0 35
Cassia (pure)	0 35	0 35
Cayenne pepper	0 25	0 35
Cloves	0 75	0 75
Cream of tartar	0 80	0 90
Ginger, pure	0 25	0 35
Ginger, Cochin	0 25	0 25
Ginger, Jamaica	0 30	0 35
Mace	0 80	1 00
Nutmegs	0 40	0 50
Pepper, black	0 38	0 42
Pepper, white	0 42	0 45
Pepper (Cayenne)	0 30	0 35
Pickling spice	0 25	0 25
Paprika	0 45	0 50
Tumeric	0 21	0 25
Cardamon seed, per lb., bulk	2 00	2 00
Caraway, Dutch, nominal	0 75	0 75
Cinnamon, China, lb.	0 25	0 30
Cinnamon, per lb.	0 35	0 35
Mustard seed, bulk	0 25	0 25
Celery seed, bulk	0 46	0 46
Shredded cocconut, in palls	0 21	0 23
Pimento, whole	0 12	0 14

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

Watermelons 50c Each; Bananas Higher

Montreal.

FRUITS.—While there has been an apparent better delivery of some lines during the last ten days prices are well maintained for the most part. Oranges are somewhat firmer and there seems to be an improvement in the variety offered. Bananas are higher again to \$5 per bunch. New California cherries are in and selling at \$4.50 per box. Apple stocks are getting lower from day to day although favorable prices are quoted. Watermelons have arrived on the market and are selling at an average of 50c each. Strawberries have been rather freer for the past few days and are in good demand.

Apples—

Ben Davis	3 25	4 00
Russets	4 50	5 00
Nonpareil	5 00	5 50
Ontario Apples—		
Spys, No. 1, per bbl.	3 00	3 50
Do., No. 3 (special), bbl.	5 50	5 50
Do., No. 3, bbl.	4 50	4 50
Pewaukee, No. 1, bbl.	6 50	6 50
Do., No. 2, bbl.	5 50	5 50
Baldwin, No. 1 bbl.	4 00	4 50
Stark, No. 1, bbl.	4 50	4 50
No. 2	3 75	3 75
Boxed apples (all sizes)	2 75	3 00
Bananas (fancy large), bunch	5 00	5 00
Cherries (California), box	4 50	4 50
Cocconuts, sack	7 25	8 50
Grape fruit (fancy Jamaicas)	3 25	3 75
Grape fruit (fancy Porto Ricos)		
80, 96, 112	4 75	4 75
Grape fruit (fancy Porto Ricos)		
54, 46	4 50	4 50
Lemons (fancy new Messina)	4 50	4 50
Lemons (choice)	4 25	4 25
Lemons (California seedless)	5 00	5 00
Oranges, Valencia lates	6 25	7 00
Oranges, Porto Ricos	5 50	5 50
Oranges, California navels	6 00	7 50
Oranges, Jamaica	6 50	6 50
Oranges (bitter)	4 00	5 00
Oranges (Seville, bitter)	5 50	5 50
Oranges (Sorrentoes), 200 size	5 25	5 25
Pineapples, Cuban (crate)	5 50	6 50
Pineapples, Florida	5 50	6 50
Pears, eating (doz.)	0 30	0 40
Strawberries (box) (quarts)	0 18	0 25
Watermelons (each)	0 50	0 50

Rhubarb Declines; New Vegetables In

Montreal.

VEGETABLES.—There is fairly good trading in vegetables and the imported varieties are coming to hand in larger variety. As the season progresses these are easier to get and consequently the prices are the more favorable. Rhubarb which has been selling as high as \$1.75

per dozen bunches has declined and can be bought at from 25c to 40c per dozen bunches. Asparagus is more plentiful, but the price still is high at \$2.50 per basket for the "Western Grass" variety and \$3 per dozen bunches for the imported variety. Native grown cabbage is scarce and the imported new variety is taking its place. Carrots, beets and turnips are a trifle higher as also are potatoes. The general planting will have taken a good deal of the supply. New Texas onions are on the market at \$2.75 to \$3 per crate. Spanish onions are vanishing from the list.

Asparagus (doz. bunches)	3 00	3 00
Asparagus, Western Grass (bask.)	2 50	2 50
Beans, new string (25-lb. basket)	4 00	4 00
Beets (60-lb. bag)	0 75	0 75
Cauliflower (California), crate,		
2 doz.	4 50	5 00
1 doz. crate	2 00	3 00
Cabbage, Montreal, per bbl.	2 50	2 50
Cabbage (new), hamper	1 50	1 50
Cabbage (New Florida), crate	2 75	2 75
Carrots (bag)	1 25	1 25
Celery (Wash.) doz.	1 75	1 75
Cucumbers (Boston), doz.	2 00	2 50

Cucumbers, hampers	6 00	6 00
Endive (Can.)	0 25	0 25
Endive (American)	0 40	0 40
Lettuce, curly (3 doz.)	2 50	2 75
Lettuce, Montreal, head (doz.)	1 25	1 25
Lettuce (Florida), hamper	2 75	4 00
Lettuce (California), 5 doz.	5 50	6 50
Leeks	3 50	3 50
Mint	0 60	0 60
Mushrooms, lb.	0 90	0 90
Onions, red (70-lb. bag)	1 00	1 00
Onions, red (100-lb. bag)	2 50	2 50
Onions, spring, doz.	1 50	1 50
Onions (Texas), No. 1 yellow, etc.	2 75	2 75
Do., No. 2 white wax (crate)	2 75	2 75
Do., Silver and Red (crate)	3 50	3 50
Oyster plant	0 75	0 75
Parsnips (60-lb. bag)	1 00	1 00
Parsley (American)	1 00	1 00
Parsley (Canadian)	0 50	0 50
Peas (in hampers)	4 00	4 00
Potatoes (sweet), per hamper, as		
to size	2 50	4 00
Potatoes, bag	1 40	1 40
Potatoes (New Brunswick), bag	1 65	1 65
Romane	0 50	0 50
Radishes (doz.)	1 00	1 00
Rhubarb, doz. (Montreal)	0 25	0 40
Turnips (Quebec), bag	1 00	1 00
Turnips (Montreal), bag	1 25	1 25
Tomatoes (hothouse), lb.	0 40	0 40
Tomatoes, Florida, crate	4 25	6 50
Watercress (Can.)	0 50	0 50
Watercress (Amer.)	1 00	1 00

ONTARIO MARKETS

TORONTO, May 22.—Prices for the week again show remarkably little change and no big outstanding features are reported in any of the markets. A generally easier feeling prevails in regards to sugar supplies and distribution is being effected on a far more liberal basis than for some time past. Business generally is fair, though heavy buying is by no means the order of the day as far as the retailer is concerned.

Easier Tone Prevails In Sugar Situation

Toronto.

SUGAR.—A much easier situation is remarked as regards sugar during the week, supplies reaching the local market in more liberal quantities and distribution being improved to a similar extent. There seems to be a feeling that retailers have been receiving a fair amount of sugar back from their customers and this has had a tendency to restrict the demand somewhat. Prices have held firm and unchanged during the week.

Atlantic, extra granulated	9 07	9 07
St. Lawrence, extra granulated	8 97	8 97
Acadia Sugar Refinery, extra granulated	9 07	9 07
Can. Sugar Refinery, extra granulated	8 82	8 82
Dom. Sugar Refinery, extra granulated	8 97	8 97
Icing sugar, barrels	9 27	9 27
Powdered, barrels	9 17	9 17
Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic and Acadia differentials: In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 20c per 100 lbs.; 30c per 100 lbs. in 10-lb. gunnies, and 40c per 100 lbs. in 5-lb. cartons, and 40c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 40c per 100 lbs. under granulated, No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.		

New Prices Named on Matches; Other Lines

Toronto.

MATCHES, OTHER LINES.—New

prices have been named on matches to conform to basis of taxation recently established. It will be noted from the few prices given that to-day's figures have reached extremely high levels. Silent parlor are now selling at \$15.50 and Golden Tip at \$15.25. In some quarters stocks of Campbell's tomato soup are depleted. Humpty Dumpty egg crates at \$4.20 per dozen, price now being quoted, show an advance.

Molasses Unchanged; Syrups Remain Steady

Toronto.

MOLASSES, SYRUPS.—No change has become effective in the molasses situation during the week. Prices have been firmly maintained and a fair demand continues to be manifest. Supplies of some lines continue scarce, though stocks of others are reported in very good condition.

Syrups have held steady and are moving out in fair quantities. No change is apparent in quotations shown below.

Corn Syrups—		
Barrels, per lb.	0 07	0 07
Cases, 2-lb. tins, 2 doz. in case	5 50	5 50
Cases, 5-lb. tins, 1 doz. in case	5 20	5 70
Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb.	0 06	0 08
Cases, 2-lb. tins, 2 doz. in case	5 05	5 25
Molasses—		
Fancy Barbadoes, barrels	1 00	1 00
Choice Barbadoes, barrels	0 90	0 90
West India, 1/2 bbls., gal.	0 56	0 56
West India, No. 10, kegs	6 50	6 50
West India, No. 5, kegs	3 25	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90	4 90
Tins, 3-lb. table grade; case 2 doz., Barbadoes	6 75	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30	5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes	5 20	5 20
Tins, 2-lb., baking grade, case 2 doz.	3 50	3 50
Tins, 3-lb., baking grade, case of 2 doz.	4 60	4 60
Tins, 5-lb., baking grade, case of 1 doz.	3 90	3 90
Tins, 10-lb., baking grade, case of 1/2 doz.	3 75	3 75
West Indies, 1 1/2, 48s	5 00	5 00
West Indies, 2s, 36s	4 00	4 25

**Canned Goods Firm;
Preserving Season Near**

Toronto.
CANNED GOODS.—All lines of canned goods held firm during the week and a fair consumption is reported. St. Williams' jam in 16-oz. jars shows a slightly firmer tone in quotations named on strawberry of \$3.90 and on raspberry and black currant of \$2.90 per dozen. Shipments of Brunswick sardines 1/4s are reported in, orders being accepted at \$6.75 case or 90c per dozen. The preserving season is by no means far off and indications are that a very good pack will result should present hopes re crops materialize. Quotations shown below show little variation over the preceding week:

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

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, 1/2s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 85	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., 1/2s, doz.	1 85	1 60
Cohoos, 1/2-lb. tins	1 85	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 15	3 65
White springs, 1s, dozen	2 30	2 35
Lobsters, 1/2-lb., doz.	3 00	3 25
Canned Vegetables—		
Beets, 3s	1 50	2 30
Tomatoes, 2 1/2s	2 65	2 75
Peas, standard	1 95	2 00
Peas, early June	2 00	2 10
Beans, golden wax, doz.	1 85	2 10
Beans, Midget, doz.	2 25	2 45
Asparagus tips, doz.	3 25	3 65
Corn, 2s, doz.	2 45	2 60
Pumpkins, 2 1/2s	1 80	2 00
Succotash, No. 1, doz.	2 00	2 35
Pineapples, 2s	2 50	3 25
Cherries, 2s	2 60	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s	1 80	1 75
Plums, Green Gage	1 80	1 95
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	2 90	3 30
Do., black currant, 16 oz.	2 90	3 30
Do., strawberry, 16 oz.	3 00	3 40
Raspberries, 2s, H.S.	3 00	3 25
Do., raspberry, 4-lb. tin.	0 82	0 85
Do., black currant, 4-lb. tin.	0 75	0 83
Do., strawberry, 4-lb. tin.	0 83	0 87
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Plums, Greengage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 25	2 90
Black currants, doz.	3 45	3 45
Red currants, doz.	3 45	3 45
Raspberries, doz.	3 40	3 60
Strawberries	3 60	4 40

**Peel to Be Higher;
Little Else Moving**

Toronto.
DRIED FRUITS.—There is every indication that a substantial advance in the price of candied peels will shortly be made. Prices have held firm and unchanged for a considerable period past but the new basis of quotations will probably range about as follows: Lemon and orange, 38 to 40c per pound for American and 35c to 36c for Canadian; citron about 45c for American and a cent less for Canadian. Other lines show little change though currants from distributing points are being offered a little more freely in this market and at a little better price than for some time past. Prunes are unchanged and nothing new is reported in any of the other commodities.

Apples, evaporated, Ontario	0 20	0 21
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Do., da., Nova Scotia	0 17	0 18
Apricots, unpitted	0 16	0 16 1/2
Do., fancy, 25s	0 30	0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	0 26	0 30
Orange	0 28	0 30
Citron	0 35	0 36
Currants—		
Green, per lb.	0 29	0 32 1/2
Australians, lb.	0 30	0 35
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.	0 13	0 14
Malagas, lb.	0 13	0 14
Comadre figs, mats, lb.	0 13	0 14
Cal., 8 oz. pkgs, 20s, case	1 80	1 80
Cal., 10 oz., 12s, case	1 40	1 40
Prunes—		
30-40s, per lb., 25's, faced	0 18	0 18
40-50s, per lbb., 25's, faced	0 17	0 17 1/2
50-60s, per lb., 25's, faced	0 16	0 16 1/2
60-70s, per lb., 25's, faced	0 14	0 15 1/2
70-80s, per lb., 25's, faced	0 13	0 14
80-90s, per lb., 25's, unfaced	0 12 1/2	0 13 1/2
90-100s, per lb., 25's, faced	0 12	0 12
Peaches—		
Standard, 25-lb. box	0 15 1/2	0 17
Choice, 25-lb. boxes	0 18 1/2	0 19
Fancy, 25-lb. boxes	0 22	0 22
Raisins—		
California bleached, lb.	0 14	0 14
Valencia, Cal.	0 10 1/2	0 10 1/2
Valencia, Spanish	0 11 1/2	0 13 1/2
Seeded, fancy, 1-lb. packets	0 11	0 12 1/2
Seedless, 12-oz. packets	0 14 1/2	0 15
Seedless, 16-oz. packets	0 14 1/2	0 15
Seedless, bakers, Thompsons, 50s	0 14	0 15 1/2

**No New Development
In Tea Situation**

Toronto.
TEAS.—There have been no new developments in the tea situation locally during the week, business from a wholesale standpoint being reported rather light. The opening prices on Japan teas have been named and range about 7c per pound up. Shipping from Java has been resumed but is expected to be confined within comparatively narrow limits. A heavy advance in ocean freight rates already made and another to follow shortly will it is estimated increase costs about 8c per pound on these lines compared with previous shipments.

