

# 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, APRIL 18, 1919

No. 16

PACKED AS WELL  
AS WE KNOW HOW

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



CANNED SALMON  
(Grades)  
Sockeye  
Red Spring  
Cohoe  
Pink  
White Spring  
Chum

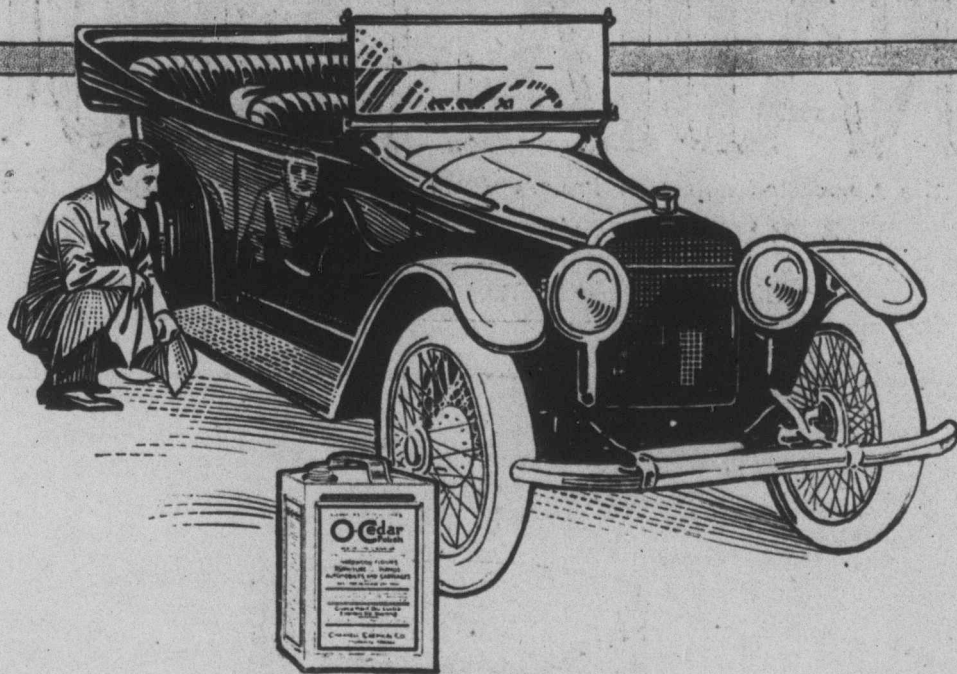
CANNED HERRING  
(Grades)  
Kipper Herring  
Herring in Tomato Sauce  
Fresh  
all  
Sizes

*Order a Supply To-day*

**GOSSE-MILLERD PACKING CO., LIMITED**

Head Office: 597 Hastings Street W., Vancouver, B.C.

Brokers: Donald H. Bain Co., Head Office, Winnipeg



## Tell Your Customers to use O-Cedar as directed

**A**SK your customer, when you sell a bottle or can of O-Cedar Polish, whether it is understood that O-Cedar should be used with Water. Many people do not realize this important point, in spite of the fact that the directions on every package plainly state it. This failure to understand the proper method of using O-Cedar Polish is frequently discovered. Many car-owners do not know that O-Cedar should always be used with water for best results.

# O-Cedar Polish

Directions for using O-Cedar Polish:—

Wet a piece of cheesecloth with water. Wring out surplus water. Pour on as much O-Cedar as cloth contains water. This combination forms a soft, harmless lather when cleaning the surface—removing the dust, scum and grime. Polish with a dry cloth—slight rubbing quickly produces the desired hard, dry lustre.

When polishing an automobile—if there is mud on body—wash it off first—then follow the above directions. Another way to apply O-Cedar Polish on a car is to mix half water and half O-Cedar in a "Sprayer." Before using, shake sprayer to mix O-Cedar with water and then operate. Finishing with a light brisk rubbing with a dry cloth.

Be sure to tell your customers that O-Cedar is to be used with water—tell them to follow the directions on the bottle or can. In this way they will get satisfaction and will come back to you for more O-Cedar Polish.

**CHANNELL CHEMICAL COMPANY, LIMITED**  
369 SORAUREN AVENUE, TORONTO



# Success comes quickest with standard goods such as *Borden's*

Three generations of physicians have prescribed them for their absolute fidelity to purity, quality and wholesomeness.

Three generations of mothers have proven their worth and goodness.

And to-day Borden's is one of the strongest and surest sellers in your line.

It is a year-round seller that quality dealers from coast to coast find worth stocking. Are you well supplied?

Any good wholesaler will ship you Borden's, and a trial means that you'll sell it right along.

BEGIN TO-DAY

## Borden Milk Co., Limited

*"Leaders of Quality"*

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver



**W**HEN you say "ROYAL ACADIA" in response to your customer's sugar order, you are suggesting a sweetener that will meet with her every expectation. You can buy Royal Acadia in 2 and 5-lb. cartons, 10, 20 and 100-lb. bags, half-barrels and barrels.

*Every Grain  
Pure Cane*

**The Acadia Sugar Refining Co.**

HALIFAX, CANADA

Limited

## Popularity means Sales

Women all over the country are finding new and delicious uses for

# Shirriff's

(True Seville)  
**Orange  
Marmalade**



They are having wonderful success in scores of delightful dishes that they had never dreamed of attempting before. Besides being a favorite breakfast dish, Marmalade is now used in salads, puddings, etc., and is greatly relished with the afternoon cup of tea. Its uniformity of quality and delicious characteristic flavor have won a place of supremacy for Shirriff's.

This means business for the dealers. Are you getting your share of it? If not, you are missing worth-while profits. Put a little effort into the selling of Shirriff's and results will be worth while. Order a case to-day.

## Imperial Extract Company

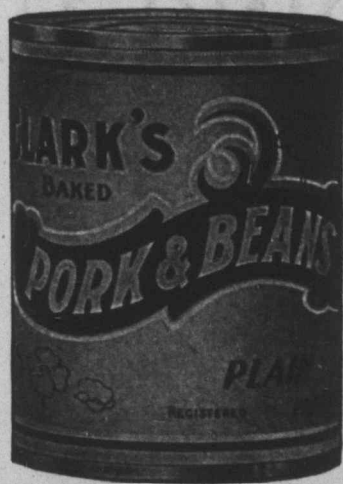
TORONTO

# CLARK'S PORK AND BEANS

Need we remind you, Mr. Grocer, that the best Advertising for both manufacturer and merchant is



## QUALITY



Publicity without quality may catch the casual customer but QUALITY plus methodical, steady advertising is what builds up permanent and increasing business.

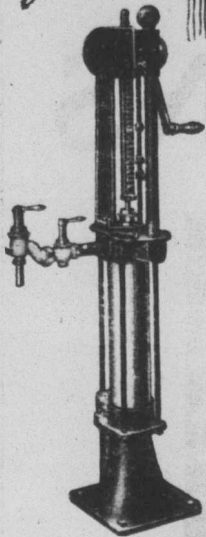
Clark's Pork and Beans have always led the way in QUALITY and their sale is always increasing.

W. Clark, Limited



MONTREAL

Canada Food Board License No. 14-216

**BOWSER**  
ESTABLISHED 1885GIVE A LIFETIME  
OF  
SERVICE**SYSTEMS**  
THE STANDARD ALWAYS

BOWSER outfits have been perfected through our thirty-four years' experience in designing and building Oil Storage Equipment of all kinds for grocery and general stores. Many BOWSER outfits have been in use over twenty-five years and are still giving accurate measure and complete satisfaction.

There is a **BOWSER** Outfit for You

Think what it would mean to you to install such equipment. Remember a BOWSER outfit will handle your oil business with absolute accuracy—safety from fire and explosion—give you a clean store—pleased customers; all of which means continued increased profits for you.

*We will be glad to give you complete information upon request.*



**S. F. Bowser & Co., Inc., 66-68 Frazer Ave., TORONTO, ONT.**  
Sales Offices In All Centers      Representatives Everywhere

## PRICES NOT GOING UP!

IN FEBRUARY we announced the following prices on 2-in-1 Shoe Polishes and guaranteed them against decline to June 30, 1919.

WE NOW further assure you and extend our guarantee against decline to December 30, 1919.

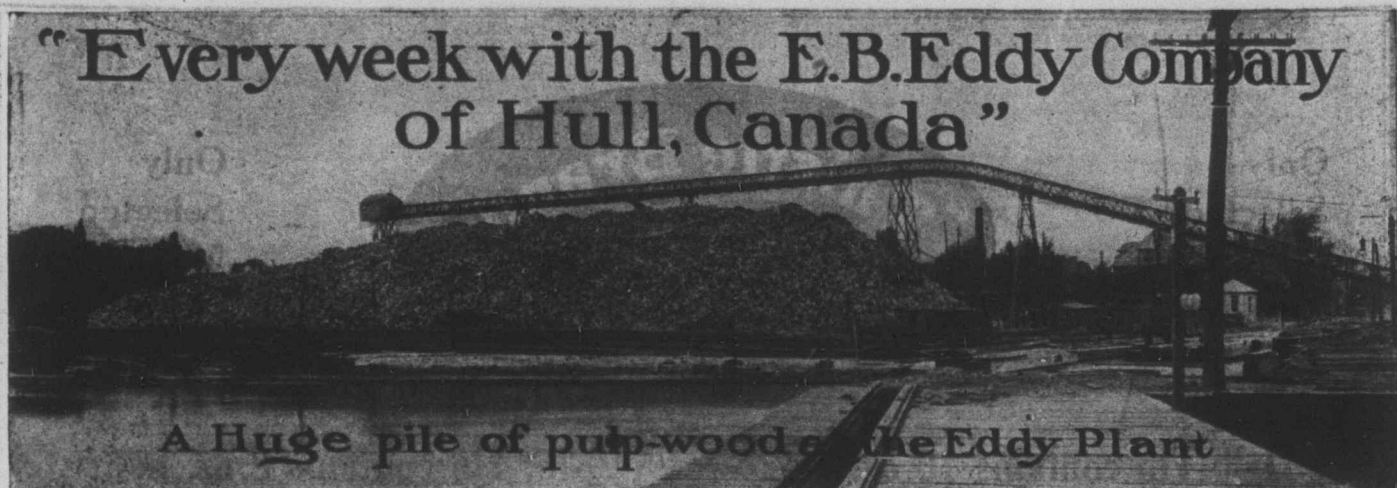
YOUR jobber will supply you at the following prices:

- 1/2 Gross Shipments—\$14.40, less 3% Trade Discount.
- 1 Gross Shipments—\$14.40, less 5% Trade Discount.
- 3 Gross Shipments—\$14.40, less 7% Trade Discount.
- 5 Gross Shipments—\$14.40, less 8% Trade Discount.

