

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, MAY 9, 1919

No. 19

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and

Standard Packer Cans with Solder-Hemmed
Caps

A. R. Whittall Can Company, Ltd.

MONTREAL

Established 1888

Every Grocer Should Know

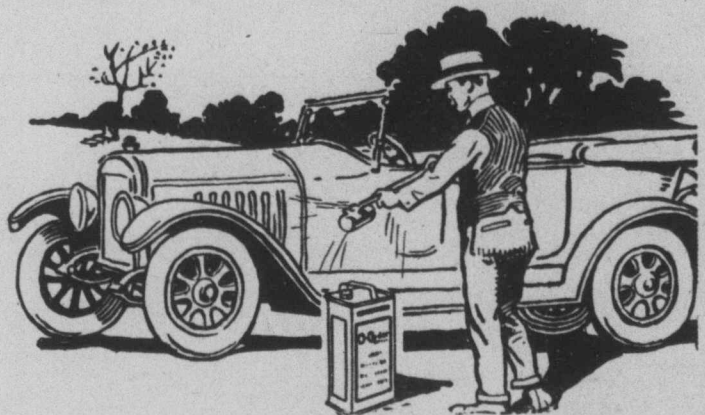
O-Cedar Polish

Should experience the satisfaction of its USE

HAVE you ever used O-Cedar
Polish?

Have you ever tried it on your auto-
mobile, piano, furniture or floors?

You cannot be as enthusiastic about
O-Cedar Polish as this product calls
for, unless you have seen with your
own eyes, the wonderful results you
can obtain from its use on your car
or furniture.



IF your automobile or some treasured piece of fine furniture has acquired a
dull and lifeless look, try some O-Cedar on it. Get a piece of cheese-cloth,
wet it with water, wring it until moist, pour on O-Cedar Polish until cloth con-
tains as much O-Cedar as water—then go over the surface to be cleaned. Note
the soft, soapy lather—see how this lather cleans the surface and brings up the
beautiful color or grain of the wood.



FINALLY polish with a dry piece of cheesecloth—note how
easily the water and polish not used in bringing up the
lustre are removed. Now rub the dry back of your hand across
the surface—see what a dry, hard, surface you have—O-Cedar
cannot collect dust.

After you have had the above experience, how can you keep
from selling O-Cedar Polish to your customers?

CHANNELL CHEMICAL COMPANY LIMITED

369 Sorauren Avenue
TORONTO



No waste of words,
no precious moments lost
in selling the housewife
any of the

Borden's MILK PRODUCTS

Sixty years of Borden purity, sixty years of Borden reputation, sixty years of extensive Borden advertising have so built up the public confidence in Borden Milk Products that sales are fully made before the customer enters your store.

Such confidence as this is continually creating new trade and making every prospective buyer a satisfied and regular customer.

Ask your wholesaler to replenish your stock to-day.

Borden Milk Co., Limited

Leaders of Quality

MONTREAL

VANCOUVER



The BEST YET

Not only from the standpoint of quality, but also as a profitable article of merchandise.

“Marigold” Oleomargarine is made by Morris & Company, Chicago, and is one of the most popular brands in the States. It is rapidly

demonstrating its worth in Canada, too, and is being used in those homes where only the best of foods are permitted to enter. We can give you prompt delivery.

*We are also distributing agents for “Kingnut” Nut Butter.
Send your enquiries to*

THE BOWES COMPANY LIMITED, TORONTO

SOLE AGENTS FOR ONTARIO FOR MARIGOLD OLEOMARGARINE
WHOLESALE DISTRIBUTORS OF “KINGNUT” NUT BUTTER



THE
GOODNESS
GOES IN
—BEFORE—
THE LABEL
GOES ON

DOMINION BRAND

Vegetable Tomato Soup

This favorite of discriminating housewives—a line you can push with confidence—packed in our own, Canadian factories.

Spaghetti with Tomato Sauce

Recommend them strongly—once your customers are acquainted with this line a reminder is all that is necessary. Display it on your counter.

Pork and Beans

A staple article of diet—Sells to all classes, at all seasons—Rich, nutritious, delicious. No trouble to serve.

Tomato Soup

Its delicious flavor of ripe red tomatoes appeals to every taste. Be sure to carry a good stock of this popular line.

Ask Your Jobber or Write Direct

DOMINION CANNERS LIMITED
HAMILTON - CANADA

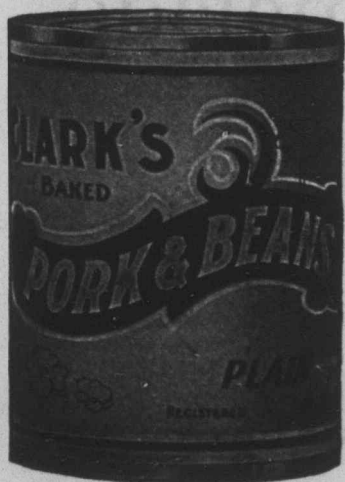


FIGURE IT OUT

for yourself, Mr. Grocer. How many cans of CLARK'S Pork and Beans can you sell for every one you sell of other brands? How much more profit, therefore, can you make by handling



CLARK'S PORK AND BEANS



which have the best reputation and the largest sale in Canada? Clark's Pork and Beans have the highest quality, are economical and well advertised.

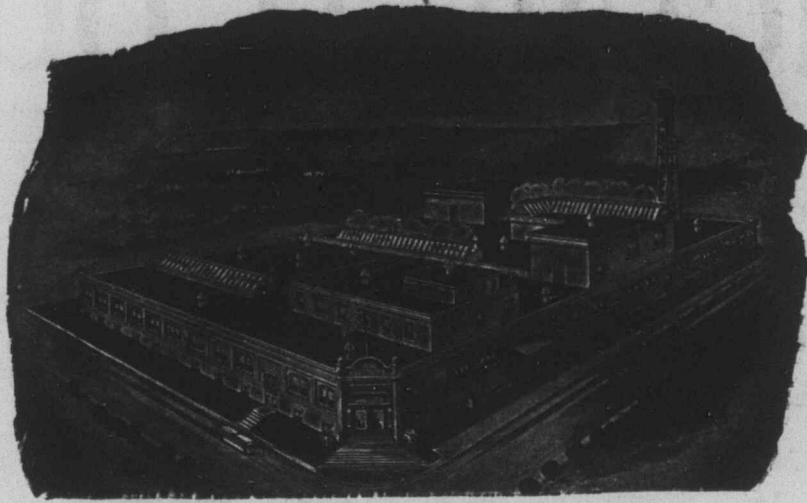
They will save your clerk's time and yours. They will give you the quickest turnover.

W. Clark, Limited

MONTREAL

Canada Food Board License No. 14-216

Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass
Jars

THE MOST MODERN AND UP-TO-DATE FRUIT
PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

CELEBRATED SEVILLE Orange Marmalade

Now Ready for Delivery

Containing all the essential oils that
give such a piquant zest to a Real
Orange Marmalade.

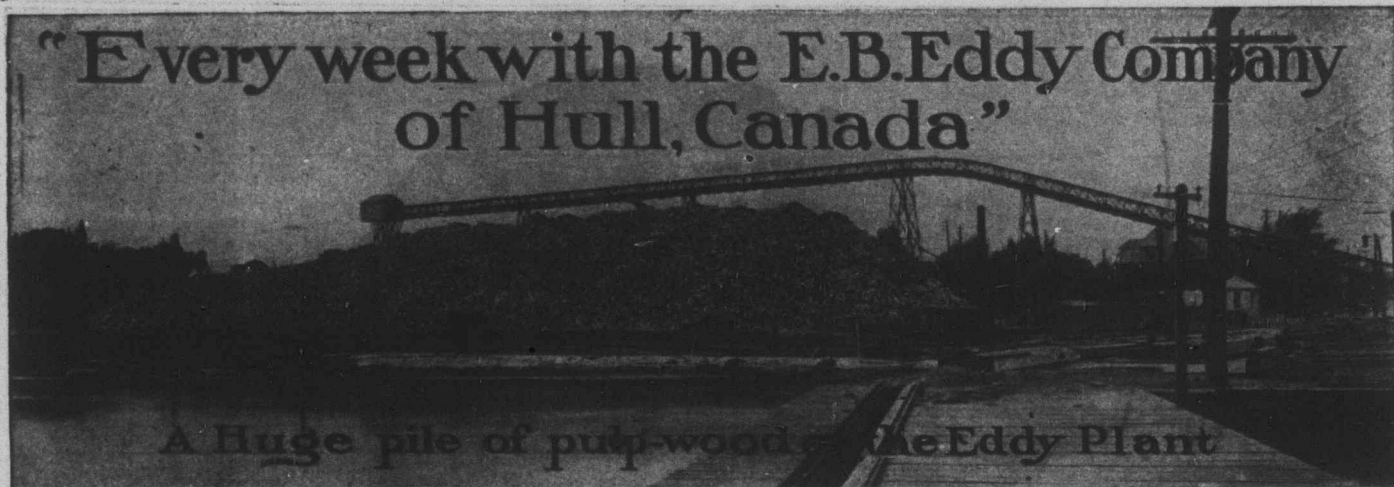
Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA



Story for Week Dated May 9, 1919

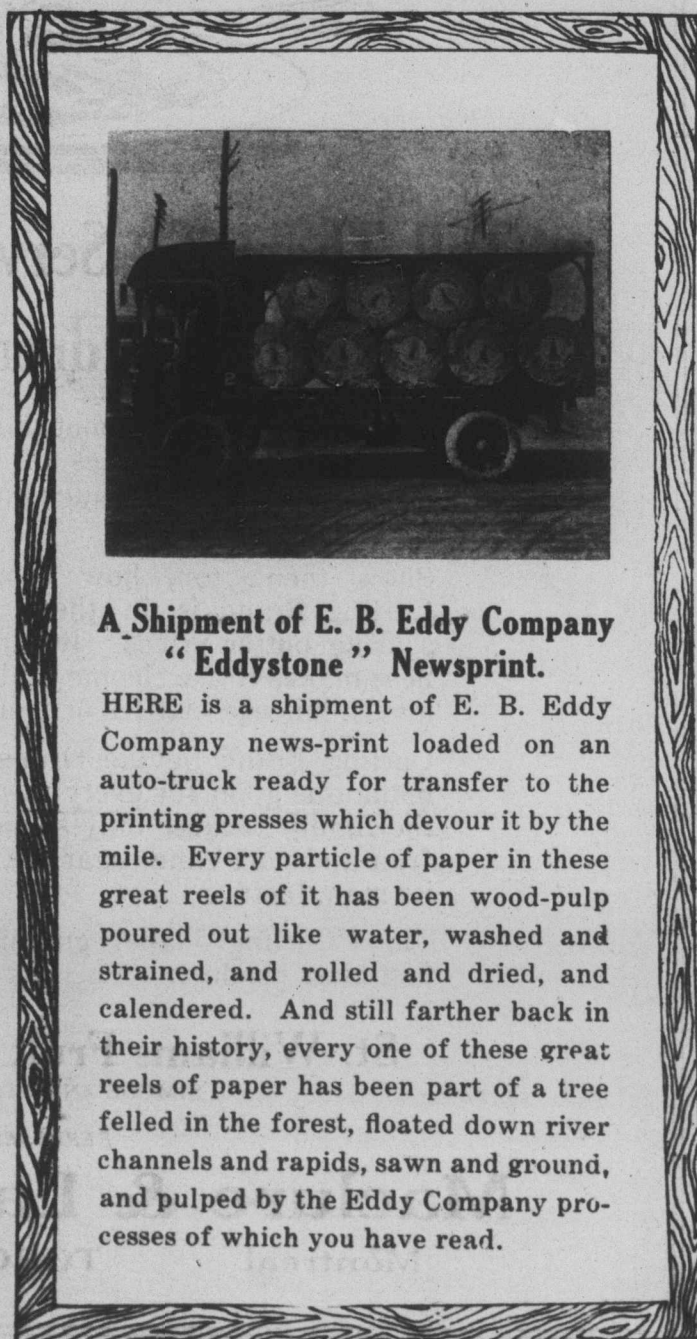
Being No. 33 in the Series

WHEN THE WOOD PULP BECOMES E. B. EDDY COMPANY PAPER.

MOST wonderful perhaps of all the processes by which The E. B. Eddy Company transform trees into paper is the stage at which the thin, watery wood-pulp emerges from the "stuff chest" through a strainer, and comes to a long narrow box the width of the paper making machine with all its great array of rollers.

From this narrow box the pulp flows steadily on to a wire screen belt woven of fine meshes of copper wire with as many as sixty or seventy meshes to the inch. This mesh belt is sometimes as long as seventy-five feet, and in width is about 150 inches or more. It travels steadily over a set of rollers and just where the pulp arrives upon it the belt has a little shaking motion from side to side. This motion is for a very important purpose. It has the effect of making the tiny fibres in the wood pulp interlock like the fingers of your right and left hand. This cleverly devised interlocking gives the tensile strength to the paper.

Through the meshes of the moving screen the water drains off the pulp, and the pulp becomes more like a thick, moist sheet. At the end of the belt farthest from the stuff chest there are vacuum boxes over which the belt has to pass. These suck still more of the water out of the pulp. Now the sheet of pulpy paper is ready to leave the wire screen belt on which it has been travelling quite rapidly as it loses its moisture. It passes through the couch rolls, one of which is felt covered, and over another woollen felt it travels into the firm, smooth grasp of the press rolls. This squeezes out the moisture most thoroughly for there are a great many rollers to pass through. Towards the end of its progress through the rollers the paper comes to a set of steam heated rolls which dry it till it is firm and crackly, just like everyday paper, but it has still to proceed through the smooth, heavy pressure calender rolls from which it emerges real finished paper, smooth, strong and beautiful of surface, to be rolled up and packed for shipment.



A Shipment of E. B. Eddy Company "Eddystone" Newsprint.

HERE is a shipment of E. B. Eddy Company news-print loaded on an auto-truck ready for transfer to the printing presses which devour it by the mile. Every particle of paper in these great reels of it has been wood-pulp poured out like water, washed and strained, and rolled and dried, and calendered. And still farther back in their history, every one of these great reels of paper has been part of a tree felled in the forest, floated down river channels and rapids, sawn and ground, and pulped by the Eddy Company processes of which you have read.



Tell Them To Serve It To The Children

Talk to the mothers about the wholesome, likeable qualities of Curling Brand Orange Marmalade as a spread for the kiddies' bread.

Show them, too, how economical Curling Brand is in these days of soaring butter prices. Its deliciousness makes it a welcome addition to meals, lunches, parties or picnics.

Curling Brand Seville Orange Marmalade is good for every member of the family because only sound, juicy fruit and pure cane sugar are used in its manufacture.

The "Curling" label guarantees a first-class product.



St. Williams Fruit Preservers, Limited

SIMCOE AND ST. WILLIAMS, ONT.

REPRESENTATIVES:

Maclure & Langley, Limited

Montreal

TORONTO

Winnipeg

Daily Arriving

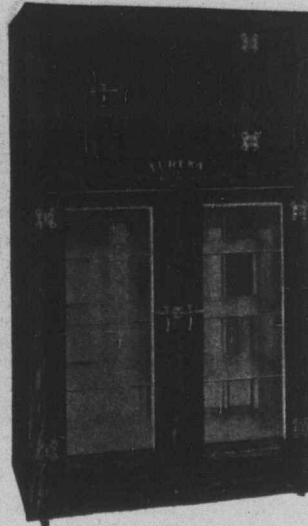
KLONDYKE QUARTS
 STRAWBERRIES,
 Extraordinary Fancy
 NEW POTATOES
 " CABBAGE
 " WAX BEANS
 " GREEN BEANS
 " CARROTS
 " BEETS
 " CUCUMBERS
 " SPINACH
 " ASPARAGUS
 ORANGES, ETC.

McBRIDE BROS.

House of Quality

35 Church St. - Toronto

Canadian Food Control Licenses Nos. 3-027 and 3-028



EUREKA REFRIGERATORS

are

Made in Canada
by
Canadian Workmen

Guaranteed to give
Satisfaction

Eureka Principle
Cold Dry Air Circulation

PATENTED 1886, 1900, 1910, 1914, 1917.

Absolutely Reliable
Built to last a Lifetime
Write for our New Catalog

Eureka Refrigerator Co., Limited

Head Office : Owen Sound

Branches : Toronto, Hamilton, Montreal

We specialize on

CANNED FISH

of all kinds

We have on spot :

Salmon, Crayfish, Shrimps, Finnan Haddie,
Mackerel, Clams, Clam Chowder

We are now booking lobsters for future delivery.

Prices and samples on request.

J. W. WINDSOR, LIMITED

MONTREAL

Enquiry Department

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

SALMON CUTTING MACHINES

Could you give addresses of manufacturers of salmon cutting machines, such as used in British Columbia Salmon Canneries, also approximate price?—G. P. Eagan, Prescott & Duckworth Streets, St. John's, Newfoundland.

Answer—Letson & Burpee, Ltd., 172 Alexander St., Vancouver, B.C.; Crossley Lead Machine Co., Erie, Pennsylvania; Gulorosen Sales Corp., 17 State Street, New York, N.Y.; The Canadian Fairbanks-Morse Co., Ltd., St. John, Montreal or Toronto, Ont. We are not posted as to prices; better make enquiries of firms given above.

RE INCOME TAX

Kindly advise (1) if a firm doing business as partners will have to fill out income tax papers in the name of the firm or will each individual have to make out separate papers? (2) Do they have to fill out papers if the total profits for the year do not exceed \$4,000, both partners being married?—Haylman Bros., Westville, N.S.

Answer—(1) Income tax papers should be made out in the name of the individual or their individual holdings. Partnerships are not taxable as such; (2) Yes, it is advisable to make out papers showing what your profits are.

AMERICAN GROCERY & CONFECTIONERY JOURNALS

Would you kindly give me the names and addresses of the principal grocery journals and confectioners' journals in eastern part of U.S.A.?—Enquirer, Montreal.

Answer—Confectionery: Sweet's Atlantic, Georgia; Confectionery Journal, Cincinnati, Ohio; Western Confectioner, Seattle, Wash. Grocery: Modern Merchant and Grocery World, Philadelphia, Pa.; The Tradesman, Farnan Bldg., Omaha, Nebraska; The Modern Grocer, Chicago, Ill.; The New England and Grocer Tradesman, Boston, Mass.

ABOUT THE CONSUMERS' ASSOCIATION, WINDSOR, ONT.

Do you know anything about the Consumers' Association, Windsor, Ont.? How can they sell goods at such prices?—P.E.I.

Answer—This Association makes a heavy cut on two or three lines, but makes up the difference by selling inferior goods at high prices. You cannot buy the cheap goods without also buying the ones that show a profit to them. They also charge a membership fee that shows them a profit. That is how they make this offer. We would strongly advise every merchant to let their customers know the true inwardness of this Association. A complete discussion of the matter appeared in CANADIAN GROCER

issue of Feb. 22 and further reference was made to it in the issue of March 26, 1918.

BUYERS OF MEAT

Kindly give us the names of Montreal firms purchasing beef, pork, mutton, fowls? Names of Boston firms purchasing eggs?—Guy & Denton, Rossway, N.S.

Answer—Probably the following large retailers might be interested: Stanfords, Ltd., Montreal; Lamb's Market, Ltd., 328 University, Montreal; Beaver Hall Market, 318 Dorchester St., Montreal; Henry Gatehouse & Son, 348 Dorchester St., Montreal. Boston Produce Dealers: Lewis Mears & Co., 33 South Market St. and Geo. A. Conklin.

WHOLESALE NOVELTY FIRMS

Please inform me of some wholesale firms in Canada from whom I can buy novelties?—J. H. Bonner, Antigonish, Nova Scotia.

Answer—G. R. Gregg, York St., Toronto, Ont.; Novelties, Ltd., 100 Wellington Street West, Toronto; Will P. White, Ltd., 65 Simcoe St., Toronto, Ont.; Wrinch & McLaren, 77 Wellington St. West, Toronto, Ont.

CLERKS' ASSOCIATION

The retail clerks of this town are forming themselves into an association, and I understand such an organization already exists in Toronto. Could you furnish us with the address of the secretary or some officer of this association?—A. C. Carruthers, Midland, Ont.

Answer—Some time ago there was an association of this kind in Toronto, but it disbanded some time ago.

EGG POWDER AND CORN STARCH

Where can I purchase the following in bulk: dried egg powder and corn starch?—Specialty, —

Answer—Canada Starch Co., Ltd, 45 Front St. East, Toronto, Ont.; St. Lawrence Starch Co., Ltd., Port Credit, Ont. Dried Egg Powder: Bowes Co., 58 Wellington St. East, Toronto; Harold F. Ritchie & Co., 10 McCaul St., Toronto; W. G. Patrick & Co., 51 Wellington St. W., Toronto.

MAKERS OF FIREWORKS

Please give me the names of Canadian makers of fireworks, firecrackers, etc.?—H. E. Munroe, Westville, N.S.

Answer—T. W. Hand Fireworks Co., Ltd., 611 King St. West, Hamilton, Ont.; G. A. Holland & Son, Montreal, Que.

MAKERS OF MILK BOTTLES

Kindly let us know from what manufacturing company we could procure glass milk bottles by the gross?—H. M. Shaw, Perth, Ont.

Answer—Dominion Glass Co., Ltd., Beaver Hall, Montreal.

SHIPPERS OF CANNED LOBSTER AND MILK

Please give us the names of shippers of lobsters and other canned goods, canned milk, etc., willing to appoint distributing agents for England.—J. L. Morrison, Son & Jones, 20 Eastcheap, London, Eng.

Answer—Lobsters and Canned Fish: A. Boutilier & Co., Centerville, Ont.; Neville Canneries, Ltd., Halifax, N.S.; Connors Bros., Black's Harbor, N.S.; W. S. Loggie & Son, Ltd., Chatham, Ont.; Shaw & Ellis, Pocologan, P.E.I.; Booth Fisheries Co., St. Andrews, N.B.; B. Sutton Clarke Co., Ltd., St. George, Ont.; Stewart Fish Cannery, Ltd., St. Peters, Rich. Co.; Roberts, Simpson Co., Charlottetown, P.E.I. Canned Fruits and Vegetables—The Dominion Cannery, Hamilton. Milk List—Borden Milk Co., 130 St. Paul St., Montreal, Que.; Malcolm Condensing Co., St. George, Ont.; Carnation Milk Co., Aylmer, Ont.; Laing Provision & Storage Co., Brockville, Ont.

FEDERAL BAKING CO.'S SYSTEM

I am interested in the Federal Baking Company's System of baking. I understand there is a plant of this description in Toronto, and would it be very much trouble for you to find out something about them? Are they selling machinery outright? Any information you can give me about this company will be very much appreciated.—H. Malcolmson, Chatham, Ont.

Answer—The Federal Baking Co., Toronto, operate two stores. Their system is to bake their cakes, bread, etc., in view of the passerby on the street. One of their stores is on Yonge St., not far above Queen, the other being on Bloor St. W. They use rotary ovens with glass front so that their products can be seen right in the oven. They do not sell machinery as far as we can find out. There are a number of firms in Toronto and elsewhere manufacturing baking machinery, including the Fletcher Mfg. Co., also C. Wilson & Co., both of Toronto.

MANUFACTURERS OF CASH CARRIERS

Would you be kind enough to give us the names of firms making cash carriers?—John McCorvie & Son, 142 King St., Chatham, Ont.

Answer—Gipe Hazard Store Service Co., Ltd., 113 Sumach St., Toronto, Ont.; The Lamson Co., Boston, Mass.

IN SASKATCHEWAN—YES

Can retailers in Saskatchewan sell flavoring extracts over 2 oz. size legally?—W. Worsfold, Box 417, Maple Creek, Sask. Answer—There are no restrictions against this in Saskatchewan.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers INFORMATION WANTED

Date.....191..

Please give me information on the following:Name

Address

.....

.....

.....

.....

Wantmore

PEANUT BUTTER

The Finest Spread
for Bread



A delicious line. Made from selected hand-picked, blanched peanuts. Healthful, nutritious and palatable. Physicians recommend it for children. When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more. Its goodness will keep it repeating and you make a good profit on every sale. Ask your jobber for it, or write direct to us

R. L. Fowler & Co., Ltd.

Manufacturers

CALGARY

SASKATOON

REGINA

License No. 15-241

A Palatable Tonic Wine



Made from extract of beef and carefully selected Port Wine.

Dr. Chiron's Invalid Tonic

is as palatable and as exhilarating as the wines of former days. The only difference is the percentage of alcohol.

A clean, wholesome, blood-enriching home beverage that you can honestly recommend.

The Wholesale Grocery Trade handles it.

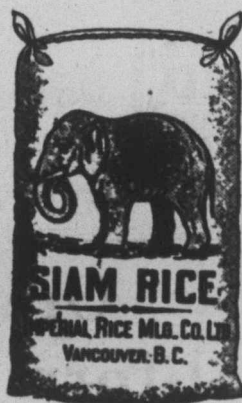
BROTMAN BROS.

Manufacturers

WINNIPEG

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

Chas. Lauder Co.

95 and 97 Ontario Street

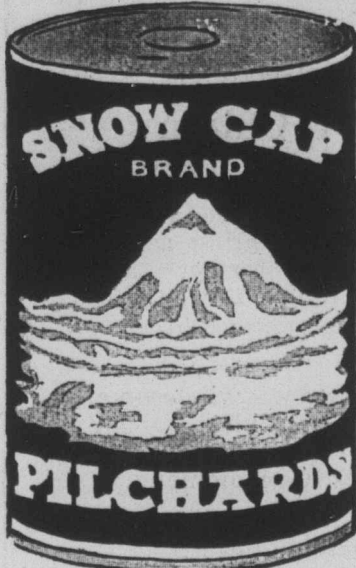
Toronto

Wholesale
Confectioners

FINE CHOCOLATES
CENT GOODS

We can give you satisfaction
WRITE FOR PRICES

SNOWCAP PILCHARDS



Delectable
and
Dainty
Hand
Packed
BY

The Nootka
Packing Co., Ltd.
NOOTKA, B. C.

Packed in 1 lb. Talls
and 1-2 lb. Flats.
Sold By Your Jobber.

EXCLUSIVE DISTRIBUTORS

Dodwell & Co., Limited
VANCOUVER, B. C.

DESICCATED COCOANUT

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

Our agents are:

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

Dodwell & Co., Ltd.

Importers & Exporters
VANCOUVER



CLAYOQUOT SOUND CANNING CO. LTD.
SOLE AGENTS
VICTORIA B.C.

DIRECTIONS.
WHEN REQUIRED
DO NOT PLACE THE
CAN BEFORE BEING
OPENED INTO
BOILING WATER
FOR TEN
MINUTES.

FRESH
BRITISH COLUMBIA



PILCHARD

Your Customers Will Like

ALBATROSS BRAND PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

RICE

Wholesale houses are respectfully requested to enquire for prices on carloads of Siam and Japan Rice. Telegraphic messages sent "collect" will be accepted.

S. LOWRIE

825 Powell St.

Vancouver, B.C.

Oranges California Lemons and Early Vegetables

We Invite Correspondence

LEMON BROS.
Owen Sound, Ont.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON
GROCERY BROKER
165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
VICTORIA VANCOUVER

KELLEY-CLARKE CO.
VANCOUVER, B.C.
GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

The Robert Gillespie Co.
Importers and Exporters
323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C

M. DESBRISAY & CO.
Salmon Cannery and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

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

WE CAN HANDLE A FEW MORE GOOD LINES
May we include yours among the quality products we are now successfully representing in this field? Particulars from
J. L. TORRY & CO.
Importers and Exporters VANCOUVER

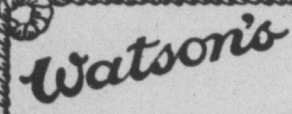
EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING
FREE and BONDED WAREHOUSE
CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

Interested in the B.C. Market?
We can place one or two good Specialty lines. Our firm has back of it a 15 years' success reputation. We have a staff of aggressive salesmen and first-class storage and warehousing facilities.
Write us if you want real representation.
Little Bros. Ltd.
VANCOUVER

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.


SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

Mention this Paper When Writing to Advertisers



FISH PASTE
in 4 oz.
GLASS JARS

BLOATER
ANCHOVY
SARDINE
SALMON



Packed by—WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

**Wholesale Grocery Brokers
Commission Merchants**
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us. Established here 1900.
Correspondence Solicited.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

The McLay Brokerage Co.
Wholesale
Commission Merchants and Brokers
Write Us Regarding Your Account
Winnipeg

WHEN WRITING TO ADVERTISERS
KINDLY MENTION THIS PAPER

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBU-
TION

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

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

Canada Food Board License No. 6-480

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

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

We represent some of the best manufacturers and will give your line the same attention. From Port Arthur to the Rockies we represent, among other lines, Jireh Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

SIX HOUSES IN WESTERN CANADA

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

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN CANADA



The House of Scott-Bathgate Co., Limited

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

Manufacturers should write us.

Address

149 Notre Dame Ave. E., Winnipeg

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta
Our staff calls on wholesale trade and does
detail work.

W. L. Mackenzie & Co., Ltd.

Head Office; Winnipeg

Branches at

Regina, Saskatoon, Calgary, Edmonton

MacCosham Storage & Distributing Co., Limited

MacCosham Bldg., Edmonton, Alberta
CARLOAD DISTRIBUTORS, CARTAGE
AND WAREHOUSEMEN

Free and Bonded Storage
5 floors---60,000 sq. feet.

EL ROI-TAN PERFECT CIGAR

When Writing to Advertisers Kindly
Mention this Paper.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

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

**LOGGIE, SONS
& CO.**
Merchandise Brokers and
Manufacturers' Agents
Grocery, Drug and Con-
fectionery Specialties
Foy Building, - 32 Front Street
TORONTO - ONTARIO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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



When Ordering Your Next Stock of Jams

Consider what an advantage it will be to identify your store with such widely known and well proven lines as

Furnivall's

Furnivall's Jams are quality Jams — quality fruits, pure cane sugar and made by experts in a factory that is 100 per cent. up-to-date.

FURNIVALL-NEW, Limited
Hamilton Canada

Canada Food Board License, No. 14-167

AGENTS—The City of Ottawa and the Lower Provinces (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: R. M. Griffin. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S.

Remember

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

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

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

OCEAN BLUE
In Squares and Bags
Order from your Wholesaler

HARGREAVES (CANADA) Limited.
The Gray Building, 24 & 26, Wellington Street, W., Toronto.

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME LIMITED
*Commission Merchants
Grocers' Specialties*
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/78

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

C. B. HART, Reg.
Montreal, P.Q.
*Grocery and Chemical Brokers
Commission Agents*

Paul F. Gauvreau
Wholesale Broker
FLOUR, FEEDS AND CEREALS
84, St. Peter Street, Quebec
Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

MARITIME PROVINCES

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

ATLANTIC MILLING CO., Limited
P. CTOW, N.S.
Wholesale Grocers, Millers Agents
Manufacturers Flour, Cornmeal and Feeds.
Splendid connections with Western Elevators and P.E.I. Produce Dealers.