Ceylon and India—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	0 50	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., seconds	0 50	0 55
Do., sifted	0 50	0 62

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

**Coffee Firm and
Unchanged; Fair Demand**

Toronto.
COFFEE.—There has been no change in the outlook during the week. Prices have been firmly maintained and a very fair volume of business transacted. An advance in C. & S. coffee has become effective, the 1/2s in tins now being quoted at 42c per pound; the 1s in tins, 41c; and 2s in tins, 40c. Difficulty in getting licenses for shipments from the United States is still apparent.

Coffee—		
Bogotas, lb.	0 33	0 36
Guatemala, lb.	0 29	0 31

Maracabo, lb.	0 30	0 35
Mexican, lb.	0 32	0 36
Jamaica, lb.	0 31	0 36
Blue Mountain Jamaica	0 31	0 46
Mocha, Arabian, lb.	0 30	0 32
Rio, lb.	0 24	0 29
Santos, Bourbon, lb.	0 30	0 32
Chicory, lb.	0 25	0 25
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

**Spices Hold in
Very Firm Position**

Toronto.
SPICES.—The position of spices remains very firm in all lines and conditions prevailing during the past couple of weeks still hold, viz., prices are high and likely to go still higher and a growing scarcity marks supplies of practically every commodity. No change in quotations below are noted for the week:

		Per lb.
Allspice	0 18	0 20
Cassia	0 33	0 45
Cinnamon	0 45	0 55
Cayenne	0 30	0 35
Cloves	0 70	0 85
Ginger	0 25	0 35
Herbs — sage, thyme, parsley, mint, savory	0 40	0 60
Mace	0 90	1 10
Pastry	0 23	0 40
Pickling spice	0 22	0 25
Peppers, black	0 43	0 46
Peppers, white	0 47	0 49
Paprika, lb.	0 45	0 55
Nutmegs, select, whole, 100s.	0 45	0 45
Do., 80s	0 55	0 55
Do., 64s	0 60	0 60
Mustard seed, whole	0 35	0 40
Celery seed, whole	0 45	0 68
Coriander, whole	0 28	0 35
Caraway seed, whole	0 90	1 00
Cream of Tartar—		
French, pure	0 90	0 96
American high test	1 40	1 40
2-oz. packages, doz.	2 60	2 60
4-oz. packages, doz.	5 45	5 45
8-oz. packages, doz.	6 00	6 00
8-oz. tins, doz.	0 21	0 21
Tartarine, barrels, lb.	0 23	0 23
Do., kegs, lb.	0 25	0 25
Do., pails, lb.	0 90	0 90
Do., 4 oz., doz.	1 75	1 75
Do., 8 oz., doz.	3 25	3 25
Do., 16 oz., doz.	8 25	8 25

**Almonds In Very
Firm Position**

Toronto.
NUTS.—The range on shelled almonds has narrowed during the week and indications are that the market will firm considerably more. That prices will reach 55c within a comparatively short period seems quite possible. Walnuts are also very firm and prices 10c per pound higher than to-day's quotations would, it is intimated, not be surprising in another couple of months' time. Brazils have recorded an advance in some quarters, for the week, being quoted at 17c per pound in the shell.

In the Shell—		
Almonds, Tarragonas, lb.	0 21	0 23
Walnuts, Bordeaux	0 25	0 26
Walnuts, Grenobles, lb.	0 25	0 26
Walnuts, Manchurian, lb.	0 25	0 26
Filberts, lb.	0 18	0 22
Pecans, lb.	0 25	0 27
Peanuts, Jumbo, roasted	0 22	0 25
Do., Fancy, roasted	0 23	0 24
Brazil nuts, lb.	0 15	0 17
Cocoanuts, 100s	8 00	8 00
Shelled—		
Almonds, lb.	0 45	0 50
Filberts, lb.	0 35	0 40
Walnuts, lb.	0 70	0 75
Peanuts, Spanish, lb.	0 18	0 19
Do., Chinese, Japanese, lb.	0 46	0 68
Brazil nuts, lb.	0 66	0 68

Uninteresting Market Revealed in Beans

Toronto.
BEANS.—A very uninteresting market is revealed in beans during the week. Stocks are comparatively heavy and the demand within narrow limits. Prices have held firm and unchanged.

Ontario, 1-lb. to 2-lb. pickers, bu.	8 00	8 50
Do., hand-picked	9 00	9 25
Can. white kidney beans, bush.	9 00	9 00
Rangoons, per bush.	6 50	7 00
Yellow eyes, per bushel	.....	.....
Japanese Kotonashi, per bush.	.....	8 00
Limas, per pound	0 19	0 22

Prices Very Firm; Supplies Uncertain

Toronto.
RICES.—An extremely firm undertone to the rice market is noticeable during the week and the question of further supplies remains uncertain. A further advance in ocean freight rates of about 30 per cent. will have a tendency to exert an influence upward on prices. It is further intimated that an embargo by the Japanese Government on all foreign shipments through their ports is threatened except on rices known to be destined for Japanese subjects on the Pacific coast. This provides for an element of uncertainty as regards future supplies though hopes are expressed in some quarters that a fair amount may be allowed to come through.

Texas, fancy, per 100 lbs.	11 50	12 00
Blue Rose Texas, per 100 lbs.	11 75	12 50
Andras, fancy, per 100 lbs.	.....	13 00
Siam, fancy, per 100 lbs.	.....	9 75
Siam, second, per 100 lbs.	.....	9 50
Japans, fancy, per 100 lbs.	10 75	11 75
Japans, second, per 100 lbs.	9 50	9 75
Chinese XX, per 100 lbs.	9 00	10 00
Do., Simlu	.....	11 50
Do., Mujin, No. 1	.....	10 75
Do., Pakling	.....	10 25
Tapioca, per lb.	0 14½	0 15

Some Movement in Package Goods

Toronto.
PACKAGE GOODS.—There is a fair movement in some lines of package goods reported for the week, though rolled oats reflects little of this activity. Prices are holding firm and unchanged throughout as follows:

Cornflakes, per case	3 90	4 25
Rollod oats, round, family size, 20s	5 85	6 35
Rollod oats, round, regular 18s, case	2 13	2 30
Rollod oats, square, 20s	5 85	6 25
Shredded wheat, case	.....	4 25
Cornstarch, No. 1, pound cartons	0 11½	0 12½
No. 2, pound cartons	.....	0 10½
Starch, in 1-lb. cartons	.....	0 11½
Laundry starch, in 1-lb. cartons	0 10	0 11½
Do., in 6-lb. tins	.....	0 13
Do., in 6-lb. boxes	.....	0 13
Do., in 100-lb. kegs	.....	0 11

No New Developments in Maple Syrup; Honey

Toronto.
HONEY, MAPLE SYRUP.—There have been no new developments to be noted in maple syrup during the week, prices holding firm and only a fair movement in progress. Honey remains in an uninteresting position, there being practically none to offer and consequently little moving.

Grapefruit, Pineapples, Strawberries, All Higher

Toronto.
FRUIT.—A much firmer tone is evident in regard to grapefruit and prices generally show a considerable advance, as high as \$6.00 to \$6.50 per case being asked. Porto Rico pineapples are also firmer, although some offerings of Cuban are being made, but these as yet are slightly green. Strawberries are in light supply and higher prices rule. Good warm weather will have a tendency to maintain high levels as regards prices, resulting as it will in an accentuated demand. California lemons are very high, prices ranging from \$6.50 to \$7.50 per case. Shipments of Messina lemons are in and selling at \$5.75 to \$6.00. Oranges locally are slightly easier during the week, though quotations at the Coast range higher and this condition will likely be reflected here. Bananas are high in price, with light arrivals at Atlantic ports reported.

Apples—		
Winesaps, box	3 75	4 00
Ontario—		
Baldwins, No. 1, bbl.	.....	7 00
Starks, No. 1, bbl.	.....	4 50
Do., No. 2	.....	3 50
Ben Davis, No. 1, bbl.	4 00	6 50
Do., No. 2, bbl.	.....	3 50
Nova Scotia—		
Baldwins, No. 1	.....	4 50
Do., No. 2	.....	3 50
Starks, No. 1	4 00	4 50
Do., No. 2	3 50	4 00
Winter varieties, straight No. 1	1 50	2 50
Bananas, yellow, bunch	4 00	4 50
Do., per lb. (crates extra)	.....	0 07
Cherries, Cal., box	3 25	4 00
Grapefruit—		
Floridas, 36s, 46s, case	4 50	6 00
Do., 54s, 64s, 80s, 96s	6 00	6 50
Cuban and Porto Rico, 54s, 64s, 80s, 96s	5 25	5 50
Oranges—		
Valencias—		
96s	.....	6 50
100s	.....	6 00
126s	.....	6 50
150s, 176s, 200s, 216s	.....	7 00
250s	.....	7 00
288s	5 50	6 50
324s, 360s	4 50	6 50
Lemons, Cal., case	6 50	7 50
Do., Messinas, box	5 75	6 00
Pears, Cal., box	.....	.....
Pineapples, Porto Rico, cs. 24-30s	6 50	7 00
Strawberries, pints, 24s	.....	.....
Do., quarts	0 32	0 35

Cabbage Easier; Tomatoes Up; Rhubarb Down

Toronto.
VEGETABLES.—A much easier tone is noted in cabbage during the week, prices declining materially. Mississippi appears to be the principal source of supply just now on cabbage. Tomatoes have firmed again during the week. Floridas are about done and Mississippi will be next available, which may result in tomatoes being off the market for a few days. Outdoor rhubarb is now offering, prices showing a sharp decline over hot-house stock. Texas onions are arriving in liberal quantities and prices are slightly easier. New Florida white potatoes are arriving, large barrels being quoted at \$5.90; bushel baskets at \$2.25 and boxes (about 50 pounds) at \$1.75 each.

Asparagus, Canadian, doz.	1 00	1 25
Artichokes, Cal., doz.	.....	1 25

Beans, wax, hamper	3 50	4 25
Do., new, hamper	1 75	2 00
Brussel sprouts, quart	.....	.....
Cabbage, Canadian, barrel	.....	.....
Do., Florida, crates	2 50	2 75
Do., Carolina, crate	2 50	2 75
Do., Mississippi, crate	2 75	3 00
Carrots, bag	.....	.....
Do., new, hamper	1 75	2 00
Cucumbers, hothouse, basket	.....	3 25
Lettuce, leaf, doz. bunches	0 25	0 35
Do., head, hamper	3 00	3 75
Mushrooms, basket	.....	3 25
Onions—		
Spanish, crates	.....	3 00
Texas, 50-lb. crate	2 25	2 50
Do., Canadian, 75-lb.	.....	2 00
Parsnips, bag	.....	0 75
Parsley, doz. bunches	.....	0 85
Peppers, green, doz.	0 85	1 25
Peas, green, new, hamper	.....	3 75
Potatoes—		
Ontario, bag	.....	1 65
N.B. Delawares	1 75	1 90
Spinach, Canadian, bushel	.....	2 00
Rhubarb, dozen bunches	0 30	0 40
Tomatoes—		
Floridas, 120s, 144s, 180s, case	6 25	7 00
Turnips, bag	.....	0 65

Flour Unchanged; Demand Easier

Toronto.
FLOUR.—Flour is unchanged during the week, no excitement being manifest whatever in this commodity. The demand seems somewhat easier, which is attributed to a fairly liberal amount being returned to dealers throughout the country by consumers with more than lawful supplies.

War Grade—		
Manitoba spring wheat	.....	10 95
Ontario winter wheat	10 95	11 10
Blended, spring and winter	.....	10 95

Demand is Easier On Mill Feeds

Toronto.
MILL FEEDS.—With pasture coming along rapidly, enabling farmers to get their horses and cattle out, a slackening in the demand for mill feed is noticeable. There have been no new developments otherwise.

Mill Feeds—	Mixed cars ton	Small lots ton
Bran	\$35 40	\$37 40
Shorts	40 40	42 40

Cereals Show No Change During Week

Toronto.
CEREALS.—There has been no change made in cereals during the week. A fair demand for substitutes continues to manifest itself. Stocks of rolled oats are fairly heavy and there is little movement of this line at the present time. Prices are unchanged as follows:

	Single Bag Lots	F.o.b. Toronto
Barley, pearl, 98s	8 00	8 25
Barley, pot, 98s	6 00	6 25
Buckwheat Flour, 98s	.....	6 50
Cornmeal, 98s	7 00	7 25
Corn flour, 98s	.....	7 00
Farinas, 98s	.....	.....
Graham flour, 98s	6 00	7 00
Hominy grits, 98s	6 50	6 60
Hominy, pearl, 98s	6 50	6 60
Rollod oats, 90s	5 80	5 85
Oatmeal, 98s	6 40	7 00
Rollod wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 100 lbs.	11 00	12 00
Wheatlets, 98s	.....	.....
Peas, yellow, split	10 00	10 50
Blue peas	0 11	0 15

Above prices give range of quotations to the retail trade.

Continued on page 66.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, May 21.—Rice market here is in a very excited state. What little Japanese rices are left sell for \$210 to \$215. Dealers here can now only get Japanese rice on consular certificate on agreeing to sell only to Japanese. Siam No. 1 is off the market; No. 2 is selling for \$185 to \$190. Dealers here have been informed that orders for Siam rice cannot be filled owing to want of shipping space. China rice No. 1 is at \$190 to \$195 for forty 44-lb. mats, \$175 to \$189 for No. 2. Demand for rice flour is becoming enormous owing to its extensive use by bakers as a substitute for wheat flour. Beans are easier, Japanese selling at 9c to 15c, and B. C. at 14½c to 15c. Lard has gone up to 33c; butter, 49c to 55c; margarine, 34c. B. C. fresh eggs, 50c; Alberta, 45c. Cheese, Ontario solids, is quoted at 25¼c and Alberta at 25c. A comparison with former price lists shows spices have advanced 40 to 100 per cent. since 1914.