### SPECIAL DEAL

FREIGHT PREPAID on 3 Gross and over.  
Send for Dealer Helps and Newspaper Cuts—free.

**THE F. F. DALLEY CORPORATIONS, LIMITED**  
HAMILTON, CANADA



“Every week with the E.B.Eddy Company of Hull, Canada”

A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated April 18, 1919

Being No. 30 in the Series

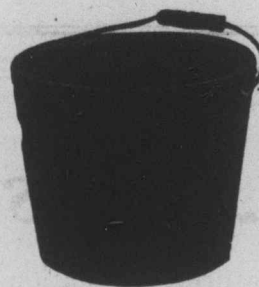
## Many Washings and Screenings For Eddy Co. Snow-White Pulp

THE sulphite pulp as it comes from the great digesters described in a previous article, goes into huge tanks made of Georgia Long Leaf Pine, and there the acid is drawn off, carrying with it all the resinous and ligneous matter from the wood. Immense quantities of water are sprayed steadily over the pulp, washing it with extreme thoroughness. Only the sticky liquid made by the acid in combination with the resinous residue drawn from the wood fibre escapes through the perforated bottom of the great tank. This liquid is a powerful adhesive, and is being used with success in making road surfaces, though only experimentally so far.

The wood pulp, when it leaves the digesters, is known as “stock,” and the first spraying of it with water in the tanks is called “tempering.” It leaves the tanks after the tempering process and passes on amidst abundant water to the openers. These are screens which revolve at rapidly increasing speed in series, the last of them being the fastest and revolving thrice as fast as the first. They have the effect of freeing the fibres of the wood pulp, and making them ready for the paper-making processes that follow. From the centrifugal screens the pulp proceeds to fine flat screens, getting whiter and more substantial in texture as it progresses, and much more like paper. In all these processes scarcely a particle of valuable wood pulp is lost, for every drop of the washing after passes through the “save-all,” which with fine aluminum screens, retains all workable wood fibres and reduces waste to a minimum.



## Why Eddy's Fibreware Is a Good Seller



Housewives find in Eddy's fibreware something more than a substitute for the zinc, tin or galvanized iron utensil. They find it an ideal line in every respect—good-looking, long-wearing and perfectly sanitary.

Show your customers how serviceable and economical Eddy's fibreware really is. Draw their attention to the fact that every utensil is absolutely seamless and therefore cannot shrink, fall apart or become water-soaked.

You have seen advertised in this space a few of our lines—tubs, washboards, cuspidors, etc. There are many other useful articles that have not been shown here but you will find the complete line pictured and described in our illustrated list.

Get a copy from our traveller or from us and look it over at your leisure.

Look out for articles in this series describing the manufacture of Eddy's Famous Fibreware.

Only  
Selected  
Mature  
Haddock



Only  
Selected  
Mature  
Haddock

1-lb Tin contains 16 oz. net.

1/2-lb. Tin contains 8 oz. net.

A pound tin contains as much Fish without any waste and ready for use as a fresh fish weighing 3 pounds. Sold by leading Jobbers everywhere.

Packed only by

**The Thistle Curing and Canning Co.**

## Mrs. Knox Says:

I am featuring by national advertising, recipes that not only sell KNOX SPARKLING GELATINE, but sugar, flavoring extracts, nuts, spices, fresh and canned fruits, etc. This means an extra turnover for you.

In the same advertisements I am telling the women that my gelatine is the "4 to 1" brand because each package makes *four pints* of jelly. So it works both ways—the Quality and Quantity means a saving for your customers—the things that you sell with it means extra profits for you. Will you back up the advertising by giving Knox Gelatine more prominent display?

After being off the market for a few months because of war conditions our factory is once again on practically a peace time basis, and your jobber can now supply you with both KNOX SPARKLING and KNOX ACIDULATED GELATINE.



## KNOX GELATINE

Mrs. Charles B. Knox

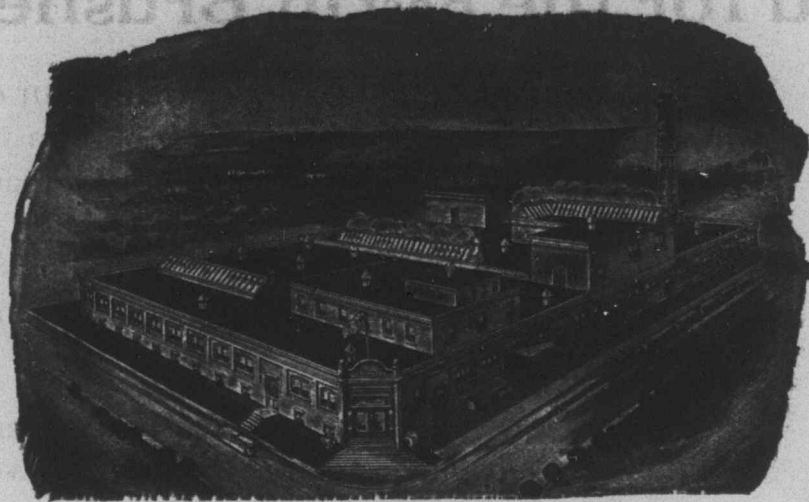
JOHNSTOWN, N.Y.

Branch Factory: MONTREAL





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*

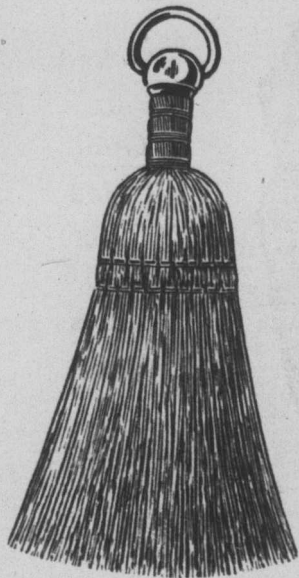
# WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

# Let Your Customers Depend on You for the *Best* in Brushes



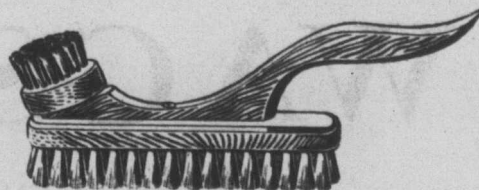
Foster that trade-building confidence of your customers—make them feel that whatever they buy from you they can depend on. Simms' Brushes always instill that confidence—the finish is excellent and the stock *stays* in. Simms' Brooms don't scatter fragments of the broom in the wake of the sweeping. Simms' Brushes and Brooms are Better Brushes, Better Brooms.

Made in one of the largest brush factories in the world, with all the advantages of the most expert workmanship and finest materials and machinery.

Keep your stock up. Order to-day. Price lists by return of mail.

**T.S. SIMMS & CO., Limited**  
St. JOHN, N.B.

Branches—Montreal, Toronto, London



## Count on these three for profit and customer satisfaction



Malcolm Milk Products are so delicious and so wholesome that you can safely recommend them to even the most critical.

Their goodness is not surpassed by the most widely advertised imported lines, and Malcolm's are strictly Canadian-made.

We'll send you a 5-case lot or more and pre-pay freight up to 50c per 100 lbs., provided your store is situated in either Ontario, Quebec or the Maritime Provinces.

Made-in-Canada  
By An  
All-Canadian  
Condensed Milk  
Company

**THE MALCOLM CONDENSING CO., LIMITED**

An All-Canadian Condensed Milk Company

ST. GEORGE, ONT.

*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

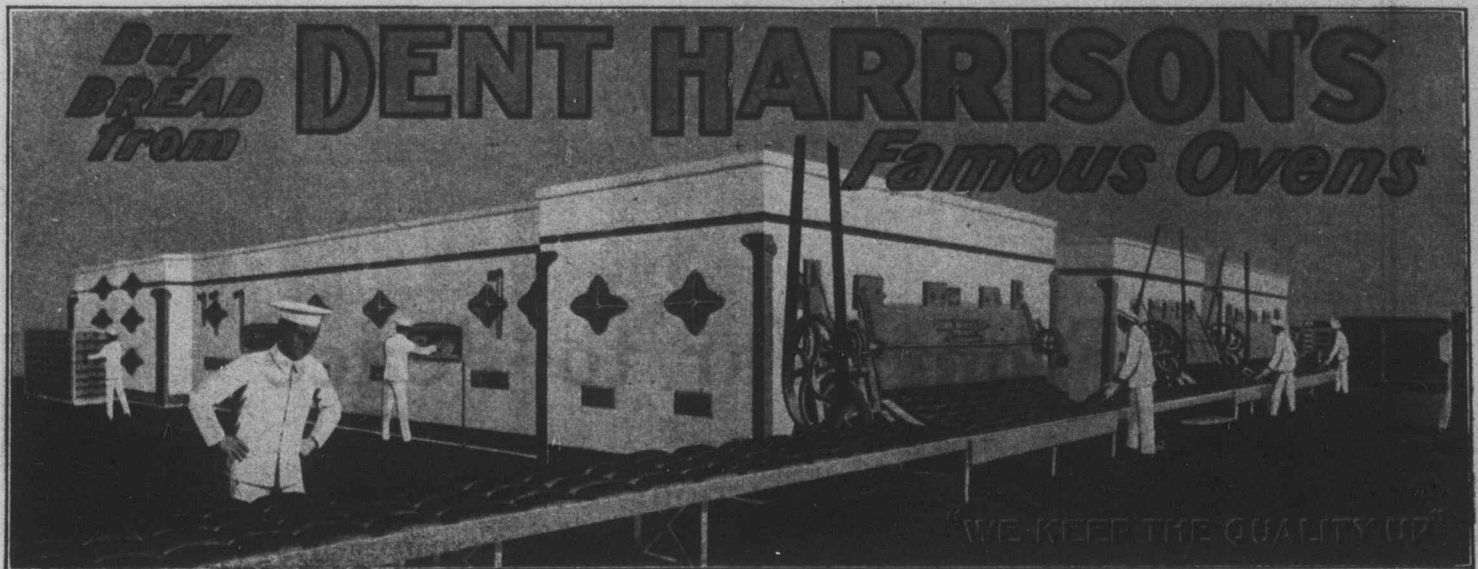
are once again being sent to all parts of the world. They are of the same standard of