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

MANUFACTURERS OF FOOD PRODUCTS
Let us market your foods in the Province of Quebec. We guarantee the best of service.
References, Royal Bank of Canada.

Genest, Genest, Limited, Board of Trade Building **Montreal**

Man Left You, Did He ?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care.
Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue TORONTO

SEASON 1919

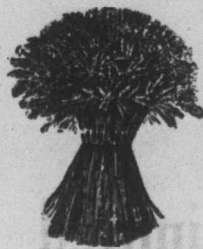
Many of the restrictions upon the exportation of our productions during the war have now been removed, and others are about to be rescinded.

We hope shortly to again be able to ship to our Canadian friends our

“Old English Xmas Pudding,” packed in tins and basins.
Silver Medal. Cream Stilton Cheese.

Particulars and enquiries from Eton & Co., Winnipeg; Hamblin Brereton, 256 Lemoine St., Winnipeg; Chapman, Montreal.

TUXFORD & NEPHEWS, MELTON MOWBRAY, ENGLAND



Buy
**Golden Sheaf
 Brand**

**MACARONI
 VERMICELLI
 SPAGHETTI**

It's Good

Made from the best of Semolina
 Wheat and Pure Spring Water.

Nutritious, Appetizing, Nourishing

Order from your Wholesaler.

Sole Sales Agents:

McLaren Imperial Cheese Co.
 TORONTO . . . MONTREAL

GOLDEN SHEAF CO., Limited, Montreal

VOL-PEEK

A Fast Seller with **15cents**
 Big Profits

Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at ½ cent per mend. Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory.

Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, \$2.25. 60% profit for you.

Order through your jobber or direct to—

N. NAGLE & CO.

(Owning and operating Vol-Peek Mfg. Co.)
 BOX 2024, MONTREAL, CANADA



COSTS ONLY ½¢ FOR EACH MEND

“PRIDE OF CANADA”

PURE MAPLE SUGAR AND SYRUP

New supply will be on the market soon—order your supply now. Our goods are backed by a written guarantee to be absolutely pure maple only. Order direct or from our Agents.

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKensie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S., and The Canadian Maple Products Company, Limited, 5 Justice Walk, Church Street, Chelsea, London, S.W.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

Offices: 58 Wellington St. W., Montreal, Canada

RICE FLOUR

*Healthy
and
Nourishing*

This product, when blended with other flour, makes whiter bread and better bread. You will be surprised at the difference it makes.

*Wholesome
and
Nutritious*

Use anywhere from 10% to 20% Rice Flour.

Mount Royal Milling and Mfg. Co., Limited

Agents:
D. W. Ross Co., Montreal

Mills at
Montreal and Victoria, B.C.



Quality

Whittemore's Shoe Polishes

Variety

The Shine That Lasts

Bostonian Cream. The ideal cleaner for kid and calf. Brown, gray, white, in fact, any other color or shade desired.
Gilt Edge Black Self-shining Dressing. The old reliable dressing for ladies' and children's shoes.
Shueclean. For white kid, calf, buck and Nubuck leather. Will not harden the finest and lightest weight of leather.
Cleanall. The great success for cleaning velvet, silk and satin shoes and slippers, also fabrics.
Quick White. Makes dirty white canvas shoes clean and white. A well-known dressing.
Albo white cake canvas and buck dressing in metal box. 2 sizes.
Nobby Brown Paste Polish for brown shoes. **Peerless Oxblood Paste Polish** for red leather shoes.
 Ask your jobber's salesman for complete catalogue with prices, or write us at Boston, Mass. U.S.A.

Refuse Substituted Imitations



A GOOD product is most always imitated but never equalled. Jealous competitors watch its growth in the public favor and then endeavour to rob it of its prestige.

Kellogg's

TOASTED

CORN FLAKES

have been enjoying a big demand for over 12 years—
They are Canada's Standard Cereal. Your customers are
being urged to make sure they get them in the

Red, White and Green Package

so you are advised to refuse all **SUBSTITUTED IMITATIONS.**

Kellogg's Toasted Corn Flakes are only made in Canada by

The Battle Creek Toasted Corn Flake Co., Limited

Head Office and Plant: LONDON, ONT.

JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lambertson, Glasgow.

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

CONFECTIONERY MARZIPAN CHOCOLATE



Agents

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

Lind Brokerage Co., Ltd., Toronto

All Canadian Milk Products



All-Canadian and All-Quality as well.

The equal of the most widely advertised imported lines and the superior of many.

Made-in-Canada from Canadian milk by Canadian Workmen, in a Canadian factory, built and maintained by Canadian capital.

So when you sell Malcolm Milk Products you are helping a genuine Canadian industry.

Keep the money at home. Support home enterprise. Sell Malcolm's—the Milk products that will please your customers.

THE
MALCOLM CONDENSING CO., Ltd.

St. George, Ontario

All-Canadian Condensed Milk Company

Our entire 27 years reputation goes into every packet of

"SALADA" TEA

Each packet will yield precisely the same unique flavour that has made this brand famous throughout North and South America. Not only have the Canadian and American public learned to rely absolutely upon this statement, but the demand for "Salada" has spread throughout the South American Republics, and to many far-off climes—for instance, this week, we will ship somewhat over 1,000 pounds of our finer grades to Mr. Carl Hoepfner, Reykjavik, Iceland.



The Sign of Purity and Cleanliness

The McCormick factory and trade-mark are internationally known—the McCormick million-dollar factory is a national institution. It is the home of the famous Jersey Cream Sodas. The McCormick watchwords are PURITY and CLEANLINESS.

All discriminating buyers look for the McCormick trade-mark—because it represents the highest achievement in the biscuit world.

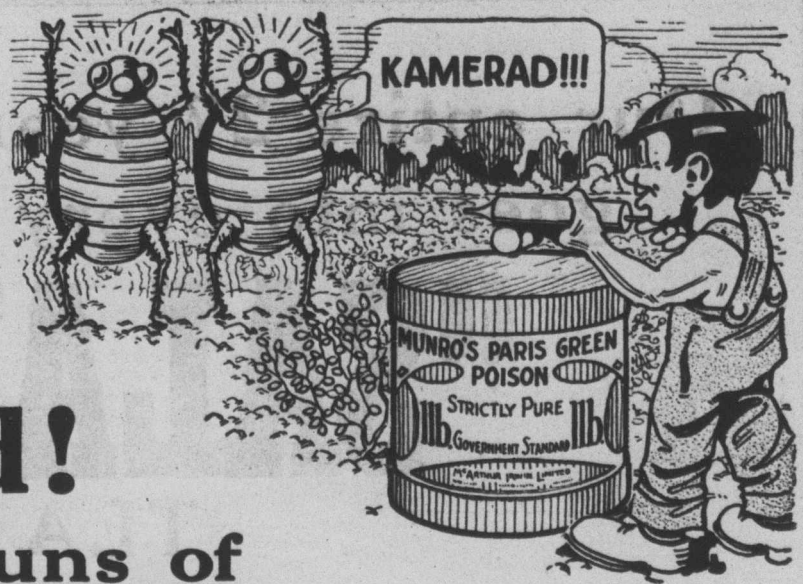
The McCORMICK MFG. CO., LIMITED, London, Canada

Branches: MONTREAL OTTAWA HAMILTON KINGSTON
WINNIPEG CALGARY ST. JOHN, N.B. PORT ARTHUR

Canada Food Board Licences: 11-003, 14-166.

War's Declared!

on the Huns of
the Potato Fields



LIKE the Great War this one will be won by the side of right with the aid of plenty of the best ammunition. Your store should get into the fight as one of the "Ammunition Depots" fully equipped with the deadliest potato bug poison you can get—

Munro's Pure Paris Green

(Government Standard)

This will help to put the treacherous potato bug army in full retreat, and will prove a profitable venture for you.

Paris Green is known wherever potatoes are grown as the most effective poison for ridding potato plants of their destructive enemies. No sales argument is required to sell it. Just show a potato grower Munro's Pure Paris Green and the sale is made—and the bugs on his plants are as good as dead.

Get into the "Big Drive" with a full stock of Munro's.

If your jobber can't supply, order direct from the manufacturers

McARTHUR, IRWIN, LIMITED

MONTREAL
Established 1842

Why is Red Rose Tea different from any other tea?

Because it is a blend of about a dozen different varieties of choice teas, chiefly from the crack tea plantations of ASSAM.

Red Rose is a skilful blend of teas chosen by our tea experts to combine full flavor, richness, strength and economy.

The enormous and growing demand for Red Rose Tea shows that our experts know the kind of tea suitable to the taste of the Canadian people.

Only by taking the same teas and blending the same quantities of each variety could you secure the same distinctive and successful tea as Red Rose.

This is something no grocer would attempt. The nearest he could hope would be something nearly like it—and that is not worth while. It is too easy to procure and to sell Red Rose.

T. H. Estabrooks Co., Limited

St. John

Montreal

Toronto

Winnipeg

Calgary

Edmonton

Manufacturers

WE WANT AGENCIES FOR
FOOD
PRODUCTS
FOR THE PROVINCE OF QUEBEC



18 YEARS EXPERIENCE

Bankers - ROYAL BANK

Write us for information

NAP. MORRISSETTE

18 JACQUES CARTIER SQUARE

MONTREAL

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

Always show Keen's on your sales counter

A daily display of Keen's is worth while because the demand is ever good and the profit on sales is attractive.

To the housewife Keen's Oxford Blue is the standard of quality. She is pre-disposed in favor of Keen's.

And the daily display will help you cash in on this Keen popularity.



*One of these good looking
Counter Stands will keep your
stock of Keen's moving.*

Magor, Son & Co., Ltd.

191 St. Paul Street W., Montreal 30 Church Street, Toronto

Abbey's EFFERVESCENT SALT

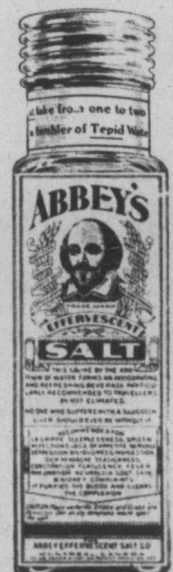
Makes Life
WORTH LIVING

IS SELLING FINE

Grocers are sharing in the benefits of our advertising. Week after week—month after month—the advertisements have appeared, telling the story of Abbey's Salt in a simple, conservative, convincing manner.

That this advertising is bringing results is shown by the steadily-increasing sales enjoyed by every grocer who handles Abbey's Salt.

The Abbey Effervescent Salt Co.
MONTREAL



CANADIAN GROCER

Vol. XXXIII.

TORONTO, MAY 9, 1919

No. 19

Brand Name Not a Big Factor in Sales

Comparatively Few Users
Ask for Peanut Butter
by Brand Name

"I HAVE never, as far as I remember, been asked for peanut butter by a brand name," stated G. B. Donnelly, King street, Hamilton, Ont. "I buy the one that shows me the best margin of profit, providing, of course, that the quality is right, and I have had no difficulty in selling it to my customers. Moreover, I have changed the brand when a better proposition offered, and have changed my customers to the new line without any difficulty."

G. Glockling, King street, Hamilton, sells at present —, but has handled other lines at different times. At no time, he claims, did he have any difficulty in selling the customer the line he was carrying at the time.

Changed Trade in Few Weeks

James Osborne, Hamilton, for some time past, handled one brand practically exclusively. He had a number of American customers who asked for this brand. Recently, however, he began to stock another line of Canadian manufacture that he believed to be equally good, if not better. He stocked this line in some quantity, and suggested it to his customers. They were practically without exception users of the other line. Urging them to try it, he found them willing to do so. As a result of these suggestions, he states that about half his sales are now of this line of goods, and many of his customers, who formerly always purchased the other brand, are now as consistently asking for this one, which he had introduced to them.

Peebles-Hobson, King Street West, Hamilton, handle two lines of peanut butter, but the bulk of their sales is in one line. They buy the other line because they get other goods from the same firm, and are well treated, but they put their selling efforts behind the one special line that represents the bulk of their sales.

"We used to sell — peanut butter," stated Post and Stewart, Barton St., Hamilton, but recently we have handled another line, which we believe is the best. It sells a little higher, but in the long run proves itself the most satis-

In this series of articles definite proof that the merchant is the most important agency in selling the goods, has been abundantly supplied.

Here is an instance where a merchant was the selling agent in eight out of ten articles asked for—80 per cent.

A representative of CANADIAN GROCER was in the store of C. Schaprin, 243 Clark Street, Montreal, and was discussing this point, when a traveller came in and entered the discussion as to whether customers always asked for goods by brand or whether the dealer in most cases elected them.

It was suggested that facts be permitted to talk for themselves, and that they should all take note of the next ten articles asked for by customers entering the store and see how many were asked for by brand name. This suggestion was accepted. The result showed that two articles, a canned milk and a breakfast food were asked for by brand name. Eight other articles — marmalade, coffee, margarine, canned peas, sugar, flour, canned tomatoes, and bacon—were purchased without any suggestion of the brand required, the merchant selling the line he was pushing.

In how far does this percentage hold? We would be glad to have retailers answer this question from their experience.

factory. We always sell this line and have had no complaints from our customers."

It is interesting to note that the original brand in this case has been, and still is, extensively advertised. The one recently adopted has never been given any general publicity.

More Profitable to Buy Only One Kind

Wm. Carroll, Hamilton, finds that only very seldom do customers ask for any special brand. It is his experience that they can sell any variety as long as the quality is there. As a result, they buy the variety that shows the best profit, quality considered, and have no difficulty in selling it in turn to their customers. Having fourteen stores, he finds it more profitable to buy only one kind, and that in fairly large quantities.

Service a Factor

"We are selling only one kind of peanut butter," stated Eugene Brais, 709 St. Lawrence street, Montreal.

Merchant Changes Trade From
One Brand to Another,
Without Difficulty

"We find this brand is good quality, and entirely satisfactory, and we handle this instead of other brands, because the manufacturer affords a service that is convenient for the dealer. Several times a week a supply is brought to the store. In that way we can get what we need, fresh, and as often as we want it."

The above comes from a local condition, but illustrates the important point of service, which the grocer is in a position to fully appreciate, and which he will appreciate if the same is extended. Mr. Brais had been won to this line of peanut butter, because of the interest this company had taken in him. He could buy other good grades of this product, but the service feature impressed him strongly and was holding his patronage. His customers were glad to leave orders with him to fill, supplying this brand which he had chosen to sell.

Limoges Bros., Hutchison street, Montreal, have a large grocery business.

"What brands of peanut butter are you handling?" Mr. Limoges was asked by a representative of CANADIAN GROCER.

"We sell mostly —. It is excellent in quality and flavor. We also sell —, which is a good brand, too."

"Why do you not push the sale of the other brand more?"

"Well, we get other products from this same firm, and they give us good service. Their lines are very satisfactory, and we feel like recommending them to our trade. The one line may be as good as the other, but we have been pushing the sale of the line first mentioned."

Here again service has been appreciated. It was necessary for the brand which this firm got behind to measure up to a high standard, and, this being the case, a well-maintained service did the rest.

J. Schafran, grocer, of 928 St. Lawrence street, Montreal, had been sold on — peanut butter and is pushing it. They have confidence in it as a high-grade product. Their customers un-

hesitatingly leave the selection of the brand with them, they state.

Quality the Great Inducement

J. Millman and Co., Woodstock, Ont., handle two brands of peanut butter, but their sales in one represent the bulk of their business, and have done so for some 6 months. They sell this line whenever possible, because they believe the quality is in it, and it represents a somewhat better profit to themselves. It was the quality of the products that induced the stocking of both lines rather than any other inducement, and Mr. Millman believes from his own experience that it is quite possible to sell any line as long as the quality is there.

Store's Advertising Developed Sales

The Paquet Company, Quebec, P.Q., carry three lines of peanut butter, but the bulk of the sales are made in one of them. This has been the case for four years past. Mr. Debuc, manager of the grocery department, gives as a reason for this circumstance, that the advertising of the store can create a demand for any quality product.

Wm. C. Mackie, Beamsville, Ont., has handled only one brand of peanut butter for two years past. He stocked it originally, because none of his competitors handled the line. Now he states that three out of five of his competitors also carry it.

It is again interesting to note that the brand in question has had no general publicity.

Few Purchase by Name

M. E. Bush, College street, Toronto, handles mostly —, though he also stocks another brand in smaller quantities. He sells the first mentioned brand, except in such few cases in which the other is asked for by name. He does this because he believes that the other is the best. "It is comparatively seldom," he stated, "that anyone asks for this product by name, and when they do, I am able to sell the brand I push without difficulty."

Specializing on the Product

The Imperial Grocery, College street, Toronto, makes a specialty of peanut butter, yet only two brands are handled. One of the brands represented about three-quarters of his trade. The manager stated it was his wholesaler who first induced him to try this line, and he had found it so satisfactory that he had specialized on it. He buys it in bulk, and puts it up in glass jars himself. He can make this business show some profit by buying in fairly large quantities of one line, but it would be impossible to show this same margin of profit if the buying was scattered over a larger number of brands. There would be no particular advantage either in such a system, as the store has found that customers are quite ready to accept the opinion of the merchant as to the quality of the goods sold.

"We carry three brands of peanut butter," stated Allan Snyder, Ronces-

valles Ave., Toronto. "One of these represents merely a nominal sale, and of the other two by far the largest part of our sales are in —. We have handled this line for several years and people have grown familiar with it. I use it myself also, and believe it is the best quality on the market. As all these lines represent practically the same profit to us, it naturally follows that we lay the emphasis on the brand we consider best. In this case the line that represents merely a nominal sale is the product of one of the most persistent general advertisers, and if it were a matter entirely of consumer demand that created sales, this brand might be expected to be the favorite. The other two brands have been given some general publicity, with the bulk of the sales probably going to the least advertised line."

D. Nicolson, Roncesvalles Ave., Toronto, states that he carries four brands of peanut butter, but sells mainly —. If he is asked for any particular brand that he carries, he naturally sells that line. But this is not frequently the case, as he finds that comparatively few people ask for this line by brand. In every other case, whether the customer asked for some brand he did not carry, or whether they merely asked for peanut butter, he would give them —, be-

cause he believes it to be the best value at the money.

Manufacturer Who Co-operates Favored

The more these investigations are pursued, the stronger becomes the evidence that the retail dealer is a most important factor in creating business for any particular brand of goods. They show that it does not pay a manufacturer to ignore the retailer; that the manufacturer who co-operates with the merchant in service, matter of profit-margin, in giving full selling information, and in maintaining quality, is the one that secures the greatest assistance from the dealer.

It is, of course, not good business for a retailer to deliver to a customer a brand of any article other than the one asked for, unless he takes the matter up with the customer and explains why he is doing this. The buyer is justly entitled to an explanation. But our interviews show that in connection with the majority of foodstuffs, the customer in at least more than 75 per cent. of her purchases, does not specify any particular brand. She is content to leave the selections to the judgment of the "family" grocer, whom she has learned to depend upon and to consider as an expert in his special line.

Stockdale Subjects at Western Conventions

Will Attend Both Regina and Medicine Hat Meetings of Retail Merchants—Actual Problems of the Retailer to be Discussed

Regina, Sask., May 8 (Special).—Frank Stockdale's lectures will be one of the outstanding features of the annual conventions of the Saskatchewan and Alberta branches of the Retail Merchants' Association to be held in Regina for Saskatchewan, May 13, 14 and 15, and at Medicine Hat for Alberta, June 3, 4 and 5. The greatest interest attaching to his special series of instructive lectures may be gauged from the following partial list of points covered in his programme under the various subjects:

"Meeting To-day's Competition": What to-day's competition is; The methods your competitors use; The things you must do to meet them.

"Some After-the-War Problems": Buying the goods—the plan; Selling the goods—the method; Pricing the goods—the profit; Holding down expenses.

"Opportunities in Retail Advertising": What advertising is; How it protects your trade territory; The advertising of your competitors.

"Protecting the Home Town Front": Your town and you—and your store; When the trade leaves town; When brains, energy, and youth leave town; Things that make towns grow and prosper.

"Salespeople of To-day and Tomorrow": Changing "lookers" to "buyers"; Salespeople and store-waiters;

Suggestive selling; Selling service and satisfaction.

Frank Stockdale has spent the last five years in the field investigating retail merchants and retail stores of every kind and size. Before that he was engaged in the retail business himself. His talks are boiled-down reports of his experiences and his investigations.

He is a "clearing house" for better business ideas for he is in touch with what retailers are thinking and doing.

Every merchant in Saskatchewan and Alberta who can possibly do so should unhesitatingly attend these conventions.

FINED FOR ATTEMPTING TO INFLUENCE A JUDGE

A public apology in court, and costs to the extent of \$36, were required of W. H. Bunting, former Dominion Fruit Commissioner, by County Judge Campbell. Mr. Bunting had written a letter (marked "Confidential") to the Judge, asking, on the strength of a friendship dating from boyhood, for judgment in a civil action in favor of a fellow-fruit grower against a local canning concern. The action in question was over a quantity of strawberries.

While judgment was given for the plaintiff it was for an amount already paid into court by the defendant company.

Dumping Clause as Applied to Syrup

British Manufacturer Takes Exception to Canada's Regulation —What the Commission of Customs Says in Reply

CANADIAN GROCER has received a letter from a manufacturer in the Old Country in regard to the duty on syrup, and the operation of the Dumping Act in regard to selling on the Canadian market. The letter reads in part:

"We learn that the Canadian authorities, by their interpretation of their own Dumping Act, insist upon considering the home consumption price of syrup as the duty paid price, and charge the difference between the ordinary export "In Bond" price and the home trade duty paid price as a dumping duty when goods are imported into Canada. Thus the Canadian consumer of U. K. Golden Syrup has not only to pay the Canadian duty but also the heavy U.K. duty as well. We know of no other country in the world where the authorities interpret a dumping duty in this way, seeing that the whole of our syrup, in common with other syrups in this country, is manufactured in bond.

"We regard this treatment as very unfair to the mother country, and the effect is that every country outside the empire, which has a lower internal duty than Great Britain, has a distinct advantage in the Canadian market even after adding the small difference of the so-called preferential tariff."

This matter was put before Hon. John McDougald, Commissioner of Customs, and the following is his reply:

"I have the honor to acknowledge

receipt of yours of the 2nd inst, respecting the interpretation of the Canadian Dumping Act.

"In reply I enclose herewith copy of memo No. 1812 B, and would refer you to the second clause of Section 6. subsection (d), from which you will see that syrup entitled to entry under the British Preferential Tariff should not have the excise duty taken into account in figuring the dumping duty.

"On all goods not entitled to entry under the British Preferential Tariff, the excise duty is taken into account in calculating dumping duty."

The clause in the Dumping Act referred to by Hon. Mr. McDougald is as follows:

"The provisions of the Customs Tariff, 1907, in regard to special duty or dumping duty, are as follows:

"Sec. 6. In the case of articles exported to Canada of a class or kind made or produced in Canada, if the export or actual selling price to an importer in Canada be less than the fair market value of the same article when sold for home consumption in the usual and ordinary course in the country, whence exported to Canada at the time of its exportation to Canada there shall, in addition to the duties otherwise established, be levied, or collected and paid on such article, on its importation into Canada, a special duty (or dumping duty) equal to the difference be-

tween the said selling price of the article for export and the said fair market value thereof for home consumption; and such special duty (or dumping duty) shall be levied, collected and paid on such article, although it is not otherwise dutiable.

"Provided that the said special duty shall not exceed fifteen per cent. ad valorem in any case;

"Provided also that the following goods shall be exempt from such special duty, viz.:

(a) Goods whereon the duties otherwise established are equal to fifty per cent. ad valorem;

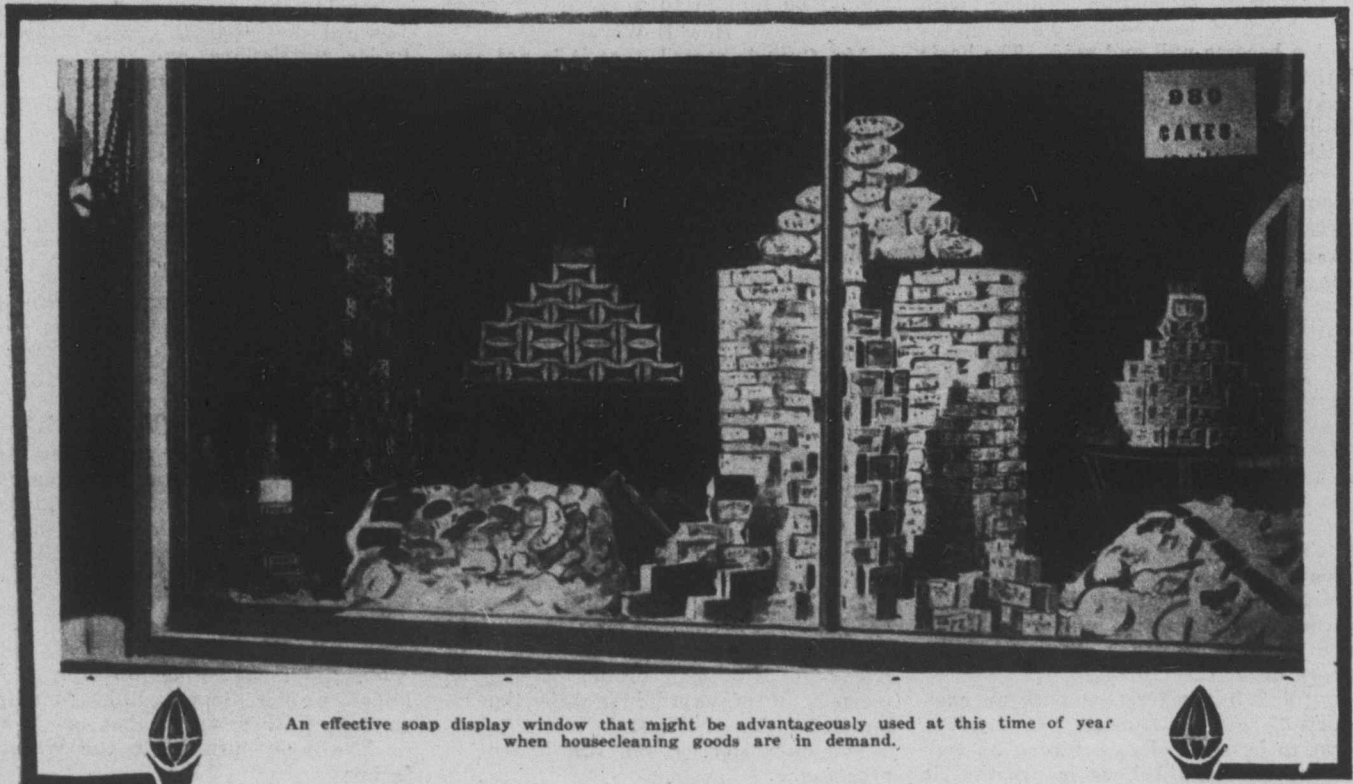
(b) Goods of a class subject to excise duty in Canada;

(c) Sugar refined in the United Kingdom.

(d) Binder twine or twine for the harvest binders manufactured from New Zealand hemp, thistle or tampico fibre, sisal grass, or sunn, or a mixture of any two or more of them, of single ply and measuring not exceeding six hundred feet to the pound.

"Provided further that excise duties shall be disregarded in estimating the market value of goods for the purposes of special duty when the goods are entitled to entry under the British Preferential Tariff."

Montreal housewives received the welcome news on May Day that their milk would cost them one cent per quart less during the summer. This brings the price down to 13c., which is still 2c. above the prevailing prices of a year ago. With many cents per pound less for butter, there will be a welcome relief all around.



An effective soap display window that might be advantageously used at this time of year when housecleaning goods are in demand.

New Bankruptcy Act is Now Before the House

Many Questions Being Asked by Members—Hon. Hugh Guthrie Explains the Working of the Measure, Emphasizing Its Quickness and Accuracy

THE new Bankruptcy Act, now being given its second reading before the House, is occasioning a great deal of discussion. Much of this centres around efforts to make its action quick and accurate. The new bill was introduced by Hon. Hugh Guthrie and one of the first comments he had to deal with was that it was imperative that there should be nothing haphazard about the appointment of trustees and that they should be good, honest, capable men. Mr. Guthrie in reply stated that the committee had dealt at some length with this matter and that there was some difference of opinion regarding it among representative bodies of Canada. It was decided that the trustees should be appointed by the Governor in Council upon application of the Secretary of State. A sufficient number of trustees are to be appointed throughout Canada who will have a limited territorial jurisdiction and they will be required to give adequate security for the performance of their duties and for the prompt payment over of funds which come into their hands.

May Demand Order

An order for increased security may be made upon application of the creditors, he stated. The standing security is \$10,000.

Mr. Guthrie was asked if the act is passed what will be the effect on the local acts now in force, and stated that all provincial legislation dealing with the subject of bankruptcy would in his opinion become null and void. The basis of the new bill, he said, is the English Bankruptcy Act, although it was not possible to apply all sections of the British Act here. The bill as it stands he said was a modification of and addition to the laws of a good many provinces also.

As the act is a new departure, Mr. Guthrie explained that it is not yet known how many trustees will be necessary throughout Canada. They were not, he said, salaried officers, but their fees will be voted by the creditors.

Should Get Interest

He was asked if any provision is made in the bill for the payment of interest upon the sum which the assignee is obliged to deposit with the Secretary of State. Mr. Jacobs who asked this said it seemed to him that when such a cash deposit was put up there should be some provision whereby the party would receive at least as much interest as the owners of Victory Bonds.

"I think if the trustees puts up cash security," said Mr. Guthrie, "he certainly ought to be entitled to a return by way of interest, but I believe in practice, it

will work out in the form of guaranteed bonds."

He stated that the Canadian Manufacturers' Association and the Wholesale Grocers' Association, and other bodies, had deemed that the question of the selection of trustees was most vital. In England, Mr. Guthrie stated, the trustees are appointed by the courts, and he was asked why the same system was not adopted here.

He pointed out that one difficulty the Committee had striven to overcome, was the delay and expense in connection with application to the courts.

Too Expensive

"One complaint that has come to us from all over Canada," he said, "is that the expense of cases that go before the court, notably the cases of companies under the Winding-Up Act, is so great and the procedure so tedious that creditors become disgusted. An outstanding case in British Columbia to-day is that of the Dominion Trust Co. I believe that 80 per cent. of their assets have been expended in courts, liquidators and the like. If one thing was impressed upon the Committee more than another, it was that we should avoid as far as possible court procedure and court appointments."

H. H. McLean said that he could not understand the principle of taking the control of the estate or of the assets away from the creditors who own them, and asked why the trustees as proposed should be limited to a particular class.