VANCOUVER, B.C.:

Sugar, pure cane, gran., 100 lbs.	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 85 10 95
Rice, Siam, No. 1, per ton .....	.....
Do., Siam, No. 2	1 85 1 90
Rice, China, 44 lb. mats, No. 1 ..	1 90 1 95
Do., No. 2	1 75 1 89
Do., Japanese	2 10 2 15
Beans, Japanese, per lb.	0 09 0 15
Beans, B.C., white	0 14½ 0 15
Potatoes, per ton	40 00
Lard, pure, in 400-lb. tierces, lb.	0 33
Lard, compound	0 29½
Butter, fresh made creamery, lb.	0 49 0 50
Cheese, Canadian	0 25¼
Margarine	0 34
Eggs, new-laid, in cartons, doz.	0 45 0 50
Oranges, box	7 00
Salmon—	
Sockeye, halves, flat case	16 50
Tall, case	14 00
Pinks, case	8 25 10 25
Cohoos	11 00 13 00
Chums	7 50 9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., May 21.—There have been some few changes in this market during the week, though as a rule commodities have shown little change. Canned pineapples are away up—2's, \$7.40 per case; 2½'s, \$8.40. Sugar made an advance to-day, and sacks are now selling at \$10.60. The restrictions on quantities to jobbers have now been removed by B. C. Refinery. Many cuts of

bacon and light average hams are ¼c higher. Four-ply twine is quoted at 65c. Salad oil, Reckitt's blue and many lines of toilet soaps have advanced this week, apart from new duty. Matches are 70c to \$1.40 a case higher. There are no raspberries, 2's offering. Robin Hood health bran has advanced from \$2 to \$3. Creamery butter more plentiful; no change.

CALGARY:

Beans, small, Burmah, lb.	0 10	0 11
Flour, 98s, per bbl.	10 35	10 35
Molasses, extra fancy, gal.	1 15	1 15
Rolled oats, 80s	4 70	4 85
Rice, Siam, cwt.	9 50	9 50
Rice, Japan	10 50	10 50
Rice, China, per mat, No. 1	4 50	4 50
Do., No. 2	4 15	4 15
Tapioca, lb.	0 15	0 15
Sago, lb.	0 15	0 15
Sugar, pure cane, granulated, cwt.	10 60	10 60
Cheese, No. 1, Ontario, large	0 25½	0 26½
Butter, creamery, lb.	0 50	0 50
Do., dairy, lb.	0 40	0 40
Lard, pure, 3s, per case	19 80	19 80
Eggs, new laid, case	11 25	11 75
Candied peel, lemon, lb.	0 30	0 30
Tomatoes, 2½s, standard case ..	4 9½	5 50
Corn, 2s, standard case	5 50	5 90
Peas, 2s, standard case	4 00	4 00
Apples, gala., Ontario, case	2 80	3 00
Strawberries, 2s, Ontario, case ..	6 50	6 50
Raspberries, 2s, Ontario, case .....	.....	.....
Apples, evaporated, 50s, lb.	0 24	0 24
Apricots, evaporated, lb.	0 26½	0 26½
Peaches, evaporated, lb.	0 16	0 16
Peaches, 2s, Ontario, case	4 75	4 75
Salmon, pink, tall, case	9 50	9 50
Salmon, Sockeye, tall, case	16 25	16 25
Do., halves	18 25	18 25
Potatoes, per ton	33 00	33 00
Oranges, Valencia, case	7 50	8 00
Lemons, case	7 50	8 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., May 21.—The wholesale price of sugar at Regina has advanced 15c; the new quotations are \$11.25 per cwt. New prices are also given for flour at \$5.20, and rolled oats, \$4.50. Matches have advanced again this time \$1.25. Cigarettes are higher. Soap and washing powders and similar preparations are difficult to secure. Bananas are \$7.85 per bunch, and Regina retailers are now selling by the pound instead of by the dozen. Retail prices range from 15c a pound to two pounds for quarter. Eggs, new-laid, 38c; canned tomatoes, \$5.35; evaporated peaches, 2's, \$4.65; cream of tartar has advanced 10c per pound.

REGINA—

Beans, small white Japans, bu.	7 75	7 75
Beans, Lima, per lb. ....	.....	.....
Flour, standard, 98s	5 20	5 20
Molasses, extra fancy, gal.	0 70	0 70
Rolled oats, balls	4 50	4 50
Rice, Siam, cwt.	9 25	9 25
Sago and tapioca, lb.	0 15½	0 15½
Sugar, pure cane, gran., cwt.	11 25	11 25
Cheese, No. 1 Ontario, large	0 25½	0 25½
Butter, creamery	0 50	0 50

Lard, pure, 3s, per case	19 10
Bacon, lb.	0 46
Eggs, new-laid	0 38
Pineapples, case	5 75
Tomatoes, 3s, standard case	5 35
Corn, 2s, standard case	4 85 4 95
Peas, 2s, standard case	4 20 4 25
Apples, gal., Ontario	2 90 3 50
Apples, evaporated, per lb.	0 22½
Strawberries, 2s, Ont., case	6 30
Raspberries, 2s, Ont., case	6 85
Peaches, 2s, Ontario, case	4 65
Plums, 2s, case	3 40
Salmon, finest sockeye, tall, case ..	15 50
Salmon, pink, tall, case	9 00
Pork, American clear, per bbl.	40 75 41 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., May 21.—There have been a number of changes in this market during the week, and a fair amount of activity. Matches have advanced to \$1.40 a case, and are now selling at \$8.30. Beans are somewhat easier, yellow-eyed having declined to \$10, while white are quoted at \$9.50. Cheese is firm at 25c. Eggs are slightly easier, selling for 35c to 36c. Butter is higher; dairy, 43c to 44; tub, 40c to 42c, and lower prices anticipated before long. Bermuda onions are easier, and are selling at \$2.50 to \$2.75 a crate. Pineapples are now offering at \$7 to \$8 a crate.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	12 05
Ontario	11 95
Cornmeal, gran., bbls.	14 50
Cornmeal, ordinary, bags	4 50
Molasses, extra fancy, gal.	0 89
Rolled oats, bbl.	12 00
Beans, yellow-eyed	10 00
Beans, Canadian, white	9 50
Rice, Siam, cwt.	10 25 10 35
Sago and tapioca, lb.	0 18 0 19
Sugar—	
Standard, granulated	9 15 9 20
No. 1 yellow	8 65 8 70
Cheese, N.B., twins	0 25
Eggs, case	0 35 0 36
Breakfast bacon	0 40
Butter, creamery, per lb.	0 47
Butter, dairy, per lb.	0 43 0 44
Butter, tub	0 40 0 42
Margarine	0 32½ 0 33
Lard, pure, lb.	0 32 0 32½
Lard, compound	0 27½
American clear pork	61 00 64 00
Beef corned, 1s	4 25
Tomatoes, 3s, standard, case	5 40
Raspberries, 2s, Ont, case	6 20
Peaches, 2s, standard case	4 40
Corn, 2s, standard case	5 00
Peas, standard, case	4 00
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case	6 20
Salmon, Red, spring, cases	15 00
Pinks	11 00
Cohoos	14 00
Chums	8 50
Evaporated apples, per lb.	0 19
Peaches, per lb.	0 19
Potatoes—	
New, native, barrel	2 80 3 00
Onions, Canadian, 75 lbs.	2 50 3 00
Onions, Bermuda	2 50 2 75
Lemons, Cal., Messina, case	6 00 7 00
Oranges, California, case	6 00 8 50
Grapefruit, case	7 00 8 00
Pineapples	7 00 8 00



PRODUCE AND PROVISIONS

Regulation of Egg Trade Anticipated

Government Expected to Exercise Measure of Control—Profits From Producer to Consumer to be Regulated—Future Uncertain Until Definite Announcement Made

THAT the Government will try to regulate the profits on eggs and bring this branch of the produce business more directly under its control seems quite evident from negotiations now under way.

For some time past Canadian dealers have been paying prices out of all proportion when the markets in the United States are taken into consideration. Eggs have been put in storage at Chicago at from 33c to 36c per dozen and present prices there for extras are 34½c to 35c. Prices at Ontario and Quebec country points have been up around 38c to 40c and it must be kept in mind that it will cost an additional 3 to 3½c per dozen to prepare for storing, taking into consideration freight, candling, new fillers and cases and shrink. On this basis it does not take long to determine where Canadian export business would land, working at a disadvantage of 6c to 7c per dozen over prices applying in the south. There simply wouldn't be any export business and it is in view of these conditions that the quantity of eggs put into storage in Canada has been comparatively light.

It would mean a serious loss to Canada were the surplus not disposed of and it has been in an endeavor to place the Canadian egg business on a more equitable basis that prices have shown a decline in the country during the past week and that even lower levels are being aimed at.

Canadian eggs have always enjoyed a good export demand and whereas this business this year will be done altogether through the Allied Export Buying Commission, it is not to be expected that they will pay Canadian producers (and it works back to the producer) a royalty of 6 or 7c per dozen for his eggs. The outlook in eggs has been none too bright for some weeks past, but there seems a possibility that the future will assume a somewhat rosier aspect from now on.

However, another element has entered into the situation now which may or may not work out to the advantage of this trade. There are at present indications that the Government will step in and exercise a measure of control over prices at which eggs may be sold. Should

the dealers be allowed sufficient to cover working expenses, they will ask little else, but there is some danger of restricting the margin to such an extent that a loss would result. In this case, dealers would undoubtedly refuse to store any eggs and the position which has been made more favorable as regards prices would again become upset and unsatisfactory.

The idea under consideration is to regulate the price of eggs from the producer to the consumer, allowing the dealer a certain percentage and the re-

tailer a further percentage for their respective parts in the transaction. Furthermore, the new plan will likely cover individual transactions and not be determined on an average basis. Each shipment received by dealers will have to be dated, numbered, priced, etc., and as orders are shipped out credited to this particular lot. How the system will work out is a matter of much conjecture. It will undoubtedly result in the cheaper eggs moving out first, for purchases made at 38c will have an advantage over those made at 40c under this method of distribution.

Dealers express a willingness to help in any way they possibly can, and whereas the system as outlined seems rather complicated, they will be found co-operating with the Government if a sufficient margin be allowed for them to make a small profit.

Law Suggested For Egg Grading

Saskatchewan Egg and Butter Problems Before the R. M. A. Convention—Operation of the Provincial Creameries—Can Dairy Butter be Graded, Too?

WC. PAYNTER, Tantallon, of the Co-operative Creameries, discussed the problem of Saskatchewan Co-operative Creameries which had been organized some ten years ago. Where creameries had been formed the merchants and the townspeople assisted the farmers in financing them, each going about half.

"There were now 10,000 patrons to the creameries of Saskatchewan," he said, "whereas they began with only about 250. Butter now produced in the province was second to none. The production of this butter necessitated the establishment of cold storage and refrigerator cars to take care of the marketing in an efficient manner. The cold storage is solving the question of conservation of perishable foodstuffs. These shareholders are not all of one class. They include wholesalers, jobbers, retailers, farmers, etc. It is necessary in the interests of community building to bring the merchant and consumer closer together. We merchants are necessary to the best interests of the community. If we are not, then there should be a change made. This is an economic question that will have to be considered after

the war." But he believed co-operation was absolutely necessary to community progress and the Saskatchewan Co-operative Creameries was one of the solutions.

The Grading of Eggs

Discussing the bad egg question, he said he used to pay 2c per dozen more for good eggs by getting customers to bring them in fresh. These eggs were stamped with his own stamps. Producers had to sign an agreement that if any eggs were not up to standard they would have to bear the expense. Result was the standard of quality was materially elevated in that district.

"But when we sent them on to the wholesale house we did not get any advantage. There should be a definite government standard so that every man would have a fair show, just the same as in wheat.

"The eggs produced in Saskatchewan are not of a high standard, at least, not any better than in any other province. It is up to us to improve this situation. Eggs should be graded, but there is no use passing a resolution here stating we would all grade eggs, because the fellow who isn't here would not do so and that

would spoil everything. The only way therefore is to get the government to pass a law insisting that the present government standards be made compulsory, then eggs would be paid for according to quality.

"After raising the standard of eggs in my district I found my work was of no avail because buyers insisted on buying eggs case count."

Mr. Paynter urged the Retail Merchants' Association to take up the question and have all licensed dealers handle eggs on grade; in two years' time all our eggs would be placed in the special and extra grades.

"We have come to a crisis," added Mr. Paynter, "in this problem, and the only way to overcome it is to have eggs bought and sold on a graded basis, the good eggs paid for in accordance with quality."

In answer to a question from Anton Huck, Vibank, Mr. Paynter stated he could tell in the majority of cases whether he should pay 2 or 5 cents a dozen more to certain customers when he saw the eggs, and that as soon as others found out this was the case the producer would soon be keeping all the

dirty and cracked eggs for home use and sending only the good eggs to market.

W. Gunn, Kincaid, asked, "Why not have the butter graded, too? Some butter we get in is of poor quality, yet we have to pay as much for it as for good butter."

Mr. Paynter: "The order should be the same. If a producer brought in bad butter unfit for consumption there should be a law so that the Food Control board would insist on the producer and merchant being fined."

Chas. Clerkson, Swanson: "When a farmer brings me in butter I insist on him signing his name. Then when the butter goes out the buyer can tell just who made it. If he doesn't like it he writes me not to send any more of Jno. Smith's butter, etc. In that way I can soon tell who is making good butter and who is not."

Mr. Gunn: "I tried the name system and it doesn't work. It is difficult to tell a customer she does not make good butter and we merchants do not know how to grade butter."

Here the discussion ended.

PEELS.—Prices of American peels are out this week, and almost twice the price they were last year, nevertheless, jobbers are buying freely.

Rice Moving Freely; Prices Firm

Winnipeg.

RICE.—Market on rice is very firm, and that higher prices may be named shortly seems well within the realm of possibility. The movement has been very free and jobbers are enjoying a splendid volume of trade.

Extra fancy, Japan, 100-lb. bags.....	0 10 1/2
Fancy Japan, 100-lb. bags	0 09 1/2
Choice Japan, 100-lb. bags	0 08 1/2
Siam, 100-lb. bags.....	0 09 1/4
Taploca, lb.	0 13 1/2
Sago, lb.	0 11

Better Movement Of Canned Goods Expected

Winnipeg.

CANNED GOODS.—The demand up to the present has been only fair, but with the season opening up before long considerable improvement should take place at an early date. Prices on corn and tomatoes have held firm at advances recorded last week and other lines show no change.

Coffee In Rather Uncertain Position

Winnipeg.

COFFEE.—Business being transmitted is not very heavy, wholesale buyers being afraid to buy from New York as they are not sure of getting licenses; this is keeping them out of the market, as it is necessary for them to purchase 3 or 4 months ahead to be reasonably sure of getting supplies. Furthermore the duty which the government imposed recently has had the effect of cutting down the demand for coffee.

No Further Development Reported In Flour

Winnipeg.