## 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



## A Peep Behind the Scene

*The above cut shows how DENT HARRISON'S BREAD is baked.  
The loaves to be baked enter the*

### Three Huge Travelling Ovens

at the end not shown and travel through the baking chamber very slowly, taking about thirty minutes to travel fifty feet. Then, being beautifully baked, they are automatically delivered on to a table in front of each oven. The bread is turned out of the pans on to a travelling conveyor and taken to the cooling room, ready to ship to

### Our Country Customer

The bread is packed neatly in cartons of two, three and four dozen sizes, fruit cake in cartons of sixteen pounds, and mother's cakes in one dozen lots, shipped anywhere in the Province.

*Send us a trial order. Write, 'phone or wire  
for quotations.*

**Dent Harrison, Westmount, P. Q.**

# 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 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.  
Correspondence Solicited. Established here 1900.  
**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.

*If you want anything  
or have anything to  
sell this paper will get  
you results.*

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 CANADA

MANITOBA  
SASKATCHEWAN

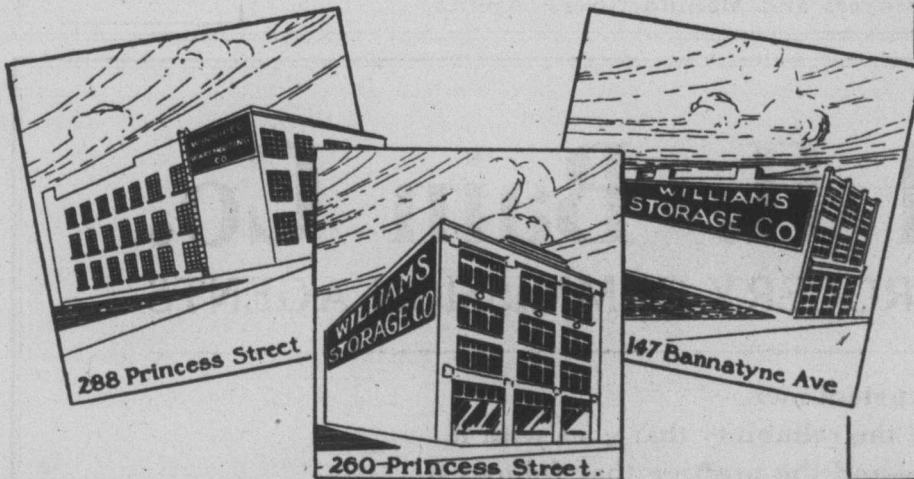
Wholesale Grocery Commission  
Brokers

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 Truck facilities. The Western House for Service.

**Williams Storage Co.**

WINNIPEG

and

Winnipeg Warehousing Co.



### We can market your product in the West

Our men are continually in touch with both the Wholesale and Retail Trade—some of them do Retail work exclusively. And in addition to this you will have the prestige of a well established and widely known firm back of your product.

We are agents for Christie's Biscuits  
and Robertson's Confectionery

**Scott-Bathgate Company, Limited, Winnipeg**

Wholesale Grocery Brokers and Manufacturers' Agents

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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**WESTERN PROVINCES**

**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.

**Joseph E. Huxley & Co.**  
Wholesale Grocery Commission Agents  
**WINNIPEG CANADA**

**MacDONALD BROKERAGE CO.**  
**ARE YOU SEEKING REPRESENTATION  
IN ANY PART OF CANADA?**  
Through our complete organization we are  
in a position to represent some good gro-  
cery specialty lines. If interested, address  
Box 494, Canadian Grocer.

**F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg**  
We represent some of the best manufacturers and will give your line the same attention. Pugsley, Dingman & Co., Ltd.,  
John Taylor & Co., and John Bull Mfg. Co.

**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*

**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**

**DO YOU NEED ANYTHING?**  
**If so, turn to page 64 and look it over**  
The opportunity you are looking for may not be there. Then create your opportunity  
by advertising. It is easily done. Write a concise description of what you need.  
Count the words. The rate is small, 2 cents per word for first insertion and one cent  
for each subsequent insertion. If you want your replies directed in our care the  
charge for Box is 5 cents per insertion extra.  
**CANADIAN GROCER, 143 University Ave., Toronto, Ont.**

**W. L. Mackenzie & Co., Ltd.**  
**Head Office: Winnipeg**  
**Branches at**  
**Regina, Saskatoon, Calgary, Edmonton**  
**We represent**  
W. C. Macdonald, Reg'd.      Marshall Milling Co.  
W. Clark, Limited.      Rosenberg Bros. & Co.  
Maple Tree Producers' Assn.      Pratt-Low Pres'g Co.  
Lindners, Limited.      H. Bell-Irving Co., Ltd.  
Aunt Jemima Mills Co.      Hargreaves Canada, Ltd.  
Penick & Ford, Limited.      etc., etc.

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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

### H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

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

TORONTO

Established 1885

SUGARS FRUITS

### W. G. PATRICK & CO.

Limited

Manufacturers' Agents  
and Importers

51-53 Wellington St. W., Toronto

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

## FINEST CRYSTAL GELATINES

Powdered and Sheet

## FINE LEAF GELATINE

British Manufacture

# GELATINE

### OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

### F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

## EVERY DOG OWNER

throughout the World

Knows

# SPRATT'S

## DOG CAKES

and

## PUPPY BISCUITS

Will you cater for  
those in your town?

Ask your jobber for them or write for  
samples and prices to

### SPRATT'S PATENT LIMITED

Congress Street, NEWARK, New Jersey, U.S.A.

or

24-25 Fenchurch Street, London, England.



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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

**Schofield & Beer, St. John, N.B.**  
Manufacturers Agents  
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

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

SAY YOU SAW IT  
IN CANADIAN GROCER  
WHEN WRITING TO  
ADVERTISERS

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

**The Colwell Brokerage Co., Ltd.**  
Mdse. Brokers, Man's Agents  
Liberal Advances Made on Consignments  
18 Germain St., St. John, N.B.

When Writing to Advertisers Kindly  
Mention this Paper.

**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**

**EL ROI-TAN PERFECT CIGAR**

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BRITISH COLUMBIA

## Squirrel Brand PEANUT BUTTER

### C. T. NELSON GROCERY BROKER

106 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

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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.

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**ALBATROSS BRAND**

CLAYOQUOT-SOUND CANNING CO. LTD.  
JULY 1914 TO 1917  
VICTORIA B.C.

FRESH  
BRITISH COLUMBIA



**PILCHARD**

**DIRECTIONS.**  
When required  
NOT PLACE THE  
CANS OPENED BEING  
DIPPED INTO  
COLD WATER  
FOR TEN  
MINUTES.

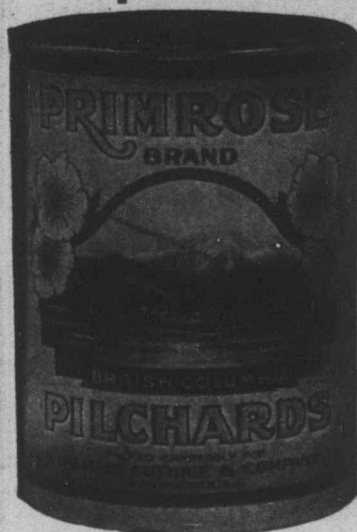
Your Customers Will Like

### 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.

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VICTORIA - B.C.

**"PRIMROSE"  
PILCHARDS**



*Strictly Prime  
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**Ocean Caught**

**Packed Only By Hand**

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**Now a Staple Article of Food**

Rye Flour is no longer a mere substitute. The requirements of the War Board have introduced  
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B.B. Brand—always reliable—is the best Rye Flour to stock. Put up in 98's, 49's, 24's and bales  
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**R. G. BEDLINGTON & CO., LIMITED, VANCOUVER**

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Established 1905

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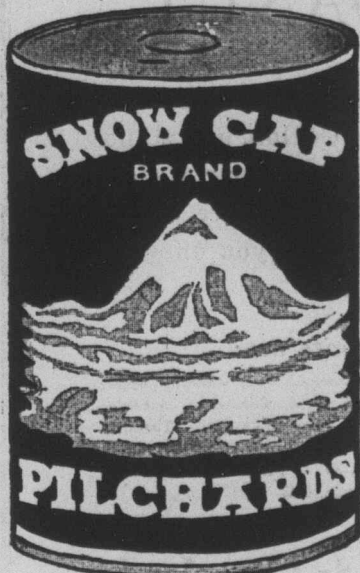
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ANCHOVY  
SARDINE  
SALMON**



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

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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.

# Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value  
in Rice on the Canadian  
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Canada Food Board License No. 4-517.

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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

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## 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:*

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**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.

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*Manufacturers*  
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Canadian Workmen

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*PATENTED 1886, 1900, 1910, 1914, 1917.*

Absolutely Reliable

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Head Office: Owen Sound  
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Imports of the finest cup quality

**Ceylon - Indian - Japan - China**

**Teas**

have been very small during the past year.