How It Works

Mr. Guthrie stated, that it is not contemplated under the Bill that the trustee will be asked to carry on the business. It was not the common experience, after an assignment takes place, that the business is carried on, it is wound up. One of the chief objects of the Bill is to see that it is wound up properly. It might have to be carried on, but it was not planned that the trustee should do this. The creditors may appoint a manager. The insolvent himself may be appointed by the creditors. There is a special provision, he stated, that the insolvent, who is the man most familiar with the business, shall be appointed if the creditors agree. The largest creditors in the Dominion, the Canadian Wholesalers, the Canadian Manufacturers' Association, and the retailers, he stated, all passed favorably upon the clause as it stands, and did not approve of appointing anyone as a trustee or of anything that might open the door to the appointment of friends of any man or set of men as trustees or of anything not in the interests of the creditors.

The discussion on the Bill is still in progress.

NO LOWER SUGAR LOOKED FOR Refiner States Fixed Prices for Raw And Higher Production Costs Will Force Quotations Up

MONTREAL, April 8 (Special).— "While the cost of refined sugar has remained stationary the refiner costs to producer have been increasing," said F. G. O'Grady, general manager of the Atlantic Sugar Refining Co., Ltd, Montreal, to CANADIAN GROCER. Mr. O'Grady pointed out that, among the factors that were most outstanding in the higher cost of production, that of labor, was the biggest single contributing item. Labor was in a very unsettled condition, and instead of men being content to accept the same wages as had obtained during the war period they were insisting upon getting more.

"Coal prices have also been higher, and this is one of the large items entering into production cost of refined sugar," said Mr. O'Grady. "The selling prices of refined sugars have remained unchanged, and still the refiner is paying more to produce."

Mr. O'Grady sees no indication of lower prices on sugar. In the first place the price for raws is fixed, and all operations have to be based on these fixed quotations. The operation of this control will continue for several months at least, and some think that it might be continued in force even longer, although there was no definite indication as to this.

The jobbers as well as the retailers were not stocking up heavily, Mr. O'Grady said. There was no big movement, and the buying, while regular and constant, was for limited quantities all around. In effect, the refiner was carrying the stock.

Asked if export business was not active, Mr. O'Grady replied that there was a considerable tonnage of sugar going forward, but that this was being sold under restrictions, and that there was little immediate encouragement, whereby open, competitive selling could be undertaken. It was this class of business that the refiner preferred, and the open market was much more desirable and more satisfactory.

NEW PREMISES FOR G. W. GRIFFITHS & CO.

George W. Griffiths & Co., manufacturers' agents, Winnipeg, have moved from Chamber of Commerce to 246 Princess St.

FIRM MEMBER PROGRESSING

The trade will be pleased to know that Mr. A. H. Brown, of Richards & Brown, Ltd., Winnipeg, is progressing favorably following his recent accident in which he sustained a broken leg. He is expected to be back at the office within a week or so.

GAIN 44-HOUR WEEK

Mr. Bull, managing director of the Royal Crown Soaps, Ltd., Winnipeg, announced last week that a 44-hour week will be initiated in the Winnipeg factory.

**MEMBER OBJECTS TO ENQUIRY
CLAUSE IN WHOLESALE GROCERS' ASSOCIATION BILL**

In the Private Bills brought up for consideration in the House on May 2 was the Bill to incorporate the Canadian Wholesale Grocers' Association. Mr. McKenzie drew the attention of the Government to the clause in the bill that empowered the association to make enquiries under oath.

This clause of the bill reads as follows:

The association may, by by-law or resolution, provide for the appointment of committees of inquiry to inquire into any matter affecting the manufacturing, import, export, as well as internal or domestic interests of Canada, as affecting the grocery trade, and such committees may examine upon oath (which oath any member of said committee is hereby empowered to administer) any party who appears before them, and the evidence so taken may be used to assist the association in arriving at a decision with reference to the matter under consideration.

Mr. McKenzie held that as formerly all such investigations had been dealt with by the Government, he did not think that this clause should be allowed to pass. He held that no body of merchants had the right in their own private interest to make investigations under oath.

In this opinion Mr. Rowell concurred. The bill was, therefore, permitted to stand in committee pending further consideration of this point by the Government.

**HAMILTON, ONT., RETAILERS HOLD
"GET TOGETHER" WEEK**

Many Interesting Addresses and Instructive Discussions During the Business Sessions, Concluding With a Social Evening of a Unique Character

Retailers' Week in Hamilton last week was one of the most successful of its kind, both from the standpoint of profitable instruction and good entertainment, as a means of fostering a "get together" spirit. The opening night was given to a retail selling demonstration, and a practical talk by F. F. Stewart, of Montreal, managing director of Cluett, Peabody & Co. This was followed by a discussion that was decidedly helpful and instructive. Wednesday night was featured by a talk by James Walley, of Buffalo, an expert retail counsellor, and the usual discussion. Sidney Wilson, Cleveland, a successful storekeeper, was the speaker on Thursday evening, and on the concluding night, the evening was given up to entertainment, commencing with a banquet at 6.30. Ladies' prize contests, distribution of samples, unusual stunts by retail associations, vaudeville features, parody song contests,

**These Are
Marmalade Days**

IF you are considering making Marmalade this year now is the time. The supply of bitter oranges available this year is very limited indeed, owing to export restrictions in Italy and Spain.

This is our first supply to arrive, and may be our last. If you are interested, be sure to get your supply early—better still, TO-DAY.

We quote:

Finest Messina Bitter Oranges, large size, fine, firm, bright colored fruit, the kind to assure successful marmalade, per dozen, . . c; 5 dozen lots, \$. . .

Luscious California Navel Oranges, medium size, per doz., . . c.

We have also a good supply of large-sized navels; these are exactly the same quality, but they are even better value at . . c a dozen. We buy these oranges at lower figures because their size makes them expensive for general use; they can be profitably used for marmalade, however.

Lemons, either Italian or Californian, fine, bright, well-matured fruit, and guaranteed from frost, per doz., . . c.

Brown Bros.

100 Main St.

A useful specimen advertisement for this time of year.

and an address by John D. Wells, editor of the Buffalo News.

The arrangements for the convention were in the hands of: Cam Bale, of Haberdashers' Association; U. L. Campbell, secretary Druggists' Association; J. Culley, Electrical Dealers' Association; J. R. Dixon, Bicycle Dealers' Association; A. G. Gaul, Jewelers' Association; K. H. Green, Furniture Dealers' Association; "Bay" Hill, secretary Retail Grocers' Association; D. G. Shearer, of the Stationers; Art Wilson, secretary Shoemen's Association; A. J. Wright, president Hardware Association, and others.

ESTABLISHED IN THEIR NEW HOME

"Salada" Tea Company Have Inviting Surroundings For Employees—Recreation Grounds Among Them

The staff of the "Salada" Tea Company are now settled in their new home on King street west, Toronto. CANADIAN GROCER some time ago made reference to the fact that P. C. Larkin, founder of the company, had purchased the new site. The building is a four storey one on a property that stretches through from King to Wellington sts., with space at both sides to ensure plenty of light on all floors. These side spaces are being turned into gardens that will make an attractive setting for the building.

On the top floor is a large cafeteria, that is being fitted up appropriately for the use of the employees of the firm. There is sanitary equipment on three different floors and in the rear there is a large lot that will be bordered by flower beds that is to be used as a recreation ground for the employees.

The mechanical equipment for handling, weighing and packaging the tea has been installed. On top floor there is a large cutting and sifting machine that cuts the tea as it arrives from the original chests from Ceylon and India into the regular size, and sifts from it any foreign particles that may have found a way into it. This machine, as all others used in the process of blending, has a vacuum attachment that draws off the tea dust, that might give the infused tea a muddy appearance. This tea dust has some commercial value, and is sold mostly to the Newfoundland fishermen. It is interesting to note the operation of the machinery. From this floor the tea is carried in pipes to a big blending drum. A certain number of revolutions of this drum produces a uniform blend, and when this has been reached, a shutter marked with the name of the tea blended is opened and the tea is carried down to plate glass and nickel receptacles on the second floor. From these it passes down to the packing room, where it is weighed by automatic machinery and wrapped in its aluminum or lead foil. Then it is passed to a labelling machine that in one operation puts the label on all four sides of the package, which is then ready to be boxed and shipped on order.

Each night the whole establishment is dusted clean of any particles of dust by means of a vacuum.

The "Salada" Tea Company has its own bonded warehouse in its new home, that permits them to move tea directly into storage, and to get it out without difficulties at any time. The executive offices are exceedingly attractive, being splendidly furnished.

Manufacturers are endeavoring more and more to improve working conditions for their employees and Mr. Larkin has certainly made his new premises most inviting in this respect.

"Best Way to Make Money is Keep It!"

A Truism Well Exemplified By My "Amateur-Grocer" Friend—The Wisdom of Money Out of the Business Demonstrated—Paving the Way to Independence

By HENRY JOHNSON, Jr.

A MAN wise in the ways of finance, whom I have quoted more than once in these columns, once said to me:

"Very little money would be lost if men could realize that one of the best ways to make money is to keep it. When fishing for big interest, be careful that you don't swallow the bait."

One of the strongest things about that remarkable statement which I published last week was the piling up of \$4,500 in cash and a Canadian Victory bond by that small grocer whose net earnings had figured out to only about \$1,050 a year for the past six years.

He did not let me have all his figures. For example, I do not know how much he has invested in that vacant land deal to which he refers only once. Neither do I know how many times he has paid \$100 on the mortgage. Nor yet has he said what interest he pays on the mortgage. But the mortgage comes due very soon now and he plans to pay it off.

Suppose then, that the balance unpaid now is \$3,000. After he pays it, he will have a clean surplus of at least \$1,500. Of that, \$1,000 already is invested in a Victory bond, as fine security as any on earth, which pays him 5½ per cent., or \$55 a year. With care and on consultation with his banker, he can put out the remaining \$500 at between 5 and 6 per cent. with perfect safety. Together, then, these funds will earn him \$70 or \$75 a year, or about \$6 per month, without thought or care on his part.

Wise to Keep Small

You will remember that he said he would like to do things on a bigger scale, but felt that it was wiser, considering his impaired health and his years, not to attempt to do more than he is doing now.

Now see the beauty of the habit of rigid accumulation carried out over a series of years. This story sheds a new light on my contention that it is the plain duty of every merchant to himself and his business to draw money out of his business and invest it in good securities.

This for the reasons that, under this system, he is sure he is laying by some real money, hence is piling up a competence. Also, that thus he keeps himself scratching for capital in such a way that he will figure more closely and carefully; hence will become not only a more conservative buyer but a vastly better collector, and in a thousand other respects a keener business man.

But see, now, how it works out with this man. He would like to operate on a larger scale. Why? Because he has a normally wholesome ambition. Now, though he cannot himself directly undertake to do more business, he is in a position to enter into partnership of interest with the biggest business men in

the country and share in their work. Yes, even better than that; he hires those men, on a contingent salary, to work for him! For just as soon as he buys sound bonds or seasoned stocks he shares in the enterprises they have built up, in the earnings they make, and he has the advantage that they pay him his share of those earnings before they get a cent for their own work!

Grows Without Direct Effort

So now he is able to and does operate on as wide a scale, as rapidly as his accumulations grow, as he likes, meantime having his mind and body free to devote steadily to his own little grocery store.

"O, but what's 6 per cent.?" somebody says. Nor are you the first who carelessly and thoughtlessly have uttered that foolish question. So let me tell you one thing that six per cent., compounded only every six months, will do.

The sum of \$25 set aside every month at 6 per cent. compounded every six months will pile up a total of over \$30,000 in 30 years. How much is \$25 a month? Is it not \$300 a year? And if it is \$300 a year and we do it for 30 years, how much will we have laid by ourselves? Figure it out and you will find it is \$9,000. So, in the 30 years, the 6 per cent. has accumulated \$21,000 and over—without effort on the saver's part—in return for his faithfully laying up less than a third of the total.

Next I hear somebody say that he does not want to wait 30 years. That, of course, depends on the point of view. I took out my first life policy 27 years ago. It was written on a plan whereby I could withdraw it, or take part of the dividends, or do a number of other things in twenty years, and then quit or continue for a further ten years. When the 20 years rolled around, and they rolled without much thought or care on my part, I did not need the money. I left it for further accumulations. When it comes to me in another three years, it will come as a wind fall, as purely found money, because I have never missed the premiums paid.

The Little That is Never Missed

So it will be with the merchant who lays by \$25 a month. He will not miss it. Further, by the very discipline to which he subjects himself to make the systematic accumulations, he will automatically become a better business man in every particular. Then, as life stretches more and more behind him, that goal which once was 30 years ahead comes rapidly nearer. Say he starts at 28. Will any man in fairly good health who is nearly 58 admit for a minute that he is too old to enjoy a competence of \$30,000 when it is handed to him at 58? Ask him—anywhere you find him—and see!

"Despise not the day of small things!"
"Mony a little makes a mickle."

Well-Balanced Self-Respect

Notice that this man said he had no telephone and no delivery, that he never went after orders nor asked anyone to trade with him; that he simply tries to give satisfaction in quality and price and does not cut rates.

Does this sound as if he were a little bit "independent?" It does not sound that way to me, because it is very like my own experience in certain respects.

One day, about 15 years ago, I got to thinking about our system of soliciting orders. We sent out a very competent clerk at 7 every morning, who had to be hustled out, probably delaying others which had been in for an hour or more, and often resulted in dissatisfaction because late in spite of all we could do.

Immediately, I figured out exactly what that system cost and what it yielded. I figured the solicitor's time at about double what we paid him, because he was absent the time when he could be of most use to us. Result was we quit soliciting cold, kept the customers who would stay with us on the new deal, lost those who would not stay—and never resumed the system. There was no "independence" about our action: There is none with my friend. He just figures that there are certain limitations beyond which he cannot go without overtaxing his own capacity to get his work done; and he has the wisdom not to try to overdo.

Being free from a thousand vexations of phones, deliveries and anxiety about whether Biffkins is trading as much as usual this month, he can concentrate on service in his store and the general operation of his business. Note, too, that "success succeeds." It's mighty hard to find fault with a small grocer who needs three banks and a Government bond to care for his financial assets!

True Independence

But I went over the ground of true independence with you last week. That is a phase of this man's unusual record to which we well may give the closest attention. For after all is said and done, money is not everything and all success is relative. To be able to look the whole world in the face because you owe not any man is worth years of patient toil, as any man will tell you who has been through the real mill. So I feel like ending this review with a quotation with which I think, somehow, that you will agree:

Thanks, thanks to thee, my worthy friend

For the lesson thou hast taught,
Thus at the flaming forge of life
Our fortunes must be wrought;
Thus on its ringing anvil shaped
Each burning deed and thought!

Does Not Like "Cash and Carry" Plan

This Merchant Maintains That Business is Built on the Service Plan—Says That "Cash and Carry" Will Not Lower Expenses—Elimination of Delivery Will Cut Down Business

By J. F. THOMAS

This article is from an address delivered by J. F. Thomas, a merchant in Pierre, South Dakota, at a Retail Merchants' Association Convention. As it takes a somewhat novel angle in regard to the "Cash and Carry" idea, CANADIAN GROCER publishes it here for the benefit of readers.—Editor's Note.

The economic situation calls for careful consideration of problems that confront the retailer. So much has been said about efficiency, economy, elimination, conservation and what not, that the average retailer does not know whether he is in keeping with the times or not, and in his endeavor to be patriotic and loyal some of these things may have been carried too far. This is easily possible.

Run Store to Capacity

One result of this agitation has been to lead many retailers to try out new schemes, some, no doubt, good, while others have been of little value. Many suggestions have been made and lots of advice has been given the retailers as to how to run their business in war time. This advice has come from many sources, and I believe given in the best of faith, but in my estimation much of it has been ill-advised and of little practical benefit to the trade at large. For example, we are urged to reduce delivery, shorten credits, eliminate waste, to do more with less, and a hundred other things, all of which the good business man has been doing all the time. For my part I have only one way to run a store, and that is up to its capacity.

I fail to see how the curtailment of delivery could effect an economy if the delivery system is to be maintained. I will try and show you later that the delivery system when properly operated can be maintained at a cost that pales into insignificance when compared to the savings of the time of those whom it serves. I recall reading a statement from Mr. Selfridge, the great department store man of London, last year in which he said that although the war had taken 10,000 of his employees he had not found it advisable to curtail his delivery—and I believe he would adopt any system that would mean economy to his community.

Cash and Carry

Another result of this agitation for economy has developed to some extent what is known to the grocery trade as the "Cash and Carry" plan of merchandising, that is, pay your money and get the goods home any way you can.

Now it is this phase of war time development that furnished our secretary with the subject he assigned me for this convention: "What Will Be the

Status of the Cash and Carry Plan After the War?" To begin with I assure you that all I can do is to give you my opinion, for as you know the cash and carry idea has not had the attention of the public very long and is perhaps in its infancy, and while I am frank to confess that I do not know what its status will be after the war, I am willing to predict that it will remain in its infancy. When I finally consented to take this subject, and I did it because our secretary couldn't unload it on any one else, I had not given it a moment's thought. In fact the cash and carry idea has not worried me before the war nor during the war, and will not worry me after the war. I always believed and still believe, that the sellers of service will always be busy in any line of endeavor.

No Good Reason For It

In thinking on this subject, however, I have tried to figure out a reason for the existence of the cash and carry plan. My conclusion is there is no good reason. The catchy phrase "Cash and Carry" has of course created the idea with some that it was a great step forward along economic lines, but my analysis does not support this idea. The two words "Cash and Carry" are in my opinion badly matched up, reminding one of a horse and an ox hitched together. Cash is all right and much to be desired and the customer who pays cash is certainly entitled to the best of service, which after all is the keynote of any business. I have always maintained that a business institution of any kind is entitled to recognition in any community only on the basis of the service it gives to that community. I regret only that the fellows who need to get this vision are not here.

Now let us see what kind of service the cash and carry store offers for sale, and it will be well here to take into account the range of possibilities in which it hopes to excel the service store. Of course the only way to make a fair comparison is to assume that the two kinds of sellers are going to sell the same amount of merchandise. It will also be fair to assume that they will both be operated to capacity. Now this being true the cash and carry store is at once placed in a limited field while the service store is limited only by the field of its vision, which with the wide awake merchant is almost boundless. For the cash and carry store to gain any advantage over the service store must sell goods much cheaper, or must sell better goods for the same or less money.

I am not willing to admit that it can do either.

Plan On Trial

Remember that we are assuming that two stores operating at capacity are endeavoring to convince a critical public as to which is the more economical place at which to have their wants supplied, the one appealing to price, the other service. The cash and carry plan fails right here for to sell the same amount of goods (which is impossible on account of the limited field) it would more than use up the cost of delivery in extra salesforce to take care of the customers that could be served by a well operated delivery system. In support of this statement I quote from p. 7, vol. 3, No. 1, Bulletin Indiana University.

"Elimination of delivery entirely would not attain economy for a community or the retailer, for it would necessitate his employing more clerks to take care of the crowds at the store and would entail expense and inconvenience for the customer."

If this is true and I have contended for years that it is, the cash and carry plan would have approximately the same operating cost as the service store and, therefore, could not make good on the price appeal.

Cash Only Feature

Now let us take up the cash side of this plan, which is its only redeeming feature. It shows up very little better. Quoting from a table computed by the Bureau of Business Research of Harvard University, it has this to say: "Credit is as old as civilization, and costs one-half of 1 per cent. of sales," an amount so small that it could hardly be reflected in the price. The cost of delivery is of course greater than the cost of credit but it is also a greater factor in business, for it greatly increases the field of activity. You could hardly expect me to discuss the delivery question without drawing my conclusions from personal experience. We know the cost of delivery and we are convinced that if our delivery system were discontinued to-day, and we could sell the same amount of goods we are selling (and that would be the only fair assumption), our cost of operation could not be reduced. In fact I am firmly of the opinion that it would be increased.

And this is not all. What of the housewife's time? Our delivery system handles approximately 200 orders a day. Two hundred housewives shopping in

Continued on page 33

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

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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A SANE VIEWPOINT

THE danger of over-centralization, dangers represented forcibly in the mail order corporation, and the large co-operative associations are beginning to be seen not only by the merchant of the smaller community, but by certain other clear-thinking members of these communities.

Charles Stewart, ex-reeve of Ashfield, and himself a prominent farmer of Huron County, Ont., and a member of the United Farmers of Ontario, has this to say:

"I am opposed to the movement among farmers to buy all their goods from the big centres. The farmer needs the local merchant as much as the merchant needs the farmers' patronage, because, if business places in small towns are wiped out the value of farm property will not increase."

TELLING THE PUBLIC OF QUALITY

THERE are stores that take pride in the quality of the goods they sell and in the service that they give to the public, but in many instances a great part of the public knows nothing much about them. They may realize that the store is pleasant, and that the service is courteous, but they may not stop to think that this may not be the case everywhere. The store that gives this kind of service, and sells this kind of goods, should keep this fact

before the public. They are facts worth advertising.

Many merchants are inclined to crowd their advertising with the names of too many goods. Long lists of commodities have little selling value. The customer wants to know something definite about the goods, and it is a wise merchant who tries to find out just what it is that the public would be likely to ask about these goods, and answers the unasked questions; it is a wise merchant, too, who if he tries to keep his service a little ahead of his competitors, lets the public know that his aim is at all times to excel in that line.

Blowing one's own horn, if not done too blatantly and persistently, is a good thing. It interests the customers, and it helps the merchant to put a value on the services he is rendering.

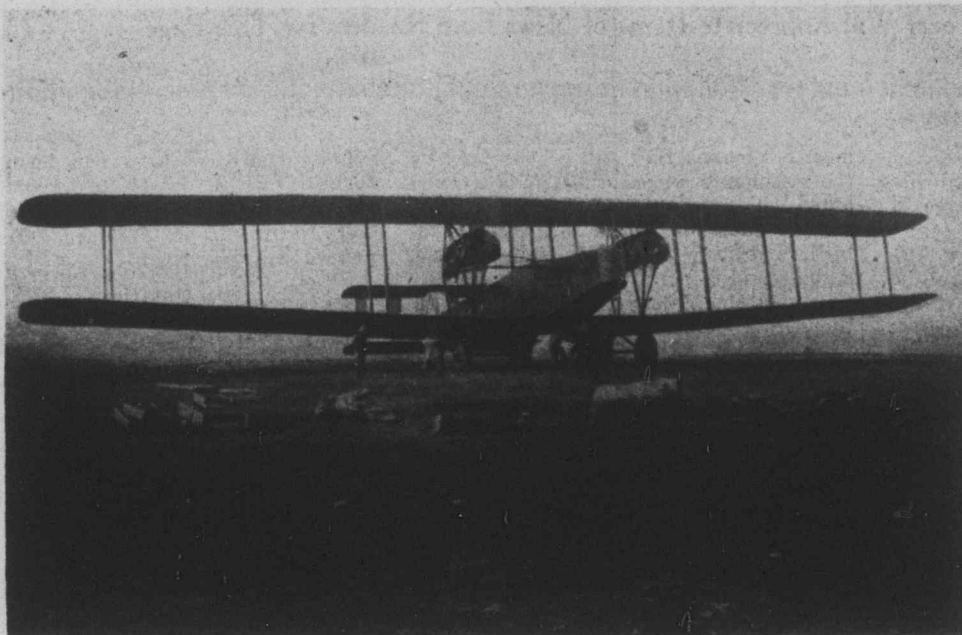
THE GROCER AS AN EXPERT

THE doctor is generally recognized as an expert on all matters pertaining to human health, the lawyer on all matters pertaining to the law. But unfortunately it does not always follow that the grocer is recognized as an expert on the food he handles. More often than not this is absolutely the grocer's fault. Those who depend on his service are ready and anxious to believe that he is an expert in his own line, but very often he will not give them any opportunity. Sometimes when the customer questions him about goods, he professes a large and complete ignorance, as though that were really a virtue. He will not discriminate between goods, announcing, broadly, that they are all about alike. No one could believe him an expert. He is the living negation of such an idea.

Fortunately, however, this type of merchant is growing daily more rare. Merchants are realizing that the grocery business is as highly technical a calling as any. He knows that he may make a living, even with slipshod business methods, and limited knowledge. But he knows, also, that it can only be a bare living under such conditions and that if he is to make a real success he must make a study of his business, and he must know his goods. He must know wherein one line of goods differs from another. He must know the process of manufacture that makes one product better than another.

He must have a full knowledge of his goods, so that no customer's question need remain unanswered. When the merchant becomes fully conversant with all the details of the business, even to knowing something regarding the most minor article upon his shelves, then he has become a real specialist, and is a real adjunct to the country. Anything can be sold without salesmanship, if it is sold low enough. But to maintain a business on a solid level of profit requires three things—quality, service and knowledge, and the last is not the least of these.

Current Events in Photographs



Will Try to Fly Across Atlantic

This is the first photograph of the Handley-Page oversea plane and shows the testing of the engines. The machine is one of the most powerful yet built and will be one of the largest machines participating in the Trans-Atlantic flight.

THE "CASH AND CARRY" PLAN Continued from page 31

person would consume approximately one and one-half hours each, allowing time for dressing and going to and from the store, a total of 300 hours daily or 30 days per day, counting her time at \$50 per month, our delivery system would result in a community economy of \$1,500 per month. If the cost of the delivery system were charged direct to the community they would have still 500 per cent. profit on the investment but I think I have shown that is not as both stores operate at the same cost.

Therefore: After the war, as before the war, the real service store will enjoy prosperity in keeping with the service it gives to its community, which in my opinion will be far in excess of the recognition given the cash and carry plan.

In conclusion, if I may venture a word of advice to the retailers of South Dakota, I would say make your stores real service stores and stop trying to evade it by cash discounts, co-operative delivery and other questionable schemes and neither the cash and carry plan nor any other plan will have any terrors for you. . . . Build your business on merit and your reward will be in keeping with the efforts put forth.

Just imagine if you can those 200 busy housewives trudging through the sweltering heat of summer or the cold blasts of winter spending 30 days trying, but failing, to do the work of a couple of delivery boys who could better accomplish the task with one-fifth the expense, and call this economy? If you can draw the mental picture which will be the only way to get it, for the busy

housewife appreciates service and knows when it is priced right, then ask yourself what ought to be the status of this extravagant cash and carry plan.

MR. SPARLING PRESIDENT OF RETAIL TRADE BUREAU

The merchants of Winnipeg paid a compliment to one of their number recently, when they elected Fletcher Sparling, general manager of the Hudson's Bay Company, as chairman of the newly-organized Retail Trade Bureau of the Board of Trade. J. W. Kelly, of the McLean company, former president of the Retail Merchants' Association of Manitoba, was elected vice-chairman of the bureau at the same meeting.

N. B. POTATO GROWERS ANXIOUS OVER POSSIBLE REIMPOSITION OF AMERICAN DUTY

Potato growers in the western counties of New Brunswick, the chief source of supply for exports, are viewing with some alarm the agitation of their competitors across the international boundary for the re-imposition of the duty on potatoes. The Maine growers allege that the cost of production in Canada is less and that they should be protected from cheap competition. The New Brunswick growers cannot find where their production costs are lower and point to the concrete fact that they secure from 25 cents to \$1 per barrel less from the American buyers than is paid in Maine. However, the New Brunswick potato men are not so seriously concerned as they might have

been before Montreal and Toronto discovered the desirability of their product and opened up these markets. As the average producer in New Brunswick engages in diversified farming as well as in potato growing, he would not be inclined to worry so much about the loss of the United States market; in this he is a bit more independent than the Maine growers, who devote themselves almost exclusively to their potato crops.

BISCUIT COMPANY TO REBUILD

The Montreal Biscuit Co. has, it is stated, let a contract for the erection of a new factory in Montreal, to replace the one destroyed by fire last fall. It will be recalled that a serious fire made total destruction of their large plant, late in the season, and rebuilding of the plant then was not undertaken.

Plans call for a four-storey structure, 90 x 308 feet, the material to be brick. The cost is given in the contract as \$118,000.

WILLARD CHOCOLATE CO. TO SPEND \$175,000

An application was made some time ago by the Willard Chocolate Company, Ltd., Toronto, for a permit to erect a large down-town warehouse, to cost in the neighborhood of \$75,000. Recently the permit went through with an added value of \$100,000, the whole five-storey structure to cost \$175,000. The warehouse will be erected at 445-447 Wellington street west, near Spadina ave.

CURRENT NEWS OF THE WEEK

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

Maritime

The grocers of West St. John will observe Thursday afternoon as a weekly half holiday this summer.

The half-holiday matter also was disposed of with the decision to close the stores at one o'clock on Thursday afternoons during July and August.

Now that a plebiscite has voted down the Mayor's proclamation of daylight time, it was decided that the stores should return to standard time.

A. E. Smith, president of the Smith Brokerage Co., Ltd., St. John, has left for an extended trip to California; Mrs. Smith accompanies him.

J. Alywn Tait has closed his retail grocery store in Hampton, and has started in business in St. John, as agent for various confectionery lines.

Among the new retail groceries in the reconstructed district of Halifax's north end are those of A. A. Jones, who lost everything in the explosion, and M. Long, who is combining confectionery, etc., with the grocery business.

The directors of the exhibition association of Charlottetown, P.E.I., have announced that they will hold an exhibition this fall, beginning on Sept. 23, and that it will be open to all Canada.

The retail grocers of Halifax will take Wednesday afternoon off, during the summer, commencing with the first of this month.

Owing to the extremely rough weather, the lobster fishermen on the Nova Scotia coast have met with little success so far this season.

At a meeting of the Fredericton branch of the Retail Merchants' Association, it was decided to invite Frank Stockdale to deliver a series of lectures on merchandising during the summer.

Supplies of dried fish are reported short in Halifax. The Cuban market for dry fish is reported improved, an increased demand from the east end of the island having cleared up the accumulation in Havana.

On instructions of Lord Leverhulme, of Lever Bros., England, who now control the business, the St. Croix Soap Manufacturing Co., Ltd., of St. Stephen, N.B., in future will run an eight-hour day, with half holiday on Saturday.

Since the war ended there have been continual inquiries reaching St. John, from many distant places, for Canadian fish so cured or packed as to stand a long journey. Among the latest inquiries received by the Board of Trade is one from New Zealand, and another from the Fiji Islands.

The proposal to observe public holidays on other dates when the days on which they fall are not convenient days to close was discussed, but was voted

down. Victoria Day will be observed by the merchants on Saturday, May 24, and other holidays as they fall due.

The MacMann Hotel block of buildings, consisting of the MacMann House, stables and general store, conducted by Fred D. MacMann, at Minto, N.B., in the Grand Lake coal mining district, were destroyed by fire recently. The loss is \$50,000. Insurance covers \$9,000.

Quebec Province

A. Lesperance & Co., grocers, La-Tuque, Que., have dissolved.

Desbien & Gauthier, grocers, LaTuque, Que., have dissolved partnership.

Bibeau & Dufresne, general merchants, Montreal, have dissolved partnership.

F. W. Anderson was in Montreal last week representing the John B. Paine Co., Toronto, Ont.

Lorenzo Biteau, Mrs. P. Burke, J. E. LaFortune, all of Montreal, have registered grocery businesses.