FLOUR AND FEEDS.—There have been no further developments in the flour situation, and so far millers express the view that no hardship has yet resulted from restrictions placed on quantity of grain they can hold for grinding. There is a general feeling towards letting the future take care of itself, though what it may be is admittedly uncertain.

Govt. Standard Flour—	
Cash carload price	10 50
To bakers and flour and feed dealers	10 50
To storekeepers paying cash or 30 days, ton lots	10 60
Do., less than ton lots.....	10 70
Cereals—	
Rolled oats, 80's	4 75
Rolled oats, pkgs., family size.	5 65
Cornmeal, 98's	6 00
Oatmeal, 98's	5 50
Feeds—	
Bran, per ton	30 30
Shorts, per ton	35 30

MANITOBA MARKETS

Continued from page 63.

WINNIPEG, May 22.—New prices established on the various lines affected by the tariffs are now in vogue, and how extensive these price revisions are can be gauged from partial list shown elsewhere in this issue. Some hope of improvement in the sugar situation is now being held out, and the change for the better in the East will, it is expected be reflected here before long. Rice is holding very firm, with a good demand apparent. It is intimated that the demand for coffee has suffered somewhat owing to new tax imposed, and this condition is being reflected in jobbing purchases through the United States, which are somewhat smaller. Business generally is very fair, though improvement is looked for in another two or three weeks.

Improved Sugar Outlook Anticipated

Winnipeg.

SUGAR.—Since the advance in price of a week ago there has been no change in the sugar market, stocks are still very limited, but refiners are holding out hopes for something better before very long. Conditions in the Eastern markets show a considerably easier position as regards supplies, and it is felt this will be reflected here in another week or two.

Corn Syrup Moving Freely; Scarce

Winnipeg.

SYRUP.—Stocks of corn syrup are said to be short, and the demand from

the country continues to be very heavy. Prices have been firmly held and no easier tone anticipated. The molasses situation remains unchanged, prices ruling firm and the demand within narrow channels.

CORN SYRUP.

Beehive and Crown—	
2-lb. tins, 2 doz. case, per case.....	4 85
5-lb. tins, 1 doz. case, per case.....	5 50
10-lb. tins, 1/2 doz. case, per case.....	5 25
20-lb. tins, 1/4 doz. case, per case.....	5 25
Barbadoes Molasses—	
In half barrels, per gal.....	1 15
New Orleans Molasses—	
Blackstrap, half barrels, wood, per gal.	0 63

Currants Arriving; Peels Much Higher

Winnipeg.

DRIED FRUITS.—The situation is quiet at the present moment as the United States Government has restricted sales until June 1 on new crop goods. The tendency therefore is to stop heavy speculation. This restriction applies to practically all dried fruit lines.

EVAPORATED APPLES.—There is no change in the situation, the market being fairly stationary at the low figure reached last week. Jobbers are selling anywhere from 18c to 18 1/2c per pound. These are very low figures, as evaporated apples are costing the jobber 17c to lay down here.

CURRANTS.—A few currants are beginning to arrive here, but supply is very limited indeed. Arrivals are mostly Greeks. Australian currants are too high in price and are not being bought. Anyhow the demand for currants just now is small.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

EGGs have undergone a decline as far as purchasers are concerned during the past week, and even lower levels are being aimed at by the dealers. The Canadian market has been very much higher than the markets in the United States, and dealers have been placed at a distinct disadvantage in regard to storing for export. It is in an endeavor to more nearly equalize the two markets that efforts to bring the prices down are being made.

Butter shows a much easier undertone, though this is not apparent in a reduction in price as yet. However, in another week or two, when full pasture is available, it is expected that prices will show a substantial decline.

Live hogs have opened at a decline of 50c per cwt. for the week, and efforts to still further reduce this will be made. However, it seems hard to keep prices down, though the general feeling is that a substantial decline must result and the tendency is towards a lowering of quotations.

A little better delivery of poultry is reported, and a general lowering of prices of about 1c per pound has been made in some quarters. Spring chickens are offering in small quantities. The demand has eased off after a fairly active week.

Hams Higher; Hogs Still High

Montreal.

PROVISIONS.—"For the next two months at least we do not expect a great deal of improvement in the hog situation." This sums up the position of the market on hogs as expressed by a representative abattoir man this week. There does not seem to be any likelihood of an improved condition for this length of time. Receipts being so small from week to week the prices are naturally high, and an advance has again been made, making live range as high as \$22.50 and the price of dressed up to \$31 according to the grade and weight.

Hogs, dressed—		
Abattoir killed, small, 65-99 lbs.	29 50	30 00
Do., heavy, 225-275 lbs.	29 00	31 00
Hogs, live	22 00	22 50
Hams—		
Medium, smoked, per lb.	0 37	0 38
Large, per lb.	0 35	0 36
Backs—		
Plain	0 41½	0 42½
Boneless, per lb.	0 44½	0 45½
Bacon—		
Breakfast, per lb.	0 42½	0 43
Roll, per lb.	0 32½	0 33½
Dry Salt Meats—		
Long clear bacon, ton lots.	0 27½	0 29½
Long clear bacon, small lots.	0 29	0 30
Fat backs, lb.	0 29½	0 28½
Cooked Meats—		
Hams, boiled, per lb.	0 48	0 50
Hams, roast, per lb.	0 48	0 48
Shoulders, boiled, per lb.	0 42	0 42
Shoulders, roast, per lb.	0 44	0 44

Lard Is Firmer With Blocks At 34c

Montreal.

LARD.—The advance of one quarter cent per pound for bricks is the only feature of the week holding any interest in the lard market. It looks very likely

hogs will be scarce and high for the next two months at least, and this indicates quite clearly that there can be no cheap lard. The tendencies are that if there is any revision it will be upward. Sales are maintained fairly well from both city and country account.

Lard, Pure—	
Tierces, 400 lbs., per lb.	0 32
Tubs, 60 lbs.	0 32½
Pails	0 32½
Bricks, 1 lb., per lb.	0 34

Shortening Is Firm But Price Unchanged

Montreal.

SHORTENING.—The market is one characterized by a strong undertone. There is a fairly good demand for this from country and city account although nothing beyond normal. With the imports of cottonseed oil maintained fairly there is likely to be ample supply to fill the demand.

Shortening—	
Tierces, 400 lbs., per lb.	0 26¼
Tubs, 50 lbs.	0 26¼
Pails, 20 lbs., per lb.	0 27
Bricks, 1 lb., per lb.	0 28 0 28½

Sales of Margarine Not Quite As Active

Montreal.

MARGARINE.—The situation is held without change of any consequence. It is probable that the price of butter has had something to do with a slightly smaller demand reported from one quarter. Prices are holding without any change although a lower price for butter might have the effect of reducing the margarine price somewhat. Quotations as to quality and package are as follows:

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

Butter Prices Should Be Easier

Montreal.

BUTTER.—The larger receipts of butter have made the situation somewhat easier for the week and prices below, while unchanged, are characterized by an easier undertone. At some of the country boards during the week there was a weaker feeling and as a matter of fact the prices showed reductions of 1c to 1½c per pound. Demand is good and will probably be active for some time. The total receipts for the present season to date in a comparative sense show a decrease of 562 packages over those of last year. It looks as though prices would be more favorable.

Butter—		
Creamery prints (fresh made)	0 45	0 46
Creamery solids (fresh made)	0 45	0 45
Dairy prints, choice	0 38	0 40
Dairy, in tubs, choice	0 37	0 37

Cheese Moving And Prices Held

Montreal.

CHEESE.—The situation is steady and the amount of business reported is about what might be expected. Making of cheese in the country will surely be conducted on an increasing scale now that the factories are pretty well opened up for the season and with grass profuse and good food for cattle available, there will be much cheese turned out. It is very probable that a large amount of exporting will be done soon and that ships will have heavy cargoes ready for them as such shipping is available.

Cheese—	
Large, per lb.	0 23½
Twins, per lb.	0 24
Trinlets, per lb.	0 24
Stilton, per lb.	0 27
Fancy, old cheese, per lb.	0 28

Heavy Egg Demand; Prices Unsettled

Montreal.

EGGS.—Eggs are in heavy demand still, and with the absorption of stock arriving and with a large amount of storage being undertaken there was a maintained price basis for some time. However, now that the weather is warm it is probable that prices will ease somewhat. As pointed out last week there is an easier feeling in the country for lower prices than indicated in the previous reports. For the present prices are held unchanged.

Eggs—	
New-laid	0 41
Selects	0 44
No. 2	0 38

Firmness Features Poultry Market

Montreal.
POULTRY.—There is a good demand for good poultry and the supply is scarcely what is desired. Especially is this the case in the matter of live birds which continue to be scarce. Arrivals are mostly of old birds that are beyond the producing age and some old turkeys. The breeding season being well advanced there will perhaps be a larger supply of available roosters from now on. Prices are fully maintained with advances made in some quarters.

	Live	Dressed
Young ducks	0 32
Turkeys (old toms), lb.	0 38
Turkeys (young)	0 40
Geese	0 38
Old fowls	0 30-0 35	0 35-0 36
Chickens (milk-fed)	0 39-0 40
Roasting chickens	0 37

Large Demand For Fish Expected

Montreal.
FISH.—This week has three fish days, and as a consequence there will probably be a heavy demand for fish. The changes of price have not been as many as usual, and there is a fair demand at the listed quotations given below. Fresh fish from the lakes is to hand in larger supply, but the importer complains that this is held at such prices as to make sales improbable in large quantities. One feature of note is that of the high prices at which haddock is being held, and while some have not made revisions they state that the prices are firming materially. Halibut supply expected from the East was of smaller tonnage than anticipated and prices realized are around 24c-25c per pound.

SMOKED FISH.

Haddies (fresh cured)	0 12	0 13
Haddies (frozen)	0 12	0 13
Haddies, fillet	0 16	0 18
Smoked herrings (med.) per box	0 23	0 24
Smoked cod	.....	0 12
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	1 75	2 15

SALTED AND PICKLED FISH.

Haddock (per bbl.)	.....	10 00
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), ½ bbls.	.....	6 75
Herring, No. 1 lake (100-lb. keg)	.....	5 25
Salmon (Labrador) per bbl.	.....	24 00
Do., tierces	.....	33 00
Salmon (B.C. Red)	.....	25 00
Sea Trout, red and pale, per bbl.	18 00	20 00
Sea trout (½ bbls.)	10 00	10 50
Green Cod, No. 1, per bbl. (med.)	.....	13 00
Green Cod (large bbl.)	.....	15 00
Green Cod (small), lb.	.....	0 06½
Green Cod (med.), lb.	.....	0 07½
Mackerel, No. 1, per bbl.	.....	22 00
Mackerel (½ bbls.)	.....	15 00
Codfish (Skinless), 100-lb. box	.....	12 00
Codfish, 2-lb. blocks (24-lb. case)	.....	0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.	.....	0 15
Codfish, boneless, lb. (according to package)	0 14	0 18
Codfish, Shredded, 12-lb. box	.....	2 20
Eels, salted	.....	0 12
Pickled turbot, new, bbls.	14 00	15 00
Do., half barrels	7 00	8 00
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	.....	0 16
Cod, dry (bundles)	.....	10 00

SHRIMPS, LOBSTERS

Lobsters, medium and large, lb.	.....	0 35
Lobsters (boiled), lb.	.....	0 15
Prawns, lb.	.....	0 30
Shrimps, lb.	.....	0 26
Scallops	.....	3 50
Oysters—		
Ordinary, gal.	.....	2 25

Malpeque oysters, choice, bbl.	.....	10 00
Malpeque oysters (med.) bbl.	.....	9 00
Cape Cod shell oysters, bbl.	.....	11 00
Cape Cod Shell Oysters—		
5 gal. (wine) cans	.....	10 50
3 gal. (wine) cans	.....	6 50
1 gal. (wine) cans	.....	2 25
Oyster pails (pints), 100	.....	1 50
Oyster pails (quarts), 100	.....	2 10
Clams, med., bbl.	.....	9 00
Clams (med.), per bbl.	.....	9 00

FRESH FROZEN SEA FISH.

Herring, large sea, lb.	.....	0 09
Herring, frozen lake, lb.	.....	0 06
Halibut	.....	18 19
Halibut (medium)	.....	20
Haddock	.....	08 09
Mackerel	0 14	0 18
Cod—Toms	.....	3 00
Cod steak, fancy, lb.	09½	10
Salmon, Red	18½	20
Salmon, pale	14½	15
Salmon, Gaspe	.....	26

FRESH FROZEN LAKE FISH

Pike, lb.	0 09½	0 11
Perch	0 12½	0 13
Whitefish, lb.	0 12½	0 13
Whitefish (small)	0 09½	0 12½
Lake trout	0 18	0 19
Eels, lb.	.....	0 12
Doree	0 12½	0 13

FRESH FISH

Barbotte	0 12	0 14
Haddock	0 08	0 12
Steak cod	0 10	0 11
Market cod	.....	0 07
Carp	0 12	0 13
Dore	0 16	0 18
Lake trout	0 19	0 20
Brook trout	.....	0 35
Pike	0 12	0 13
B. C. Salmon	0 30	0 32
Salmon (Qualla)	.....	0 13
Gaspereaux, lb.	.....	0 06
Gaspereaux, each	0 04½	.....
Gaspereaux herring (100)	3 50	.....
Western Halibut	.....	0 24
Eastern Halibut (chicken)	.....	0 20
Eastern Halibut (med.)	0 22	0 25
Flounders	0 08	0 10
Perch	.....	0 09
Bulheads	.....	0 13
Whitefish	0 13	0 18
Whitefish (small)	0 09	0 09½
Eels	.....	0 13
Mackerel, lb.	.....	0 30
Smelts, No. 1	0 18	0 19
Smelts, No. 2	0 11	0 12
Smelts, No. 1 large	.....	0 24

Hogs Register 5 Cts. Decline

Toronto.
PROVISIONS.—Live hogs declined 50c to \$20.25 per cwt., fed and watered, early in the week, though whether this level will be maintained or not was uncertain at time of going to press. Some quotations of \$20.50 were being made, and whereas the general feeling is that prices should go lower, it seems difficult to bring quotations down to stay for any length of time. The run is rather light and expected to remain so for a short period. Dressed meats held very firm during the week, and no change of any great importance has been noted. The demand continues fair and supplies ample for present requirements.