Stocks are now running low.

Inquiries and sales indicate a more active and higher market.

We have some choice selections in store.

Ask for samples and prices now.

**KEARNEY BROS. LIMITED**

**Wholesale Tea Merchants**

33 ST. PETER ST., MONTREAL

ESTABLISHED 1874

## Daily Arrivals

Louisiana Strawberries  
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 Asparagus  
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*Send in Your Order Early*

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### FINE CHOCOLATES CENT GOODS

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CREAM OF BARLEY, a delicious breakfast food, cooked in three minutes; a most healthful diet for youth and old age; the most sensitive stomach can retain it, and it is recommended by all the leading physicians. We are the originators and only manufacturers of CREAM OF BARLEY, PEARL BARLEY FLOUR for Babies and Invalids, and SISTER MARY'S PAN-CAKE FLOUR. Every package of CREAM OF BARLEY is guaranteed, and we say on label, "Use one-half package, and if not satisfied, return it to your grocer and he will refund your money." Our goods are recommended by Dr. McGill, chief analyst at Ottawa, so you take no chance when ordering goods from us. Our mill is the only exclusive barley mill on the continent. Use "CREAM OF BARLEY" and stop taking medicine, for it is the real Mackay and can be bought from all first-class wholesale grocers.

Our trade-mark is registered

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**Window Display Fixtures**

A Wonderful set of Patented Interchangeable Window Display Fixtures for displaying Books, Stationery, Office Supplies and Sundries. Set will give 10 Years Good Service in effective trade pulling window trim.

The Fixtures you see above are only a very few of the designs that can be set up with the full set, besides hundreds of standard fixtures can be set up.

Made of Oak, either Golden, Antique or Weathered Finish. Set is put up in a Hardwood Hinged Lid Storage Chest, a good place to keep the extra Younits not in use. There are thousands of sets in daily use.

No. 20 Set has 89 Interchangeable Younits For Large Store Windows, \$38.50  
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Stock carried in Hamilton, Ont. Order direct or thru your jobber. Send for catalog. Patented and made in Canada.

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*Originally Established 1873*

### Teas and Coffees

Forty Six  
 Years in the  
 Tea Business

Benefit by our long experience in the blending of bulk teas of quality. Send us your next order and prove that better profits are possible by selling Minto Teas.

**Our package teas are superior**

# Kellogg's DOMINION



Be sure to get these New  
Kellogg's Dominion Corn Flakes  
W. K. Kellogg

THE SWEETHEART  
OF THE CORN

## The Golden Flakes in the Golden Package

The new Kellogg's Dominion Corn Flakes—made by our new method—will increase your sales. Crisp and coaxing in their tempting goodness—with that delicious flavor that cannot be copied. Our wax-tite wrapper brings them to your customers' table with all their fresh-from-the-oven aroma and crispness intact.

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*Our research department takes advantage of every scientific discovery which will improve the value of our products. When they have proven it to be a real improvement, we adopt it.*  
W. K. Kellogg

Made in TORONTO, CANADA

W. K. Kellogg  
Cereal Company

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—Two excellent and easily digested foods that are popular wherever sold.

Your wholesaler carries the Robinson's lines in stock. If you are not yet selling them, or if your stock needs replenishing, send your order to-day.

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191 St. Paul Street West, MONTREAL

AGENTS FOR THE DOMINION OF CANADA



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Of course, you want live representation in this rich field. You want to put your product on the Western Markets from Lake Superior to the Pacific. You want to get real aggressive service from top to bottom—and we can give it to you.

Our reputation—our staff—our well established houses—our entire organization is keyed up to concert pitch and ready to give you **Service** with a capital S.

Our annual Purchasing Power, \$12,500,000.

We would like to send you fuller particulars. May we?

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313-319 PACIFIC AVE., WINNIPEG

*E. Nicholson, Genl. Mgr.*



# CANADIAN GROCER

Vol. XXXIII.

TORONTO, APRIL 18, 1919

No. 16

## Various Brands of Rolled Oats Favored

### Combination Shipments Are a Factor in Deciding the Brand Favored

**O**KREITNER, Niagara Falls, Ont., in addition to selling rolled oats in bulk, stocks two well-known lines of package goods. One of these, however, he buys in considerably larger quantities than the other. The reason he gives for this fact is that he can get from the manufacturers of this line other varieties of cereals, and can in this way get the advantage of five and ten case lots of shipments, whereas the other is handled only in single cases. As a result the tendency is to keep this particular line moving, as upon its sale depends in a measure not only an advantageous price on this one product, but on several others as well.

There is little difficulty in getting his customers to take this line, Mr. Kreitner states, and where they do ask for lines other than the two he stocks, he invariably sells this brand without any difficulty, knowing that it is a good one and that it will give satisfaction. It is impossible to stock every brand of this article that comes on the market.

### Flour Sales Help Rolled Oats

On the other hand Bradley & Son, Niagara Falls, do not stock this line at all. They carry two lines of package oats, and the bulk of their sale is in one of them. In fact they would sell six or eight packages of this line to one of the other. One reason for this is that they have specialized on a flour manufactured by the same mill, and have developed a large trade in this line by window display and judicious advertising and suggestion. This has made it easy for them to introduce the rolled oats, as their customers have come to realize that the one is a satisfactory line, and are all the readier to take the suggestion that the other goods maintain the same high quality.

W. Evans, Port Dover, Ont., carries three lines of package oats. He used to carry another well-known brand but has discontinued stocking it, as it did not find particular favor with his customers.

### Features Lesser-Known Brand

Of the lines handled two are given extensive general publicity, while the

### VARIOUS BRANDS OF ROLLED OATS FAVORED

Custom and impulse are two factors that bulk large in human life, and largest perhaps of all in the art of selling. Custom bids the purchaser to go on buying a line that has been bought many times before; impulse is more adventurous, it urges the purchaser to take a chance on something new and comparatively unknown.

The grocer is the great factor in establishing a custom in buying. In the majority of cases, he was responsible for introducing the custom. Advertising provides the impulse. But to attempt to force this impulse without the good-will of the formulator of the custom is to start under a heavy handicap.

other has not been given much publicity of late. It is this latter, however, that represents the bulk of their sales. It is bought in five case lots where the others are only bought in single cases, and is sold whenever the brand is not definitely stated. This is done because they have handled this brand for a long time and have found it uniformly satisfactory. The customers of the store have grown accustomed to it. They have seen it on the shelves for years past, and have had it recommended to them on various occasions, and many of them at least have come to think of it as the best that can be had. In this way the store has actually built a trade for this line, and as it shows the same margin of profit as the others, Mr. Evans states that there is no reason for them to favor the other lines.

I. N. Kaufman, proprietor of "The Fair," Port Dover, Ont., handles two well-known lines. But he buys one of these in larger quantity than the other. If no brand name is specified by the customer when purchasing, Mr. Kaufman supplies the one that he has on hand, does not handle any packaged one is bought in five case lots and the other in single cases, it stands to reason that the bulk of the sales are made in this particular variety.

H. H. Reeves, Port Dover, on the other hand, does not handle any packaged lines of rolled oats, but stocks only bulk,

### Grocers Handle Only a Small Number of the Brands Offering

and says he does not find that this fact has cost him any trade.

### Not One in Five Asks for Special Brand

"Not one of my customers in five asks for rolled oats by name," states G. O. Werrett, Simcoe, Ont. "We handle two varieties of package oats," Mr. Werrett continued, "but we favor —. The reason for this is that one we buy from the wholesaler, and on this purchase we have to pay the freight. The other we buy from the mill, and because we can buy also several other lines at the same time we can get a "drop shipment" and thus save the freight. This, of course, is to our advantage, so we make a point of stocking and selling this line, whenever the opportunity presents itself, and as comparatively few people ask for these goods by name, the opportunity is of fairly frequent occurrence. We have been urged to stock another line, but have refused to do so. We would have to introduce this line to our customers and that entails a certain amount of work, that would be of no benefit to ourselves. If there were any advantage in stocking it, either from a matter of price or other consideration, we could readily enough find a market for it with our trade, but as the matter stands now, it pays us better to push the one line in which we do get some measure of advantage in purchasing."

G. A. Curtis, Simcoe, Ont., carries three lines of package oats, but sells most of —. Where no specific brand is asked for they sell the line they have the most of, or the one that comes most readily to hand.

### Gives Opportunity to Get Other Goods

The A. L. Vanstone store, Brantford, Ont., stocks two lines of package oats, but Mr. Vanstone states that 75 per cent. of their sale is in bulk oats, which they feature in preference to the package. Of the two lines of packages they handle they lay special emphasis on one line. The reason for this is that they get other goods from the same mill. These goods are not readily procurable through the wholesaler. To assure themselves of a supply of these, as the line in question has a large sale, it behooves them to

push the rolled oats manufactured by the same firm, so that they can take advantage of larger purchases when these other goods are required.

About the same argument applies in the case of the J. T. Wallace store of the same city. They carry a pretty full line of these package cereals, but whenever the opportunity presents itself they push — because of the advantage it gives them in purchasing other lines.

#### Accept the Grocer's Judgment

J. Forde, of J. Forde & Co., Brantford, states that his customers pretty well leave the matter of variety of goods to their discretion. It is very rarely that they specify a name in ordering goods. "The bulk of our trade is a settled family business, that is done over the telephone. Most of our customers have been dealing with us for a long time, and apparently have confidence in our judgment and take whatever we send them, and very rarely, if ever, do we have any criticism of our selection. We stock three lines of rolled oats but our sales are three to one in favor of —. I do not know what led us to favor this line, except that we are confident that it is of a high quality, and have grown accustomed to giving it to our trade in preference to the other lines."

F. C. Harp, Brantford, carries three lines of package oats, but where the specific brand is asked for they would send one or other of two of these lines. "As a matter of fact, however," Mr. Harp stated, "we have not put much effort behind selling the package goods, but have devoted our efforts more to the sale of bulk."