J. S. Meyers, of the Peerless Cereal Mills, Woodstock, Ont., was in Montreal last week, calling on the trade.

J. H. Magor, of Magor, Son and Co., Limited, Montreal, returned this week from an extended visit to England.

J. Armand Cote and Ad. Cote, Sherbrooke, have been registered as grocers, under the firm name of Cote & Frere.

Mrs. A. Gravel and E. Norchessault, general merchants, Fassett, Que., have been succeeded by the Fassett Trading Co.

The branch store of Desire Cloutier, general merchant, St. Narcisse, located at St. Stanislas, was recently destroyed by fire.

Duncan Cameron, city weigher and gauger, of Montreal, is dead. Mr. Cameron has resided in Montreal for many years, and was identified with many varied organizations and activities in the city.

Montreal grocers who have applied for licenses to dispose of such wines and beers as are permitted under the new act and to whom licenses will be granted, will, it is expected, be given these after the 10th of the present month.

The Salada Tea Company, St. Paul street, Montreal, extended a unique invitation last week to a visiting actress, and a few invited guests. Miss Elsa Ryan, leading lady in the "Tea For Three" Company, which was playing here, was the guest of the afternoon, and invitations bearing the phrase, "To meet the famous actress, Miss Elsa Ryan," were extended by F. T. Shearns, the local manager, to a few friends. The

office of Mr. Shearns had been transformed into a dainty tea room, made the more attractive by daffodils, which were profusely in evidence. Tea was poured by Miss Ryan.

Ontario

Thornton Baker, Exeter, has sold out. C. A. Kelly, Hamilton, has sold to F. Murray.

L. Curry, Foresters Falls, has sold to H. C. Wilson.

M. N. Little, Toronto, is discontinuing business.

T. R. Franklin, Toronto, has sold to Notter Bros.

Fred Adams, Toronto, is advertising his business for sale.

John Armstrong, general merchant, Kerwood, has sold out.

W. H. Trecker, grocer, Sarnia, has sold to D. H. Curtis.

W. H. Fricker, general merchant, Millgrove, has sold out.

Harley H. Sheriff, grocer, Toronto, is discontinuing business.

Horton Masson, grocer, Shedden, has sold to T. Halam Keiller.

O. Evanovitch, grocer, Ottawa, has been succeeded by D. Harley.

John Armstrong, general merchant, Kerwood, has sold to W. R. Pollock.

Wm. Kearney, Ottawa, has been succeeded by Larson's Cash Grocery.

Adam Stewart, grocer and butcher, St. Thomas, has sold to E. E. Hooper.

Howe & Richard, Ltd., grocer and hardware, has been succeeded by Israel Howe.

The Kenora Dairy Co-operative Association, Ltd., have recently been incorporated.

Hampton & Taylor, grocers, Toronto, have dissolved partnership, W. C. Hampton continuing.

H. L. Albrecht, Newton, Ont., has sold his business to Becker & Elligson, of Brodhagen.

L. Lamoureux, grocer and butcher, Sudbury, has been succeeded by Lamoureux & Prevost.

H. Farmer, C. E. Naphale, S. E. Smith and Henry Taylor, grocers, all of Hamilton, have sold out.

Norman Morrison, recently returned from overseas, has joined the force of the F. T. Hill Co., Highgate.

John Waddell has sold his grocery business that he conducted at 55 Railway Street, Stratford.

Prete & Elliot, groceries and fruits, Sudbury, have dissolved partnership, Mr. Prete continuing the business.

Rapley & McCorkindale have opened a grocery store at the corner of Fourth and Birch Streets, Collingwood.

NEWS FROM WESTERN CANADA

WESTERN

W. A. Day, Wellmar, Sask., has sold out.

J. J. Daley, general merchant, Ayre, Sask., is dead.

P. Fraser, Preeceville, Sask., has sold to McLean Bros.

R. J. Wood, general merchant, of Alameda, Sask., is dead.

Hughes & Ritchie, general merchants, Beverly, Sask., have sold out.

M. L. Munro, general merchant, Heward, Sask., has moved to Liberty.

J. Weinberg, general merchant, Leslie, has sold to Gibbs & Segal Bros.

T. Gallagher, general merchant, Erinview, Man., has sold to R. S. Burns.

McEwens, Ltd., Fairmount, Sask., has been succeeded by Edgar Browning.

A. I. Griffith, general merchant, Togo, Sask., has been succeeded by Waldman Bros.

The estate of A. B. Purkis, general merchant, has been succeeded by Mrs. E. Brooks.

James & Baldwin, general merchants, Tilston, Sask., have been succeeded by J. S. Cosgrove.

John H. Armstrong, general merchant, Bradwardine, Man., has sold to W. J. Sheppard.

Wagner & Rail, general merchants, Hayter, Alta., have been succeeded by J. C. Eddy & Co.

Raymond Bros., general merchants, Aneroid, Sask., have been succeeded by O. R. Ball & Co.

H. Warkentine, general merchant, Dalmenv, Sask., has been succeeded by Jacob H. Gossen.

The Craik Mercantile Co., general merchants, Craik, Sask., have become the Craik Mercantile Co., Ltd.

The A. C. Beach Co., Ltd., general merchants, Craven, Sask., have been succeeded by W. R. Scovill.

E. W. Palmer, general merchant, Big Stick Lake, Sask., has moved to Chaplin, where he has taken over the store of L. B. Burroughs.

B. M. Henderson Brokerage, Ltd., Edmonton, Alberta, have been appointed agents for Northern Alberta, for the Dominion Salt Co. of Sarnia, Ont. They will distribute both the "Century" salt and their "Sifto" table salt.

ALSO IN SASKATOON

In the advertisement for Tees & Perse, Ltd., Winnipeg, in the annual Spring Number, through an oversight, the name of Saskatoon was left out of their list of branch houses.

RETAILER AND WHOLESALER TO WORK TOGETHER

Wholesalers of Regina, Sask., are pointing out to the retail trade that there is a mutual obligation in trading conditions. The retailer feels that the

wholesaler should not encroach on his field, or associate in any way directly with the retail trade. A number of wholesalers, admitting that contention, point out in a circular that there is also an obligation on the retailer to give a preference to the men who respect their wishes in this regard.

The circular issued by a number of retail firms reads as follows:

Should Wholesalers be Retailers?

The Universal Answer by the Retail Trade Would be "No"

Alright. What about the wholesaler who is not satisfied with his wholesale trade but TAKES THE CREAM OF THE RETAIL TRADE AS WELL? Is he not your most dangerous and strongest competitor? He is. TWO PROFITS to the WHOLESALER and the RETAIL to work on. You say, "He does not cut prices," perhaps not, BUT HIS EXTRA PROFITS PERMIT HIM TO PAY BIG RENTS, EMPLOY HIGH SALARIED RETAIL MANAGERS AND SPEND LIBERALLY FOR WINDOW DISPLAYS, SHOW CARDS, ETC.

Are you helping any wholesaler to do these things? Are you buying from any jobber who has retail stores and thus creating a profit for him to use to compete against you? If you have done this in the past, do not do it because you have not stopped to consider the question. It is not fair to the wholesaler who is satisfied with his field. Last but not least. Are not the whole-salers who confine themselves strictly to wholesale business WORTHY OF YOUR STRONG AND ENTIRE SUPPORT? Every retailer will readily answer "YES" to this question.

The Grocery section of the Regina Retail Merchants Association passed the following resolution last month.

"Resolved that members of the Retail Grocery Section be asked to pledge support to exclusive wholesalers, that is to say, wholesalers who do not conduct retail stores."

You will note resolution does not apply to any particular line, but to any wholesaler whether he sells drugs, hardware, tobacco, confectionery, biscuits, boots and shoes, in fact the resolution is wide open. It covers all branches of trade.

You rightly expect the jobber to be very careful and not sell Hotels, Grain Grower's Organization, etc. in turn we claim that it is right for the retailer to extend the exclusive wholesaler the same protection, AND PURCHASE YOUR GOODS FROM WHOLESALERS WHO RESPECT YOUR WISHES IN THIS AND HAVE NO RETAIL CONNECTION.

The greatest curse to the regular retail trade in many Cities of the United States is RETAIL STORES, KNOWN AS CHAIN STORES CONDUCTED BY A JOBBER. BACK UP THE EXCLUSIVE WHOLESALER by serving earlier fresh with, upon any jobber who has retail stores, that in future your support goes to the wholesaler who is satisfied with his present field, and the wholesale houses (without retail stores) WILL FEEL WARMLY GRATEFUL FOR YOUR ACTION.

- | | |
|--|--|
| McLean Grocery Company, Limited
For Wm. Colquhoun | Scott Fruit Company.
Per Ballmain |
| Lloyd Fruit Company.
Per A. J. Simmonds | H. G. Smith, Limited,
Per R. G. Smith |
| Cameron & Hogg
Per S. C. Burton | Gunn & Smith,
Per F. C. Gunn |
| Cambell, Wilson & Strathairn,
Per Blair | Stephenson & Mallison,
Per R. A. Wood |
| | McNall & Company,
Per T. G. McNall |

REGINA, SASK.

NEW FACTORY FOR BRETT MANUFACTURING COMPANY

Brett Manufacturing Co., Winnipeg, which suffered heavy loss in a recent fire, has opened new premises at Erin and St. Matthew Streets, where manufacture has been recommenced. The firm is in position to supply the trade with all lines as formerly.

SIDNEY, B.C., CANNING PLANT ACTIVE

1,500 Sacks of Clams Received in One Day—Company Does Big Business

The Sidney Trading Co., Sidney, B.C., in addition to its large general store business, conducts a clam canning plant at the Beacon Arctic waterfront of that place.

This industry, while already well founded, is increasing rapidly owing to the growing knowledge and appreciation of clams as a food. At the present time, this being the height of the clam canning season, the factory is being run night and day. On one day recently 42 boats unloaded their cargo, totalling

1,500 sacks of clams at the cannery wharf. The operation of canning clams is an interesting one.

The clams are dumped from the boats into the cannery's big storage bin on the beach. From there they go up a chain conveyer to the steaming barrels. In these barrels they are exposed to live steam for about ten minutes, which causes the shells to open. They then go to the sorting tables, where the meats are separated from the shells and collected into shallow pans.

Following this operation the clams are trimmed by hand and carefully cleaned, and packed into tins. The tin is then filled with hot clam liquor, which is saved from the steaming barrels.

After having been sealed the tins are taken to the steam cooking retort, and after a thorough cooking the tins are cooled, lacquered and labelled, and are then ready for shipment.

The average day's run is 126 cases.

Tinned clams find a market as far south as Australia, east to Montreal and north to Dawson, the Yukon territory being a heavy consumer of clams.

During the autumn months the cannery also puts up large quantities of tree fruits, and some tomatoes.

The board of management consists of C. C. Cochran, A. L. Wilson and G. A. Cochran, Mr. Wilson also acting as foreman.

COOPER STORE, SWIFT CURRENT, SASK., ADOPTS NEW TIME

W. W. Cooper, the proprietor of W. W. Cooper Company, Swift Current, Sask., at a recent conference with the employees of the store, adopted a new system of closing. The clientele served by the store being 100 per cent. a farming community the weekly half holiday was not found to be satisfactory. As a result of the discussion the W. W. Cooper stores will, on and after May 5th, close every week day of the year at 5.30 p.m., with the exception of Saturdays, when the store will close at 9 p.m.

Starting on May 5th, it is the intention of Mr. Cooper to open his stores as usual at 8 a. m. until the end of October, and during the other months to open at 8.30 a.m. In this way both patrons and employees are served to the best of advantage. The matter of a half holiday during the summer months or shorter hours during the year was left to the option of the employees.

The former store hours were 8 a.m. to 6 p.m. and 10 p.m. Saturdays. The new time will therefore mean a saving of 3 1-2 hours during the week, and 6 1-2 hours each week during the winter months.

Business Increased 67 Per Cent. in Year

Hudson Bay Company, Winnipeg, Celebrates 249th Anniversary — Grocery Department Shows Substantial Growth—Generous Use of Price Tickets; Goods Within Customers' Reach; Giving Service and Satisfaction Are Responsible Factors

THERE is perhaps no more remarkable organization in existence in any part of the world than the Hudson's Bay Company, which celebrated its 249th anniversary at its big departmental store in Winnipeg during the week of May 1 to 7. The importance of the work accomplished by this company in establishing trading posts and exercising sovereignty over thousands of natives and over thousands of square miles of territory, for over two hundred years is appreciated by all who are acquainted with early Canadian history. To commemorate birthday week, the company issued a very small booklet embracing a review of its operations since 1670.

Of the more recent developments concerning this company those affecting the grocery department of the present store as erected on Main Street in 1882, are particularly interesting.

Approximately one half of the ground floor space of the store, with separate entrance from Main Street, is now devoted to groceries and kindred lines.

Being situated on the ground floor, rental costs, as charged against the department, are necessarily high, but J. L. Whalley, manager, states that the location is well worth its higher cost in increasing business.

A Striking Increase in Business

It is interesting to note that the grocery department of this store has shown an increase in turnover of 67% for the past year as compared for the same period the previous year. Mr. Whalley states that this increase is largely attributable to the desire of the management and of each clerk to give service and satisfaction. The management of the store has kindled a spirit of fraternalism among the employees, which results in giving better service to customers, thus furthering the company's interests and also the interests of the clerks themselves.

60% of Business Over Telephone

Being an old established company, the grocery department has the bulk of its

trade with families which have been customers for many years. A test was recently made, taking into consideration the number of telephone calls, and the business done, the result of which was to show that 60% of the business was from telephone orders. To cope with this extensive telephone business six girls are employed. There are thirty-two employees in the grocery department, and each one is outfitted in white. The clerks are paid for any overtime, and each is a party to a mutual benefit fund, into which they pay 1/2% of their pay each month. In return they are given half pay in case of sickness. Congenial working conditions such as these are responsible for the interest taken by the employees in the store's customers, and have been a big factor in the increasing of business as outlined.

The grocery stock is turned over from twelve to fifteen times yearly, while provision stocks are turned sixty-five times in this period. Mr. Whalley states that he does not believe in cutting prices,



The Hudson's Bay Co. Store, Winnipeg. Note the way the goods are taken from shelves and displayed on counters and tables. An attractive display of fruit and nuts in foreground. Provision department at the rear under balcony.

but owing to the fact that this store is located some distance from the downtown district it is sometimes found necessary to offer some inducement to draw trade.

Medium-Priced Line Sells Best

"A good, medium-priced line of groceries sells best," says Mr. Whalley. "We cannot get the fancy lines at present, but owing to the fact that our customers have practised economy during the war, there is little call for fancy goods."

A glance around the grocery department indicates that no mean importance is attached to the adequate pricing of individual articles on the shelves and display cases of this store.

"Goods with tickets on which are displayed the price where the customer can handle them move fast," says Mr. Whalley. "The customer might have only twenty-five or thirty cents in change and does not want to be embarrassed by asking a clerk the price of an article and find that it is slightly beyond the extent of her small change." Mr. Whalley's opinion is that every article in the store should be displayed within reach of the customer with a price ticket on it.

Canned goods, soaps, preserves, teas, fruits and packaged goods are the chief lines handled in this way in the Hudson's Bay store. Wall cabinets with six shelves each give an adequate display of all stocks. These cabinets extend throughout the depth of the store. A section of short counters are used for displaying the above articles within easy reach of customers. After a test it has been proved in this store that goods on these counters sell much more rapidly than lines kept on the shelves, and that in some cases, lines which were very poor sellers while on the shelves moved out rapidly when put on these counters.

Trade Largely on Cash Basis

It is significant that though approximately 60% of the business of the grocery department is family trade, only 35% of this business is on a charge basis.

There is little transient or "pick-up" trade in this store, as it is located away from a district in which this class of trade is found. Mr. Whalley states that as a department store his department should cater more to the masses, but that it is difficult to break away from the class of trade which has been worked up, and limited space in the present premises also makes any change inadvisable.

Fruits and Vegetables

In conjunction with the grocery department is a section devoted to fresh fruits and vegetables. This department employs its own clerks who are fully acquainted with the lines handled. A big increase in sales has been shown by this department since it was moved from the rear of the store to a location at the front opposite the store entrance. This department is not a self-sustaining one but is responsible to the manager of the grocery section.

During the war an overseas depart-

ment was instrumental in selling a large stock of groceries. A section was devoted to the display of various overseas lines drawn from each department of the store, and as sales were made, such goods were transferred by voucher from the department to which they ordinarily belonged, and credit went to the overseas section for the sale.

Provision Department

The provision department is also in the grocery section, but is on a somewhat different basis to the other sub-departments mentioned. In this case the department, while responsible to Mr. Whalley, is self-sustaining and must pay its way. Unlike groceries, very little provisions are sold over the telephone, owing to the fact that customers purchasing meats and dairy products prefer to examine the goods. The same generous use of price cards is found in this department. The sanitary handling of all lines of provisions is an important feature, and closed showcases, with all meats under cover, are to be seen. Along the walls, in the rear, are coolers, with glass fronts, which allow of an effective display of provisions while in the refrigerator. Orders given in this department are taken on bills and the customer pays the cashier, thereupon returning with the receipted bill to claim the purchase.

In the case of groceries the clerk is enabled to be a little more obliging to the customer in the matter of paying bills. Owing to the comparative facility of paying the cashier from the grocery department the clerk generally renders this service to the customer.

Delivery Orders Packed in Basement

Orders for delivery are all selected and packed in the basement of the store from complete grocery stocks on shelves close at hand. The only exception to this rule is where the customer selects a certain variety of goods herself, in which case the clerk attends to that part of the order and sees that it is included in the parcel as delivered. All goods in the basement are priced for the convenience of packers. Here a large staff of packers and checkers are employed, and each parcel is checked three times before passing to the sorting room for delivery.

To the prospective customer entering the grocery section of the store from Main Street, the effective layout of the department is at once apparent. On the centre left, opposite the entrance, is the fruit department, with an attractive display of seasonable lines. On the extreme left is the manager's private office, in rear of which is a counter devoted to seeds. The counter of the grocery department extends from this point to the rear, where the provision department is seen. In the rear of the fruit section in the centre left are located the display counters for various lines bearing price tickets, and within easy reach of customers. Cashier's desks are located conveniently. On the right centre of the entrance is the candy department, with the overseas department located in rear. This department is now being disposed of as there is little overseas trade being

done in soldiers' boxes. On the extreme right is located the tobacco department.

Upon entering the store one is faced with attractive displays of fruits, candies and groceries. Behind these displays the goods are all within easy reach, and each bears its price so that the customer at once becomes interested and feels at home. It is to a combination of these and the other circumstances dealt with herein, that the Hudson's Bay store attributes much of the success of the grocery department during the past few years of trying times.

STEAMER SERVICE OPENS NEW COFFEE MARKET

The fact that a regular steamer service is now established between Vancouver and Mexican and South American Pacific ports opens up possibilities in trade that should be of interest to the Canadian merchants. In coffee alone good business should be possible. In 1917 Canada's consumption and import of coffee from all sources was over 17,000,000 pounds. Brazil contributed ten million of this amount, and the rest came from Guatemala and elsewhere. The amount received from Mexico, according to the Mexican consul-general, was a meagre one hundred and eighty tons.

The one district of Soconusco, Mexico, produces yearly over twenty million pounds of coffee. This district runs along the Pacific slope and adjoins Guatemala. The sample of coffee, in the estimation of many, equals, if not excels, the Guatemala coffee. The railway tapping this great coffee district is Government operated, and in order to facilitate the marketing of the produce from this district the freight rates on this road are cut considerably when the shipments are destined for export through the main port for this section, which is Salina Cruz, province of Oaxaca.

The quality of the Soconusco coffee, which takes its name from the place of growth, is well-known. At present most of the crop is bought in Frisco, but before the war Germany took the entire lot. The prices named in the Mexican commercial papers at present for Soconusco coffee average 78 cents Mex. per kilo (about 2 1-5 lbs.) at Salina Cruz, which is, as mentioned, the main port of export for this district.

The coffee from Cordova district, on the Atlantic side, is quoted at the same time at 80 cents Mex. per kilo. The main port of export from this district is Vera Cruz, and is more convenient for export to the Atlantic seaboard points.

At Tapachula, Chiapas, the Chamber of Commerce has a government charter making it a responsible body, and giving it powers to execute orders from merchants, and be of any assistance possible in furthering export business. Through the port of Vancouver there should now be possible considerable business in coffee, as well as vanilla beans, peppers, coconuts and possibly later, bananas and oranges.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THERE is comparatively little of moment in the markets this week. Changes have been of a more or less nominal character, though there is a general feeling of strength in all commodities offered.

MONTREAL—Price changes for the week are important on one or two commodities and there are also some important tendencies to the market. Molasses has been reduced by one jobber five cents per gallon all around, and while this is the only definite change announced for molasses, it is understood that a nominal market prevails. Ground cloves have been reduced and spices are generally on an easy basis. Javelle water is lower in price, and one line of baby comforters is lower by 5c per dozen. Green vegetables have been reduced, although ripe tomatoes are higher. Feed oats are down.

Among the advances made is one for oil cake, which is up 10c per 100 lbs. Hay is much higher, best grade selling at \$36 per ton. Barley feed is up. Lemons are higher and tea, coffee, cereals and canned fruits are ruling very firm. The bean market is steady and rice and nut markets remain on a steady and unchanged basis. Prices hold high for maple sugar and syrup. The sale of mill feeds is good and the flour market is firm.

Some lines of new goods are arriving from week to week, gelatine, egg powder, etc., coming to hand.

TORONTO—The packers' strike and its possible effect on meat prices, should it be prolonged, was the only feature of outstanding importance in the grocery trade this week. Fresh meats, both beef and pork, were

quoted higher this week. In fact most commodities were firm with tendencies higher. Quotations on Ontario potatoes have advanced to \$2.25 per bag. There is a great scarcity of Ontario potatoes because of shipments to the United States. Potatoes for seed purposes are selling at even higher figures. New Florida potatoes are now arriving and are bringing from \$6 to \$10, according to grade. Dried fruits continue scarce and strong in price. Canned goods, too, are scarce, and indications point to supplies being pretty well cleaned up before the new crop comes on. Peas are an exception, however, being in very fair supply.

Reports from primaries indicate further advances on green coffees. As far as the Toronto market is concerned, quotations are unchanged, but all evidences point to very strong levels prevailing for some time to come. Teas are strong. Stocks of Javas that have been held in rather heavy quantities are active, but the bulk of the low grade teas have been pretty well cleaned up.

All imported fruits are arriving in good supply, and Porto Rico pineapples are quoted slightly lower. Strawberries are still very high. Rices are steady but the choice qualities are hard to get. Beans are experiencing renewed activity, and prices are fairly easy.

WINNIPEG—A further advance is recorded this week in coffee, in keeping with the recent trend of this market. The outlook is for very high prices on dried fruits, with prunes and apples scarce and high. There are no seedless raisins to be had. A big range is shown in current quotations on jam by various jobbers. Tea is moving more rapidly and no price reduction is expected.

QUEBEC MARKETS

MONTREAL, May 7—Grocery markets are fairly satisfactory, in the matter of sales, though many varieties of goods are not selling as freely as the wholesalers would like. Supplies of various goods are coming to hand, some of these having been off the market for a long time.

Lots of Sugar

But Sales Light

Montreal

SUGAR.—That there will be plenty of sugar for the trade if buying is not unnecessarily deferred, is evident. When

the preserving season comes, and demand from abroad develops, as it doubtless will, there may not be so much surplus. The tendencies are all firm and with the jobbers and retailers buying only as required, there is little im-

provement in the movement from the refineries.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 95
Iceing, barrels	10 15-10 30
Iceing (25-lb. boxes)	10 05-10 70
Iceing (50-lb. boxes)	10 35-10 50
Do., 1-lb.	11 05
Yellow, No. 1	9 75-9 55
Yellow, No. 2 (Golden)	9 45-9 55
Yellow, No. 3	9 25-9 45
Powdered, barrels	10 05-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 00
Cubes and Dice (asst tea), 100-lb. boxes	10 55-10 05
Do., 50-lb. boxes	10 65-10 75
Do., 25-lb. boxes	10 05-10 95

Do., 2-lb. pack.	11 95-12 05
Paris lumps, barrels	- 10 55
Paris lumps (100 lbs.)	- 10 65
Paris lumps (50-lb. boxes)	- 10 75
Paris lumps (25-lb. boxes)	- 10 95
Paris lumps (cartons, 5-lb.)	- 11 70
Do., (cartons, 2-lb.)	- 12 45
Crystal diamonds, barrels	- 10 55
Crystal diamonds (boxes 100 lbs.)	- 10 65
Crystal diamonds (50-lb. boxes)	- 10 75
Crystal diamonds (25-lb. boxes)	- 10 95

Oil Cake up 10c; Mineral Water Down

Montreal
OIL CAKE, MINERAL WATER.—An advance is made by one jobber for ground oil cake, 10c per 100 lbs. being added to the price, and the new quotation being \$3.75 to \$3.85, according to quantity taken. This jobber has reduced the price on Javelle water 10c per doz. to 70c.

Peaches Scarcer; Canned Goods Enquiry

Montreal
CANNED GOODS.—Enquiries are more frequent for supplies, and there is a good domestic demand for canned fruits especially. Export movement continues to be made, and there is no question about the market ruling firm on nearly all lines. Advances for some of the canned fruits will not be surprising.

The jobbers are beginning to name prices for canned lobster, and these quotations will, it is stated, be higher than ever before.

Canned Fruits—		
Apples, 2 1/2s, doz.	1 40	1 65
Do., 3s, doz.	1 50	1 75
Do., gallons, doz.	4 75	5 25
Blueberries, 2s	1 90	
Currants, black, 2s, doz.	4 00	
Do., gallons, doz.	13 00	
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s, doz.	3 00	
Do., 2s (pails)	2 77 1/2	2 80
Peaches, 20 oz., doz.	2 50	2 60
Do., No. 2	2 80	3 00
Do., 2 1/2s	3 25	3 75
Pears, 2s	2 50	2 90
Do., 2 1/2s	3 25	
Do., 2s (light syrup)	1 90	
Pineapples (grated and sliced), 2s	3 60	
Do., 2 1/2s	4 50	
Plums—Lombard	2 00	2 20
Gages, Green, 2s	2 45	
Do. (light syrup, 2s)	2 00	
Raspberries, 2s	4 00	4 20
Do., 2 1/2s	2 60	
Strawberry, 2s	3 97 1/2	4 20

Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	4 00	
Asparagus, imported (2 1/2s) ..	4 85	5 25
Beans, Golden Wax	1 95	1 97 1/2
Beans, Refugee		
Beets, new sliced, 2-lb.	1 40	1 42 1/2
Corn (2s)	2 05	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (2 1/2s)		2 45
Corn (on cob), gallons	7 25	7 50
Spinach, 3s		3 90
Spinach, California 2 1/2s		3 15
Do. (wine gals.)		10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	1 20	1 35
Tomatoes, 2 1/2s	1 75	1 80
Tomatoes, 3s	1 75	1 90
Tomatoes, gallons	6 00	7 02 1/2
Peas, standards	1 40	1 50
Peas, early June	1 57 1/2	1 60
Peas, extra fine, 2s	2 30	2 35
Do., fancy, 20 oz.	1 57 1/2	
Potatoes, Can. sweet, 2 1/2-lb tins		
Do., 2-lb. tins	2 75	
Olives (in bls, 49 wine gals.), gal.		1 35
Specialties	Per gal.	
Olive oil (pure), 1 gal. tins	7 50	
Do., 1/2 gal. tins	8 00	
Do., 5 gal. tins	7 00	
Tomato Paste, 100 tins (case) ..	32 00	
Do., 200 tins (case)	33 00	
Do., 12-10 lbs.	39 00	

Salad oil (bbls. 50 gals.), gal.	2 50	
Olives, Queen, gal.	1 45	
Canned Fish—		
Salmon—		
"Clover Leaf," 1/2-lb. flats	2 45	2 80
Sovereign, 1-lb. flats	4 62 1/2	4 80
Do., 1/2-lb. flats	2 30	2 30
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
1/2 flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	2 05	2 17 1/2
Do., 1/2s, flat	1 17 1/2	1 25
Pinks, 1-lb. flat		2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, 1/2-lb., doz.		1 37 1/2
Pale, 1 lb., doz.		2 37 1/2
Pinks, 1/2-lb., doz.		1 62 1/2
Cohoos, 1-lb. talls	3 75	
Cohoos, 1-lb. flats	3 25	
Cohoos, 1/2 lbs., flat	1 75	
Herrings, kippers, ds. (4 ds. case)		2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (1/2-lb.)	9 00	1 00
Haddies, chicken (canned), doz.	9 00	9 25
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, 1/2 lb.		2 45
White Springs (1s)		2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	
Labrador salmon, 1-lb. flat	3 60	
Pilehards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat		1 90
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (1/2s)	22 00	20 00
Lobsters, 1/2-lb., doz.	2 25	2 25
Do., 1/2-lb. tins, doz.	3 60	3 75
Do., 1-lb. talls	6 90	7 00
Do., 3/4-lb., doz.		6 00
Do., 1-lb. flats		7 00
Lobster paste, 1/2 lb. tins.	3 25	3 40
Sardines (Amer. Norweg'n style)		14 50
Sardines (gen. Norwegian)		22 00
Sardines—Canadian brands (as to quality), case	7 00	16 50
Sardines, French		32 00
Scallops, 1-lb., doz.		3 35
Scotch Snack, No. 1, ds., Montreal		2 50
Do., Eastern trade		2 65
Do., Winnipeg and Western ...		2 05
Scotch Snack, No. 2, doz.		4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (es 4 doz.)		6 75
Clams (river) (1 lb.), doz.		1 90

Beans Are Firm; Not Very Active

Montreal
BEANS.—Markets are still quite firm, and there is a seasonable, though small movement. The better grades are not so plentiful, some say, as the less valued varieties, and it is probable that many stocks will be reduced if export continues to develop.

Canadian, hand-picked, bush.	4 20	4 50
British Columbia	4 50	5 00
Brown Beans	3 50	4 00
Japanese		4 50
Yellow Eyes		5 50
Lima, per lb.	0 10	0 14
Kidney beans	6 00	6 50
Peas, white soup, per bushel ...	3 00	3 50
Peas, split, new crop (98 lbs.) ..		5 25
Peas (blue)	0 08	0 09
Barley (pot), per bag 98 lbs.		4 00
Barley, pearl, per bag 98 lbs.	5 00	5 50

Walnuts Scarcer; Peanuts Firming

Montreal.
NUTS.—Prices are steadily stiffening for best peanuts, and this is assigned to a very active demand from many different sources, and to the fact that southern growers are too busy, at the present time, to market their supplies. There is a reported scarcity of best grade walnuts in the shell. General tendencies are steadily firm.