Hams—		
Medium	0 37	0 38
Large, per lb.	0 29	0 32
Bacon—		
Plain	0 41	0 48
Boneless, per lb.	0 46	0 50
Bacon—		
Breakfast, per lb.	0 37	0 41
Roll, per lb.	0 34	0 36
Wiltshire (smoked sides), lb.	0 38	0 42½
Dry Salt Meats—		
Long clear bacon, lb.	0 29½	0 31
Fat backs	.....	0 32
Cooked Meats—		
Hams, boiled, per lb.	0 49	0 50
Hams, roast, without dressing, per lb.	0 46	0 51
Shoulders, roast, without dressing, per lb.	0 43	0 48

Barrel Pork—		
Meas pork, 200 lbs.	55 00	58 00
Short cut backs, bbl., 100 lbs.	61 00	63 00
Pickled rolls, bbl., 200 lbs.	57 00	59 00
Hogs—		
Dressed, 70-100 lbs. weight	28 50	31 00
Live, off cars	.....	20 50
Live, fed and watered	.....	20 25
Live, f.o.b.	.....	19 50

Shortening Holds In Firm Position

Toronto.
SHORTENING.—The market has held firm and unchanged during the week, with a very fair demand reported. Retailers show a disposition to purchase only what they will require for immediate sale, which provides for a fair movement. Supplies are ample for present demands and no shortage is expected to develop if allotments come through as required.

Shortening, tierces, 400 lb., lb. 0 26 0 26½
In 60-lb. tubs, ¼-½c higher than tierces;
pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Lard Receipts Show Falling Off

Toronto.
LARD.—The receipts of lard show a slight falling off in line with the light run of hogs noticeable during the past week or so, but supplies, however, are ample for present demands. There is no surplus accumulating under present conditions of production and sale, and, whereas in some quarters a future shortage would not be unexpected, others feel that supplies will be available as required. Quotations have held firm during the week.

Lard, pure, tierces, 50 0lbs., lb. 0 30½ 0 32
In 60-lb. tubs, ¼-½c higher than tierces;
pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Margarine Holds In Firm Market

Toronto.
MARGARINE.—Prices on margarine have been firmly held during the week, and a fair volume of trade is being done, though the demand has shown a little slowing up. Supplies are coming through in ample volume.

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

Butter Shows Signs Of Easing Off

Toronto.
BUTTER.—There is a little easier feeling in respect to butter, and the general tone following a rather erratic week is that lower levels will be reached within the next couple of weeks. Fresh made is still selling at around 45c to 46c per pound. Storage stocks are cleaned up and dairy butter is reported scarce.

Creamery prints, fresh made	0 45	0 47
Creamery solids, fresh made	0 44	0 47
Dairy prints, choice, lb.	0 38	0 40
Dairy prints, lb.	0 34	0 36

Eggs Register Decline; May Go Lower

Toronto.

EGGS.—An easier tone is noticeable in respect to eggs, and a considerable decline has been effected during the week, with a slightly lower level expected during the next few days. Dealers have been working at a disadvantage in respect to this commodity, but the new basis being reached will, it is thought, place this branch of the business on a more equitable basis with the markets to the South. Receipts continue heavy and the large consumption remains in evidence. Quotations now range around the following figures:

Eggs—		
New-laid, in cartons	0 41	0 46
Do., loose, doz.	0 40	0 42

Cheese Holds Firm And Unchanged

Toronto.

CHEESE.—The market remains firm and unchanged during the week. Increased production is reported from practically all centres, and shipments of fresh made are reaching the market quite freely. The demand remains about the same.

Cheese—		
New, large	0 23	0 24
Old, large	0 24	0 25
Stilton (new)	0 26	0 27
Twins, ¼c lb. higher than large cheese.		
Triplets ¼c lb. higher than large cheese.		

Poultry Slightly Easier; Receipts Improve

Toronto.

POULTRY.—Prices have shown a decline of about 1c per pound during the week, and an improvement in receipts is to be noted. The demand has eased off a little from the brisk movement of last week. Spring chickens are being offered, prices to the trade ranging from 60c to 70c per pound.

Prices paid by commission men at Toronto:		
	Live	Dressed
Ducks	\$0 30	\$0 30
Turkeys	0 26-0 28	0 30-0 35
Roosters	0 20-0 25	0 22-0 24
Hens, over 5 lbs.	0 28-0 30	0 28-0 30
Hens, under 5 lbs.	0 25-0 28	0 25-0 30
Chickens, Spring	0 40	0 50
Squabs, dozen	4 50	
Prices quoted to retail trade:		
Hens	0 28	0 37
Chickens, Spring	0 60	0 70
Ducks	0 30	0 34
Turkeys	0 36	0 40

Lake Fish Coming In Larger Quantities

Toronto.

FISH.—A much larger supply of fresh lake fish is reaching the local market, and an improvement in receipts of fresh sea fish is also to be noted. Prices show practically no change, though trout and whitefish are somewhat easier in some quarters. Business is reported good, a splendid consuming demand being in evidence. Prevailing quotations follow:

SMOKED FISH.		
Haddies, per lb., new cured	0 12	0 13
Chicken haddies, lb.	0 11	0 12
Haddies, fillets, per lb.	0 15	0 17
Finnan haddies, lb.	0 12½	0 13

PICKLED AND DRIED FISH.

Kippered herrings, per box	1 75	2 00
Digby herring, skinless, 10-lb.		2 25
PICKLED AND DRIED FISH.		
Acadia cod, 20 1-lb. blocks		3 40
Acadia cod, 12-2-lb. blocks	4 25	4 50
Strip cod, lb.	0 12	0 16
Quail on toast, 24 1-lb. blocks, lb.	0 12½	0 13
Skinless cod, 100-lb. boxes, lb.	0 11	0 12
Hallfax shredded cod, 24s.		2 20
Salt Mackerel, kits, 20 lbs.		3 00
Labrador salt herring, barrels		
Do., half barrels	5 50	6 00
Herring, pickled, keg 100 lbs.		6 00

FRESH SEA FISH		
Brills, dressed, lb.	0 10	0 10
Cod, stenk, lb.	0 10	0 11
Do., market, headless, lb.		0 09
Flounders, lb.	0 08	0 10
Halibut, medium, lb.	0 21	0 22
Do., chicken, lb.	0 20	0 21
Do., large	0 20	0 21
Haddock, lb.	0 08	0 09
Herring, lb.	0 05½	0 06
Plaice, dressed, lb.		0 10
Soles, dressed, lb.		0 10
Salmon, Red Spring, lb.		0 25

FRESH LAKE FISH		
Herring, lb.		0 13
Trout, lb.	0 15	0 16
Whitefish, lb.	0 17	0 18
Ontario Government Fish		
Herring		0 08
Pickereel		0 11½
Sturgeon		0 20
Trout		0 11½
Whitefish		0 11½

VEGETABLE OILS TO REACH CANADA IN BOND

The War Trade Board of the United States announces that applications for licenses authorizing the exportation to Canada of vegetable oils, imported from the Orient, entering the United States at Pacific coast ports and passing through, in bond, on through export bills of lading, will be favorably considered, provided the shipments have been purchased by Canadian concerns for consumption in Canada and they are routed to pass into Canada at Duluth, Minnesota, or at a border point west thereof.

FIRE SWEEPS STEVESTON, B.C. Practically Wiping Out the Business Section—Large Canneries Destroyed—Loss Nearly Half a Million

Fire which swept Steveston, B.C., recently, the centre of the fishing industry on the Fraser River, destroyed four big canneries with a pack of 27,300 cases of canned salmon, innumerable fishing boats and gear, together with a large portion of the town of Steveston, and caused a monetary loss of approximately \$440,000. Insurance on the canneries will cover their losses rather fully. At least 100 residences occupied by Japanese and Chinese fishermen were laid waste, while the business section of the town has but one building standing.

APPOINTED INSPECTOR

Walter S. Potts, formerly a commission and provision merchant, has been appointed inspector under the food regulations for New Brunswick. Members of the Provincial Food Board who visited Ottawa recently reported on their return that they did not believe that the authorities would insist on the return of broken packages unless the quantity

held was unreasonably large. Mr. Potts has indicated that this is the policy which he will follow and that it is the persons who are hoarding excessive stocks and not the householder with part of a barrel of flour on hand that he will look for. So far returns of flour and sugar to the grocers have been practically negligible.

A BUMPER PEANUT CROP

The production of peanuts in the six leading States for this product increased more than 58 per cent. last year, from 35,324,500 bushels to 60,222,000 bushels, according to official figures issued by the United States Department of Agriculture. Commenting upon these figures the Department's report says that the increase "proved to be greatly needed, and there is every indication that large increases will be readily absorbed in 1918. The peanut is especially valuable because of the oil it contains, for which the need is great. In the South, especially, soy beans and peanut meal are proving very satisfactory as partial substitutes for wheat. Both soy beans and peanuts are of great value as forage crops."

PUTS BAN ON EXPORT

The Dutch East Indies has prohibited the exportation of tobacco, sugar, pepper, tea, coffee, copra, petroleum, vegetable oils, hides and skins except under license. This is an extension of the previous export license list which included tin, quinine and kapok.

SUGAR FROM GRAPES

The deficiency of sugar in the Turin district of Italy has created an incentive for studying the question of substitutes, and the Italian Government has caused to be manufactured a type of loaf sugar combined with saccharine. The question of obtaining sweetening substances from plants and fruits has naturally been studied by scientists, and a new product called "honey of grapes" has been produced by a special process and patented apparatus by Professor Monti. By means of this process a grape sugar resembling honey is secured through evaporation. It has a great advantage over other sugar substances in that it contains no water and therefore does not change in quality even if kept for a long period.

A GIGANTIC WHEAT CROP PROSPECT

The Chamber of Commerce of the United States through its Committee on Statistics and Standards, estimate a possible yield of 650,000,000 bushels of wheat in the United States, the greatest winter wheat crop since the record-breaking yield of 1915, together with a probable increase of 15 per cent. in the acreage of spring wheat.

ARE YOU GOING OR COMING?

This is a reprint of an advertisement well worth your reading. It appeared in full page space in the *Chicago Tribune*. It was written by Wm. Hart, one of the best known advertising men in the United States. It can be applied equally well to Canada and to Canadian business men.

WHAT is your business going to be after the war—an institution or a memory? Are you grooming yourself for second place—for oblivion—or for leadership? You may have anything you want—but you must decide *now*.

You cannot eat our cake and have it too. You cannot hide your head in the sand until the storm is over and then make the public believe that you are one of the country's big, bold captains of industry.

This country isn't going out of business!

J. Pierpont Morgan, the elder, made his money "by always being a bull on the United States!" No matter what else went up or down, he always played the United States for a rise. Don't you think he would play the game the same way today—and don't you think he would win bigger than ever?

Have you a better system to suggest? Are you playing it? And is it working? And does your pessimism make you happy? Or are you a little more nervous, a little less confident each day? And has your state of mind anything to do with your fitness to hold a big business together and to maintain or increase its momentum?

The country's going ahead just the same—with or without you—but don't you wish, just for your own sake, that you had a little more of that Morgan faith and optimism and the courage they breed?

This war period is the acid test! It's going to spotlight the big men in American business—the creators, the men of imagination, foresight and staying-power—the men who were "always bulls on the United States."

IF your business is built on *publicity*—on the public's knowledge of you and its good-will toward you—are you going to keep that knowledge alive and that good-will active—or not?

Suppose you can't fill your orders now—suppose your facilities are all taken up with war work—or you can't get enough cars to ship in—or the public isn't buying your goods just now—or any one of a thousand things—are you going to invite the public to forget you?

Suppose the war lasts five years and you can't make a dollar during that period and your normal profits are a million dollars a year, is it worth anything to you to keep your good-will active and growing—and to position yourself for a profit of one or two millions a year after the war?

How much is your good-will worth—isn't it easily worth ten times your annual earning capacity? Do you want to forfeit an asset like that just because you can't cash in on it for a year or two, or maybe five? How long has it taken you to build it—and how much has it cost you? Do you want to buy it all over again? Do you think you can buy it any more quickly or cheaply the next time?

And how long do you think it will be good for in these times, when the public has more to think about besides you than it ever had before? The public has a short memory. Are you willing to risk its forgetfulness—even to invite it? Figure it out in dollars and cents. *Can you afford it?*

RETRENCH? Of course! But *retrenchment* does not mean *retreat*. To *conserve* does not mean to *quit*.

Retrenchment means "stripping for action"—that's all; cutting out the impedimenta and getting down to real business. American business must now be "stripped for action"—but stripping does not mean starving. You have to strip an athlete, but you cannot starve him and make him win. You merely stop feeding him cocktails and candy and give him milk and meat instead!

Are you Going or Coming?

Continued from page 70

And conservation means the *development* of resources instead of their *waste*—that's all. When the government started in to conserve the forests it didn't *neglect* them. It hired good *men* and spent good *money* to develop them. That's what conservation means — *development* through proper care and *nourishment*. You don't believe in *deterioration*, do you? Then you do believe in conservation.

Words like retrenchment and conservation scare some men out of their senses. But the truth is that retrenchment and conservation are the two best things that ever happened to us. It will be worth the huge financial cost of the war to get them permanently into the fabric of American business. Before we're ten years older we'll all thank God that something happened to put these two words into our vocabulary—or we'll be out of business—listed among the casualties of war.

WE DON'T believe that American business men are quitters—that in the face of present conditions they intend to create a *new* tradition of *retreat*. We must learn a new technique of business, a better one, one that's going to give us more and better business. But no real business man ever hesitated before new and difficult problems. These are the things that weed out the unfit and make business better, healthier, sounder for everybody that's left.

That's what is happening right now. A good many businesses are losing ground that it would be easier to hold than it ever will be to regain. Good-will does not stand still—it goes forward or back.

The calmest judges of affairs in the country prophesy a post-war period of prosperity for America such as the world has never seen! And every man who thinks knows that it is true. The figures of after-the-war trade are going to stagger even the optimists. A *world* is to be rebuilt, re-clothed, re-furnished and restocked—entertained, amused and educated all over again. The institutions that build their places in the public good-will *now* are going to do the job—at enormous profit and satisfaction to everybody concerned.

The world's present facilities are totally inadequate to the new job. The only sane course for American business men, therefore, is to build *now* for the future. The real leaders in every industry *must* do it—and *will* do it—because it is the price of leadership.

BUSINESSES that are firmly entrenched in the public *mind* and the public *good-will* when the war ends are going to make fortunes while the others are getting started! Yours will not be one of them unless you lay the foundation *now*.