#### Stock But Few of Any Line

It is an interesting fact that in the majority of the cases cited, the grocer is handling two or three out of a list of several times that number. There are other lines in almost every case, lines as well and oftentimes better known to the public, that have been neglected in favor of one or two other brands. In some cases there has been a definite inducement to handle these particular lines: in other cases the merchant is handling lines on which there is no such inducement. In some cases the merchant can give no particular reason for his preference for the lines he handles. He has made the choice for reasons now forgotten, but having had his reason in the past, failing some special inducement to make him change his allegiance, he continues to put his efforts behind these goods, and makes a sale for them.

#### Building Repeat Sales

It is a fact too that every sale makes it that much easier to repeat the sale, for the grocer has trained his customer in the merit of the goods, and once trained, the customer, like the grocer himself must be shown some inducement to make him change.

#### Goods Selected for Various Reasons

J. S. Kyle, Oshawa, Ont., sells almost exclusively one brand of package rolled oats. He has often had travelling sales-

men try to sell him other lines, but he could not see a great deal of difference in the quality, price, etc., and he knew the manufacturer of the line he was handling was a good one with a splendid reputation, so he could not see any reason for pushing other brands. Sometimes, of course, the other brands are asked for specially, but most of his customers know the line he is selling and that is the line they ask for if any particular brand is mentioned. He maintains that he does not select one brand of rolled oats for any one reason. He takes into consideration quality, price and net profit, appearance of the goods and of the package, the reputation of the manufacturer, whether the line is advertised to his customers or not, the travelling salesman, etc., etc. It is on these various points he places his selection of a particular brand.

T. B. Crothers, another Oshawa grocer, gets behind one particular brand of package rolled oats. He says a few of his customers occasionally ask for other brands, but the majority know the one he is carrying and this is the one they ask for when they mention the brand in particular. Frequently, he states, the store is out of this particular brand or they may not have it on the shelf, and they send out one of the two other lines which are carried in small quantities. "I have never yet had any objection from a customer to whom we gave one of these other brands," he said. "This indicates

that my customers were satisfied. But we try to keep in stock a good quantity of the line we are featuring and when a customer simply asks for 'rolled oats' we send her this brand, knowing that she will be satisfied, because we know the firm, know the goods, and are sure they will give satisfaction." Mr. Crothers buys this one line in large quantities and the others in small quantities.

This is the general method of the majority of retailers called on so far as rolled oats is concerned. Investigations show that most grocers feature the line of rolled oats with which they are best acquainted and know most about. Retailers further state that only in some instances do customers ask for a particular brand, the general question being: "Will you send me a package of rolled oats?" It remains in such cases for the dealer to select the brand and he hands out the article which he knows will give entire satisfaction. Retailers further state that the general publicity given an article like rolled oats undoubtedly assists them in selling because customers accept such lines without question; whereas if an unknown line is handed out the customer is doubtful as to whether it will give proper satisfaction or not, and is always critical in so far as taste, flavor and appearance are concerned. Where a dealer has long ago introduced a certain brand to his customers, the above, of course, does not apply.

## R.M.A. Secretary Makes Definite Charge Acuse Civil Servants of Using Government Premises and Government Time in Conduct of Co-operative Buying Scheme

**T**HE Retail Merchants' Association is asking the Government to take action to have civil servants stop the practice of buying or selling on Government property. In this connection E. M. Trowern, secretary of the Dominion Board, recently issued the following statement:

In reply to an article which appeared in your columns, stating that members of the Civil Service Association were transacting their private business on Dominion Government property, Frank Jammes, chairman of the Committee, answers by stating that: "When any specific charges are made against the Co-operative Committee of the Civil Service Association by the Retail Merchants' Association of Canada, we will then reply, and reply very thoroughly."

From replies we have received, there seems to be some confusion in the minds of some as to what our charges are, and they endeavor in their replies to mix up the two issues, the one being the question of "the operation of co-operative societies" and the other "concerning Dominion Government employees transacting private business on Government premises during the hours they are in the employment of the Government."

It is for the purpose of making ourselves quite clear on this matter that we are troubling you further.

As far as the Civil Service Association is concerned, we do not ask the Government to interfere in any way with the manner in which they buy their goods, or from whom they buy, nor are we asking that any restrictions be placed upon them by the Gov-

ernment if they wish to operate one or any number of co-operative stores. All we ask is that the Government does not give co-operative societies of any kind any special privileges, and we are quite competent to take care of the rest. All we require is to see that no business of any kind that is competing with private persons, who pay taxes and license fees, is allowed to be conducted on Government property at any hour of the day or night, and that no Government employees be allowed to canvass for business not connected with Government business during the hours that they are receiving their salaries from the Government, or on the Government premises at any time, either day or night.

Before sending you the previous memorandum on this subject, we made it our business as soon as the complaint, as set out by us, came to our office, to ascertain if the charges that were made were true, and we found that they were, and we again repeat that notwithstanding any effort that is being made to ascertain who gave us the information, we are prepared to lay a charge against the Civil Service Association and swear on oath that they have secured orders on Government premises during Government working hours, and we are prepared to prove our case, if necessary. If the Government deems it advisable to hold a public investigation on this matter we shall be prepared to prove our statements, as it is the fixed policy of our Association to never make public statements unless we can prove them. Our main desire in bringing this matter to the attention of the Government and the public is to have it stopped, and, if this is done, our object will be accomplished; if not, we must proceed until it is.

# Many New Bills Affect Retailers

Legislation Now Under Consideration at Ottawa Will Have Important Bearing on Merchandising in All Its Branches—Aim is to Make For Better Conditions in Business Generally

By T. M. FRASER, Ottawa Representative of the MacLean Publications.

EVERY year a large amount of legislation, or proposed legislation, comes before Parliament or its committee, of more or less importance to the retail trade, and this year is no exception to the rule. E. M. Trowern, the Dominion Secretary of the Retail Merchants' Association, always keeps a watchful eye upon the bills going through Parliament, and usually has a number to steer through himself; and whether he is promoting legislation or preventing it, it is all with the idea of forwarding the interests of the retailers.

CANADIAN GROCER in a recent issue gave an account of the meeting of the Dominion Executive of the retailers, and referred to several matter which it was proposed that the Government should deal with in one way or another. In the issue of March 29, a full account was given of the proposed Bankruptcy Act, now before a committee of the House.

## Legislation Needed

The following is the full agenda prepared to lay before the members of the Commons and Senate, as subjects requiring legislation: Bankruptcy Act; Requiring Merchants to Keep Books; Sale of Articles Left for Repair; Amendments to the False Advertising Act; Carrying of Parcels and Catalogs by Mail; Fire Insurance Act; Weights and Measures; Price Maintenance Legislation; Fixing of weight of contents of Cereal Packages; Adulteration Act; Inland Trade Commission; Government Employees to Come under Garnishee Act; War Stamps on Patent Medicines; War Profit Tax on Luxuries; Purchasing of Goods on Sabbath; Daylight Saving; Customs Confiscating Automobiles; Co-operative Societies.

## Now Being Considered

A number of other items enumerated have been dealt with in one form or another. The requiring of merchants to keep books, amendments to the False Advertising Act, and Price Maintenance are now all before the Department of Justice for consideration. The sale of articles left for repairs has been dropped for the present. The carrying of parcels and catalogs by mail is being dealt with by a special committee. The Adulteration Act is before the Cabinet. Nothing will be done on the Inland Trade Commission this year. A bill will be introduced to deal with the matter of the weight of contents of cereal packages; and it may be noted that the weight of contents of salmon and lobsters and

other canned goods has been discussed before the House at some length and legislation regarding it will likely be introduced.

## Matters of Policy

There are several matters, such as co-operative societies and the confiscation of automobiles carrying liquor, which are a matter of policy and cannot be dealt with by legislation, but strong representation regarding them has been made to the Government and some action will likely be taken.

The Senate has now before it a bill entitled an Act to Amend the Criminal Code, respecting prevention of fire. This provides that everyone is guilty of an indictable offence who negligently causes fire resulting in the loss of life or property, or who refuses to make alterations, remove materials or supply apparatus when ordered to do so by the proper authorities.

A bill now before the House deals with the weight of contents of canned goods, referred to above. It provides that there shall be four sizes of cans for lobsters, containing not less than three, six, nine or twelve ounces avoirdupois respectively of dry lobster meat. No other size of can shall be used for lobsters without permission of the Minister. Such permission shall state the minimum amount of dry lobster meat packed in each size of can so authorized.

The Minister of Trade and Commerce has a resolution before the Committee of the House to amend the Fertilizers Act in several respects. The phosphoric acid contents in the guaranteed analysis of a fertilizer must be plainly stated in connection with each package sold. The vendor must affix stamps to the value of one cent for the value of each one hundred pounds sold, with other provisions regarding analysis.

A very lengthy bill regarding Canadian copyright is also before the Senate, and is being both urged and opposed by rival interests.

Dr. Sheard, M.P., has introduced a bill to incorporate the Wholesale Grocers' Association, which is now before the Committee.

One of the most important matters of legislation to the retailer is that dealing with the war tax stamp duty on patent medicines and articles in bottles and packages, on which an article by Mr. E. M. Trowern will be found on page 46.

## Pressing Problems

The Government has got some other problems on its hands that are pressing for settlement, and on which action is being taken. There is the demand of the

postal employees for more wages, and various threats as to what is going to happen if this is not attended to immediately. This is a problem that involves the whole commercial world, and those who had a taste of the delays that followed the trouble in Toronto last year when the men went out learned just how much inconvenience and loss it meant. In Montreal 1,200 employees of the Montreal Light, Heat and Power Co., Ltd., are on strike. It is understood that the main points at issue are the refusal of the company to recognize the union and wage differences. The settlement of this trouble is perhaps more important than appears on the surface owing to the number of firms dependent upon the power company for power.