Almonds, per lb.	0 26	0 28
Almonds (shelled)	0 53	0 55
Almonds (Jordan)		0 70
Brazil nuts (new)	0 23	0 25
Brazil nuts (med.)	0 18	0 17
Filberts (Sicily), per lb.	0 25	0 27
Filberts, Barcelona	0 21	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Jumbo	0 19	0 20
Fancy	0 16	0 17

Extras	0 12 1/2	0 14
Shelled, No. 1, Spanish	0 19	0 20
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 15	0 15 1/2
Do., No. 2		0 14
Peanuts (salted)—		
Fancy wholes, per lb.		0 38
Fancy splits, per lb.		0 33
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished ...	0 25	0 28
Pecans, New Orleans, No. 2 ...	0 21	0 24
Pecans—"paper shell," extra large		
Jumbo		0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 72 1/2	0 80
Walnuts (Spanish)	0 30	0 33

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

Best Rices Firm; Sales Are Made

Montreal
RICE, TAPIOCA.—Local markets are ruling with a real firmness of undertone, and there is no great surplus, some say, of the high-grade rices. The movement has continued active, and prices are likely to be maintained. Tapioca is unchanged, and in seasonable demand.

Dried Fruit Not In Great Demand

Montreal
DRIED FRUITS.—Excepting prunes, there is not a great deal of movement in dried fruits. The demand has been good for prunes, and while some are short of the various sizes, there is a fair distribution. There would seem to be a tendency to withhold the naming of prices for this season's delivery, until a later date.

Apples—		
Choice	0 24	0 25
Slabs	0 22	0 23
Fancy		0 30
Apples (evaporated)	0 17	0 18 1/2
Peaches (fancy)	0 22	0 25
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 20	0 22 1/2
Drained Peels (old)—		
Citron		0 45
Lemon		0 40
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 30
In 36 lb. case		12 75
Cut, 10-lb. boxes (lb.)		0 48
Raisins—		
Bulk, 25-lb. boxes, lb.		0 17 1/2
Malaga, table box of 22 lbs., 3-crown cluster, \$5.75.		
crown, \$7.50; 6 crown cluster, \$7.00-		
Cal. seedless, cartons, 16 oz.	0 14 1/2	0 15 1/2
Malaga Raisins		
Do., 5 cr.		2 35
Muscateles, loose, 3-crown, lb.		
Do., 4 cr.		
Muscateles, loose, 2-crown ...		
Do., 6 cr.		
Choice seeded, 12 oz.		0 10 1/2
Fancy seeded, 16 oz. pkgs.	0 13 1/2	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
Seedless, 11 oz. package	0 11	0 11 1/2
Do., 15 oz. pkge	0 11	0 15
Do., bleached, 15 oz. (choice) ...		0 15
Do., (fancy)		0 16
\$5.50; 4-crown cluster, \$6.50-\$6.75; 5		
Valencias, selected		0 11 1/2
Valencias, 4-crown layers ...		0 11 1/2
Sultanas (bleached) 50-lb. boxes	0 16	0 20
Currants, old pack., 15 oz.	0 29	0 31
Currants, Greek (bulk)		0 18

12 oz.	0 16½
50-lb. boxes, loose	0 20
15 oz. pkgs.	0 20½
Pkgs. 8 oz. (20 pkgs.)	2 00
Pkgs. 6 oz. (50 pkgs.)	3 00
Pkgs. 4 oz. (70 pkgs.)	3 70
Muscata, 4-crown, lb.	0 13
80 lb. Amsia	0 23
12 oz.	0 26
Do., new	0 33
Cal. currants (loose)	0 18
Cal. "Kurrants," 15 oz. pkgs.	0 20
Dates, Excelsior, per case (36-10s)	7 00
Do., Dromedary (36-10 oz.)	8 00-8 64
Packages only, Excelsior	0 20
Packages only	0 19
Do., Dromedary	0 22
Figs (layer), 10-lb. boxes	2 60
Figs, white (70 4-oz. bxs)	5 40
Do., (28 8-oz. bxs)	3 50
Do., (12 10-oz. bxs)	2 20
Figs (cooking), 50-lb. boxes, lb.	0 16
Prunes—	
California (25-lb. boxes)—	
30-40s	0 22
40-50s	0 19
50-60s	0 19
60-70s	0 18
70-80s (25-lb. box)	0 18
80-90s	0 16½
90-100s	0 14
50-lb. boxes, 80-90s	0 14½
90-100s	0 13
70-80s	0 16½
80-90s	0 15½
90-100s	0 13½
100-120s	0 10½
Oregon—	
30-40s (25 lb.)	0 24
40-50s (50 lb.)	0 22
50-60s (50 lb.)	0 20
50-60s (25 lb.)	0 21
70-80s (25 lb.)	0 17½

**Ground Cloves Down;
Spices Are Quiet**

Montreal.

SPICES.—There is but a small sale for various spices, and markets are dull. Price changes are apparently imminent, and one jobber reduced his prices this week on ground cloves from 75c to 45c per lb.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls	0 35	0 35
Pure ground	0 35	0 40
Cloves	0 45	0 55
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	0 28	0 38
Giager (Cochin or Jamaica)	0 30	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 50	0 65
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 45	0 45
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 30	1 30
Cardamom seed, per lb., bulk	3 00	3 00
Carraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.	0 30	0 30
Cinnamon, per lb.	0 35	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded cocconut, in pails	0 21	0 23
Pimento, whole	0 20	0 23

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

**Molasses Down 5c;
Syrups Steady**

Montreal

MOLASSES, SYRUPS.—One jobber has named lower prices this week on molasses. This amounts to a reduction of five cents per gallon, and while others do not claim to have made reductions, they admit that there is an open market. This means that a more or less nominal basis is ruling here.

Syrups are holding at the advances of last week, and there is a fair, though limited amount of business.

Jorn Syrup—

Barrels, about 700 lbs.	0 07½
Half bbls.	0 08
Kegs	0 08½
2-lb. tins, 2 doz. in case, case	5 15
5-lb. tins, 1 doz. in case, case	5 75
10-lb. tins, 1 doz. in case, case	5 45
20-lb. tins, ¼ doz. in case, case	5 40
2-gal. 25-lb. pails, each	2 45
3-gal. 35½-lb. pails, each	3 65
5-gal. 65-lb. pails, each	5 90

White Corn Syrup—

2-lb. tins, 2 doz. in case, case	5 65
5-lb. tins, 1 doz. in case, case	6 25
10-lb. tins, ½ doz. in case, case	5 95
20-lb. tins, ¼ doz. in case, case	5 90

Cane Syrup (Crystal) Diamond—

2-lb. tins, 2 doz. in case, per case	7 60
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 80

Prices for Island of Montreal

Barbadoes Molasses—		
Punchoons	0 98	1 03
Barrels	1 01	1 06
Half barrels	1 03	1 03
Antigua Molasses—		
Punchoons	0 95	
Barrels	0 98	

Note—Prices on molasses to outside points average about 8c per gallon less.

**Maple Goods High;
May Lower Later**

Montreal.

MAPLE PRODUCTS, HONEY.—Latest reports from the sap-producing centres of Canada are to the effect that there is a fair, though not more than an average yield of maple sugar. This will mean, doubtless, that prices will rule high, and that there will be a tendency upon the part of the farmer to hold out for high returns.

Honey is steadily held, and sold on maintained basis here.

Maple Syrup—

12½-lb. tins (each)	\$2 10	\$2 25
10-lb. cans, 6 in case, per case	15 10	15 10
5-lb. cans, 12 in case, per case	17 10	17 10
2½-lb. cans, 24 in case, per case	18 50	18 50
Maple Sugar (nominal), small lots	0 25	0 25

Honey, Clover—

Comb (fancy)	0 30	0 30
Comb (No. 1)	0 28	0 28
In tins, 60 lbs.	0 26	0 26
30-lb pails	0 27	0 27
10-lb. pails	0 23	0 23
5-lb. pails	0 23	0 23
Honey—Buckwheat, tins or bbls.	0 22	0 22

**Russia May Be
A Tea Buyer**

Montreal.

TEA.—All tendencies on best grades of tea are firm. It is stated that the first pickings of Japans will be very high, and there is likely to be a high price also for the later pickings. Russia, a large tea packer thinks, will be a factor in the situation a little later on, and if she begins to buy there will be an immense tonnage used there. All tendencies are of a firming nature. It is freely stated that the large stocks held in hand here, and elsewhere, have been much liquidated, and that there will now be a more extended buying by the retailers. The movement is very satisfactory, several dealers stated.

Pekoe, Souelongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice	0 65	0 70
Early Pickling	0 53	0 53
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 41	0 43
Small lots	11 20	11 20

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

**No Price Relief
In Coffee Market**

Montreal

COFFEE, COCOA.—The week has not brought any further local change, excepting that the situation looks more difficult all the time, as far as supplies go. There is no willingness to purchase on the importer's part, and the retailer is also satisfied to buy as he can use the product. There is every indication of firmness ruling, and of higher prices still prevailing.

The cocoa market is quite steady and firm.

Bogotas, lb.	0 40	0 43
Jamaica, lb.	0 34	0 37
Maracaibo, lb.	0 35	0 37½
Mocha (types)	0 35	0 42
Mexican, lb.	0 35	0 40
Rio, lb.	0 31	0 33
Santos, Bourbon, lb.	0 36	0 38
Santos, lb.	0 35	0 37
Cocoa—		
Bulk cocoa, 200-lb. bbls., lb.	0 22	0 22
Do., 100-lb. bbls., lb.	0 23	0 23
Do., 50-lb. cans, lb.	0 24	0 24

**Cereals Unchanged;
Should Be Higher**

Montreal.

CEREALS.—While there has been no change of price on rolled oats and cornmeal this week, millers state that there is every justification of higher prices ruling. This is based on the strength of the grain markets, and with the quotations so high, selling is being conducted on a close marginal basis. The movement is very good, some state, while others report this light.

Self-raising Flour—

3-lb. pkgs., doz.	2 85	2 85
5-lb. pkgs., doz.	5 00	5 00
Cornmeal, Gold Dust	4 75	5 00
Barley, pearl	5 25	6 00
Barley, po., 98 lbs.	4 00	4 00
Barley (roasted)	7 00	7 00
Buckwheat flour, 98 lbs.	5 50	6 00
Cornflour, white	4 50	4 60
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 50
Hominy, pearl, 98 lbs.	4 75	5 00
Graham flour	5 50	5 75
Oatmeal (standard-granulated and fine)	4 75	4 90
Oatmeal (packages) fine cut	5 70	5 70
Peas, Canadian, boiling, bush	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Rolled oats, 90-lb. bags	4 25	4 40
Rolled oats (family pack.), case	5 60	5 60
Rolled oats (small size), case	2 00	2 00
Oat Flakes (case 20 pkgs.)	5 10	5 10
Rolled wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case	6 00	6 00
Packages, 20 in case (family pack.)	5 80	5 80
Rye flour (Can.), 98 lbs.	5 75	6 05
Tapioca flour, lb.	0 15	0 16

**Flour Mills Busy;
Markets Firmer**

Montreal.

FLOURS.—The markets are quite firm, and there has been a good deal of activity upon the part of the mills. Taking care of domestic demand and of the export business that has come to hand is keeping the millers very busy, and mills are running on full schedule. Assurances are given, it is pointed out, that there will be a continued export of flour for some time, and on the basis of a favorable return to the mills. The undertone is very strong, and particularly on winter wheat flour, which, in some quarters, has again advanced.

Wheat Flour—

Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	11 00
Per bl., in (2) cotton bags, 98 lbs.	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	11 30

Feeds Very Active; Prices Are Held

Montreal.
FEEDS.—The undertone of shorts and bran is a decidedly firm one. Offers have come in from the United States for supplies, and these are better, the mills state, than the ruling quotations here. The mills have not entertained these outside offers, however, to any extent, as the local demand has kept up. Grass has not grown well, owing to the cold and backward weather, and the farmers and dairymen are, therefore, feeding extensively yet.

Shorts—

Mixed cars	44 25
Bran—	
Mixed cars	42 25
Crushed oats	54 00 60 00
Barley chop	50 00 58 00
Gluten Feed (22% Protein)—	
F.O.B. Cardinal	54 00
F.O.B. Fort William	50 00

Hay At \$36 Ton; Oats Down; Barley Up

Montreal
HAY, OATS, BARLEY.—Prices have reached a high-water mark on hay. The supplies have been short, owing to the poor delivery from the country, roads still being in bad shape. There is a good demand, and the prices are likely to be high, while delivery is so light.

Oat prices have dropped slightly this week, while the prices on barley are moved up two to three cents per bushel.

Hay, Straw, Grain (wholesale prices in car lots)—

Good No. 1, per 2,000-lb. ton	336 00
Do., No. 2	35 00
Do., No. 3	33 00
Straw	11 00
Oats—	
No. 2 C.W. (34 lbs.)	0 87
No. 3 C.W.	0 84
Extra feed	0 84
No. 1 feed	0 83
No. 2 feed	0 79 1/2
Barley—	
No. 3 extra	1 25
No. 3	1 24
No. 2	1 27

Note—These prices are at elevator and bags and bagging are not included.

Fewer Apples Here; Lemons Are Up

Montreal
FRUITS.—There is an increasing shortage of good apples and several varieties are eliminated entirely this week. The market is taking supplies of the better grades at the high prices that are being asked, and there is apparently less variety in sight for the balance of the selling season.

Lemons are somewhat firmer this week, prices being marked up 25c per case to \$4.50. Strawberries are in active demand.

Apples—

Ben Davis	9 00	Per Barrel
Spies	12 00	14 00
Russets	9 00	10 00
Apples (in boxes)	5 75	
Bananas (fancy large), bunch	5 50	6 00
Cocoanuts, sack	10 00	11 00
Grapefruit (fancy Porto Rico)	4 25	4 50
Lemons (California)	4 50	

Pears, Cal., eating, small box	4 00
Pears, California (110 size)	5 50
Oranges, Porto Rico	4 50 5 00
Oranges, Cal. navels, 126	6 00
Do., 150	6 25
Do., 176	6 50
Do., 200-216	6 50
Tangerines, half boxes	4 75
Blood oranges	4 50
Pineapples (24s to 36s)	8 00 9 00
Strawberries (shorts)	0 20
Do., large	0 30 0 35

Tomatoes Higher; Beans; Cukes Down

Montreal.
VEGETABLES.—Prices are lower on cucumbers, and the supplies coming to hand are much more profuse. Cabbage is up, in barrels, and the crate price is lower to \$9.50. Oyster plant, American parsley, sweet potatoes and New Brunswick potatoes are shaded below the quotations of last week. Tomatoes in crates are up to \$8.50 this week. Artichokes are available now at \$2 per bag. There is a fairly active market, but the cold weather tends to keep prices up.

Asparagus (doz.)	6 00	7 00
Artichokes, bag	2 00	
Beets, new string (American)	8 00	9 00
Do., basket	8 00	9 00
Beets, bag	1 00	

Brussels Sprouts (Amer.)	0 40
Cucumbers, Boston (doz.)	2 00
Cucumbers, Florida (basket)	6 50
Chickory, doz.	3 00
Cauliflower (imported), doz.	5 50
Cabbage, bbl.	8 00
Cabbage, new, crate	9 50
Carrots, bag	2 00
Celery (Wash.), doz.	2 50
Celery, crates (3-4 doz.)	10 00
Egg plant	3 00
Horseradish, lb.	0 20
Lettuce (curly), box (3 doz.)	3 50
Do., (4 doz.)	4 25
Lettuce, Boston, box	4 25
Leeks	3 50
Mint	0 00
Mushrooms, lb.	1 75
Basket (about 3 lbs.)	3 50
Onions, Can., bag (75 lbs.)	3 50
No. 1 Yellow (75 lbs.)	3 50
No. 1 Red (75 lbs.), crate	3 50
Red, 100 lbs., bag	5 00
Onion (Shallots), doz	1 50
Oyster Plant	0 75
Parsnips, bag	2 50
Parsley (C.-nadian)	0 75
Parsley (American)	1 50
Potatoes, Montreal (90-lb. bag)	2 00
Potatoes (New Brunswick), bag	2 25
Potatoes (sweet), hamper	4 00
Romain, doz.	3 00
Radishes, doz.	0 50
Rhubarb, doz.	1 50
Spinach, box	2 00
Spinach, bbls.	6 00
Turnips, per bag, Montreal	1 50
Turnips, Quebec	1 75
Tomatoes (hot-house), lb.	0 40
Tomatoes, crates (fancy)	8 50
Tomatoes (choice), crate	6 00

ONTARIO MARKETS

TORONTO, May 6—Market conditions are active during the past week, with no particular features as regards price changes. The markets are generally firm, with tendencies, however, upward.

Sugar is Unchanged and Supplies Are Ample

Toronto.
SUGAR.—Quotations on sugar by all refineries are unchanged. The movement in sugar is a little slow at present, but dealers generally express the opinion that there will be no shortage this year. Supplies are plentiful just now. The strike in the Canada Refineries has interfered with shipments from this concern, but it is confidently expected that it will be settled shortly.

St. Lawrence, extra granulated	10 16
Acadia Sugar Refinery, extra granulated	10 16
Can. Sugar Refinery, extra granulated	10 16
Dom. Sugar Refinery, extra granulated	10 16
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.	
Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.	
Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.	

Fancy Yellow Cornmeal is Quoted Higher

Toronto.
CEREALS.—Fancy yellow cornmeal was quoted higher by dealers in cereals this week. The price now ruling is from \$5.25 to \$5.50. Other quotations are unchanged.

Barley, pearl, 98s	6 00	6 25
Barley, pot, 98s	4 50	4 75
Barley Flour, 98s	4 50	
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	4 75	4 90

Do., fancy yellow, 98s	4 75	5 00
Corn Flour, white, 98s	4 60	4 85
Do., Government standard, 98s	4 25	
Hominy grits, 98s	5 25	
Hominy, pearl, 98s	5 00	
Oatmeal, 98s	4 55	
Oat Flour	4 50	
Rolled Oats, 98s	4 25	4 50
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Rice Flour, per 100 lbs.	8 00	
Linseed Meal, 98s	6 75	
Rye Flour, 98s	6 50	7 25
Peas, split, 98s	5 50	
Blue peas, lb.	0 10	

Above prices give range of quotations to the retail trade.

Corn Syrups Steady at Last Week's Advance

Toronto.
MOLASSES, SYRUPS.—Corn syrup this week is steady at last week's advance of 30 cents in cases, and of half a cent per pound on bulk syrup. Prices on molasses and cane syrups are unchanged.

Corn Syrups—

Barrels, about 700 lbs., yellow, per lb.	30 07 1/2
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/4c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	5 65
Cases, 5-lb. tins, white, 1 doz. in case	6 25
Cases, 10-lb. tins, white, 1/2 doz. in case	5 95
Cases, 2-lb. tins, yellow, 2 doz. in case	5 15
Cases, 5-lb. tins, yellow, 1 doz. in case	6 55
Cases, 10-lb. tins, yellow, 1/2 doz. in case	5 45
Cane Syrups—	
Barrels and half barrels, lb.	0 08
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/4c over bbls.	
Cases, 2-lb. tins, 2 doz. in case	7 00
Molasses—	
Fancy, Barbadoes, barrels	1 10
Choice Barbadoes, barrels	1 00

West India, bbls., gal.	0 44
West India, No. 10, kegs	6 50
West India, No. 5, kegs	3 25
Tins, 2-lb., table grade, case 2	4 90
do., Barbadoes	4 90
Tins, 3-lb., table grade, case 2	6 75
do., Barbadoes	6 75
Tins, 5-lb., 1 doz. to case, Bar-	5 30
badoes	5 30
Tins, 10-lb., 1/2 doz. to case,	5 20
Barbadoes	5 20
Tins, No. 2, baking grade, case	3 50
or 2 doz.	4 00
Tins, No. 3, baking grade, case	4 70
or 2 doz.	5 50
Tins, No. 5, baking grade, case	3 75
of 1 doz.	6 20
Tins, No. 10, baking grade, case	3 60
of 1/2 doz.	6 00
West Indies, 1 1/2s, 48s	4 60
.....	6 95

Potato Flour is Now Selling Lower

Toronto. **PACKAGE GOODS**—The only change this week in quotations on package goods is that on potato flour in one pound packages, which are now selling at 16 cents, a decline of four cents on the previous quotation.

PACKAGE GOODS		
Roller Oats, 20s round, case	\$5 60	
Do., Do., 20s square, case ..	5 10	5 60
Do., Do., 36s, case	4 00	
Do., Do., 18s, case	2 00	
Corn Flakes, 36s case	4 00	4 25
Shredded Wheat, 36s, regular, case	4 50	
Porridge Wheat, 36s, regular, case	6 00	
Do., Do., 20s, family, case ..	5 80	
Cooker Package Peas, 36s, case ..	3 60	
West Indies, 1 1/2s, 48s	4 60	6 95
Cornstarch, No. 1, lb, cartons ..	0 11 1/2	
Do., No. 2, lb. cartons	0 09 3/4	
Canada Laundry Starch	0 09 1/2	
Laundry Starch, in 1-lb. cartons	0 11 1/2	
Do., Do., in 6-lb. tin canisters	0 12 1/2	
Do., Do., in 6-lb. wood boxes	0 12 1/2	
Potato Flour, in 1-lb. pkgs.	0 16	

Best Quality Rices Are Reported Scarce

Toronto. **RICES**—Good rices are reported scarce, but available supplies of the poorer qualities are ample. Quotations show no change from last week.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	11 00	11 25
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 00
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	8 75	
Do., Simiu	11 00	
Do., Mufin, No. 1	10 50	
Do., Pakling	10 00	
Tapioca, per lb.	0 11 1/2	0 12
White Sago	0 11 1/2	0 12

Shelled Almonds Are in Brisk Demand

Toronto. **NUTS**—All quotations on nuts are very strong. There will now be scarcely any further supplies coming forward until fall. All goods for Canada are now either in transit or on spot. Walnuts are reported a little short. Shelled almonds are in good demand and shelled peanuts are firmer at from 17 to 18 cents. The shelled market is all very strong.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	0 08	
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	0 30	
Cocoanuts, Jamaica, sack	10 00	
Peanuts, Jumbo, roasted	0 16	0 18
Brail nuts, lb. ....	.....	.....
Shelled—		
Almonds, lb.	0 50	0 52
Filberts, lb.	0 44	0 46

Walnuts	0 75	0 80
Peanuts, Spanish, lb.	0 17	0 18
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	0 75	0 80

Canadian Canned Corn Advances to \$2.35

Toronto. **CANNED GOODS**—Canned goods are generally very scarce. In vegetables, tomatoes and corn have been pretty well cleaned up. Nothing is obtainable in big blocks. Good Canadian corn is quoted at \$2.35 in cases of two dozen. There is some very inferior American corn being offered around \$2 and \$2.10. Salmon is also a scarce article. All sockeye and reds are very hard to get, there being very little among the wholesalers. Some dealers are asking as high as \$5 for sockeye. In fruits, a few cases of raspberries were offered this week at \$4.25 per case. Some California peaches were also available around \$5.50.

Salmon—		
Sockeye, 1s, doz.	4 00	4 75
Sockeye, 1/2s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. tins.	2 35	2 60
Do., 1/2s, doz.	1 35	1 45
Pinks, 1-lb. tins.	2 25	2 60
Do., 1/2s, doz.	1 35	1 50
Cohoos, 1/2-lb. tins.	1 35	1 90
Cohoos, 1-lb. tins.	3 45	3 75
Red Springs, 1-lb. tins.	3 65	3 95
White Springs, 1s, dozen	2 30	2 35
Lobsters, 1/2-lb., doz.	3 75	
Whale Steak, 1s flat, doz.	1 75	1 90
Pflchards, 1-lb. tins, doz.	1 90	2 15
Canned Vegetables—		
Beets, 2s.	1 90	2 00
Tomatoes, 2s	1 92 1/2	
Peas, standard	1 50	1 95
Peas, early June	1 67 1/2	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tins, doz.	3 42 1/2	3 45
Asparagus butts	2 00	2 02 1/2
Corn, 2s, doz.	2 35	
Pumpkins, 2 1/2s	0 95	1 00
Spinach, 2s, doz.	1 90	
Do., 2 1/2s, doz.	2 52 1/2	2 80
Do., 10s, doz.	10 00	
Sneetash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02 1/2
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 05	2 67 1/2
Do., standard, 10s, doz.	4 50	4 52 1/2
Peaches, 2s	2 87 1/2	
Pears, 2s	2 35	2 87 1/2
Plums, Lombard, 2s	1 97 1/2	2 22 1/2
Plums, Green Gage	2 17 1/2	2 37 1/2
Raspberries, 2s, H.S.	4 50	
Strawberries, 2s, H.S.	4 50	
Rhuberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each	0 84	
Black currants, 16 oz., doz.	4 00	
Do., 4s, each	0 98	1 10
Gooseberry, 4s, each	0 84	
Peach, 4s, each	0 82	
Red currants, 16 oz., doz.	3 45	
Raspberries, 15 oz., doz.	3 90	4 25
Do., 4s, each	1 02	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 02	1 10

Turkish Figs Will Soon Be Available Again

Toronto. **DRIED FRUITS**—Evaporated apples are firmer this week. Dealers who have them are asking 20 cents per pound. All dried fruits are strong at unchanged prices. They are almost unobtainable. The announcement is made this week that Turkish figs will, in the course of a couple of months, be again on the market. There have been no Turkish figs during the war years. Dried peaches and prunes continue in small supply. Indications point to an early clean-up of these lines. Reports from primary mar-

kets would indicate that quotations on Thompson's seedless raisins will be high. The independent dealers in New York were quoting 12 cents per pound.

Apples, evaporated, Ontario ...	0 20	
Apricots, unpitted	0 16 1/2	
Do., fancy, 25s	0 30	
Do., choice, 25s	0 23	0 30
Do., standard, 25s	0 22 1/2	0 26
Candied Peels, American—		
Lemon	0 38	0 43 1/2
Orange .....	.....	0 45 1/2
Citron	0 47	
Currants—		
Grecian, per lb.	0 26	0 28
Australians, 3 Crown, lb.	0 20	0 21
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case	.....	7 00
Dromedary dates, 3 doz. in case	.....	5 00
Figs—		
Taps, lb. ....	.....	.....
Malagas, lb. ....	.....	.....
Comadre figs, mats, lb.	0 14	0 15
Cal., 4 oz. pkgs., 70s, case. ....	.....	3 00
Cal., 8 oz., 20s, case. ....	.....	3 25
Cal., 10 oz., 12s, case .....	.....	2 25
Prunes—		
30-40s, per lb.	0 25	
40-50s, per lb.	0 23 1/2	
50-60s, per lb.	0 20	
60-70s, per lb.	0 16	0 17
70-80s, per lb.	0 14 1/2	0 16
80-90s, per lb.	0 13 1/2	0 14 1/2
90-100s, per lb.	0 11 1/2	0 12 1/2
100-120s, per lb.	0 11 1/2	
Peaches—		
Standard, 25-lb. box, peeled.	0 20	
Choice, 25-lb. box, peeled	0 23	
Fancy, 25-lb. boxes	0 24	
Practically peeled, 25-lb. boxes	0 23 1/2	
Extra choice, 25-lb. box, peeled	0 26	
Raisins—		
California bleached, lb.	0 17	0 18
Extra fancy sulphur bleached, 25s	0 17	0 17
Seedless, 15-oz. packets	0 15 1/2	0 16
Seeded, fancy, 1-lb. packets	0 14	
Seeded, 15 oz. packets	0 15	
Seedless, Thompson's, bulk	0 16	
Seedless, 16-oz. packets	0 15 1/2	0 16
Do., Bakers, Thompson's, 50s	0 16	
1 Crown Muscatels, 25s	0 14	

Demand For Beans Continues Active

Toronto. **BEANS**—There is a very active demand for beans at the present time. Supplies are plentiful and prices are unchanged.

Ontario, 1-lb. to 2-lb. pickers, bu. \$...	\$4 00	
Do., hand-picked	4 25	
Japanese Kotonashi, per bush.	4 50	
Rangoons, per bushel	3 00	
Limas, per lb.	0 11 1/2	0 12

Quotations on Teas Show Variation

Toronto. **TEAS**—The market for teas is very firm, although there is a variety of quotations among the various dealers, all of course being according to the quality of the tea offered. There appears to have been a surplus of Javas, and these have been offered down, the quotation being rather general around 40 cents per pound. Japan teas are likely to be dearer, the market for the same being just about to open. There have been no importations from China. Some Javas, of course, are bringing as high as 60 cents, and Ceylons where available from 45 to 65 cents per pound. Some dealers state that the lower grade teas are pretty well cleaned up.

Pekoe Souchongs	0 44	0 45
Pekoes	0 48	0 50
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 40	0 45
Japans and Chinas—		
Early pickings, Japans	0 48	0 50

Second pickings	0 42	0 45
1st pickings	0 40	0 42
Do., seconds	0 50	0 55
Do., sifted	0 50	0 52

Coffees on Primary Markets Are Stronger

Toronto.
COFFEE—Quotations on coffee at all primary points again show advances. A standard coffee such as Rio Seven, is quoted at 18½ and 19 cents at New York, which means delivered in Toronto and roasted here, 32 cents per pound. Santos are 37 cents per pound roasted, Toronto. The better grades of coffees, among wholesalers, are selling around 55 cents per pound. Indications are that the market will continue very strong.

Java, Private Estate	\$...	\$0 50
Java, Old Government, lb.	0 47	0 49
Bogotas, lb.	0 47	0 49
Guatemala, lb.	0 44	0 46
Mexican	0 41	0 43
Maracaibo, lb.	0 39	0 42
Jamaica, lb.	0 46	0 48
Blue Mountain Jamaica	0 32	0 35
Mocha, lb.	0 41	0 42
Mocha, Arabian, lb.	0 41	0 42
Rio, lb.	0 48	0 50
Santos, lb.	0 46	0 48
Santos, Bourbon, lb.	0 48	0 50
Ceylon, Plantation, lb.	0 24	0 28
Chicoery, lb.	0 24	0 28

Peppers Show a Downward Tendency

Toronto.
SPICES—There is a downward tendency in the market for spices. Peppers are quoted lower, black peppers being offered at 48 cents. Cream of tartar is easier to the extent of 5 cents per pound.

Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 65	0 80
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 38	0 48
Peppers, white	0 48	0 65
Paprika, lb.	0 45	0 50
Nutmegs, selecta, whole, 100s.	0 55	0 65
Do., 80s	0 60	0 65
Do., 64s	0 40	0 45
Mustard seed, whole	0 75	0 85
Celery seed, whole	0 25	0 30
Coriander, whole	0 70	0 75
Carraway seed, whole	0 30	0 35
Tumeric	0 75	0 80
Cream of Tartar—		
French, pure	0 75	0 80
American high test	2 00	2 20
2-oz. packages, doz.	3 50	4 25
4-oz. packages, doz.	3 50	4 25
8 oz. tins, doz.	3 50	4 25

Prices on Honey and Maple Syrup Unchanged

Toronto.
HONEY—There is no change in the market for honey. A shortage is reported in receipts of maple syrup. Prices are likely to be firmer on both honey and maple syrup.