The best proof that the MacLean publications are performing a real service is found in the fact that each publication is showing a gain in circulation and this in spite of an increase in subscription price due to increased costs.

The MacLean publications are keeping abreast of new conditions, and are enabling their readers, by very practical plans and suggestions to meet successfully the ever changing conditions due to the war.

Here is the list. Every publication is a leader in its field.

One Commercial Newspaper—
The Financial Post Weekly

Six Trade Newspapers—

<i>Hardware and Metal</i>	Weekly
<i>Canadian Grocer</i>	Weekly
<i>Dry Goods Review</i>	Monthly
<i>Men's Wear Review</i>	Monthly
<i>Bookseller and Stationer</i>	Monthly
<i>Sanitary Engineer</i>	Semi-Monthly

Two Magazines—

<i>MacLean's Magazine</i>	Monthly
<i>Farmers' Magazine</i>	Semi-Monthly

Five Technical Newspapers—

<i>Canadian Machinery</i>	Weekly
<i>Power House</i>	Monthly
<i>Canadian Foundryman</i>	Monthly
<i>Marine Engineering</i>	Monthly
<i>Printer and Publisher</i>	Monthly



The Egg-O Guarantee goes farther than the tin—it goes right into the baking itself.

And whether the housewife uses sweet milk, sour milk, buttermilk or water, the results are always tip-top when she has a supply of Egg-O Baking Powder on hand.

Besides, when in addition to this reliability is added the economy of Egg-O—a smaller quantity is required than of ordinary baking powder—it is no wonder that Egg-O Baking Powder stands high in the estimation of housewives everywhere.

Every good grocer should handle and recommend Egg-O—the baking powder that never disappoints.

Egg-O Baking Powder Co., Limited

HAMILTON, CANADA

Imperial Rice Milling
Co., Ltd.
VANCOUVER, B.C.



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

Navel
Oranges

Nova Scotia and
Georgian Bay Brand
Apples

Tomatoes

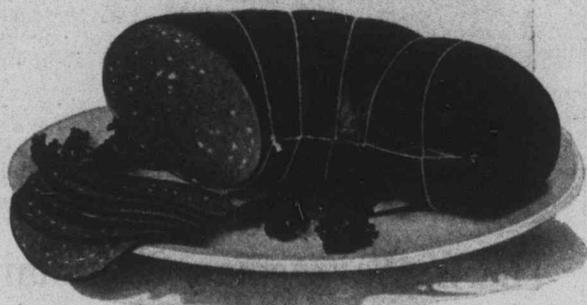
Get in touch with
us to-day

Lemon Bros.
Owen Sound
Ont.

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

Feature these lines —they're trade-winners

SET aside part of your Provision Counter these next few weeks to feature some of the following tempting lines of Davies' Smoked and Cooked Sausage. Each variety is different and each has characteristically good qualities which your customers will appreciate.



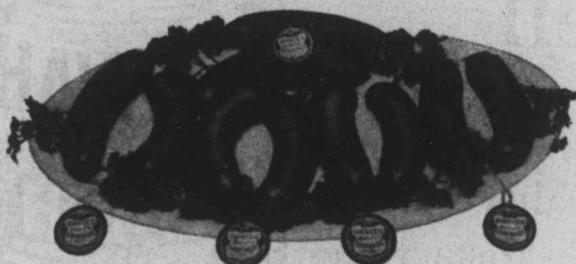
Davies Quality Thick Bologna

A delicious cold luncheon sausage for slicing, and excellent for sandwiches. It is prepared from choice pork and beef, seasoned with the best condiments, and makes a most tempting product, inviting in appearance and appetizing in taste. Moreover, it has always proved an excellent seller.



Davies Quality Ham Bologna.

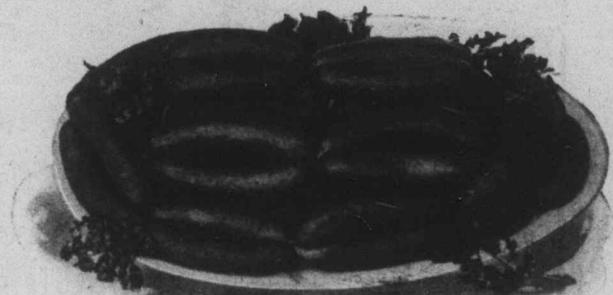
Always a popular dish for the summer months. These delicious Bologna Sausages are made from choice pork and beef, filled in beef middle casings, and make a delightful cold luncheon treat. They're fine for sandwiches, too.



Davies Quality Belforts.

Davies Belforts are made from the choicest meats, tastily flavored and perfectly seasoned. They weigh three or four pairs to the pound and retail at a reasonable price.

Everybody likes them. They're in a class all their own—delighting the consumer—bringing profit and trade to the dealer.



Davies Quality Weiners.

We prepare them from choice meat cuts, and the seasoning is just enough to make them tasty. They are fine for "Dutch Lunch" with potato salad, and are very popular as a supper dish. About 10 to 12 sausages make up a pound.

THE WILLIAM DAVIES COMPANY LIMITED

Montreal

TORONTO

Winnipeg

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

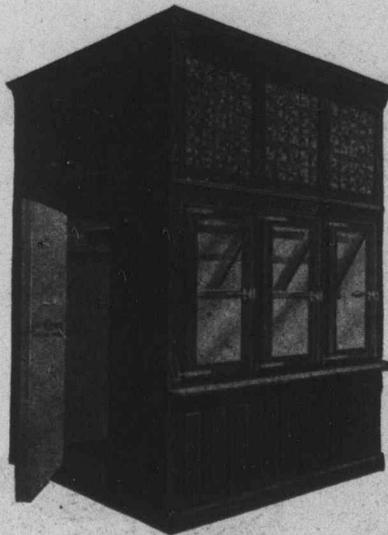
Back Bacon

Skinned Backs
 Boned Backs
 Backs in Casings
 Sugar Cured, Mild and Sweet.

These furnish a delightful change from Ham and Bacon.

F. W. FEARMAN CO.
 Limited
 HAMILTON

YOU WANT TO WIN THE WAR?
 Then save the ice. Ice costs money. Look into **FREEMAN'S Dry Air REFRIGERATOR**



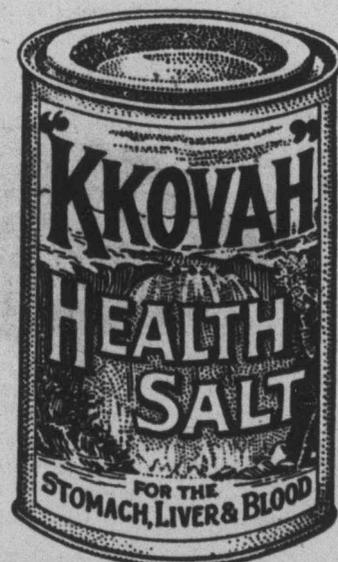
Dry Air means better storage. Better storage better meats. Good Meats mean better trade. Better Trade means Bigger Business, Bigger Profits. This is what the merchant of today is looking for. We can help you in this line. **ASK FOR A CALL.** Buying a cheap refrigerator to save money is like stopping the clock to save time. Write for a catalogue, which will contain a full line **AND GROCERS.**

of different styles for **BUTCHERS**
 Manufactured by
The W. A. Freeman Co., Limited
 Hamilton, Ont.
 TORONTO—114 York Street, near King.
 MONTREAL—D. H. H. Neil, 16 Notre Dame St. Uptown 8547.



Quality Must Tell

That is why you should feature the Kkovah lines. They are quality goods and will give satisfaction always. And satisfied customers mean enhanced good-will.



K KOVAH
 CUSTARD

AND

K KOVAH
 HEALTH SALT

Sole Agents for Canada:

Maclure & Langley, Limited

TORONTO

WINNIPEG

MONTREAL

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

What is this CHICKEN CHOWDER CLUB?



It's a practical idea, Mr. Merchant, designed to boost production of meat and eggs, and to increase your sales and your profits at the same time.

Will you start a branch of the Club in your own community. We will help you in every way—supply you with Circulars for distribution, Poultry Books for customers, Eye-Catching Posters for your store, etc.

With a number of valuable prizes to stimulate your customers' interest, your sales of Purina Poultry Products will not flag. We want to sell your customers through you, and the profits make the deal very worth while from your point of view.



Let us make the proposition clear. Send a card for full particulars.

The Chisholm Milling Company, Limited Toronto

Do you need a good man?

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

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

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

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

Send along your ad. to-day.

The Canadian Grocer
143-153 University Ave., Toronto



Custard that compels custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
WATFORD MFG., Co., Ltd.
Delectaland, Watford,
England.

Freemans
FOOD PRODUCTS
Watford



Suggest Klim for Picnics

When your customer is buying for her picnic this summer, suggest that she take Klim along. Klim will occupy small space in the picnic hamper, but will loom large when eating time comes. Pure pasteurized, separated milk in powder form. Klim is handy and does away with sloppy milk bottles. Once your customer has used Klim, make no mistake, she'll be back for more.

Your Wholesaler Can Supply You.

CANADIAN MILK PRODUCTS LIMITED

10-12 St. Patrick St., TORONTO
10 Ste. Sophie Lane, Montreal

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

This is the slicer for you

This is the meat slicer that thirty years' experience perfected.

This is

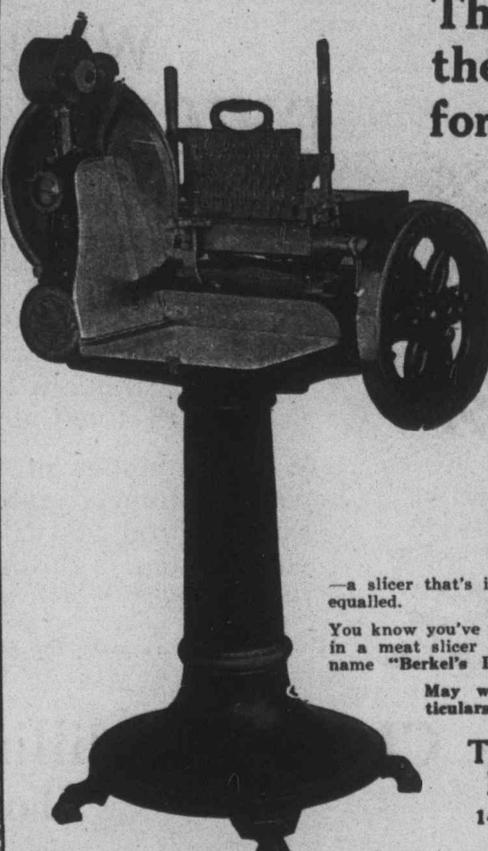
The Van Berkel Slicer

—a slicer that's imitated but never equalled.

You know you've got the real thing in a meat slicer when you see the name "Berkel's Improved Patent."

May we send you particulars?

The Hobart Mfg. Co.
149 Church St.
TORONTO



She'll come back for more

Indian Chief Brand Clams

We don't care how particular that hard-to-please customer of yours may be you can meet her ideal of quality and deliciousness by handing her a can of these high grade Clams.

Their quality is supreme. They are put up the very day they are taken from the Clam beds and sealed securely without solder or acid.

Look for steady repeats after a first sale. Show Indian Chief Brand Clams constantly.



SHAW & ELLIS

POCOLOGAN, N. B.

Tobin's "Peerless" Soldiers' Comfort Boxes

FOR OVERSEAS MAILING 7 and 11 lb. sizes, made in two sections. Outside cushioned casing and inside reinforced lining. Practically two boxes in one. Tested to 37 lbs. square inch. They sell themselves on show. Dealers write.

J. TOBIN & SONS (Sons on Active Service)
Ottawa, Canada

"Peerless" Overseas Boxes, Sanitary Containers and other Trench Specialties.



Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing 1/4, 1/2 or 1-lb. packets.

R. E. BOYD & COMPANY
Agents for the Province of Quebec
15 STE. THERESE ST. - - MONTREAL

DONALD H. BAIN CO.
AGENTS FOR THE CANADIAN NORTH-WEST

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

Holbrook's

Imported
**Worcestershire
Sauce**

This is a delicious line that will always repay your best selling efforts. Never be without a generous supply of Holbrook's — it's a certain repeater.

We will fill your requirements at pre-war prices.

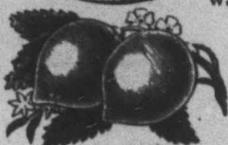
The following are also quick movers: Imported English Malt Vinegar, Sardines, French Olive Oil and Custard Powders.

ROSE'S LIME JUICE

The Big Summer Repeater

Its popularity as a temperance beverage has been well established for over half a century.

It leads today. Show it to your customers and recommend it always.



Holbrooks, Ltd.
Toronto and Vancouver



As Food and Dessert

Junket Tablets have a ready sale, both for making food for the little ones and for making delicious desserts for grown-ups. Junket is served plain or with fruit, berries, nuts, etc., and it also makes better, smoother ice cream.

Junket

MADE with MILK

Known and used by physicians and nurses everywhere and recommended by them for many years.

Sold in packages of 10 Tablets. Retail at 12c, with a substantial profit.

Advertised in leading Canadian magazines that cover the Dominion.

Chr. Hansen's
Canadian Laboratory
Toronto, Canada



World Dominance for Germany in 25 Years, But—

BUT Germany made the irretrievable error of going to war. Between the Kaiser and World Autocracy there stands to-day the Allied Line—Canadians adding their strength and steel to its unbreakable fibre of magnificent manhood, and most modern war metal. Nevertheless, Sir John Willison, Chairman of the Canadian Industrial Reorganization Association, said in dead earnest to the Toronto Branch of the Canadian Manufacturers' Association, that Germany would have achieved world dominance in 25 years at the rate she was progressing without going to war, because the other countries were not protecting their resources.

Tariff and Industries Essential to Canada

This you can read in THE FINANCIAL POST of May 18th on page 1 under the heading "Prosperity of Canada Demands a Tariff Policy." Here is a powerful contribution to the constructive thought of Canada to-day for war-problems and after-war problems. This is an article worth your closest, most businesslike attention. Get a copy of THE POST and see it. You'll enjoy it. You'll value it. Merely the mention of some of its matter in a circle of keen business men will start conversation worth listening to. Try this. Then you'll realize quickly one of the big benefits of a regular subscription to THE FINANCIAL POST, the Canadian Business Newspaper, that makes business men bigger and more prosperous. Here are some other headlines from THE POST of May 18th:—

- How Canadian Exports Help Allied Cause. Our Investment Relations With the States.
- Violation of Contracts by Courts a Menace to Canadian Credit.
- Activity of Our Industries Will be Continued.
- Eastern Cities Show Decided Improvement.
- War Tax Subscriptions by Conscription.
- Earlier Closing in Banks Brings Other Changes.
- How Bank Managers Analyze Customers' Statements.
- Canadian Crop Reports—Alberta Record Coming.
- B. C. Legislature and Mortgage Amendments.
- Browning "Gun-man" for U.S. Army. News of Securities.