## Express Men, Too

In addition to these troubles the Canadian Express Employees have refused the award of the Labor Board and are expected to walk out. Some twelve hundred men are affected, and this may prove a more or less serious handicap at a season when business is increasing and express shipments growing larger from day to day, just before the Easter season. The recommendations of the Labor Board, although granting some concessions and increasing pay schedules, were not acceptable to the men.

## TAX ON MATCHES TO CONTINUE Little Likelihood That the Tax Will Be Removed This Year

It is unlikely that the tax on matches will be removed this year. In fact Ottawa information indicates that this tax is a fixture for a good many years to come. Representations were made at Ottawa by parties interested in the match tax and were informed that they would still have to pay the tax on matches, and that their children and their grandchildren and their great-grandchildren will also have to pay it.

The match certainly appears to be having a difficult trail to blaze these times.

## ST. BONIFACE, MAN., TO HAVE LARGE FLOUR MILL

A company of Minneapolis men, known as the Clarx Milling Co., capitalized at \$1,000,000, is taking over the building and plant of the Stanley Springs Brewing Company, St. Boniface, Man., and will convert it into a 1,200-barrels-a-day flour mill for the manufacture of patent flours by a new process.

# Urges Direct Collection of Stamp Tax

Secretary of Dominion Executive Council and Dominion Board of Retail Merchants' Association of Canada Discusses Situation in Regard to War Tax Stamp Duty

By E. M. TROWERN

EVERY loyal citizen in Canada recognizes that the enormous cost of the war must be met, and that everyone should do his share in helping to pay it. The main feature that should be carefully watched is to see that whatever system is adopted it should rest equitably upon all alike, and that the cost of collecting it should be the lowest possible amount. There should also be some uniformity in the plan of collection. Any system that is adopted and that proves to be cumbersome and expensive on one article must also prove to be cumbersome and expensive on all other articles. The important thing, therefore, in all systems of taxation is to be able to collect it in the simplest and least expensive way, and arrange it so that it will rest equitably upon all.

## Lose Its Force

The argument that is sometimes used, that it is essential that every purchaser should know the exact amount of tax he is paying to the Government or to the municipality, and that those who sell goods should be able to point out to customer just what that tax is, would soon lose its force if it were deemed necessary to also state to the customer the value of the labor, the value of the material, and the cost of shipping or handling the said article, and if it is necessary to know the amount in one case why not in all cases and on all articles? All these items could be figured out if it was absolutely necessary that they should be done, but why burden any system of taxation with a lot of unnecessary statistical and collection costs?

The chief question that the average intelligent Canadian is concerned about is the following: "What percentage of the tax that is paid by me is going to pay the debt for which the tax was imposed, and what percentage is going to the tax collectors and other Government officials for collecting it?"

## Means Big Loss

In the case of the tax on patent medicines and on articles in bottles and packages, where the tax is paid by retail merchants buying war tax stamps and placing them upon the packages, according to the selling price of the article, we are informed on reliable authority that sixty-two and two-thirds per cent. of this tax goes to Government officials for collecting it, and that the Government only receives thirty-seven and one-third as its share. As business men, we consider that this is by no means a satisfactory system of taxation

and we are sure that no business house would tolerate any such expensive and extravagant a system as this one.

## Cost of Collection

The full cost of collection, however, is not included in the sixty-two and two-thirds per cent. as reported by the Government. There is the further cost to the retail merchant of purchasing the stamps and placing them upon each article, and collecting the same from the customer. This is all additional to the sixty-two and two-thirds per cent., the only difference being that the retail merchant does an enormous amount of work and he receives nothing whatsoever for his services. If by any chance a stamp falls off the package, or the retail merchant or his clerk neglects to attach it, and a Government Inspector happens to enter his store, the retail merchant is summoned to the Police Court, and the usual fine is fifty dollars and costs. This is the reward that the retail merchant receives if he faithfully applies the stamp to one thousand bottles or packages and neglects to put a one-cent stamp on one article. The retail merchant, therefore, does all the work in buying the stamps and collecting the revenue, and receives no reward, only the risk of being fined in the Police Court if he or his clerk makes one miss in a thousand times.

## Gets Part of Fine

On the other hand, the Government Inspector, in addition to receiving his salary and expenses for travelling all over the country and spying on the retail merchants, receives a portion of the fine, and a great many complaints have been made to our office stating that the Police Magistrate invariably takes the word of the Inspector against the word of the retail merchant, and they think that where there are no witnesses, and the stamp might have been removed by anyone so inclined, and who was working in league with an Inspector in order to secure a portion of the fine, in every case the Police Magistrates should demand evidence to show that the stamp was not affixed at the time of the sale.

## His Wife Helped

In one case which has recently been before the courts, one of the Government Inspectors engaged his wife to assist him in securing convictions. The plan was to send his wife into the store and ask for some preparation and state that she was in a great hurry so as to throw the retail merchant off his guard, and after purchasing the preparation

she would hasten out of the shop and join her husband who was waiting outside to hurriedly drive her away.

Other cases have been before the courts where it was shown that poor widows whose stock in trade did not amount to more than three or four hundred dollars, have been fined as high as fifty dollars and costs, and the fine had to be paid by their friends as they were unable to do so themselves.

These facts are presented to show that the system is absolutely wrong in principle as well as in practice, and it should be changed at once, otherwise the entire commercial community will be aroused from one end of Canada to the other.

## Collect Direct

In our opinion, if it is necessary that taxation of this character should be collected to pay war expenditure, it should be collected direct from the manufacturers, and the importers, and passed along to the retailers and to the consumers. This plan would simplify the cost of collection and place more money by far in the hands of the Government than it is now receiving, and it would remove the objectionable feature of summoning respectable, law-abiding citizens before Police Magistrates.

As stated before, the name that is given to any system of taxation is of very little consequence to the average business man. What is chiefly required is the most direct and cheapest way of collecting it, regardless of traditions and political opinions, and it must be evident to the most simple mind that the cheapest and most effective way to collect this tax is to collect it from the fountain head, which is the manufacturer, and the wholesale importer. It is our intention to impress the importance of this matter upon the public mind until we secure a remedy.

## NEW BRUNSWICK THE ONLY CANADIAN PRODUCTION POINT FOR SARDINES

New Brunswick possesses the only sardine fishery in Canada. It is carried on in the waters of Passamaquoddy Bay and around the islands in the Bay of Fundy. The fish are really young herring, called sardines when canned. Of such importance is the fishery, and in such quantities do the fish appear, that the fishermen on that part of the coast depend on it largely for a livelihood.

# Ulster Grocer Lacks Faith

Thinks Impossible to Do Business on 11 Per Cent., But Willing to Learn—The Need of Scientific Methods of Business

By HENRY JOHNSON, Jr.

**A** FEW weeks ago I published the statement of a Canadian grocer which showed he was doing business on about 11 per cent. expense. That was questioned by a Texas reader, and, in his reply to the criticism, the first merchant admitted some minor errors which tended to enhance his list somewhat, though not materially. Now comes a very interesting discussion of the incident—this time again from Canada, about 2,500 miles from the first grocer:

Dear Sir:—This grocer claims to be making a net profit of seven per cent. (he said 6 per cent.) and you sure give him the soft soap. If this statement is correct, he is a marvel. I was surprised that you did not analyze his statement, as some items on it seem to me ridiculously low. I have been in the grocery business now about seventeen years, and as our business is pretty near the same size, I was comparing his expense items. First of all, he overlooks paper, bags, twine, etc. Now, he must be doing the business with two assistants and himself, and that includes delivery and all, judging from his expense, namely, \$868.00 for six months. Rent seems about right. Light only \$7.11—well, he is not using our local power for six months. It costs more than that in a small private house hereabouts. Phone, \$13.75, is very cheap. Insurance, \$16.62—now, supposing he carries \$4,000 on stock and \$1,000 on fixtures, it should be around \$40 to \$50. Interest charged is 6 per cent. on capital. Location may help, but he could invest it here safely at 8 per cent. Delivery, \$26.50 monthly, very cheap. To operate a Ford car here for about that size of business costs, gas and oil, \$20; tires, \$10; repairs, \$10; depreciation, \$15; total, \$55. Our typical cost of doing business is: Salaries, 7 per cent.; rent, 2 per cent.; delivery, 3 per cent.; interest on capital and depreciation on fixtures, 2 per cent.; light, paper, bags, twine and sundries, 1½ per cent.; total, 15 to 15½ per cent., and I know very few grocers are below these figures.

Gross margins here are around 17 to 18 per cent., as, like nearly every other place, butter, eggs, sugar, flour, etc., or about 45 per cent. of the average grocer's business is done for cost of operation or less; and when all tradesmen are getting more wages, we in the grocery business are trying to see how cheap we can sell. It is nearly impossible to get grocers to attend an association meeting where possibly they would learn something, as we have a live wire secretary and president. How, therefore, this man can do business on 11 per cent. is a mystery to me, and I am sure a great many more. There was an Ottawa gro-

cer sometime ago about whom I intended writing you, but put it off until it was too late, as in reading these articles we want to feel that they are facts, and not a little hot air. As one interested, I wish you would analyze his statement, possibly he would let you have a full statement. If, after investigation, it is found to be right, I will move at the next meeting of our association that we invite this brother to come to the Coast, we to pay all expenses, to give us a lecture on how to operate and make a net profit of 7 per cent.

Please leave out my name. You can sign it Ulster Grocer, as the Irish are always fond of a scrap about something. (Therefore, here goes)—

ULSTER GROCER.

In the interim the original grocer has gone into much fuller detail, but even at that, shows he is a master merchant; and let me say that whenever a grocer indicates that he may be a master, I like to give him the benefit of all doubt. This, to encourage him and others to go and do likewise; also to get others to think. If the thinking leads them to "take their pens in hand," as this one has done, more power to their arms—Irish or otherwise! For if I can induce men to do a little active, intensive thinking themselves, I am doing my very best for them.