Honey—		
Clover		
10-lb. tins	0 25	0 24
60-lb. tins	0 24	0 20
Buckwheat, 60-lb. tins, lb.	0 20	0 20
Comb. No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	3 00	3 00
Maple Syrup—		
5½-lb. tins, 10 to case, case	15 75	14 00
Wine qt. tins, 24 to case, case	14 00	14 00
Wine ½ gal. tins, 12 to case, case	14 00	13 00
Wine 1 gal. tins, 6 to case, case	13 00	

Imperial 5 gal. cans, 1 to case	12 00
Maple Sugar—	
50 1-lb. blocks to case, lb.	0 27

Brisk Demand For Winter Flour

Toronto.
FLOUR—Some dealers are quoting Manitoba flour at \$10.85 per barrel in carload shipments, while Ontario winter wheat flour is offered at \$10.25. The latter is stronger, it being a little scarce in the face of a brisk demand.

FLOUR	
Government Standard, 74% Extraction	
Manitoba Wheat Flour, in carload shipments, on track, bbl.	\$11 30
Ontario Winter Wheat Flour in carload shipments, track, bbl.	\$10 80

Shorts Have an Active Inquiry

Toronto.
MILLEFEEDS—There is a very brisk demand for shorts at the present time. Offerings are freer now that the mills are operating at capacity.

Bran, per ton	44 00
Shorts, per ton	46 00

Ontario Potatoes Have Again Advanced

Toronto.
VEGETABLES—Ontario potatoes are steadily advancing in price. Dealers quoted them this week at from \$2.10 to \$2.25. Supplies are said to be small, and consignments are being brought in from the West. It is reported that shipments of Ontario potatoes to United States points have been rather heavy, resulting in a shortage for the domestic trade. Florida tomatoes, fancy, are bringing from \$7.50 to \$8.50. Hothouse tomatoes are offered at from 20 to 45 cents per pound. New potatoes from Florida, "Hastings," white stock No. 10, are now on the market. They are selling at from \$6 to \$10 according to grade. In bushel hampers they are offered at \$3.75. Domestic vegetables, with the exception of potatoes, are steady. All imported vegetables are big sellers. California cabbage are easier this week, at \$8.50 per crate.

Asparagus, Cal., 12 large bunches to case	\$7 00	\$7 50
Beets, bag	0 75	0 75
Cabbage, Cal., large crate	8 50	9 75
Cauliflower, Cal., per hamper	3 50	3 50
Do., Oregon, large flat crate, 10 to 18 heads	5 50	5 50
Celery, Florida, 3s to 6s, 8s	7 50	8 00

Carrots, bag	1 50
Do., imported, hamper (3 doz. bunches)	3 50
Cucumbers, 2 doz. (imported)	5 00
Do., Do., domestic	5 00
Boston hothouse cucumbers, doz.	2 50
Leamington hothouse cucumbers, 11-qt. basket	2 50
Lettuce, head, Cal. Iceberg, 4 to 5 doz. case	4 50
Do., Do., Florida, 30 head to hamper	4 50
Do., leaf, doz.	0 30
Onions, Can., Yellow, 75-lb. bag	2 75
Do., Do., 100-lb. bag	4 25
Do., green Shallots, doz.	1 00
Do., Texas, crate	6 00
Parsnips, bag	0 75
Parsley, large bunches, doz.	1 00
Peppers, green, doz.	1 00
Potatoes, Sweet, Louisiana	2 50
hamper	2 50
Potatoes, Ontario, bag	2 10
Spinach, hamper	2 50
Tomatoes, Florida, fancy, case	8 00
Do., Do., choice, case	7 50
Do., hothouse, No. 1, per lb.	0 20

Pineapples Are Easier With Increased Supplies

Toronto.
FRUITS—Quotations on imported fruits show few changes as compared with the preceding week. Porto Rico pineapples are unchanged at from \$6.50 to \$7, but the price tendency on these is towards lower levels. Receipts are increasing. Strawberries from Louisiana, Arkansas and Tennessee are now arriving. The pints are selling at 23 cents and the quarts at from 40 to 45 cents. Grapefruit and lemons are unchanged and bananas, while continuing in good supply, are steady in price. There are still some Ontario Spys on the Toronto fruit market, at from \$11 to \$12 per barrel. Washington Winesaps, extra fancy, are selling at \$6 per box.

Apples—		
Do., Winesaps, box		\$6 00
Do., in barrels	No. 1	No. 2
Spys	12 00	11 00
Bananas, per lb.	0 07	0 07½
Grapefruit—		
Florida 54s	5 75	
Cuban, 46s	4 75	
Do., 54s	5 00	
California, seedless, 64s	6 50	
Do., Do., 80s, 100s	7 00	
Oranges—		
California navels, 100s	5 00	
Do., 126s	5 75	
Do., 150s	6 25	
Do., 176s	6 75	
Do., 200s, 216s, 250s	7 25	
Valencias—		
150s, 176s, 200s, 216s, 250s	6 75	
288s	6 25	
324s	5 50	
Lemons, Cal., 300s, case	5 00	
Pineapples—		
Porto Rico, 24s, 30s, case	6 50	6 75
Do., 36s, case	6 75	
Strawberries, pints	0 23	
Do., quarts	0 40	0 45
Rhubarb, doz. bunches	1 50	

WINNIPEG MARKETS

WINNIPEG, May 7—Coffee prices continue to advance, this week showing another cent a pound increase all round. There is a very firm feeling in the dried fruit market, and it is confidently expected that both prunes and dried apples will show further advance. Rice, too, shows a very firm feeling, but tapioca is somewhat easier.

Further Advance In Coffee

Winnipeg.
COFFEE—In keeping with the higher market on coffee an advance of 1c per

pound has been made this week. The market is steadily advancing as the signing of peace becomes more definite.

Green Coffee—		
Rio, No. 7	0 26	0 28
Santos, fine old crop	0 30	0 32
Bourbon	0 30	

Mexican	0 85
Bogota A	0 35
Costa Rica	0 39

**Prunes and Apples
Will Go Higher**

Winnipeg.
DRIED FRUITS.—The new prices on dried fruits are very high, especially on prunes, apricots and peaches, and some dealers are of the opinion that if present quotations are held, very small quantities of these fruits will come on this market. As far as futures are concerned the situation is very unstable. The opinion is quite general that in sixty days' time prunes and evaporated apples will be worth a lot more money than to-day. Stocks of apricots are getting down pretty low with local jobbers. There are no seedless raisins to be had, owing to the rain damage to this crop.

Prunes—		
40-50s, 25-lb. boxes, per lb.	0 20	0 22
50-60s, 25-lb. boxes, per lb.		0 19½
60-70s, 25-lb. boxes, per lb.		0 19
70-80s, 10-lb. boxes, per lb.		0 18½
80-90s, 25-lb. boxes, per lb.		0 17
70-80s, 25-lb. boxes, per lb.		0 17½
Pears, choice, 10-lb. boxes, faced lb.		0 25
Evaporated Apples, Ontario, 50s.	0 21	0 22
Peaches, choice, 25-lb. boxes.	0 23	0 26
Apricots, choice, 25-lb. boxes.		0 25
Do., standard, 25-lb. boxes.		0 24
Raisins—		
Muscatsels—		
1 Crown, 25-lb. boxes.		0 13½
Seeded—Bulk, 25-lb. boxes.		0 12½

**Nuts Very Firm;
Slow Movement**

Winnipeg.
NUTS.—All lines of nuts are very firm in primary markets. There is not much movement in this market at present, though it is expected this condition will not exist very long. Jumbo peanuts from Virginia, which have not been much in evidence recently, are soon expected on this market.

**Rice Very Firm;
Tapioca Easier**

Winnipeg.
RICE.—The market for better quality rice promises to be very firm. Japan is said to be on rice rations and there is therefore no exportation from that country. Ordinarily, Japan exports large quantities of rice and imports Korean rice to take its place. For this reason the better grades of rice will not be plentiful. Tapioca prices are a little easier this week.

Rice—		
Extra fancy, Japan, 100-lb. bags	0 13½	
Fancy Japan, 100-lb. bags	0 12½	
Siam, 100-lb. bags	0 08½	
Tapioca, lb.	0 11¼	
Sago, lb., in sacks	0 10¼	
Less quantities	0 10¼	

**Plenty of Feeds;
Fair Demand**

Winnipeg.
FLOUR, FEEDS, CEREALS.—Most Western mills are continuing operations on export orders. An abundance of bran and shorts is therefore assured for some time. The demand is reported to be not quite so good this week.

Government Standard Flour—	
Cash carload prices	\$10 40

To flour and feed men	10 40
To bakers	10 20
To storekeepers paying cash or 30 days, ton lots	10 60
Do., less than ton lots	10 70
Credit Prices—	
Manitoba points	10 50
Saskatchewan points	10 40
Cereals—	
Rolled oats, 80s	3 50
Rolled oats, pkgs., family size	5 65
Cornmeal, 98s	4 60
Oatmeal, 98s	4 75
Feeds—	
Bran, per ton	39 00
Shorts, per ton	43 00
Bran, B.C. and Vancouver Isld.	45 00
Shorts, B.C. and Vancouver Isld.	49 00
Barley—	
Pearl, Ontario, 98-lb. bags, per bag	6 30
Pot, 98-lb. bag, per bag	4 35

**Bean Market
Continues Firm**

Winnipeg.
BEANS.—This market is steady at last week's quotations and is maintaining its firmness following the recent slump. Prices are unchanged at \$4.25 per bushel for fancy white beans.

**Big Range in
Jam Prices**

Winnipeg.
JAMS.—A heavy consumption of jam continues. That some jobbers are holding heavy stocks of jam is indicated in the range of prices being asked, which vary from 7c to 8c per pail, according to the size of the stock on hand. A range of from 93c to \$1.00 is being quoted this week by various jobbers for the same size and brand of jam in pails.

**Canned Goods Firm;
Demand is Good**

Winnipeg.
CANNED GOODS.—All lines of canned goods are very firm with the demand remaining good, though the trade will do well to watch the quality of canned vegetables, as some poor quality tomatoes, corn and peas are being offered at cut prices. The consumption of canned fruits is particularly heavy. Canned pilchards are being favored in place of better quality salmon, as at present only the cheaper grades of salmon are offered.

Corn—		
2s		\$4 45
Peas—		
Standard, 24 x 2's		3 25
Tomatoes—		
2½s, Can.	3 80	3 95
Peaches—		
Heavy Syrup, 24 x 2s		5 80
Pears—		
Light syrup, 24 x 2s		3 90
Plums—		
Lombard, light syrup, 24 x 2s	3 70	
Lombard, heavy syrup, 24 x 2's		3 80
Strawberries—		
2s		8 15

**Tea is Moving;
No Reduction**

Winnipeg.
TEA.—Tea stocks are moving more freely at present, owing to the fact that the large stocks held by dealers are now dwindling. The market in the East is very firm and indications are that there will be no reduction in price this year. Freight rates may yield a little, but the difference in the markets in the East will more than cover any reduction in

rates. Cheaper teas than the following can be had, but they are of very inferior quality and only sold from sample.

Tea—		
Souchongs	0 40	0 42
Pekoe	0 42	0 44
Broken Pekoe	0 44	0 48
Broken Orange Pekoe	0 48	0 50

**Tomatoes Advance;
Cabbage Scarce**

Winnipeg.
VEGETABLES.—Florida tomatoes have advanced and dealers report that shipments are being received in very poor condition. New cabbage is becoming very scarce. Onions have also advanced this week, present quotations being 7½c per lb.

Cucumbers, doz.	3 75	4 00
Cabbage, Cal., new		0 10
Cabbage, lb., local		0 03
Beets, with heads on, hampers.		4 00
Carrots, with heads, hampers.		4 00
Head Lettuce (case)	4 50	5 50
Turnips, cwt.		2 00
Onions, silvers and yellows, lb.		0 07½
Radishes, doz.		0 20
Parsley, imported, doz.		0 90
Celery, Cal., case	13 00	15 00
Cauliflower, doz.		3 00
Potatoes, 10-20 bush. lots, bush.		0 90
Tomatoes, Florida	8 50	9 00
Onions, green, 10 doz. box		4 50
Asparagus, 10 doz. box		6 50

**Rhubarb Declines;
Grape Fruit Scarce**

Winnipeg.
FRUITS.—Strawberries being received are none too good as regards quality. Some berries from Arkansas are being quoted at \$10.00 in 24 qt. baskets. Washington rhubarb has taken a further drop in price this week to \$3.25 per 40 lb. box. Apples are becoming very scarce and are advanced in price. Grapefruit is well cleaned up and higher prices are being asked.

Oranges,	7 00	8 00
Lemons, Cal.	5 00	7 00
Bananas, lb.	0 08½	0 09
Grapefruit, case	7 00	8 00
Strawberries, 24-qt. basket		10 00
Rhubarb (Man. hothouse)		0 18
Rhubarb (Washington) fresh, 40-lb. box		3 25
Apples—		
Boxes		7 00

CHANGES IN STAFF OF RICHARDS & BROWN, LTD.

Richard Howarth, who has been selling for Richards & Brown, Ltd., Winnipeg, in the territory of northern Manitoba, has been transferred to southern Manitoba, where he is well known. He has been succeeded in the north by Robert Alexander.

J. A. Kerr, who has been with Richards & Brown, Ltd., for a long time, and who has had charge of the city, has taken a territory for this firm. Jim is one of the best grocers in the trade, having spent all his life in it.

The friends of Joseph Ethier, alderman of Outremont, adjoining Montreal, and general manager of Laporte, Martin, Limitee, Montreal, will regret to learn of the loss of his wife. Mrs. Ethier passed away on Sunday last at her home in Outremont at the age of 51 years.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., May 6.—A slump in butter marks this week's changes in the grocery trade here. A decline of 10c per pound is registered in creamery at from 53c to 55c. Dairy is quoted at from 48c to 50c and tubs at from 46c to 58c. Eggs are also lower, fresh eggs selling at from 47c to 48c, and cases at from 41c to 43c per dozen. Ordinary cornmeal is higher at from \$3.70 to \$3.80. American clear pork is quoted at from \$56 to \$60. Canned tomatoes are offered at \$3.90. Bad roads has stimulated the price of tomatoes, quotations ruling at from \$3 to \$3.75. Lower prices are expected before long. There are no Canadian onions.

Flour, No. 1 patents, bbls., Man.	....	\$12 54
Cornmeal, gran., bags	....	5 75 6 00
Cornmeal, ordinary, bags	....	3 70 3 80
Rice, Siam, per 100	....	8 75 9 00
Molasses, per 100	....	0 88 0 90
Sugar—		
Standard, granulated	....	10 05
No. 1, yellow	....	9 55
Cheese, Ont., twins	....	0 31 0 31½
Eggs, fresh, doz.	....	0 47 0 48
Eggs, case	....	0 41 0 43
Breakfast bacon	....	0 38 0 40
Butter, creamery, per lb.	....	0 53 0 55
Butter, dairy, per lb.	....	0 48 0 50
Butter, tub	....	0 46 0 48
Margarine	....	0 33 0 35
Lard, pure, lb.	....	0 34
Lard, compound	....	0 28½
American clear pork	....	56 00 60 00
Beef, corned, 1s	....	4 90
Tomatoes, 3s, standard, case	....	3 90
Raspberries, 2s, Ont., case	....	8 80
Peaches, 2s, standard case	....	6 00
Corn, 2s, standard case	....	4 30
Peas, standard case	....	2 90
Apples, gal., N.B., doz.	....	4 00
Strawberries, 2s, Ont., case	....	8 20
Salmon, Red, spring, cases	....	11 00 11 50
Pinks	....	14 50 15 00
Cohoes	....	8 50
Chums	....	0 19½ 0 20
Evaporated apples, per lb.	....	0 24 0 25
Apricots, per lb.	....	0 24 0 25
Potatoes—		
Natives, per bbl.	....	3 00 3 75
Onions, Can., bag	....	4 00 4 25
Do., Bermuda, per crate	....	5 00
Lemons, Cal.	....	6 50 7 00
Oranges, Cal., case	....	6 50 7 50
Grapefruit, case	....	8 00 10 00
Bananas, per lb.	....	0 08½ 0 09½
Apples, box	....	6 00 6 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., May 6.—Never before has there been a season when egg prices on the Regina market so nearly approached those at Montreal and Vancouver. The egg market is very firm, jobbing

prices being 47c. This is due to the heavy export demand. Few are being stored. Everything is moving to Vancouver or Montreal markets. The butter market is reported to be gradually weakening. All fruits remain high in price. General groceries show practically no changes.

Beans, small white Japans, bu.	....	4 50
Beans, Lima, per lb.	....	0 12½
Rolled oats, boils	....	3 65
Rice, Siam, cwt.	....	7 40
Sago, lb.	....	0 12
Tapioca, lb.	....	0 13
Sugar, pure cane, gran., cwt.	....	10 99
Cheese, No. 1 Ontario, large	....	0 30
Butter, creamery	....	0 60
Lard, pure, 3s, per case	....	19 45
Bacon, lb.	....	0 47
Eggs, new-laid	....	0 47
Tomatoes, 3s, standard case	....	4 25
Corn, 2s, standard case	....	4 85
Peas, 2s, standard case	....	3 45
Apples, gal., Ontario	....	2 85
Apples, evaporated, per lb.	....	0 18½
Strawberries, 2s, Ont., case	....	8 50
Raspberries, 2s, Ont., case	....	8 70
Peaches, 2s, Ontario, case	....	5 50
Plums, 2s, case	....	4 00
Salmon, finest Sockeye, tall, case	....	10 25
Salmon, pink, tall, case	....	41 00
Pork, American clear, per bbl.	....	59 00
Onions, ton	....	1 15
Potatoes, bushel	....	2 90
Apples, Washington, box	....	3 00
Grapefruit	....	7 50
California oranges	....	6 50 8 50
Pineapples	....	5 75
Lemons	....	8 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., May 6.—To-day's quotation in lard is \$20.70 on 3's. Mostly all cuts of bacon and some cuts of hams are 1c higher to-day. Eggs are \$13.50 and some packers are going ahead storing in some quarters. 34c is being asked for large Ontario cheese. Evaporated apples are 1c per pound higher. Crisco has advanced 70c a case. C. & S. coffee is now 50c for No. 1 grade. Choice evaporated peaches are 25 to 26 cents. Louisiana strawberries are now arriving in good quantities, pints selling at \$7 and quarts at \$13.

Beans, B.C.	....	7 00 7 50
Flour, 98s, per bbl.	....	10 50
Rolled oats, 80s	....	3 50 3 60
Rice, Siam, cwt.	....	8 30 9 60
Rice, China mat., No. 1	....	4 80
Do., No. 2	....	3 95
Tapioca, lb.	....	0 11 12½
Sago, lb.	....	0 11 12½
Sugar, pure cane, granulated, cwt.	....	11 02
Cheese, No. 1, Ontario, large	....	0 34
Butter, creamery, lb.	....	0 59 0 60
Do., dairy, lb.	....	0 35 0 40
Lard, pure, 3s, per case	....	20 70
Eggs, new-laid, local	....	13 50
Tomatoes, 2½s, stand. case	....	5 60 4 25
Corn, 2s, case	....	4 80 5 00
Peas, 2s, standard case	....	3 40 3 50
Apples, gals., Ontario, case	....	2 75 3 00
Strawberries, 2s, Ontario, case	....	8 10 8 75
Raspberries, 2s, Ontario, case	....	8 40 8 75
Cherries, 2s, red, pitted	....	6 40

Apples, evaporated, 50s, lb.	....	0 20
Do., 25s, lb.	....	0 20½
Apricots, evaporated, lb.	....	0 26 0 29
Peaches, evaporated, lb.	....	0 23
Prunes, 90-100s	....	0 14½
Do., 60-70s	....	0 21
Do., 40-50s	....	0 24
Salmon, pin, tall, case	....	9 00 10 25
Salmon, Sockeye, tall, case	....	18 00 19 00
Do., halves	....	30 00 32 00
Potatoes, per ton	....	6 00 7 75
Oranges, navel	....	6 00 6 50
Lemons, case	....	7 50 8 50

WINNIPEG MARKETS

Continued from page 49

Fresh made creamery, No. 2	....	0 56
Margarine	....	0 31 0 34

Poultry in Local And Export Demand

Winnipeg.

POULTRY—Stocks of poultry are going into consumption in good quantities, both for local and export trade.

Whitefish Advances; Demand Improved

Winnipeg.

FISH.—An advance of ½c per lb. has been made on whitefish this week. Fresh salmon is coming forward in good quantity at 30c per lb. Large receipts of fresh halibut have also come on this market during the past week. The demand for fish is reported to be considerably improved. There are no further changes in sight at present, according to dealers.

LAKE FISH

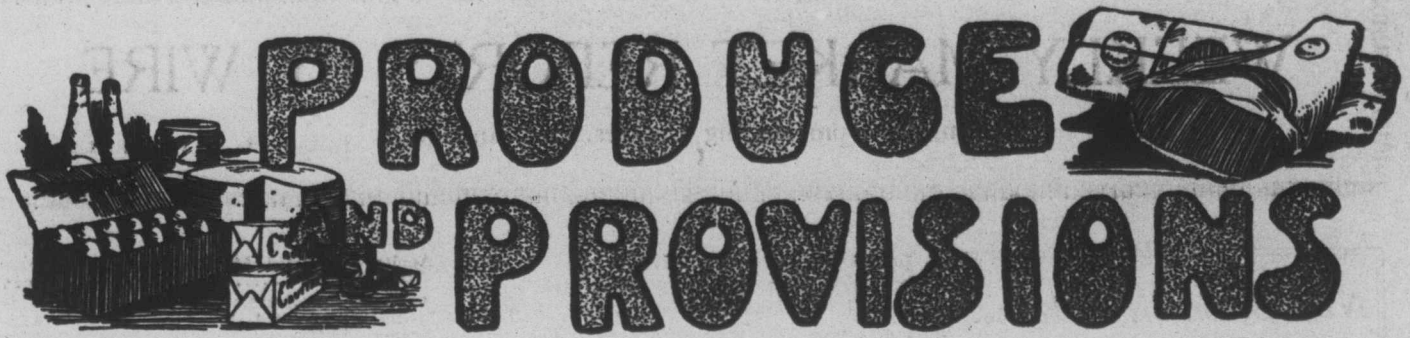
Whitefish (cleaned), lb.	....	0 12½
Whitefish (frozen), lb.	....	0 12½
Pickarel, lb.	....	0 13
Pickarel Fillet, lb.	....	0 35
Frozen Trout, lb.	....	0 16
Round Jackfish, lb.	....	0 09
Dressed Jackfish, lb.	....	0 09½
Frozen Goldeye, lb.	....	0 07½
Speckled Trout, lb.	....	0 35
Fresh Salmon	....	0 30

SEAFISH

Fresh Halibut	....	0 22
Frozen Halibut, lb.	....	0 20
Frozen Salmon, lb.	....	0 20

RETAILERS FORM WHOLESALE COMPANY

A new wholesale grocery company has been organized under the name of the York Trading Co. with offices at 107 Front St. E., Toronto. The president of the company is Robt. Dowson, retail grocer, 801 Danforth avenue, and the manager is James Vair. The shareholders include a number of retail grocers of Toronto. Further particulars will appear in next week's issue.



PRODUCE PROVISIONS

Strike Ties Up Toronto Packing Plants

Some 3,000 Men Walk Out on Monday of This Week, and City and District Faces Possibility of Grave Shortage—No Reserve Stocks to Meet Emergency

WITH the walkout of the employees of the various packing companies in Toronto, a serious situation arises.

For some time past it is known that business has been done in more or less of a hand-to-mouth manner. At present prices of livestock there was no inducement for packers to buy more than they could dispose of in a very short time. As a result the strike finds only a very limited supply of meats in storage. There are some stocks of beef that were destined for the export trade, but this is not sufficiently large to materially affect the situation.

Will Result in Shortage

The indications are, therefore, that if the strike lasts over two or three days that the city, and with it a large number of communities in various parts of the country that depend on Toronto packing plants for their supplies, will be entirely without meats of any kind. Just what effect these conditions will have on prices it is difficult to state at this early date, but if the strike lasts for any length of time it will certainly be a disturbing element on this market, as people will, perforce, have to turn to other foods to make up the possible deficit in meats.

A continuance would also quickly affect the live stock producer, and would result in a marked decline in prices for these products, and their probable diversion across the line.

Packers Still Buying

Though the strike became effective at 10 o'clock on Monday, there was yet some buying on the Union Stock Yards. The packers, while not eager to take offerings, were anxious to cover the shippers who had shipped in good faith, and as a result some thousand head were purchased after the strike was declared, many of these being shipped to Buffalo. This is hardly a condition that can continue however, and the only wise move is, of course, to delay shipments of live cattle and hogs to the Toronto market

until the conditions have righted themselves.

On Monday morning of this week, some 3,000 men from the various packing plants of Toronto walked out. There is some complaint on the part of the men in regard to the matter of pay, and some discussion as to the working hours. The real reason for the strike, however, seems to be the endeavor to force the packers to recognize their Union.

The Packers' Position

During the latter part of March there was a somewhat similar demonstration that did not get, however, as far as a strike. At that time the working hours were reduced from 56 hours a week to 48 hours, and the men were apparently satisfied. It was only temporary, however, and for some time past the present difficulty has been brewing.

F. P. Megan, of the William Davies Co., who has been chosen to represent the packers, issued the following statement last night:

"The packers have made every possible effort to avoid a strike. There is no reasonable grievance as to wages, hours of work or condition of labor. The packers make no discrimination against a man because he belongs to the union. On the other hand they refuse to discriminate against a man who in the exercise of his judgment decides not to join the union."

Mr. Megan continued: "Wages in the packing house are more favorable than in most other industries, provision is made for adjusting all grievances, increases have been made from time to time to meet the increased cost of living, hours of labor were reduced without any decrease in wages, and the packing houses are operated under Government supervision and accordingly must be sanitary."

The Men's Contention

The men, on the other hand, instance conditions that they claim must be rem-

edied, and point to instances of what they consider unjustifiable wage scales.

The Hon. Gideon Robertson, Minister of Labor, is to meet the strikers in Toronto on Wednesday, and it is hoped that some solution of the difficulties may be reached at this meeting.

It is possible that the strike may be a thing of the past before the CANADIAN GROCER is off the press, but there are no indications of any settlement at the time of going to press.

EUROPEAN MARKET FOR POULTRY

A French poultry expert, according to advices received by the Canadian Trade Commission, states that there is an urgent need in France for 3,000,000 breeding hens at present. It is estimated that egg and poultry production there in the last four years has decreased 50 per cent. Over 6,000 hens have been given by British traders to help the restoration work in Northern France.

Conditions in Poland are said to be such that hundreds of thousands of fowls are wanted, and British experts are advocating that the newer breeds be at once introduced into the devastated areas.

The Trade Commission suggests to poultry men and farmers a continuance of the greater production campaign of last year. The cheapening of feedstuffs is in their favor.

Canadian exports of eggs in 1918 roundly totalled 4,000,000 dozen, one-half the quantity exported sixteen years ago. Great Britain alone, before the war, imported 190,000,000 dozen annually.

ADVERTISED AT LAST

There was a man in our town,
And he was wondrous wise;
He knew that he could get along,
He would not advertise.
At last one day he advertised,
And thereby hangs a tale;
The ad was set in nonpareil
And headed, "Sheriff's Sale."

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, May 6—Rather a quiet condition prevails this week in the Montreal produce markets, but there is some business of a satisfactory nature passing.

Changes of price are made in several lines, and the most important of these is that for butter, which has slumped materially, the price for choice creamery being 53c in prints. Few looked for so big a drop. It is possible there may be lower prices yet, for there will be a better and a freer movement from the farmers to the various markets. Hog prices are easier on the live only, and there may be lower prices soon on dressed. On the other hand, beef is ruling with a firmer undertone, but prices are unchanged. Lard is up again, and this follows the definite tendencies pointed out in CANADIAN GROCER last week. Margarine is steady and active. Cheese is somewhat easier in tone, but no actual changes are made. These may come in the near future when receipts improve from the factories. Eggs are up one to two cents. Poultry is firm and much is still exported. Fish markets are likely to decline, the receipts of supplies being larger.

Lower Hog Prices; Beef Market Firm

FRESH MEATS.—One outstanding feature of the week has been that of the easier feeling with regard to hogs. Prices lowered in this market to \$21 to \$21.50 per 100 pounds. This was the result of lower country point quotations, and the supply has also improved. Stock coming to this market is reported to be in good condition, and there is a fair supply. Dressed hogs still hold at \$30.50-\$31 per cwt. Fresh beef has been in firmer market this week, and while no actual advance has been made the undertone is stronger.

Hogs, live	21 00	21 50		
Hogs, Dressed—				
Abattoir killed, small, 65-90 lbs.	30 50	31 00		
Sows (heavy)		26 00		
Hogs (country dressed)	28 00	29 00		
Fresh Pork—				
Leg of pork		0 36		
Leg of pork (trimmed)		0 37½		
Loins (trimmed)		0 41		
Tenderloins, lb.	0 46	0 48½		
Spare ribs		0 24		
Trimmed shoulders	0 27	0 28		
Fresh Beef—				
(Steers and Heifers)		(Cows)		
\$0 27	\$0 32	Hind quarters	\$0 27	\$0 30
0 15	0 20	Front quarters	0 15	0 17
0 40	0 42	Loins	0 35	0 38
	0 32	Ribs		0 29
	0 16	Chucks		0 15
	0 27	Hips		0 26
Calves (as to grade)			0 18	0 22
Lambs—30-40 lbs. (whole carcass lb.)				0 34
Sheep			0 20	0 26

Ham Trade Fair; At Held Prices

CURED MEATS.—No changes have been made in the price of cured meats this week and there is a fair volume of business at the basis ruling. Cured hams are still very popular, and there is a good sale for bacon. Altogether the markets are steady and some look for a better trade movement in the near future.

Cured Meats—		
Hams—		
Medium, smoked, per lb.—		
(Weights) 8-12		\$0 40
12-16	0 38	0 39
16-20	0 37	0 38
20-35	0 32½	0 34
Bacon—		
Plain	0 43	0 48
Boneless, per lb.		0 52
Bacon—		
Breakfast, per lb. (as to qual.)	0 44	0 48
Roll, per lb.		0 34
Dry Salt Meats—		
Long clear bacon, ton lots	0 27	0 28
Long clear bacon, small lots	0 28	0 29
Fat backs, lb.		0 32
Barrel Pork—		
Canadian short cut (bbl.)		55 00
Clear fat backs (bbl.) (40-50 pieces)	63 00	67 50
Do. (30-40 pieces)	60 50	62 00
Short cut clear pork (bbl.)	54 00	57 00
Heavy mess pork (bbl.)	44 00	45 00
Bean pork (bbl.)	44 00	45 00

Cooked Ham Sells On Same Basis

COOKED MEATS.—With the exception of cooked ham there is very little new business other than that expected from week to week. Prices are maintained and there is no quotable change. Supplies are adequate to meet trade requirements.