By no means all the interesting features of business value in this number of THE POST are here given, but enough to indicate to you the scope of THE FINANCIAL POST. THE POST is a paper you'll like. Try sending for a test subscription by filling up this coupon.

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me THE FINANCIAL POST each week till further ordered. I will send subscription price (\$3.00 per year) on receipt of bill, or you may draw on me for this.

Name

Address

C.G. 5C.

Appetizing Wholesome Customer Pleasing



BRUNSWICK BRAND SEA FOODS

have won the esteem of the Canadian public because of their unvarying excellence.

To-day, when fish as an article of diet is becoming still more popular, no live grocer should neglect to feature such a line of positive quality as Brunswick Brand.

Selling Brunswick Brand will repay you not only in respectable profits but in increased customer satisfaction and better sales.

We append a list of Brunswick Brand favorites. Look it over and see what lines you're short of.

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



Connors Brothers Limited BLACK'S HARBOR, N.B.

QUOTATIONS FOR PROPRIETARY ARTICLES SPACE IN THIS DEPARTMENT IS \$65 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10-case lots	Per doz.
Dime	\$ 1 15	
4-oz.	1 65	
6-oz.	2 45	
8-oz.	3 10	
12-oz.	4 65	
16-oz.	5 90	
2 1/2-lb.	14 60	
5-lb.	27 35	

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.	Per doz.
Blackberry	\$3 00
Currant, Black	3 20
Plum	2 90
Pear	2 90
Peach	2 90
Raspberry, Red	3 30
Raspberry and Red Currant.	3 00

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
1/2 Pts. Delhi Epicure	\$1 75
1/2 Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKE DBEANS WITH PORK

Brands—Canada First, Simcoe Quaker

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1 1/2's (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
2 1/2's Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.50 doz.; Family, Chili Sauce, \$2.50 doz. The above 2 doz. to case, 10's, 1/2 doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$10.	

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	\$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 65
5's Tin, 8 pails in crate, per pail	0 54
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 18
30's Tin or Wood, one pail crate, per lb.	0 18

BLUE

Keen's Oxford, per lb. In cases 12—12 lb. boxes to case

COCOA AND CHOCOLATE THE COWAN CO., LTD. COCOA

Empire Breakfast Cocoa, 2 doz. in box, per doz.	\$2 45
Perfection, 1/2-lb. tins, doz.	2 45
Perfection, 1/4-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb. (Unsweetened Chocolate)	87
Supreme Chocolate, 12-lb. boxes, per lb.	36
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	90
Sweet Chocolate—Per lb.	
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 60
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6's and 7's, 8 and 12-lb. boxes	0 25
Diamond, 1/4's, 6 and 12-lb. boxes	0 25
Isings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in 1/2 lb. packages, 2 and 4 doz. in box, per doz.	1 30
Chocolate Confections—Per doz.	
Maple Buds, 5-lb. boxes	\$0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 39
Chocolate wafers, No. 2, 5-lb. boxes	0 35
Nonpareil wafers, No. 1, 5-lb. boxes	0 35
Nonpareil wafers, No. 2, 5-lb. boxes	0 35
Chocolate ginger, 5-lb. boxes	0 42
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Nut milk chocolates 1/4's, 6, lb. boxes, lb.	0 39
Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake	0 75
Almond nut bars, 24 bars, per box	0 95

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

Necessary to Consult Directory



The wrong telephone number is likely to be given if you depend on your memory or on old telephone lists.

The few seconds spent in making sure of the number by consulting the directory will often save you annoyance and delay.

"Directory First is a Good Motto"

The Bell Telephone Co. of Canada

"Good Service . . . our true intent."



See how it sells

Barnes Pure Concord Grape Juice is popular. Its delicious wholesomeness has an effective appeal to every lover of a high-class beverage.

Show your stock prominently.

The
Ontario Grape Growing
and Wine Mfg. Company
ST. CATHARINES, ONTARIO



Pack Eggs Now for Winter Use

Preserving Eggs for Home Use

(Taken from Government Recipe)

KIND OF EGGS.—Fresh and clean. Do not use eggs that float. When eggs are slightly soiled, remove such stains with cloth dampened with vinegar. Do not pack dirty eggs under any circumstances.

WATER GLASS METHOD.—1 quart Sodium Silicate (Water Glass) and 9 quarts water that has been boiled and cooled. Place mixture in 5-gallon crock or jar. This is sufficient to preserve 15 dozen eggs. Larger amounts in proportion. Jars should be thoroughly clean and scalded. Allow 2 inches of solution to cover eggs. Place jar containing eggs in a cool, dry place. Jars should be well covered to prevent evaporation. Waxed paper covering and tied around top will answer. It is not advisable to use Water Glass Solution the second time.

Show these crocks to your customers, just the thing for packing eggs. Should be a big seller right now. Write for folder showing complete line and prices.

The Toronto Pottery Co.

LIMITED

617-618 Dominion Bank Bldg.
King and Yonge, Toronto

Get the "Grocers' Encyclopedia"—

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

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

Price Prepaid \$10.50.

Technical Book Dept.— MacLean Publishing Company
143-153 University Ave. - Toronto

Extra Fancy Winesap Apples

CALIFORNIA LATE VALENCIA
ORANGES—Best Brands.
California and Messina LEMONS
BANANAS

Strawberries, Pineapples
FLORIDA TOMATOES

Finest stock obtainable.

NEW CABBAGE

Carrots, Beets, Beans, Green Peas
Arriving at much lower prices.

TEXAS BERMUDA ONIONS
Well Cured, Dry Stock. Fine Quality.

New Maple Syrup and Sugar
Peanuts Candies Gum

FIGS and DATES

*If it is to be had, we have it.
Send us your orders for prompt service.*

DUNCANS LIMITED

North Bay Sudbury Cobalt Timmins

NOW

ARRIVING FREELY

Fancy Quality
and in Prime Condition

Strawberries

Full quart boxes, 24 to case.

Pine Apples Oranges

NEW

Cabbage, Potatoes, Wax
and Green Beans, Carrots,
Beets and Tomatoes.

HUGH WALKER & SON

Established 1861

Guelph, Ontario

JELL-O

GENESEE PURE FOOD CO.

Assorted case, contains 2 doz.,
per doz. \$1 15
Lemon, 2 dozen, per doz. 1 15
Orange, 2 dozen, per doz. 1 15
Raspberry, 2 dozen, per doz. 1 15
Strawberry, 2 dozen, per doz. 1 15
Chocolate, 2 dozen, per doz. 1 15
Cherry, 2 dozen, per doz. 1 15
Vanilla, 2 dozen, per doz. 1 15
Weight: 2 doz. case, 8 lbs. Freight
rate, 2d class.

JELL-O ICE CREAM POWDERS

Assorted case, 2 doz., per doz. \$1 17½
Chocolate, 2 doz., per doz. 1 17½
Vanilla, 2 doz., per doz. 1 17½
Strawberry, 2 doz., per doz. 1 17½
Lemon, 2 doz., per doz. 1 17½
Unflavored, 2 doz., per doz. 1 17½
Weight, 11 lbs. to case. Freight
rate, 2d class.

KLIM

Hotel size, 6 10-lb. tins to
case \$15.50
Household size, 1-lb., 24 to
case 6.30
Sample size, 4-oz., 48 to case 4.50

**THE CANADA STARCH CO.
LTD., EDWARDSBURG
BRANDS and
BRANTFORD BRANDS**

Laundry Starches—
Boxes Cents
40 lbs. Canada Laundry09½
40 lbs., 1 lb. pkg., White
Gloss10
48 lbs., No. 1 White or Blue
Starch, 8-lb. cartons10½
100-lb. kegs, No. 1 white.. .10
200-lb. bbls., No. 1 White.. .10
30 lbs., Edwardsburg Silver
Gloss, 1-lb. chromo pkgs.. 11½
48 lbs., Silver Gloss, in 6-lb.
tin canisters13
36 lbs. Silver Gloss, in 6-lb.
draw lid boxes13
100 lbs., kegs, Silver Gloss,
large crystals11
40 lbs., Benson's Enamel
(cold water), per case.... 3.25
30 lbs. Casco Refined Potato
Flour, 1-lb. pkgs.18
Celluloid, 45 cartons, case.. 4.50
Culinary Starch.
40 lbs., W. T. Benson & Co.'s
Celebrated Prepared11½
40 lbs. Canada Pure Corn.. 10½
20-lb. Casco Refined Potato
Flour, 1-lb. pkgs.18
(20 lb. boxes, ¼c higher, except
potato flour)

BRANTFORD STARCH

Ontario and Quebec.

Laundry Starches—
Canada Laundry \$0 09½
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. 1 10
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. 0 10½
Barrels, 200 lbs. 0 10
Kegs, 100 lbs. 0 10
Lily White Gloss—
1-lb. fancy carton cases, 30
lbs. 0 11
8 in case 0 12½
6-lb. toy trunks, lock and
key, 6-lb. toy drum, with
drumsticks, 8 in case.... 0 12½
Kegs, extra large crystals,
100 lbs. 0 10½
Canadian Electric Starch—
Boxes containing 40 fancy
pkgs., per case 3 25
Celluloid Starches—
Boxes containing 45 cartons.
per case 4.50

Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. 0.10

SYRUP

**THE CANADA STARCH CO.,
LTD., CROWN BRAND CORN
SYRUP.**

Perfect Seal Jars, 3 lbs., 1
doz. in case \$4.95
2-lb. tins, 2 doz. in case.... 4.65
5-lb. tins, 1 doz. in case.... 5.20
10-lb. tins, ½ doz. in case.. 4.95
20-lb. tins, ¼ doz. in case.. 4.90

(Prices in Maritime Provinces 10c
per case higher).

Barrels, about 700 lbs. \$0.07
Half bbls., about 350 lbs. 0.07½
¼ bbls., about 175 lbs. 0.07½
2-gal. wooden pails, 25 lbs. 2.15
3-gal. wooden pails, 28½
lbs. 2.25
5-gal. wooden pails, 65 lbs. 5.25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case.... \$5.15
5-lb. tins, 1 doz. in case.... 5.70
10-lb. tins, ½ doz. in case. 5.45
20-lb. tins, ¼ doz. in case. 5.40

**ST. LAWRENCE SUGAR
REFINING CO.**

Crystal Diamond Brand Cane Syrup
2-lb. tins, 2 doz. in case.... \$5 50
Barrels, per 100 lbs. 5 00
½ barrels, per 100 lbs. 5 25

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley— Doz.
1 lb. \$4 00
½ lb. 2 00
Robinson's Patent Groats—
1 lb. \$4 00
½ lb. 2 00

NUGGET POLISHES

Doz.
Polish, Black, Tan, Toney
Red and Dark Brown.... .90
Card Outfits, Black and Tan. 2.50
Metal Outfits, Black and Tan. 4.50
Creams, Black and Tan 1.25
White Cleaner 1.25

**IMPERIAL TOBACCO CO. OF
CANADA, LIMITED.
EMPIRE BRANCH**

Black Watch, 9s, 1 lb. \$1 08
Bobs, 11s 0 92
Currency, 11s 0 90
Stag Bar, 8s, boxes 5 lbs. 0 96
Pay Roll, thick bars, 9s. 1 10
Pay Roll, plug, 9s and 6-lb.
caddies 1 10
Shamrock, 8s, ½ cads., 12
lbs., ¼ cads., 6 lbs. 0 96
Great West Pouches, 8s, 3-lb.
boxes, ½ and 1-lb. lunch
boxes 1 00
Forest and Stream, tins, 10s,
2-lb. cartons 1 20
Forest and Stream, ¼s, ½s,
and 1-lb. tins 1 20
Forest and Stream, 1-lb. glass
humidors 1 50
Master Workman, 8s, 2-lb.
cartons 1 00
Master Workman, bars, 6s,
2/3s, ½ butts, 9-lb. boxes,
3 lbs. 1 10
Derby 8s, 4-lb. boxes. 0 95
Old Virginia, 12s. 1 50
Old Kentucky (bars), 7s,
boxes, 7 lbs. 1 10



"Riteshape"

A word about food waste—

- An unsuitable container can waste food in a variety of ways.
- It can absorb juices and oils of food.
- It can cause the food to adhere to its surfaces and prevent removal of all the contents.
- It can break down and permit contamination of the food it carries.
- It can be so expensive as to excessively increase the cost of food dispensed in it.
- All these conditions are equally met by the "Riteshape"
- It won't absorb and waste the food.
- Every particle of the food can be removed without scraping off particles of the dish.
- It is strong and durable, amply protecting its contents.
- It has definite uses and values in the home after the food is removed from it.
- Its cost is low. Its value high.
- Get "Riteshapes" from most Canadian jobbers, or



Victoria Paper & Twine Company

TORONTO LIMITED MONTREAL

THE OVAL WOOD DISH COMPANY
Manufacturers
Delta, Ohio, U.S.A.



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

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINES

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

PROF. JOHN M. SMITH of Grinnell College

Writes from the trenches:

"From my shelter, I might say from the Rats' Club, but I do not want to put on airs, I am very happy despite the rats, the rain, the mud, the draughts, the roar of the cannon, and the scream of the shells, 'like the last wail of lost souls.'

"My underground dwelling lacks light and above all a stove. I sleep on a stretcher hung from the ceiling over which runs a road whereon all night long troops march, munition trains, and great guns roll, creaking and grinding over the stones of the way. Nevertheless, I sleep very well, provided a stretcher bearer does not call me because some poor 'poilu' must be taken to the hospital, or the rats do not grow too noisy.

"It takes only a minute to light my little oil heater and make some G. Washington's Coffee. If I knew the name and address of the good man who invented the coffee I should write him a letter of thanks and another to Mr. Campbell who makes the soups. Every night I offer up a special petition to the health and well being of both, thanks to whom I go to sleep warm and comfortable."

Many others write "G. Washington's' Refined Coffee is worth its weight in gold."