## My Letters Are All Genuine

But, aside from my desire to let my readers do the thinking and criticizing, there is another very important reason why I am specially glad to get this letter right now. That is, that I may emphasize a bit the absolute fact that, in the upwards of sixteen years since I began to write these papers, I never have "faked" a communication—not once—and it is too late for me to begin now! I disguise the names and locations. I omit addresses. In every way, I protect the identity of the writer, unless, as occasionally happens, he expresses his willingness to be quoted. I do all this that men may feel free to write me about their most private business affairs. But not in a single instance have I added a fact, or suppressed one, or colored a man's expression.

This writer, now, has used the name of his town more than once, and he has included slight local references which might reveal his identity to others. Also, in one or two things, he has written hurriedly and omitted a word necessary to make clear sense; but his intention is so plain that the insertion of the missing word makes it clear. I have,

therefore, inserted it where he would have done so had he not been tired and hurried after his day's work; but that is all. He will say so himself when he sees this.

These are the facts on which has been built the confidence of my readers, so they come forward so willingly and give me to-day—always have given me, in fact—so many genuine letters that I never have had to fabricate a story. So you can all depend on this: that my stuff is straight!

## Some Solid Concurrent Facts

Aside from the statement of the merchant under discussion, it will be well for us to take note of some mighty important facts of present-day retailing, facts which go far to show that not only is it possible to operate on an expense of 11 per cent. to 14 per cent. in stores of various character, but that merchants who expect to remain in business must get down to about such a level of cost.

I have before me a list of grocers who operate on various plans of short-service, limited service and no service except what is afforded in the self-serve stores. These grocers all are in the United States, where, it seems clear, expenses average somewhat higher than in Canada. These men work on between 8 and 10 per cent., 10 per cent., 12 per cent., 14 per cent., and up to nearly 15 per cent. I know a line of individually owned stores, operated in conjunction with their own wholesale house, which operate on an expense of close to 10 per cent. average. I know one manager of a very large grocery store, self-serve, who expects to operate on about 7 per cent. when he has attained a larger volume of turnover.

Another angle: Within the past year something like one-third of all the grocery stores in Washington, D.C., have gone out of business, while across the continent, in Los Angeles, California, the number of grocers in business has decreased steadily during the past several years, though the city has grown by about 30,000 people each year in the meantime!

## Must Work More Scientifically

Meantime, two classes of stores survive and prosper: those which charge for high quality and most exacting service, and then actually render such service and deliver such quality; and those wherein the service is curtailed and volume steadily increased through delivery of full value at constantly decreasing charge for expense.

What seems to be the lesson? That, as usual, things are changing. Things always change. The only things which

do not change are dead things—and even they decay. But things to-day are changing rather more rapidly than usual, and the merchant who would survive must be up and doing with all the vim and brains he has.

These are not times to stickle for what "always has been" in business. We must scrap all such notions and blaze new trails. Those who hesitate to do this are due for the discard, and there is no escape!

The final point of great value made by this correspondent lies in his suggestion that he is going to invite this model grocer to speak before his association. Let me say to you in all earnestness that this is precisely the thing to do. And when he comes to speak, try to listen carefully. If he is not much of a speaker, never mind that—you do not invite him to teach you oratory or elocution! If he is bashful or hesitates, help him to

feel at ease and try to get out of him what he knows.

#### Emulate the Dry Goods Trade

But even that is not entirely necessary. For since that man's letters were published, I have shown you the statement of the Amateur Grocer, one of the greatest records I have ever seen—if, indeed, it is not the very greatest—and that, too, is a genuine letter, copied just as sent to me. Both or either of these men would be glad to write answers to any definite, specific questions you might care to put to them. If you make up the questions, I shall see that they reach the men, and we can run the discussion, right here, if you like, for all to see.

A well-posted man said to me the other day: "I am simply astonished to learn of the great, spontaneous and hearty co-operation there is between drygoods merchants. If we could have

that in the grocery business, most of our troubles would be over." Dry goods and department store merchants do not wait for any association meetings, though they have such and of a splendidly helpful character. They write to each other all over the country about their own problems, specifically in the frankest way, and help each other to be successful. A merchant in San Francisco, for example, sends a transcript of his annual statement in detail to merchants in Cleveland, New York, Chicago, Washington, and each of his correspondents does likewise. This interchange of ideas, plans and records tends to strengthen them all and elevate the entire business. They hide nothing. They are not foolishly "jealous."

If grocers would do that thing among themselves they would go far toward cutting through and climbing over all difficulties.

## Needs Inducement to Push Goods

Publicity Not the Only Way of Putting Goods on Market—Grocer Must See Some Benefit to Himself in Getting Behind This Publicity

**W**E naturally push the sale of goods that give satisfaction to our customers, that are made by reliable manufacturers and that give us a real inducement."

This was a statement made recently by E. F. Mason, of E. F. Mason & Co., retail grocers, Peterborough, Ont. Mr. Mason operates one of the largest and best grocery stores in Eastern Ontario, and in addition has a separate Groceteria in Peterborough which, as he puts it, "belongs to the people."

When the above statement was made a certain brand of marmalade was under discussion. "A traveling salesman came in to see me sometime ago to sell this marmalade. He claimed that it was a splendid article and that it could be easily sold to my customers. I tasted it, discussed how it was made and found it certainly was a very fine line. Then we came down to figuring cost and selling price. The figures showed very little inducement. In fact there were established brands of marmalade on my shelves which were selling well and on which I was making a better margin. This was explained to the salesman. He came back with the point that the line was being given a great deal of general publicity and that very soon my customers would be asking for it. I pointed out I had seen their advertising in the newspapers but that these advertisements would not, in my estimation, actually get many people to come in and ask me for the line.

"At any rate I bought two cases, one of the large sized tins and one of the smaller. That was several weeks ago. Since that time we have only sold one tin of the line and that I sold myself to

a customer who came in and asked for some marmalade.

"The point is that there was no inducement for us to push the sale of this particular line when there are plenty of others in the store that are splendid goods and that give us a much better margin of profit. We are to-day getting behind scores of good lines and creating demand because our customers for them, simply because they pay us for our trouble."

Mr. Mason pointed out that many retailers told travelers their firm must create demand before they will stock a line. In his opinion this does considerable harm. Retailers simply cannot stock every line that comes along, whether it is given general publicity or not. They have got to select from among the various brands of a certain line on the market, one or a limited number which they must get behind with their selling power and endeavor to make the handling of them worth while.

"As far as we are concerned," he said, "we are open to consider any new line on which we can make a fair profit above our cost of doing business."

If every retailer took this point up with traveling salesmen he thought the retail trade would be far better off.

Mr. Mason believes its pays to have real good salesmen and saleswomen behind the counter. A good salesman, he claims, can double the purchases of customers and do it in a way that will be entirely satisfactory to the customer. A suggestion here and there, without an attempt to force any article on a customer, means greatly increased sales during the week and substantial profits at the end of the year.

#### GERMANY CAN BE FED WITHOUT ENDANGERING WORLD SUPPLIES

Mr. Roberts, the Food Controller, has stated that Germany can be given certain supplies without any risk to the supplies at home or to the vital necessity of victualling Belgium, Northern France, Bohemia and Poland.

#### BEEF EXPORTS ALMOST QUADRUPLED

Exports of beef from this country increased in quantity from 44,165,621 pounds in 1916 to 115,003,133 pounds in 1918, and in value from \$5,629,122 in 1916 to \$21,854,333 last year, as shown by a summary of the trade of Canada compiled by the Dominion Bureau of Statistics, from the data of the Department of Trade and Commerce.

#### ENOUGH BEANS IN ENGLAND TO LAST CONSUMERS THREE YEARS

A prominent broker in Montreal stated to CANADIAN GROCER that he understood there were enough beans in England to last the population three years. Another informant intimated that there were practically as many in Canada, that is, enough to last that length of time. In many cases it is fairly well agreed that there is a huge surplus and there is, therefore, every likelihood of a more or less nominal condition being maintained, as to price. The selling is being done on a favorable price basis, especially where car lots can be handled. There ought to be no difficulty in getting beans on a basis more nearly equal to that obtaining in pre-war seasons.

# Enquiry Department

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

### ITEMS OF COST IN DOING BUSINESS

Kindly give me a list of everything that is to be taken into consideration as to the expenses which a retail grocer has to deal with.—H.J.B.

Answer.—The items that must be included are:—

(1) Selling expenses, including wages of sales force, advertising, wrapping and parceling.

(2) Delivery expense, including wages of delivery force, rent of stable, feed or gasoline, and upkeep charges on horses or motor delivery.

(3) Buying expenses, salaries of buyers, and incidental expenses of buying trips.

(4) Management expense, including part salary of proprietor, wages of office staff, auditor's fees, etc., office supplies, stamps, account books, etc.

(5) Fixed charges and upkeep expense, including interest on borrowed money, interest on notes and accounts payable. Interest on capital owned. Rent of store whether owned or leased, storage, fees, fuel, light, power and necessary supplies thereto, taxes, insurance, repairs of store equipment, depreciation of store equipment.

(6) Miscellaneous expenses, including telephone, telegraph, ice, water, janitor, donations, dues, trade associations and subscriptions, collection expenses and all the items not provided for.

(7) Losses from bad debts.

### BUYERS OF POTATOES

Please give us the address of some reliable firms to whom we might sell potatoes by the carload.—W. H. Byam & Co., Millbrook, Ont.

Answer.—McWilliam & Everist, 25 Church St., Toronto, Ont.; Stonach & Sons, 33 Church St., Toronto, Ont.; A. A. McKinnon, 74 Colborne St., Toronto, Ont.; Peters, Duncan Co., 88 Front St. E., Toronto, Ont.

### RE CONSUMERS' ASSOCIATION

There is a man here taking orders or at least securing members at \$2.00 per year for the Consumers' Association of Windsor, Ont. I thought the Government closed this firm up last fall. Are they a fraud or are they not?—Carrying Place, Ont.