Head Cheese	0 13	0 15
Meat loaf with macaroni and cheese, lb.		0 29
Choice jellied ox tongue		0 44
Ham and tongue, lb.		0 32
Veal and tongue		0 25
Hams, roast		0 53
Hams, cooked	0 52	0 53
Shoulders, roast	0 44	0 48
Shoulders, boiled		0 44
Pork pies (doz.)		0 85

Lard at 35 Cents Makes High Record

LARD.—Last week CANADIAN GROCER said: "There is every reason to expect that brick price will be 35c within a few days." This prediction has been sustained, the quotations made by

the provision men this week being 35c for the one-pound bricks and the usual differentials obtaining for the various packages. The undertone is firm, under active demand.

LARD, pure—	
Tierces, 400 lbs., per lb.	0 33½
Tubs, 50 lbs., per lb.	0 33½
Pails, 20 lbs., per lb.	0 34
Bricks, 1 lb., per lb.	0 35

No Upward Trend For Shortening

SHORTENING.—There has been a steady business for this line, but little new has developed. Prices have not been changed, as with lard and at the quotations made a fair tonnage is passing out to the trade.

Tierces, 400 lbs., per lb.	0 26½
Tubs, 50 lbs., per lb.	0 26¾
Pails, 20 lbs., per lb.	0 27
Bricks, 1 lb., per lb.	0 29

Firm Basis Still For Margarine

MARGARINE.—A fairly large business has been done in margarine for the past several weeks. This is partly attributed to the high price basis reached for butter. Best grades are selling at 38 to 38½ cents for bricks of one pound, and there is likely to still continue a satisfactory demand from the consumer. Stocks are in good shape.

Margarine—	
Prints, according to quality, lb.	0 35 0 38½
Tubs, according to quality, lb.	0 34½

Butter Descends In Fast Order

BUTTER.—Even those most sanguine in their belief that butter prices would come down, did not expect the decided slump that has been effected, the drop being from 14c to 15c per pound within the past two weeks. This condition is a direct result of large supplies from the country and of a decreased buying, it is said. Some expect that lower prices will be named in the near future. One jobber reports that price offers from the States make that a more profitable market to sell to at present.

Butter—	
Creamery prints, fresh made	0 53
Creamery solids, fresh made	0 52
Dairy prints	0 48
Dairy, in tubs, choice	0 47

Cheese is Quiet; New Not Plentiful

CHEESE.—While many factories have opened up throughout the country it is noteworthy that receipts are not greatly improved. From now on there should be a big improvement, and if this comes about prices may be more favorable. There is a fair domestic trade and export will likely be larger as soon as the com-

mission makes announcement regarding the prices for the coming season.

Cheese—

Large, per lb.	0 28
Twins, per lb.	0 29
Triplets, per lb.	0 30
Stilton, per lb.	0 32
Fancy, old cheese, per lb.	0 30

**One Cent Advance
Brings Eggs to 50c**

Montreal.
EGGS.—While the receipts of new-laid eggs have been excellent, in fact larger than ever, prices are well maintained, and there was an advance to 50c per dozen. At this price the undertone is firm and there may be no very low prices if export demand and domestic consumption continue as at present. It is also pointed out that storage is now responsible for a considerable lot of eggs, the produce men putting away stock for future use.

Eggs—

New-laid	0 50
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**Steady Selling
Keeps Poultry Firm**

Montreal
POULTRY.—Large export orders were filled last week, it is stated, for poultry. There is every indication of this business continuing to come forward, for the near future at least, and with the large shipments that are made prices are bound to be firm, while this drain on supplies continues. There is a good local demand. Receipts from the country are reported as only fair.

Chickens, roast (3-5 lbs.)	0 39	0 40
Chickens, roast (milk fed)	0 44	0 45
Broilers (3-4 lb. pr.)	0 44	0 47
Brome Lake	0 50	0 51
Young Domestic	0 43	0 44
Turkeys (old toms), lb.		0 50
Turkeys (young)		0 50
Geese	0 32	0 33
Old fowls (large)		0 38
Old fowls (small)		0 34

**Fish Prices Here
Tend to Lower**

Montreal
FISH.—With the receipts of fish from the sea continually improving there is a strong tendency for prices to sag. There will be lower quotations, say the fish dealers, and favorable market quotations may be looked for. Fresh fish are also expected to come to hand soon from the rivers and lakes, but, as yet there is little movement from those sections.

FRESH FISH

Carp—per lb.	0 08	0 09
Bullheads (dressed)	0 12	0 15
Gaspereaux—each		0 04½
Haddock	0 07½	
Halibut, Eastern	0 24	0 25
Halibut, Western	0 21	0 22
Steak Cod		0 10
Market Cod	0 08	0 09
Flounders	0 07	0 08
Prawns		0 35
Pike—lb.	0 12	0 13
Live lobsters		0 35
Salmon (B.C.) per lb., Red	0 29	0 30

FROZEN FISH

Gaspereaux, each	0 06	
Halibut, large and chicken	0 20	0 21
Halibut, Western	0 22	0 23
Halibut, medium	0 22	0 23
Haddock		0 06½
Mackerel	0 14	0 16
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08

Fike, Headless and Dressed	0 10	0 11
Market Cod		0 05½
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod		0 08
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large		0 22
Lake Trout	0 19	0 20
Tom Cods, per bbl.	3 50	4 00
Lake Herrings, bag, 100 lbs.		6 00
Alewires	0 05½	0 06

SALTED FISH

Codfish—		
Codfish, large bbl., 200 lbs.	\$20 00	
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	
Codfish, No. 2, 200 lb. barrel	17 00	
Pollock, No. 1, 200 lb. barrel	15 00	
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 25
Codfish (boneless) (24 1-lb. cartons)	0 20	
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18	
Boneless cod (2-lb.)	0 23	

Shredded codfish (12-lb. box)	2 50
Dried codfish (100-lb. bbl.)	20 00

PICKLED FISH

Herrings (Scotch cured), barrel. 11 25	12 00
Scotia, barrel	12 00
Do., half barrel	6 25
Mackerel, barrel	34 00
Salmon, Labrador (200 lbs.)	26 00
Salmon, B.C. (200 lbs.)	24 50
Sea Trout (200-lb. bbls.)	25 00
Turbot (200 lbs.)	17 00
Codfish, tongues and sound, lb.	0 15
Eels, lb.	0 16

OYSTERS

Cape Cod, per barrel	\$14 00
Batouche, per barrel	15 00
Sealops, gallon	4 00
Can No. 1 (Solids)	2 25
Can No. 3 (Solids)	6 50
Can No. 5 (Solids)	11 00
Can No. 1 (Selects)	2 50
Can No. 3 (Selects)	8 40

SUNDRIES

Paper Oyster Pails, ¼ per 100	1 75
Crushed Oysters Shell, 100-lbs.	\$1 60
Paper Oyster Pails, ¼-lb. per 100	2 25

ONTARIO MARKETS

TORONTO, May 6—All pork products show further advances, in keeping with the sharp upward movement in the market for live hogs. The packers' strike this week is also tending to hold the market firm. Eggs are in plentiful supply now, and are being bought for storage purposes. Butter is weaker, and sharp declines have occurred.

**Packers' Strike
Has Bullish Effects**

Toronto.
FRESH MEATS—Advances are again shown in quotations on fresh pork, the strong position of the market on live hogs being responsible. The fact too that over 3,000 packers in the Toronto abattoirs are on strike will also have a tendency to firm prices in all kinds of meat. At the close of last week veal was quoted easier and lamb was firm, with no change.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	\$27 50	\$29 00
Live, off cars, per cwt.		22 50
Live, fed and watered, per cwt.		22 25
Live, f.o.b., per cwt.	20 75	21 00

Fresh Pork—

Legs of pork, up to 18 lbs.	0 34	0 38
Loins of pork, lb.	0 40	0 41
Tenderloins, lb.	0 46	0 47
Spare ribs, lb.	0 20	0 21
Picnics, lb.		0 27
New York shoulders, lb.		0 28
Montreal shoulders, lb.		0 29
Boston butts, lb.		0 33

Fresh Beef—From Steers and Heifers—

Hind quarters, lb.	0 26	0 30
Front quarters, lb.	0 16	0 19
Ribs, lb.	0 24	0 30
Chucks, lb.	0 13	0 18
Loins, whole, lb.	0 34	0 38
Do., short, lb.	0 35	0 42
Hips, lb.	0 25	0 27

Cow beef quotations about 2c per lb. below above quotations.

Calves, lb.	0 18	0 25
Lambs, whole, lb.	0 29	0 35
Sheep, whole, lb.	0 22	0 25

Above prices subject to daily fluctuations of the market.

**Further Advances on
Hams and Bacon**

Toronto.
PROVISIONS—The market in provisions is generally stronger, and new advances are registered this week on practically all lines. Ordinary breakfast bacon is quoted at from 43 to 45 cents. Should the packers strike be pro-

longed, it is more than likely that further advances will be the result.

Hams—

Medium	0 39	0 42
Large, per lb.	0 32	0 37

Bacon—

Skinned, rib in	0 48	0 50
Boneless, per lb.	0 51	0 54

Bacon—

Breakfast, ordinary, per lb.	0 44	0 45
Breakfast, fancy, per lb.		0 50
Roll, per lb.	0 32	0 35
Wiltshire (smoked sides), lb.	0 39	0 40

Dry Salt Meats—

Long, clear bacon, av. 50-70 lb.	0 30	
Do., aver. 70-100 lbs.	0 28	
Fat backs, 16-20, lb.	0 29	

Out of pickle, prices range about 2c per pound below corresponding cuts above.

Barrel Pork—

Mess pork, 200 lbs.	54 00	56 00
Short cut backs, bbl., 100 lbs.	57 00	63 00
Pickled rolls, bbl., 200 lbs., heavy		50 00
Do., Do., Do., lightweight.		60 00

Above prices subject to daily fluctuations of the market.

**Price Tendency Higher
On Cooked Meats**

Toronto.
COOKED MEATS—Cooked meats continue their upward movement in prices. Roast hams are quoted as high as 57 cents, while the boiled range from 53 to 54 cents. Shoulders, roast, without dressing are bringing from 46 to 47 cents.

COOKED MEATS

Boiled hams, lb.	\$0 53	\$0 54
Hams, roast, without dressing, lb.	0 52	0 57
Shoulders, roast, without dressing, per lb.	0 46	0 47
Head Cheeses, 6s, lb.	0 14	0 15
Meat Loaf with Macaroni and Cheese, lb.	0 24	0 25
Choice Jellied Ox Tongue, lb.	0 52	0 53
Pork and Tongue, lb.		0 34

Above prices subject to daily fluctuations of the market.

**Shortening is Half
a Cent Higher**

Toronto.
SHORTENING—An advance of a half to a cent per pound is shown on

quotations on shortening at from 27 to 28 cents per pound.

Shortening, tierces, 400 lbs., lb... \$0 27 \$0 28
 In 60-lb. tubs, 1/4-1/2c per lb. higher than tierces; pails, 1/2-3/4c higher than tierces, and 1-lb. prints, 1 1/2-1 3/4c higher than tierces.

Margarine Continues to Have Active Inquiry

Toronto.
MARGARINE—Prices on margarine show no change. There is a good demand for the same, although it is expected that the strike in the Toronto abattoirs may interfere materially with the output of margarine domestically manufactured.

Margarine—		
1-lb. prints, No. 1	0 34	0 35
Do., No. 2	0 31	0 32
Do., No. 3	0 27	0 28
Solids, 1c per lb. less than prints.		

Sharp Declines in Butter Quotations

Toronto.
BUTTER—The wholesale butter market has developed weakness. Marked recessions are shown in quotations at the factories, and dealers' prices to the retail have declined from four to five cents as compared with a week ago. As the spring grows into summer, prices are expected to go even lower. The output is increasing, and the trade in an export way is not so heavy.

Butter—		
Creamery prints (fresh made)	0 55	0 56
Creamery solids (fresh made)	0 53	0 55
Dairy prts, fresh separator, lb.	0 50	....
Dairy prints, No. 1, lb.	0 48	....

Lard Jumps to 35 Cents Per Pound

Toronto.
LARD—Dealers are quoting a higher price on lard this week, at from 34 to 35 cents per pound. This upward movement is in sympathy with the stronger tendencies in the market for live hogs.

Lard, tierces, 400 lbs., lb. \$0 34 \$0 35
 In 60-lb. tubs, 1/2c higher than tierces, pails 3/4c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Egg Receipts Are Heavy; Prices Are Unchanged

Toronto.
EGGS—Receipts of eggs coming forward show considerable increase over those of a week ago. Wholesalers are buying them in the country at from 44 to 45 cents. Large quantities are being bought for storage. Prices to the retail trade are firm. New laids are selling at from 48 to 49 cents, and the new laids in cartons at from 50 to 53 cents. Very few eggs are being sold in cartons.

Eggs—		
New laids in cartons, doz.	0 50	0 52
New laids, doz.	0 48	0 49
Prices shown are subject to daily fluctuations of the market.		

Frozen Poultry Now Supplying the Trade

Toronto.
POULTRY—The demand for poultry is being met by cold storage supplies. There are no fresh supplies coming for-

ward. Quotations to the retail trade show no change as compared with a week ago. Fears are expressed that a scarcity may develop in the poultry market early in the summer.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	\$...\$0 35	\$...\$0 40
Turkeys, old, lb.	0 40-0 42	
Do., young, lb.	0 32-0 35	0 45-0 48
Roosters, lb.	0 25	0 28
Fowl, 4 to 6 lbs., lb.	0 33	0 35
Fowl, over 6 lbs., lb.	0 35-0 40	
Fowl, under 4 lbs., lb.	0 28	0 30
Chickens, under 5 lbs., lb.	0 30	0 32
Chickens, over 5 lbs., lb.	0 26-0 32	0 35
Chickens, over 5 lbs., milk fed, lb.		0 38

Prices quoted to retail trade:

	Dressed
Hens, heavy	\$0 35 \$0 37
Do., light	0 34 0 36
Chickens, spring	0 38 0 40
Ducks	0 40 0 42
Turkeys	0 47 0 50

Demand For Frozen Fish Has Fallen Off

Toronto.
FISH—Trade in fish is quiet compared with a fortnight ago. It is sort of between seasons, and the consumer has grown a little tired of frozen fish, and the demand for fresh fish has not taken on any great activity as yet. Fresh flounders are quoted this week, selling at from 7 to 10 cents per pound. There is no fresh halibut. Fresh lake trout have a fairly good sale at 20 cents per pound.

FRESH SEA FISH

Cod Steak, lb.	\$0 11	\$0 12
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 09	0 10
Halibut, lb.	0 25	0 25
Flounders, lb.	0 07	0 10

FRESH FROZEN SEA FISH

Cod Steak, lbs.	0 09
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Do., market, lb.	0 05	0 07 1/2
Flat Fish, B.C., lb.	0 10	0 10
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 05 1/2	0 07
Haddock, lb.	0 07	0 07
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 20	0 21
Do., large, lb.	0 21 1/2	0 22
Herring, lb.	0 06	0 07
Mackerel, lb.	0 11	0 11
Salmon, Cohoe, lb.	0 19	0 19
Do., Qualla, lb.	0 12 1/2	0 15
Do., Red Spring, lb.	0 23	0 24
Do., Gaspe, lb.	0 24	0 23
Smelts, No. 2, lb.	0 09	0 09
Do., No. 1, lb.	0 17	0 17
Do., Extra, lb.	0 25	0 25
Tomcods, lb.	0 07	0 07

FRESH LAKE FISH

Lake herring, lb.	0 12
Trout, lb.	0 20
Whitefish, lb.	0 23 0 25

FROZEN LAKE FISH

Herrings, Lake Superior	0 03
Do., Lake Erie, lb.	0 06 0 06 1/2
Mullets, lb.	0 07 0 08
Pickeral, lb.	0 14 0 15
Pike, round, lb.	0 07 0 08
Trout, lb.	0 17 0 18
Tulbees, lb.	0 09 0 10
Whitefish, lb.	0 11

New Large Cheese Sell at Lower Figure

Toronto.
CHEESE—The cheese market just now is rather unsettled. A decision as to whether the price will be controlled by the Government this season, as was the case the past two years, is being keenly awaited by both makers and the trade in general. There is now practically no old cheese on the market, the new cheese coming forward freely. New large cheese are quoted to the retail trade at from 28 1/2c to 29c.

Cheese—

Old, large	\$0 34	\$0 35
New, large	0 28 1/2	0 29
Stilton (new)	0 30	0 31
Twins 1/2c lb. higher than large cheese. Triplets 1 1/2c higher than large cheese.		

WINNIPEG MARKETS

WINNIPEG, May 7—Hog prices show still further advances since last week, having reached \$21.25. Butter stocks are being rapidly cleaned up and there is a very firm feeling in the market. The same conditions prevail in regards to eggs. Poultry stocks are going into consumption rapidly.

Hogs Very Firm; Receipts Light

Winnipeg.
PROVISIONS—Hog prices have advanced to \$21.25 this week, and the market is very firm. Receipts are very light. The United States markets have reached their highest point in the last week with an average price at Chicago of \$20.85.

Hams—

Light, lb.	0 39	0 40
Medium, per lb.	0 38	0 38
Heavy, per lb.	0 32	0 36

Bacon—

Breakfast, select, lb.	0 40
Backs	0 40 0 44

Dry Salt Meats—

Long clear bacon, light	0 26
Backs	0 33

Barrelled Pork—

Mess pork, bbl.	45 00
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Lard, Pure—

Prints	0 32
Cases, 5s	17 92
Cases, 3s	18 00
Tierces	0 29

Tubs, 50s, net	14 63
Pails, 20s, net	6 30

Cheese—

Ontario, large fresh	0 29
Manitoba, large fresh	0 28

Eggs Have Firm Undertone

Winnipeg.
EGGS—Though prices have remained steady in this market there is a firmer undertone this week. Prices are unchanged at 43 to 44 cents per dozen.

Butter Stocks Rapidly Cleaned Up

Winnipeg.
BUTTER—Receipts of creamery butter are fairly light. All stocks are being rapidly cleaned up. The market is firm at unchanged quotations:

Butter—

Fresh made creamery, No. 1, cartons	0 58	0 60
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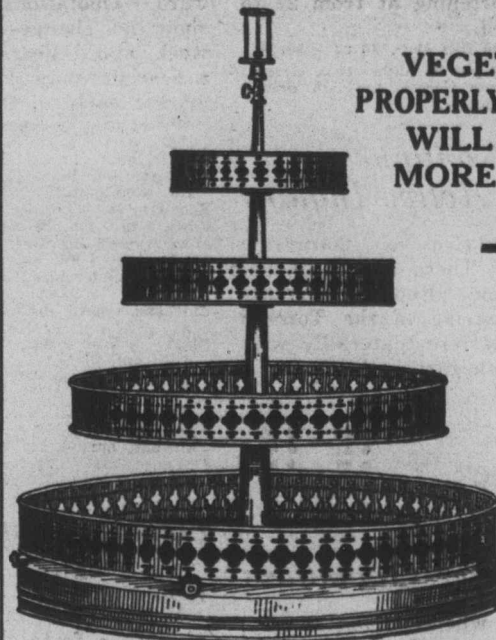
(Continued on page 45)

LARD

We think lard is a good purchase at present prices. Ask our salesmen for prices or come to us direct. We put it up in tierces, tubs, pails. 20-lb., 10-lb., 5-lb. and 3-lb. tins, also in one-pound cartons.

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LIMITED
Hamilton, Canada

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PROPERLY DISPLAYED
WILL BRING
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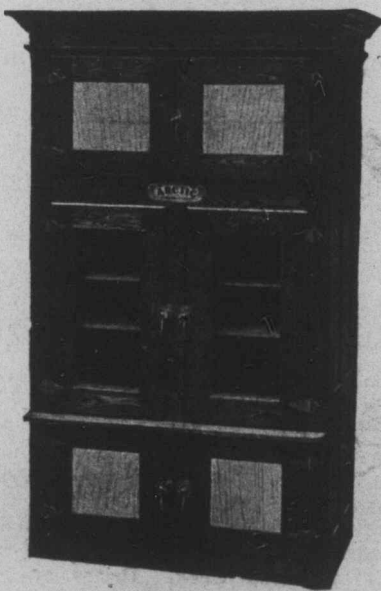
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Makes an attractive display of green garden truck in good, fresh, crisp condition. The fine cloud of MIST floating over the goods suggests cleanliness and coolness.

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Branches at TORONTO MONTREAL WINNIPEG



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Grocer or Provisioner.

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More Necessary Than Your Till or Cash Register—

Get the right viewpoint on the refrigerator question. You wouldn't care to do without your till or cash register, yet you can do without proper refrigeration and display much less. An Arctic can often save you in the few months of summer more than the convenience and safety of a modern cash register the year through.

Why let the waste and sales-loss of former years be repeated again this summer. Get an Arctic, with its active, cold, DRY air circulation that not only keeps perishables fresh and saleable, but often improves the condition of goods. Write for catalogue to-day.

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Your customers ask for "EASIFIRST" because it is always uniform; there is no uncertainty about results. "EASIFIRST" is a particularly good summer shortening because it is not easily affected by warm temperature.

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"The Canadian" cuts clean and quick in 5c, 10c, 15c and 20c slices, or by weight in ¼, ½ and one pound cuts.

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WINDSOR, ONT.

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Display and Recommend

this popular food product. It is to your advantage to do so, because your customers know that Heinz Baked Beans are wholesome and nutritious, appetizing, and above all—guaranteed to please. Money refunded if customer is not satisfied.

ALL HEINZ GOODS SOLD IN CANADA ARE MADE IN CANADA

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'Bluenose' Butter

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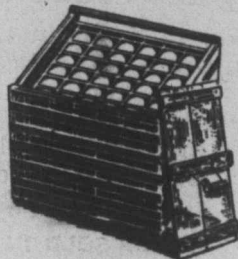
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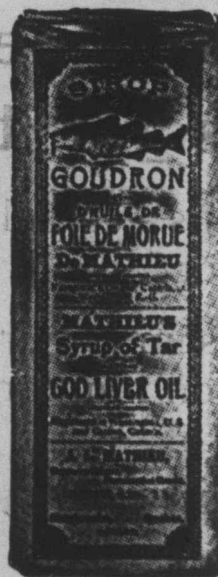
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Are You Showing This?

**YOU'LL FIND
MATHIEU'S
SYRUP OF TAR
and
COD LIVER OIL**

as good a seller as you could wish to tie up to. There is always a good demand for this Mathieu line. And a good profit, too. Try a small display.

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE

QUEBEC



Every merchant needs accurate store records for two purposes

1. Every day he needs a complete, accurate record of his store transactions to successfully control his business.
2. He needs these same figures every time his banker or wholesaler calls on him for a financial statement.

He also needs them to know how much money he is making, and what it costs him to do business.

Every merchant can get a record of his store transactions in two ways—slowly by hand, or quickly and accurately by machinery.

A modern National Cash Register will give him accurate, unchangeable records.

It will classify, add, and certify. It will save him work and reduce his expenses.

No merchant should keep records by hand that can be kept so easily by machinery.

A post card will bring full information about how an up-to-date National will take the drudgery out of keeping store records.

The National Cash Register Company of Canada, Limited
Toronto, Ont.

Offices in all the principal cities of the world

Keep Your Stock Spotless

THERE is no feature of your store service more important than the cleanliness of your merchandise. All customers prefer to trade with the cleanest store. You cannot keep dust out of your store, but you can effectively control it and keep it off your goods by using—

STANDARD Floor Dressing

When you use the old-fashioned duster you merely displace dust, whereas Imperial Standard Floor Dressing definitely *lays and holds* 90% of all atmospheric dust. Dust cannot rise where Imperial Standard Floor Dressing is used.

Imperial Standard Floor Dressing cleans and preserves the surface of wood, linoleum and oil cloth. A single gallon suffices for 500-700 square feet of space and lasts for several months. It may be applied with an ordinary floor sprayer.

Imperial Standard Floor Dressing will not only help you to keep a brighter and more attractive store, but it will also bring you a new source of business. Your store and stock will demonstrate to neighboring merchants its cleansing, dust-preventing qualities, and they will want some, too.

Imperial Standard Floor Dressing is sold in one and four-gallon cans, also half-barrels and barrels.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.

Biscuit Manufacturers
READING & LONDON
ENGLAND

Field & Co.

(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.
LONDON, E.C. 4, ENGLAND

Cables: 'Loudly, London'
Codes (Private): A. B. C. 4th and 5th Editions,
Western Union and Bantlays.

Direct Shippers



Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds; Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices, Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban BRAND BUSREH Dates



IN CARTONS. Cases each 60 nominal pounds

Turban COMPLETE Puddings

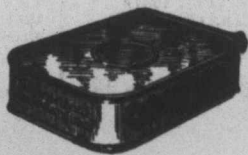


Whole Rice Custard
Barley Flake Custard
Sago Custard

Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

OBAYO REAL SARDINES



The Elite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavour. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. 1/4-club. Nominal 10 oz., 12 oz. and 18 oz. All with keys.

Special quotations upon Application

Supply
All
Colors



Make More Sales

Carry the Complete Line

Sunset Soap Dyes

Twenty-two standard colors, including Black, Navy Blue and other dark colors. Sunset colors are fast and only one simple operation is necessary to clean thoroughly and dye all fabrics.

Sunset is a Real Dye, honestly and extensively advertised, and sure to please your best trade: all colors can be supplied immediately. The spring and summer demand will be heavy—due to the high cost of clothing of every sort. Be prepared—order a gross packed in an attractive counter display and let it make sales for you. Sunset selling at 15c pays you more profit than any other dye.

North American Dye Corporation

New Corporate Name of SUNSET SOAP DYE CO.

Mount Vernon, N.Y.

Toronto, Canada

Sales Representatives for U.S. and Canada:

Harold F. Ritchie & Company, Ltd.
NEW YORK TORONTO

The Big Stores

have to handle things that sell quickly; that do not need recommendations on the part of their staff. They haven't time for that sort of thing; they are much too busy. And so it is that these busy stores of the country, handling flour, have found that

PURITY FLOUR

(Government Standard)

is a good one to use as a leader. They have proved by test that PURITY is the flour that customers will take and ask no questions.

Western Canada Flour Mills Co., Limited

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

The MacLean Business and Class Publications in Canada

TO SELL or buy from Canada such lines as machinery, hardware, food products, dry goods, books and stationery, paper, printing machinery and supplies and general merchandise of almost every description, raw or manufactured, use or consult the MacLean Business and Class Publications, as per list below. For special information, write the publishers. Concerning the quality of the MacLean publications let this copy of CANADIAN GROCER which you hold in your hands speak for all. The MacLean list of 15 publications is as follows:—

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Also at: NEW YORK, BOSTON, CHICAGO, MONTREAL, WINNIPEG

For over 30 years the MacLean Publishing Company has maintained a fully-staffed London office, and has rendered British and Continental manufacturers, shippers, and traders an invaluable service in many directions.

*Specimen copies of the MacLean publications will be cheerfully forwarded to all asking for them.
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143-153 University Avenue Toronto, Canada



Made from the choicest
Sea Bloaters

Scotch Snack is a particularly delicious sea food and one that lovers of quality will thoroughly appreciate

Nothing more acceptable for picnics, camping, etc. Makes tasty sandwiches, salads and croquettes.

Packed in glass jars. And quality guaranteed.

ARGYLL BUTE, 637 St. Urbain St., MONTREAL

Popular Brands

Canada's foremost selling tobaccos have borne the "heart-shaped" trade-mark since 1858. It's the Macdonald guarantee of quality.

Plug Smoking
"British Consols"
"Brier"



Plug Chewing
"Prince of Wales"
"Napoleon"
"Black Rod" (Twist)



Trade Mark
Registered

Every package we ship carries the above trade-mark.



Trade Mark
Registered

W. C. MACDONALD, REG'D.

Established Over 60 Years
MONTREAL, P. Q.

After present manufactured stocks are exhausted, all our brands except "Twist" will be put up in 10-lb. caddies.



Superior Table Syrup

CANADA'S BEST

The Syrup with a delicious taste. It is Superior in every respect as to

PURITY AND QUALITY

BAINES LIMITED - MONTREAL

A. W. BARNUM, Winnipeg and Vancouver

"Doubtless"

There is no substitute for G. WASHINGTON'S COFFEE.

Way back yonder somebody said, "Doubtless, the Creator could have created a better berry than the strawberry, but doubtless he never did."

No one yet has made a soluble coffee equal to Mr. Washington's wonderful coffee.



G. WASHINGTON'S COFFEE WENT TO WAR HOME AGAIN BETTER THAN EVER
On the Market since 1909 At the Front since 1914

Never Sold Under Private Label

CANADIAN SALES AGENTS:

Grocers' Specialty Company, 167 William St., Montreal, Canada

KING GEORGE'S NAVY

CHEWING TOBACCO

The finest quality tobacco

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.



Rock City Tobacco Co., Ltd.

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

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

Don't **TRY** to do without

H.P. SAUCE

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



CROWN



Screw Top

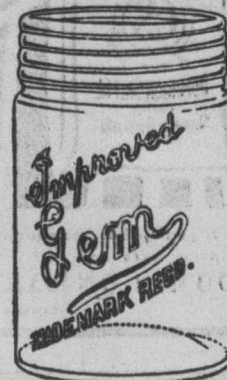
Be Ready to Supply the Demand

Buy Right and Buy NOW

These Fruit Jars Produce Results

Extra Quality Rubber Ring in Each

GEM



Screw Top

PERFECT SEAL



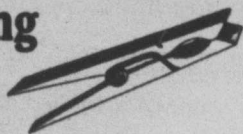
Lightning Fastener

The Names Are
 Household Words
 The Jars Household
 Necessities

Secure Styles That
 Reduce
 Both Labour And
 Cost

Dominion Glass Company, Limited

Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

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



Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario.

SIFTO SALT IT FLOWS BEST FOR TABLE USE

Two Salt brands that speed up your Salt Sales. They're well advertised and hundreds more housewives every month are coming to learn that SIFTO is "the Salt that flows," a delight to the table. And that Century Salt—pure and dazzling and economical—is the best all round household salt. Stock them both.

CENTURY SALT BEST FOR GENERAL USE

THE DOMINION SALT CO. LIMITED
SARNIA, ONTARIO

If your jobber cannot supply you we invite your inquiry, when price lists and full information will be promptly sent you.

DOMINION SALT CO., Limited SARNIA, Canada
Manufacturers and Shippers

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$83.20 PER INCH PER YEAR

JAMS
DOMINION CANNERS, LTD.
"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case. Per doz.