G. Washington's Refined, Soluble Coffee, adds to the comfort and relieves the fatigue of the men in the trenches. Please feature it to those having relatives and friends in the service.

Write

Edmund Littler

169 William Street, Montreal, Quebec

for particulars and advertising matter.

Cuban Pineapples

You no doubt have had enquiries from your customers for these, in fact taken their order to be delivered when prices were right. This being the case, we would suggest to you that this coming week would be a good time to get your supply. Our Diamond D. or Monogram brand will not only satisfy, but please your most particular customer. Get our prices before ordering your supply.

Full line of all other fruits always on hand.

McBRIDE BROS.

35 Church Street, Toronto, Ontario



Here's MONEY for YOU

A Nugget Broom will appeal to a woman the minute she takes it in her hand. She appreciates that lightness so rare in a good quality broom. There's a genuine opportunity for you to make money on

"NUGGET" BROOMS

"Nugget" Brooms will bring big business to you, satisfied customers, moderate prices, good profits and quick turnovers.

Write for prices and particulars on Nugget Brooms to

Stevens-Hepner Co.,
LIMITED

Port Elgin, Ont.

Also makers of the famous Keystone line.



Abundance of Seasonable Goods arriving daily

Strawberries

Cucumbers

Pineapples

Cocoanuts

Bananas

Cabbage

Asparagus

Tomatoes

Seedless

Valencias

Grapefruit

Oranges

Fancy Boxed Apples

Lemons

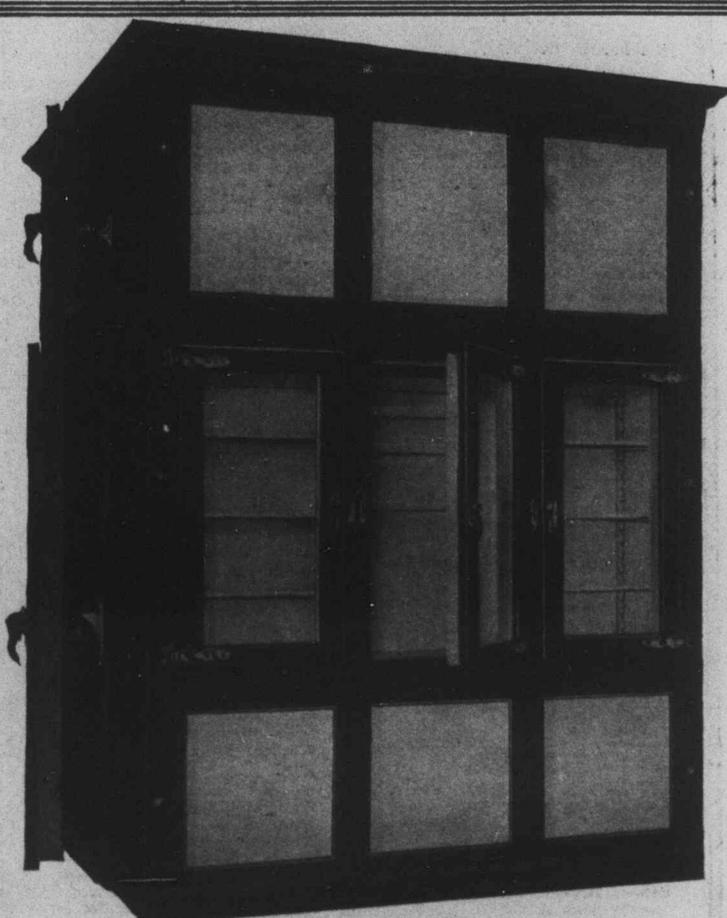
Regular supply of bananas arriving and selling by the pound

WHITE & COMPANY, LIMITED

Importers from the Principal Southern Markets

Branch at Hamilton

TORONTO



Let this be your
(Perishable)
Food Controller

The proper preservation of your perishable food supplies is a subject worthy your most serious consideration. After 30 years' practical experience we can safely assert that the

Eureka

to-day represents the very utmost in Scientific Refrigeration.

The Eureka Patented Refrigerator is so constructed that it keeps Fresh Meat (in an unfrozen state) longer and purer than any other refrigerating device yet discovered.

Our catalog will describe each model in detail. We have one that would just suit you.

Write us. No obligation at all.

Eureka Refrigerator Co., Ltd.

11 Colborne Street, - TORONTO

Phone Main 556

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

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

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

BUSINESS FOR SALE

I OFFER A (\$1,300.00) STORE AND DWELLING combined, located in Lambton County, at a good country point. Natural gas, Hydro, and city water are available. Will take (\$500.00). I am not in the real estate business. Apply quickly to Wm. Culbert, Wyoming, Ont.

ONE OF BEST KNOWN CONCERNS IN U.S., manufacturing large line of store equipment, long established and with thousands of customers, requires general sales representative in this section. A thoroughly high-class proposition in which the compensation is ample for capable man. In answering, state age and business connections for past ten years. Also financial standing. Address, Box 306, Canadian Grocer, Toronto, Ont.

WANTED

EXPERIENCED SALESMAN COVERING Western Provinces would handle additional staple lines on commission. Address Box 305, Canadian Grocer.

WANTED—A LINE OF FANCY BISCUITS and candy to handle on commission; bank reference. Traveller. P.O. Box 436, Sydney, C.B.

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

WANTED—AN EXPERIENCED MAN FOR first-class grocery. Apply, stating salary required, to H. M. Wanamaker, Lindsay.

WANTED — EXPERIENCED SALESMAN TO work in large general store in one of most prosperous country sections in Nova Scotia. Apply, stating age and experience, with references, to Box 304, Canadian Grocer.

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.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

MISCELLANEOUS

MAYBE YOU HAVE A GOOD, WORTHY line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. CANADIAN GROCER has thousands of good grocers on its list; and here is the chance to speak to them at a very low cost. Try a condensed ad. in CANADIAN GROCER. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

Use this page—the page that is never overlooked—from time to time to put efficiency in your service, and watch it for opportunities.

Everything is classified under appropriate headings, so that you can, at a glance, find what you are looking for. Quite often the want ad page is consulted as a guide to conditions.

Anything used or of interest to the Grocery trade can be located by an advertisement on this page.

Canadian Grocer reaches thousands of the best grocers in the Dominion—the kind you want to speak to.

The cost of this service to you is very small—2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement.

If you do not wish your name to appear in the ad we have a Box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

Kindly enclose remittance with ad so as to save unnecessary bookkeeping, etc.

Buyers' Guide

FOR SALE

CHOICE DRESSED POULTRY.
SELECTED EGGS, OLEOMARGARINE.
CHOICE DAIRY BUTTER.

C. A. MANN & CO.

78 King Street. - LONDON, Ontario

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes.
For Apples, green or dry; Cereals, Crackers,
Bottles, Candy, Spices, Hardware, Meat, etc.
Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
1/2-INCH CUSHION FILLERS
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.
TRENTON ONTARIO

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal.

We are now located in our new and more
spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

**Say the Word—
and we'll get
your money for you**

You are losing money every day
on those bad accounts scat-
tered through your books.

Let us get this money for you.
We have the necessary qualifica-
tions that guarantee quick re-
sults. We collect everywhere.
Full particulars and sample of
our special form on request.

NAGLE MERCANTILE AGENCY

Westmount (Montreal), Que.

Established 1909.

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



TANGLEFOOT



The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies each year

OAKLEY'S

KNIFE



POLISH

JOHN OAKLEY & SONS, LIMITED
LONDON, S.E. 1, ENGLAND

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

The Best Asset of a
Grocery Business is
Satisfied Customers

Baker's Cocoa and Chocolate



Registered
Trade-Mark

Preparations are
reliable, always
of uniformly
high quality,
easily sold, in
constant de-
mand; the
standards of the
trade.

ALWAYS SATISFACTORY

Made in Canada by

Walter Baker & Co., Limited

Established 1780

Montreal, Can. Dorchester, Mass.

Make Your Own Paper Money



Paper you are burning or throw-
ing away is worth money when
baled. Left laying around, it is
a nuisance and a danger. It can
be turned into dollars with a

**PAPER
BALER**

Strongest, simplest, most effi-
cient and easiest to operate —
Full particulars from
SPIELMANN AGENCIES RGD
65 St. Alexander St., Montreal

WENT TO DAY



PAPER BALERS

All-Steel
"Fireproof"

Made in 12 sizes.

Send for catalog.

Climax Baler Co.
Hamilton Ontario

15 cents VOLPEEK MENDS POTS & PANS



Tell your customers how easily they can repair leaky
kitchen utensils with VOLPEEK. They require no
tools. VOLPEEK can be applied with the fingers and
the mended article will be ready for use as good as
new—in two minutes or less.
VOLPEEK is wanted in every home. Show it in your
store and get a share of the demand. Put up in
attractive display stands. Order from us direct or ask
your wholesaler.

H. NAGLE & CO., Box 2024, Montreal

KING GEORGE'S NAVY

CHEWING
TOBACCO

Never fails to bring him back again

When you sell a man a "plug" of King George's Navy you can depend upon selling him lots more. Its "texture" and goodness will win his approval and make him a King George user in preference to any other.

Get in touch with your wholesaler to send you a supply to-day. Show a portion of it in your show case. It will sell and profit you well.



Rock City Tobacco Co., Ltd.

The Submarine Menace

necessitates the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S DOG CAKES

Poultry Foods, Canary and Parrot Mixtures

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited,
24-25, Fenchurch Street, E.C. 3.

When in need of

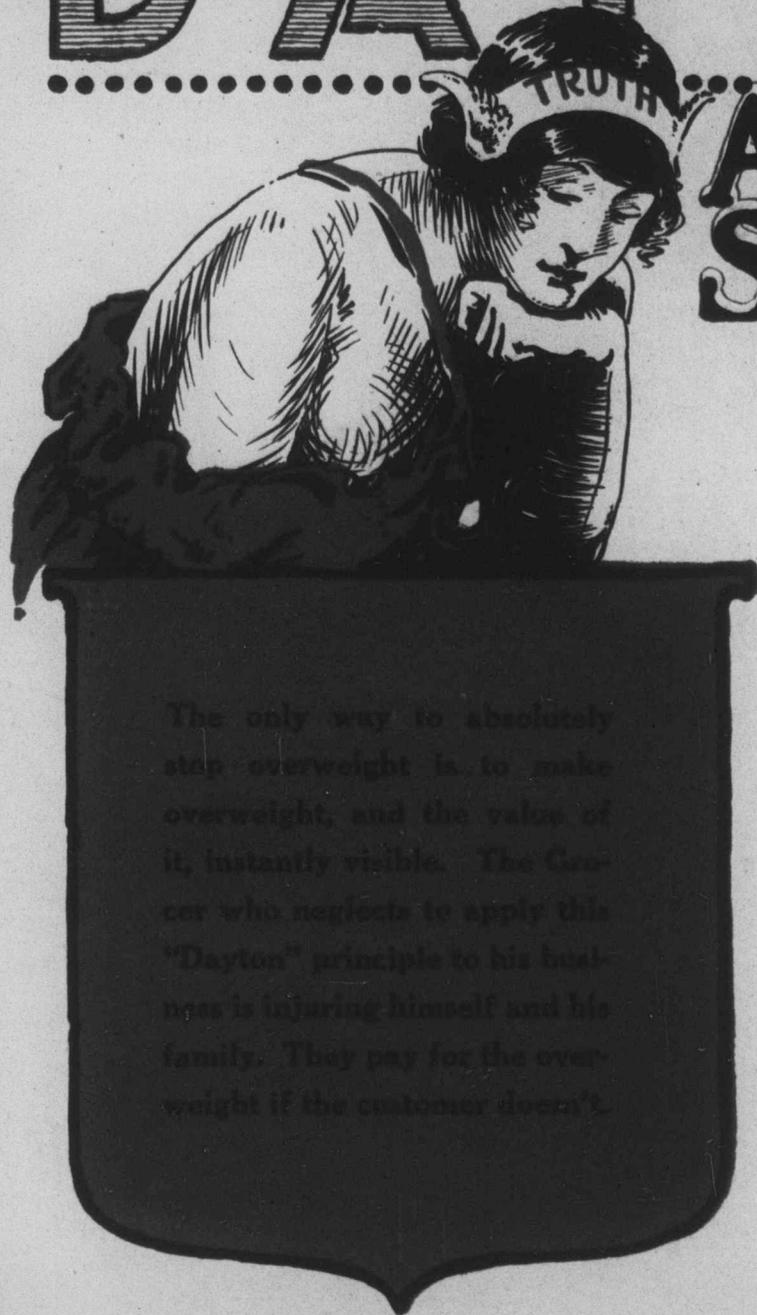
Wrapping Paper
Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton & Winnipeg

DAYTON



Automatic Scale

There never was an excuse for slipshod, guess-work methods in weighing goods and computing their value. Certainly there is none now, in war-time, when the grocer's stock is about 100% more valuable, and the work of store-keeping is nearly doubled. With the "green" help he must often now employ he should use a Dayton Scale to abolish, absolutely, any guess-work about the value or weight of the goods he sells.

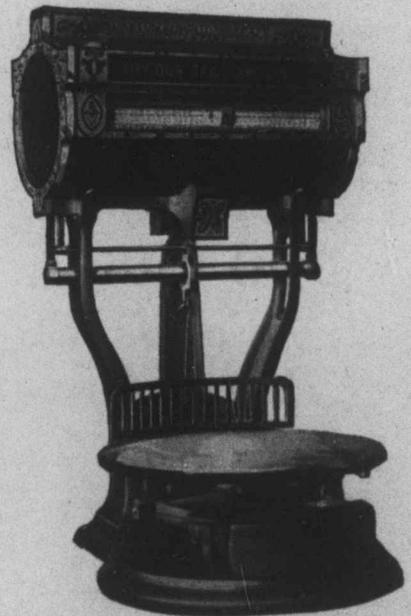
The only way to absolutely stop overweight is to make overweight, and the value of it, instantly visible. The Grocer who neglects to apply this "Dayton" principle to his business is injuring himself and his family. They pay for the overweight if the customer doesn't.

Our latest Dayton Scale folders are very interesting. Let us send them to you.

Dayton Computing Scales

Royce and Campbell Avenues, Toronto, Ont.

The International Business Machines Company, Limited, Toronto. Frank E. Mutton, Vice-President and General Manager. Manufacturers Dayton Scales, International Time Recorders and Hollerith Electric Tabulating Machines.



The Dayton Automatic Scale
"It stands for the Square Deal"