Blackberry	3 35
Currant, Black	3 99
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 99
Apricot	3 35
Cherry	3 45
Gooseberry	3 35.

"AYLMER" PURE ORANGE MARMALADE

Per doz.

Tumblers, Vacuum Top, 2 doz. in case	\$2 00
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	5 10
4's Tins, 12 pails in crate, per pail	0 82
5's Tin, 8 pails in crate, per pail	1 01
7's Tin or Wood, 6 pails in crate	1 42
80's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

Per doz.

Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92 1/2
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97 1/2
1 1/2's (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27 1/2
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52 1/2
2 1/2's Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

Per doz.

1/2 Pts., Aylmer Quality	\$1 90
Pts., Aylmer Quality	2 35
Gallon Jugs, Aylmer Quality	1 62 1/2
Pints, Delhi Epicure	2 70
1/2 Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80
Gallons, Red Seal	7 44

BORDEN MILK CO., LTD. CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each, 48 cans	\$9 25
Reindeer Brand, each 48 cans	8 75
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25

Challenge Clover Brand, each 48 cans 7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	8 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 42 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	\$6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED MONTREAL

Compressed Corn Beef—1/2s, \$2.85; 1s, \$4.85; 2s, \$9.25; 6s, \$34.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.85.	
Ready Lunch Beef—1s, \$4.90; 2s, \$9.44; 5s, \$28.85; 1s, \$4.45; 2s, \$9.25.	
Boneless Pig's Feet—1/2s, \$2.85; 1s, \$4.45; 2s, \$9.25.	
Ready Lunch Veal Loaf—1/2s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef-Ham Loaf—1/2s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef Loaf—1/2s, \$2.40; 1s, \$4.40.	
Ready Lunch Asst. Loaves—1/2s, \$2.45; 1s, \$4.45.	
Geneva Sausage—1s, \$4.35; 2s, \$8.75	
Roast Beef—1/2s, \$2.85; 1s, \$4.75; 2s, \$9.45; 6s, \$34.75.	
Roast Mutton—\$6.95; 2s, \$12.95; square cans, \$45.00.	
Boiled Mutton—1s, \$6.95; 2s, \$12.95; \$29.90; 6s, \$45.	
Boiled Beef—1s, \$4.80; 2s, \$9.25; 6s, \$34.75.	
Jellied Veal—1/2s, \$3.25; 1s, \$4.80; 2s, \$9.25.	
Cooked Tripe—1s, \$2.90; 2s, \$4.90.	
Stewed Ox Tail—1s, \$2.40; 2s, \$4.40.	
Stewed Kidney—1s, \$4.40; 2s, \$8.40.	
Mince Collops—1/2s, \$1.90; 1s, \$3.85; 2s, \$6.90.	
Sausage Meat—1s, \$3.90; 2s, \$7.80.	
Corn Beef Hash—1/2s, \$1.90; 1s, \$3.90; 2s, \$5.90.	
Beef Steak and Onions—1/2s, \$2.90; 1s, \$4.90; 2s, \$8.90.	
Jellied Hocks—2s, \$9.90; 6s, \$30.00.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.40; 2s, \$8.40.	
Boneless Chicken—1/2s, \$5.90; 1s, \$9.00.	
Boneless Turkey — 1/2s, \$5.90; 1s, \$9.00.	
Ox Tongue—1/2s, \$3.90; 1s, \$8.40; 1 1/2s, \$13.40; 2s, \$17.20; 3 1/2s, \$29.70; 6s, \$45.	
Lunch Tongue—1/2s, \$3.90; 1s, \$6.90.	
Beef Suet—1s, \$5.40; 2s, \$12.40.	

GROCCERS

ORDER YOUR STOCK OF

Champagne de Pomme

NOW

It makes a delicious drink. Put up in pint bottles or splits. Recommend it to your customers. Pays a good profit. Easy to sell.

Order from your wholesaler or

Cie Canadien Importations

140 ST. CATHERINE ST. E.
Montreal

We want Agents in Every City and Town.

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

The quality of
HOLBROOKS
Imported
WORCESTERSHIRE
SAUCE
is beyond question



Made and Bottled
in England

YOU can get behind Holbrooks Imported Worcestershire Sauce with all the enthusiasm you are capable of. It's a winner from the word go.

People who buy it once will buy it again. There's a delicate piquancy—an exquisite "zest"—to every drop of Holbrooks that wins approval from hard-to-please-people.

And you'll ring up a profit on every Holbrooks Sale that makes a continued selling effort worth while.

Holbrooks, Ltd.
Toronto and Vancouver

Baker's Cocoa and Chocolate



REGISTERED
TRADE-MARK

**MAKE AND
KEEP GOOD
CUSTOMERS**

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.

Established 1760

COLLECTIONS

By a competent organization which is wide-awake to the necessity of having these leakages stopped.

We can handle this proposition in a proper business like manner and guarantee satisfaction to all concerned.

Nagle Mercantile Agency
Westmount, Montreal, Que.

EVERYWHERE
NO
COLLECTION
NO
CHARGE
EFFICIENT
RELIABLE

SUMMER DRINKS

Made at home with
ADAMS' ROOT BEER
and
ADAMS' GINGER BEER



EASILY PREPARED AT SMALL COST

25c. bottles make 5 gallons and
15c. bottles make 2 gallons.
25c. sizes \$2.10 per dozen, \$24.00 per gross.
15c. sizes \$1.20 per dozen, \$14.00 per gross.

Manufactured and for sale by
PARKE & PARKE, LTD.
MacNab St. & Market Sq., Hamilton, Ont.

SUMORE

The Perfect Peanut

ASK YOUR JOBBER

OR

Montreal Nut and Brokerage Co.

30 and 32 Jurors Street, Montreal, P.Q.

KEYSTONE BRAND

NUGGET BROOMS

When a customer asks for a "Nugget" Broom there must be a reason for remembering the name.

NUGGET BROOMS

are brooms of good reputation. A "just as good" line will not satisfy women, who know the merits of a "Nugget," and want a light, yet sturdy broom.

The quick turnovers from "Nugget" Brooms will swell your income.

"Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.

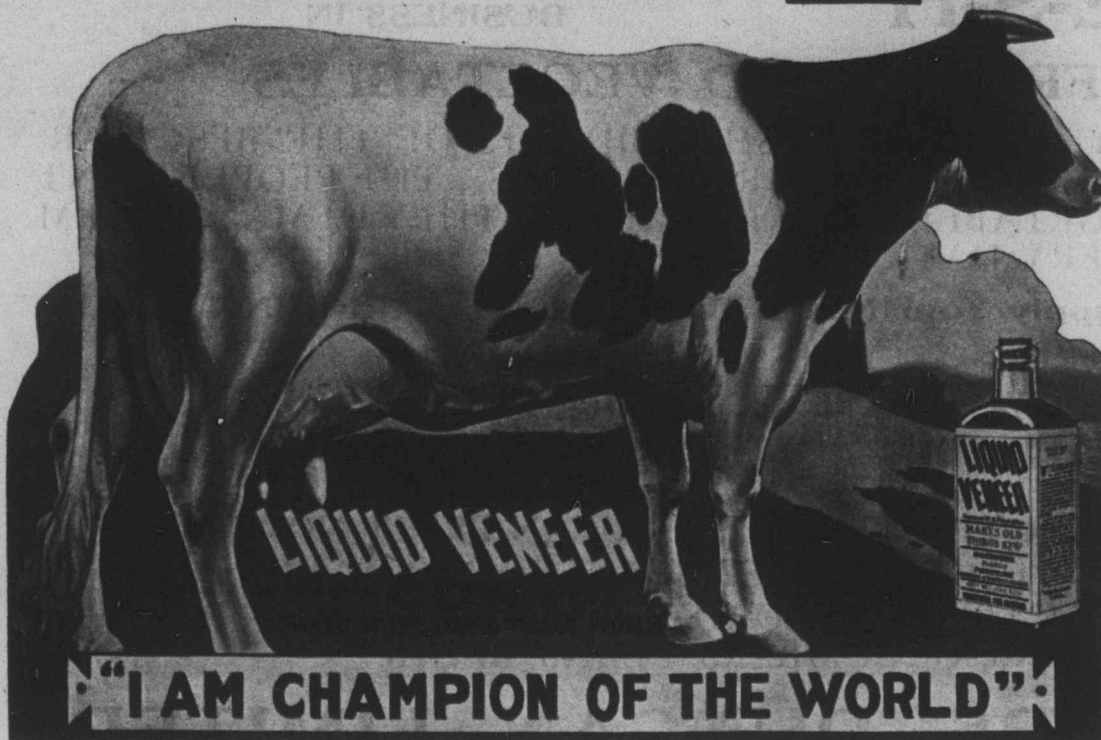
Write for price and particulars to the makers of the famous Keystone line.

STEVENS-HEPNER, CO. Limited
MONTREAL, CANADA

Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 5s, \$12.90.
Mince Meat (ulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, \$15.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50.
With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.
Chateau Brand Concentrated Soups—Celery, \$1.25; Consomme, \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mulligatawny, \$1.45; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Vegetable, \$1.25; Chicken, \$1.45; Mock Turtle, \$1.45; Tomato, \$1.25; Vermicelli Tomato, \$1.25; Assorted, No. 1, case, \$1.35; Soups and Bouilli, 6s, \$13.25.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.85; 2s, \$1.90; 3s, tall, \$2.50; 6s, \$8; 12s, \$16.
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s (talls), \$2.50; 6s, \$8; 12s, \$12.
Chili Sauce (red and gold label)—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90.
Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.
Sliced Smoked Beef—½s, \$2.35; 1s, \$3.75; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.35; 2s, \$5.95.
Army Rations—Beef and Vegetables, 1s, \$2.25; 2s, \$4.95.
Spaghetti with Tomato Sauce with Cheese—½s, \$1.35; 1s, \$1.85; 3s, \$3.25.
Tongue, Ham and Veal Pates—½s, \$2.30.
Ham and Veal Pates—½s, \$2.30.
Smoked Vienna Style Sausage—½s, \$2.45.
Pate De Foie—¼s, 75c; ½s, \$1.40.
Plum Pudding—¼s, \$1.90; 1s, \$3.80.
Potted Beef Ham—¼s, 75c; ½s, \$1.40.
Beef—¼s, 75c; ½s, \$1.00.
Potted Tongue—¼s, 75c; ½s, \$1.40.
Potted Game (Venison)—¼s, 75c; ½s, \$1.40.
Potted Veal—¼s, 75c; ½s, \$1.40.
Potted Meats (Assorted)—¼s, 80c; ½s, \$1.45.
Deville Beef Ham—¼s, 75c; ½s, \$1.40.
Beef—¼s, 75c; ½s, \$1.40.
Deville Tongue—¼s, 75c; ½s, \$1.40.
Veal—¼s, 75c; ½s, \$1.40.
Deville Meats (Assorted)—¼s, 80c; ½s, \$1.45.
In Glass Goods
Fluid Beef Cordial—20 oz. bottles, \$10; 10 oz., \$5.
Ox Tongue—1½s, \$14.50; 2s, \$19.70.
Lunch Tongue (in glass)—1s, \$9.90.
Sliced Smoked Beef (in glass)—¼s, \$1.80; ½s, \$2.80; 1s, \$3.90.
Mince Meat (in glass)—1s, \$3.25.
Potted Chicken (in glass)—¼s, \$2.40.
Ham (in glass)—¼s, \$2.40.
Tongue (in glass)—¼s, \$2.40.
Venison (in glass)—¼s, \$2.40.
Meats, Assorted (in glass)—\$2.45.
Chicken Breast (in glass)—¼s, \$3.90.
Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.
Chili Sauce—10 oz., \$3.25.
Spaghetti with Tomato Sauce—¼s, \$1.40; 1s, \$1.90; 2s, \$2.80.
Peanut Butter—¼s, \$1.85; ½s, \$1.85; 1s, \$2.25; in pails, 5s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.
COLMAN'S OR KEEN'S MUSTARD
Per doz. tins
D.S.F., ¼-lb. \$2 80
D.S.F., ½-lb. 5 30
D.S.F., 1-lb. 10 40
F.D., ¼-lb.
Per jar
Durham, 1-lb. jar, each ... \$0 60
Durham, 4-lb. jar, each ... 2 25
CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal
KLIM
Hotel \$18 50
Household size 8 25
Small size 5 75
F.o.b. Ontario jobbing points, east of and including Fort William.
Freight allowance not to exceed

50c per 100 lbs., to other points, on 5-case lots or more.
THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches
Laundry Starches—
Boxes
40 lbs., Canada Laundry ... Cents .09½
40 lbs., 1-lb. pkg., Canada White or Acme Gloss.... .10
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons .. .10½
100-lb. kegs, No. 1 white .. .10
200-lb. bbls., No. 1 white .. .10
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. .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
Celluloid, 45 cartons, case... 4.50
Culinary Starch
40 lbs., W. T. Benson & Co.'s Celebrated Prepared11½
40 lbs. Canada Pure or Challenge Corn09½
20-lb. Cases Refined Potato Flour, 1-lb. pkgs.16
(20-lb. boxes, ¼c higher, except potato flour)
GELATINE
Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz... \$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. 2 10
SYRUP
THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP
Perfect Seal Jars, 3 lbs. 1
doz. in case \$4.00
2-lb. tins, 2 doz. in case... 5.15
5-lb. tins, 1 doz. in case... 5.75
10-lb. tins, 1 doz. in case... 5.45
20-lb. tins, ¼ doz. in case... 5.40
(Prices in Maritime Provinces 10c per case higher)
Barrels, about 700 lbs. \$9 07½
Half bbls., about 350 lbs... 9.08
¼ bbls., about 175 lbs... 9.08½
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3-gal. wooden pails, 38½ lbs. 3.65
5-gal. wooden pails, 65 lbs. 5.90
LILY WHITE CORN SYRUP
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10-lb. tins, ½ doz. in case... 5 95
20-lb. tins, ¼ doz. in case... 5.90
(5, 10, and 20-lb. tins have wire handles)
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Toronto Prices
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
TEAS

JAPANS. All advices from Japan state that market will be higher than last season.

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AND
ASSAMS**

Some of the finest cup qualities in stock at lower prices than present import cost.

 A postal card stating your requirements will bring samples and quotations by return mail.

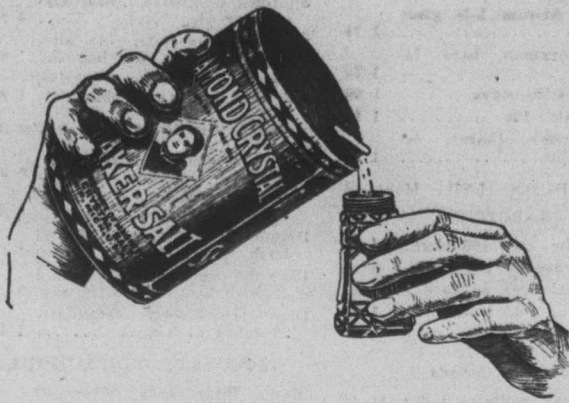
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Shaker Salt	-	case 2 doz.	-	2.35
Diamond Crystal Table		case 3 doz.	-	1.65
Bbls. Diamond Crystal		150 - 2s	-	7.25
Bbls. Diamond Crystal		75 - 4s	-	7.05
Bbls. Diamond Crystal		2s and 4s asstd.		7.20
Bbls. Diamond Crystal		24 - 12s	-	6.95
Bbls. D. C. Flake	(for Bakers and Dairy use)	280 lb.		4.35



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British Manufacture

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and

PUPPY BISCUITS

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Forest and Stream, ¼, ¼, 1 lb. tins 1 50
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humidors 1 75
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3½ lbs. 1 20
Derby, 9s, 4-lb. boxes 1 00
Old Virginia, 12s 1 00
Old Kentucky (bars), 8s,
boxes, 5 lbs. 1 25
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Soap Powder, case 100 pkgs... \$5 65
Cleanser, case 50 pkgs. 3 10
Cleanser (Kosher), ca. 50 pkgs. 3 10
Pure Lye, case of 4 doz. 5 95

JELL-O

Made in Canada

Assorted case, contains 4 doz. \$5 40
Lemon, 2 doz. 2 70
Orange, 2 doz. 2 70
Raspberry, 2 doz. 2 70
Strawberry, 2 doz. 2 70
Chocolate, 2 doz. 2 70
Cherry, 2 doz. 2 70
Vanilla, 2 doz. 2 70
Weight, 8 lbs. to case. Freight
rate second class

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz. \$2 70
Chocolate, 2 doz. 2 70
Vanilla, 2 doz. 2 70
Strawberry, 2 doz. 2 70
Lemon, 2 doz. 2 70
Unflavored, 2 doz. 2 70
Weight, 11 lbs. to case. Freight
rate second class

BLUE

Keen's Oxford, per lb. \$0 24
In cases 12-12 lb. boxes to
case 0 25

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Perfection Cocoa, 8s., 1 & 2
doz. in box, per doz. \$4 60
Perfection, ½-lb. tins, doz... 2 40
Perfection, ¼-lb. tins, doz... 1 25
Perfection, 10c size, doz. 0 95
Perfection, 5-lb. tins, per lb. 0 27
Supreme Breakfast Cocoa, ¼-
lb. jars, 1 & 2 doz. in box,
doz. 2 70

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. box-
es, per lb. 0 36
Supreme Chocolate, 10c size,
2 doz. in box, per box ... 1 80
Perfection Chocolate, 10c size,
2 doz. in box, per box 1 80

SWEET CHOCOLATE— Per lb

Eagle Chocolate, ¼s, 6-lb.
boxes 0 32
Eagle Chocolate, ½s, 6-lb.
boxes, 28 boxes in case... 0 31
Diamond Chocolate, ¼s, 6 and
12-lb. boxes, 144 lbs., in case 0 32
Diamond Chocolate, 8s, 6 and
12-lb. boxes, 144 lbs. in case 0 33
Diamond Crown Chocolate,
28 cakes in box 1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 80
boxes in case, per lb. 0 40
Milk Medallions, 5-lb. boxes
in case, per lb. 0 40
Chocolate Ginger, 5-lb. boxes,
30 boxes in case, per lb. ... 0 54
Crystallized Ginger, 5-lb. boxes,
30 boxes in case, per lb. 0 55

5c LINES

Toronto Prices

Per box

Filbert Nut Bars, 24 in box, 60
boxes in case \$0 95
Almond Nut Bars, 24 in box,
50 boxes in case 0 95
Puffed Rice Bars, 24 in box,
50 boxes in case 0 95
Ginger Bars, 24 in box, 50
boxes in case 0 95
Fruit Bars, 24 in box, 50
boxes in case 0 95
Active Service Bars, 24 in box,
50 boxes in case 0 95
Victory Bar, 24 in box, 60
boxes in case 0 95
Queen's Dessert Bar, 24 in box,
50 boxes in case 0 95
Royal Milk Chocolate Bar,
24 in box, 50 boxes in case. 0 95
Royal Milk Cakes, 24 in box,
50 boxes in case 0 95
Maple Buds, 6c display boxes,
6c pyramid packages, 6c
glassine envelopes, 4 doz in
box 1 90

10c LINES

10c LINES

Maple Buds, 10c, 1 doz. in box,
50 boxes in case, per doz... \$0 95
Medallions, 10c, 1 doz. in box,
50 boxes in case, per doz... 0 95

A Request to Our Readers

You have often thought that some
friend or acquaintance would be in-
terested in articles which you have
read in CANADIAN GROCER. Obey
the impulse to pass a good thing
along.

It will be a pleasure to send sample
copies to your friends if you will send
us their names and addresses.

Daily Arrivals

Strawberries
Asparagus
Pineapples
Cucumbers
Lettuce

Send in your order.

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Fancy Fruits and Vegetables

TORONTO

Canada Food Board License No. 277

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Finest quality, from Porto Rico, now coming along more freely.

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Repacked in our own warehouse and all waste greens and spots taken out. You get good, ripe fruit only. All ready to sell.

CALIFORNIA GRAPEFRUIT (SUNKIST)

Put up in boxes and half boxes (flats). Fine Quality—Bright—Smooth Skin.

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HUGH WALKER & SON

GUELPH, ONTARIO

Established 1861



Cow Brand Baking Soda

A general favorite with every discriminating housewife.

Quality has made it so and the service it gives confirms her in the belief that Cow Brand Baking Soda has no superior.

Church & Dwight, Ltd.
MONTREAL



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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

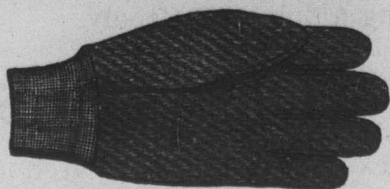
in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

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Delectaland, Watford,
England.

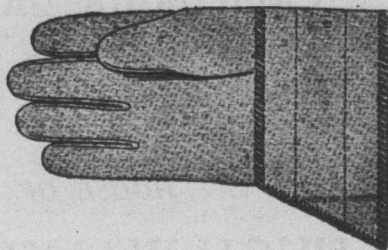
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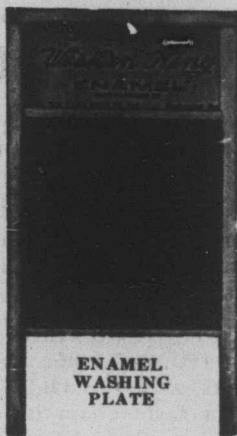


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She knows Cane's Washboards

You don't have to stop to explain to the housewife the merits of a "Cane" washboard. She knows from her own experience or her mother's that Cane's Washboards are the best she can buy.

All you do is hand over the wash board, tell her it's a "Cane" and collect your profit. You should be able to show her these different Cane Washboards:

- Diamond King—Glass rubbing plate.
- Improved Globe—Zinc rubbing plate.
- Original Globe — Extra heavy back with Zinc rubbing plate.

Western King—Enamel washing plate.

Your jobber will supply you with these best washboards as well as with Cane's Rails, Tubs, Clothes Pins and other woodenware.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario

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Latest Editorial Market News



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the dustless sweeping compound

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Manufacturers TORONTO, Ontario

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COCOANUT

For immediate or future deliveries.

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30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

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66 Jarvis Street,
Toronto

GROCCERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER

C. A. MANN & CO.

LONDON, ONTARIO

"Canada Food Board License No. 7-978"

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Etc.**

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FOR SALE OR PARTNER—MORE CAPITAL needed. For particulars write H. Tomkinson, Grindrod, B.C.

FOR SALE—NO. 1 CHOICE YELLOW DUTCH Sets at 7 cents per lb. f.o.b. Hensall Station. Ten lots or over 6½ cents. Sacks at 10 cents each. Sample on request. J. Gascho & Son, general merchants, Zurich, Ont.

BRICK STORE FOR SALE—25' x 60'. TWO storeys. Doing business for thirty years. Stock sold and moved away. Ideal location for general business, including hardware, flour and feed. Proprietor has retired. Apply E. Richards, Melbourne, Ont.

FOR SALE—LEADING GROCERY BUSINESS in live Western Ontario town of 500 population. Stock and fixtures, \$2,500, yearly turnover over \$24,000. Good reasons for selling. Box 622, Canadian Grocer, 143 University Ave., Toronto, Ont.

TRANSLATIONS

ENGLISH INTO FRENCH—COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

**WHITE COTTON
SUGAR LINERS
E-PULLAN
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.

WANTED

WANTED—YOUNG MAN WITH GROCERY experience who can prepare literature and write advertisements and who has had some knowledge of salesmanship. Must be careful and energetic. Splendid opportunity afforded the right party for advancement. In writing, state complete experience, age, names of previous employers, references, etc. Apply Box 612, Canadian Grocer, 143-153 University Ave., Toronto.

WANTED—EXPERIENCED GROCERY CLERK, Ontario. State age, salary expected and references. Box 606, Canadian Grocer.

WANTED—A CAPABLE YOUNG MAN TO take charge of grocery department. Must have good experience, be clean cut, progressive and keen for business. Enclose copy of reference, state salary and when could come if accepted. Smith & Chapple, Limited, Chapleau, Ont.

WANTED—MAN THOROUGHLY EXPERIENCED in the manufacture of chewing gum. Apply stating fully experience and salary desired to Box No. 2225, Post Office, St. James St., Montreal.

SALESMAN—RETURNED SOLDIER—IS OPEN for position. Salary no object. Box 618, Canadian Grocer, 143-153 University Ave., Toronto, Ont.

WANTED—YOUNG MAN, ENGLISH, MUST know some French, have some capital, knowledge and experience in modern (general) retailing and advertising to join limited company, small growing city, Province of Quebec; senior member retiring; excellent opportunity. Splendid future for right man. Reply Box 626, Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED AT ONCE—MAN CLERK FOR general store, not less than two years' experience. State salary expected. Apply to A. M. McCormick & Son, Pelee Island.

WANTED—GENERAL STORE IN GOOD country town within fifty miles of Toronto. State terms. Box 624, Canadian Grocer, 143 University Ave., Toronto, Ont.

AGENCIES WANTED

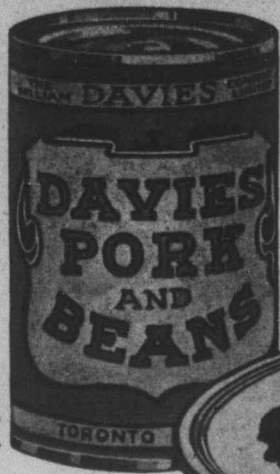
TWO TRAVELLERS COVERING ALL IRELAND with splendid connections best class grocery and allied trades, salesmanship prize winners, will accept agencies for high class packed goods or other lines on commission. Reply Williams, "Dunedin," Park Road, Belfast, Ireland.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

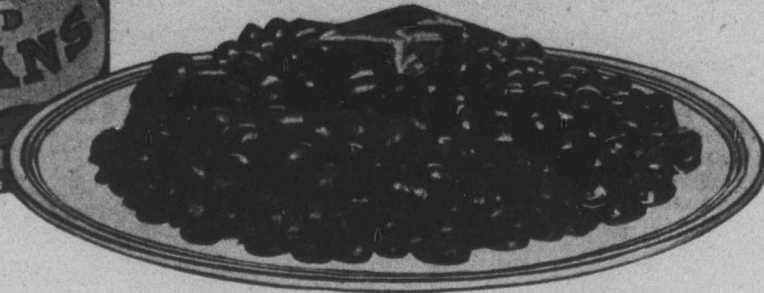
*If you want anything
or have anything to
sell this paper will get
you results.*

CANADIAN GROCER

Plain or
with
Tomato
Sauce



A Live, Quick
Seller
for Your Store!



Davies Pork and Beans

are in growing demand day by day, because

- they are well advertised*
- they are prepared from the very
finest hand-picked white beans*
- they are cooked to perfection*
- they are low in cost yet high in
food value*
- they are easily and quickly served*
- they are a delicious, nourishing,
wholesome food that EVERYBODY enjoys!*

Have You Placed Your Order Yet?

Plain or
with Tomato
Sauce

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

In Tins—
11 oz., 16 oz.
and 20 oz.

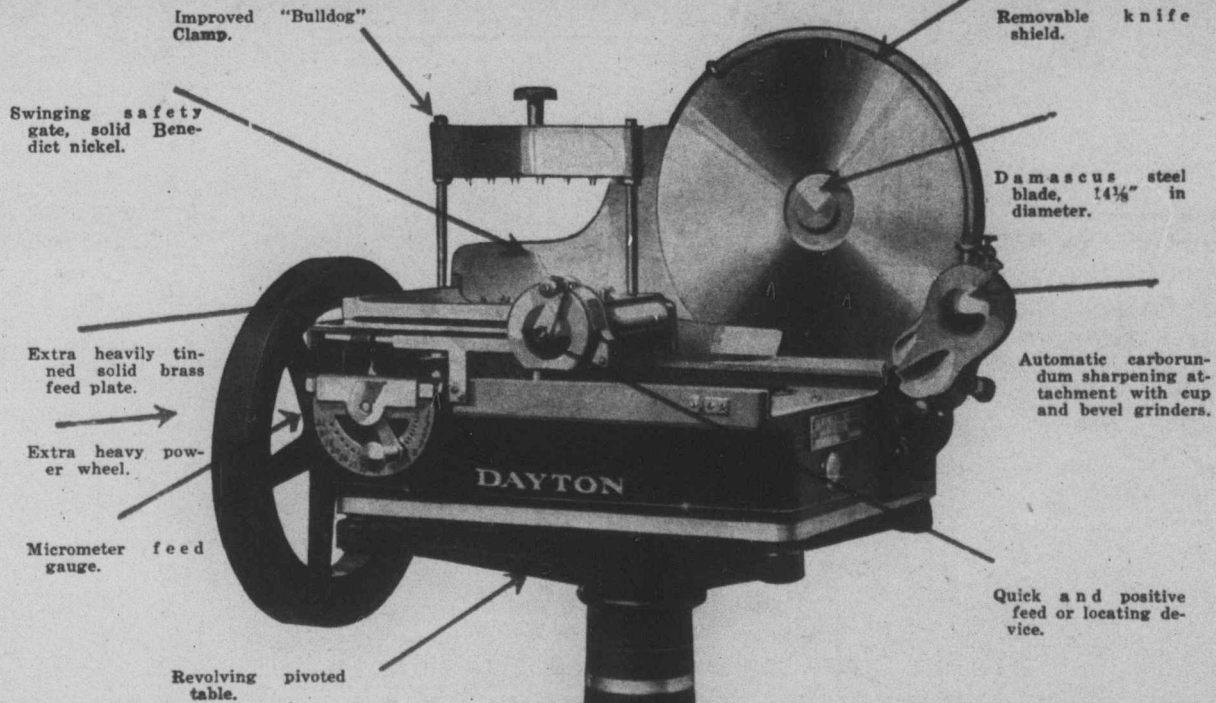
Montreal

Canada Food Board Packers' License No. 13-50

Hamilton

DAYTON SILENT SLICER

We challenge the world to show its equal!



Dayton Silent Slicer

Rear View

Slices in twenty varying degrees of thickness from 1/64 of an inch to 1/2 inch.

Compact, sturdy, handsome and graceful in appearance.

Dimensions: Width 27", depth 21", height 19 3/4". Sold with or without pedestal. Height of machine on pedestal, 54".

Standard finishes: Turquoise Blue or Maroon.

Finest "S.K.F." Ball Bearings used exclusively.

Sanitary Features

No crevices or seams to collect and retain scraps, grease, etc. Parts easily and quickly detachable.

*"If It's a Dayton,
It's Right!"*

Here is a machine that no man in the meat trade can afford to be without. Nor will he if he will take the trouble to study its many valuable and exclusive features. It means that you get every cent of profit that's coming to you. It will attract more meat trade to you. It means a square deal to the merchant. It means efficient service to the customer.

Write to-day for terms and prices. You need this Dayton product NOW.

Dayton Computing Scales

Royce and Campbell Avenues, Toronto, Ont.

Frank E. Mutton,
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Division International Business Machines Co., also makers of International Time Recorders and Hollerith Electric Tabulators.