Answer.—This association was denied a license by the Canada Food Board during the winter, and as a result had to close. They, however, opened again on the signing of the armistice, and as no steps were taken by the Canada Food Board, there seems to be no reason why they should not continue. The system adopted by this firm is certainly not in accord with generally accepted business standards. Their claims are so general, however, that it would be

difficult to prove anything against them. The business could not therefore be called fraudulent.

### REGARDING DYE

In a recent issue there appeared an enquiry as to the maker of a dye wrapped in cloth like blueing. We were unable to give a definite answer at that time. Since then we have had this information supplied by Geo. Loomis, of McTaggart & Son, Vancouver. The dye in question is made by Wm. Edge & Co., Bolton, England, and they are known as Drummer or Dolly Dyes.

### A QUESTION FOR LOCAL DECISION

The County of Missisquoi voted dry on the 1st day of May. If a vote is taken for the province in April of this year and the same goes wet, will the County of Missisquoi remain dry as it now stands? If so, how long would it remain dry?—Bedford, Que.

Answer.—Yes. Till the local prohibition was repealed.

### NO SUCH LAW

Is there a law to the effect that a person buying a grocery business should be allowed 10% on the fixtures and stock?—John Langstaffe, Box 195, Oakville, Ont.

Answer.—There is no law to this effect.

### ONLY CIVIC LICENSE REQUIRED

Could you please inform us if we have to have a license for selling ice cream and lunches?—Mrs. Rodolph Lewis, Port Maitland, Yar. Co., N.S.

Answer.—The only license required for this is the municipal license obtained by applying to the city clerk or license inspector of your city or enquiring of the Chief of Police.

### ICELESS REFRIGERATORS

Are iceless or cold water refrigerators a success and what firms manufacture them?—Wallace Birdsell, Tillsburg, Ont.

An electric iceless refrigerator is manufactured by the Eureka Refrigerator Co., 11 Colborne St., Toronto, Ont. We have not been able to find any firm manufacturing cold water refrigerators.

### HORSERADISH MACHINE

Where can I buy a machine for grinding horseradish? — Jas. Wm. Walker, Box 2, Dunnville, Ont.

Answer.—The Wm. Davies Co., Ltd., 521 Front St. E., Toronto, Ont., have one to sell.

### THOROUGHbred PULLETS

Kindly advise me where and whom I should write to to get thoroughbred pullets and cockerels as I am interested in poultry.—V. J. Perpete, Box 112, Chapleau, Ont.

Answer.—"Canadian Poultry Review," 184 Adelaide St. West, Toronto, Ont.; "American Poultry Journal," Chicago, Ill.; "Inter-

national Plymouth Rock Journal," Union City, Mich.

### REGARDING PEANUT BUTTER

Would you be good enough to oblige us with a copy of a good recipe for making peanut butter.—Wolf, Sayer & Heller, 76 St. Paul St. East, Montreal, Canada.

Answer.—There is no particular recipe for making peanut butter. The peanuts are ground in a machine for that purpose with salt added. Machine may be purchased from Hobart Manufacturing Co., Toronto, Ont.

### CARLOAD OF APPLES

Where can I buy carload of bbls. winter apples, f.o.b. Ontario, or N.S.? Private party preferred. 1919 delivery.—M. Agarand, Forget, Sask.

Answer.—Try McBride Bros., 35 Church St., Toronto, Ont.; Duncans Ltd., North Bay, Ont.; White & Co., Church and Front Sts., Toronto, Ont.; Lemon Bros., Owen Sound, Ont.

Nova Scotia—United Fruit Company of Nova Scotia, Berwick, N.S.; Nova Scotia Shipping Co., Berwick, N.S.; H. Bligh & Son, Halifax, N.S.; W. H. Chase & Son, Wolfville, N.S.

### BISCUIT MANUFACTURING

I am anxious to get the names of some of the leading biscuit and confectionery manufacturers in Quebec and Ontario.—J. E. Purcell, Mulgrave, N.S.

Answer.—This information has been sent.

### SECOND-HAND COUNTERS AND SHOW CASES

Kindly let me know where I can buy second-hand counters, show cases and store fixtures.—B. St. Amond, Mont Joli, Que.

Answer.—Ontario Showcase Co., 321 King St. West, Toronto, Ont.; Jones Bros. & Co., 31 Adelaide St. West, Toronto, Ont.

### EXPORTERS OF CHOCOLATE AND CANDY

Could you supply me with the names of any big firms exporting chocolates, sweets, candy of every description? I have a big demand in this country. Am a subscriber to your Journal and find it unusually interesting. Also name of confectionery journal or paper.—C. F. Wilson, "Dryland House," South Ave., Buxton, England.

Answer.—List of names have been sent. Confectionery journal, "The Baker and Confectioner, 1229 Queen St. West, Toronto, Ont.

### SPECIAL SALES FIRMS

Kindly give me a list of special sales firms who put on sales in different towns on commission or other basis.—Augustus McDonald, Souris, P.E. Island.

Answer.—The only firm we know of is the T. K. Kelly Sales System, Minneapolis, Minn.

CANADIAN GROCER,  
143-153 University Avenue,  
Toronto.

For Subscribers

## INFORMATION WANTED

Date.....191..

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

Address .....

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MEMBER OF THE ASSOCIATED BUSINESS PAPERS  
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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### REGARDING BUTTER PRICE

WEDNESDAY'S Toronto *Globe* has a tearful editorial urging the Government to restrict butter exports, and rather reflecting on Dr. McFall, because he refused to advocate such a drastic course.

The *Globe* takes the cost of living figures of March 14, which represent conditions that existed a month previous, and argues that as there were at that time 6,000,000 pounds of butter in storage, and as sometime toward the end of March there was an increase of 10 cents a pound, that, therefore, somebody profited to the extent of \$600,000.

What the *Globe* neglected to mention, probably because it did not know, was that subsequent to the period represented by the total of stocks in storage, the Government requisitioned the production of all creameries, so that the amounts quoted were the supplies that must meet the needs of the Canadian trade. Six million pounds of butter to supply roughly eight million people, is not an enormous amount, it could only be eked out by later arrivals of fresh made butter. The *Globe's* contention that all the butter sold for export was low-priced butter that represented an enormous profit, is very far from representing the real facts of the case.

### MARGARINE ONCE MORE

IT seems likely that the question of prohibiting the sale of margarine in Canada will once more be brought before Parliament at this session. Strong protests against the continuance of its sale have been voiced by many dairy organizations. The plea is of course the old one, that its use is detrimental to the dairy interests. Even granting that this be so, it is very questionable whether legislation beneficial to a very small minority should be granted to this minority at the expense of the great majority of the

Canadian people. Living costs are at present so high, that any interference with the supply of wholesome food products is little short of criminal.

People who can afford to buy butter will continue to do so, quite irrespective of the fact that margarine is a cheaper product. People who cannot afford butter, will be in no wise better able to afford it because margarine is forbidden the market. They will merely have to do without anything of the kind.

In times of extreme plenty, and moderate prices, there may have been a justification for prohibitive legislation, but there is none now.

This week sees butter prices again leaping skyward, because of an export buying movement. Prices advance merely because there isn't enough butter to go round. In the face of this fact it is surely the height of folly to talk of prohibitions prohibiting a useful and wholesome substitute.

Margarine sales have not been large in the aggregate in Canada, and there is little danger of this product ever becoming a menace to the dairy industry. When such conditions arise it will be time to consider methods of relief. The dairy industry is certainly in no very grave danger with butter wholesaling in the neighborhood of sixty cents a pound.

### QUESTIONABLE SELLING METHODS

THERE seems to be somewhat of an epidemic of prize-giving merchandising schemes at present sweeping through the Western Provinces. You guess the number of beans in a jar, or something of the kind, and if you guess approximately right you get an automobile, or something of the kind.

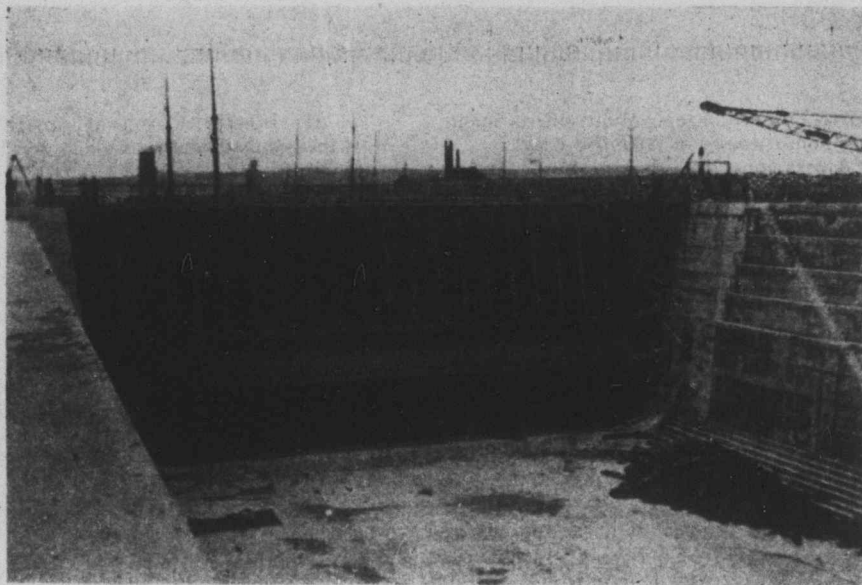
Now such schemes may get the attention of the public, and may stir up quite a little bit of excitement in the neighborhood of the store. These schemes are fostered by an organization that makes a business of staging these contests. Presumably, therefore, they are able to convince the merchant that he stands to profit by these methods.

It is very questionable, however, if these schemes really do benefit the merchant. There are ways and ways of advertising, but the general public, who after all, are the buyers in every community large or small, may be somewhat justified in a feeling that this automobile must be paid for some way, and if the merchant is able to give it away, it must be because he has been making more profits than he should be reasonably expected to make. The theory of large turnover reducing costs, is not one that the general public readily grasps, and it is very probable, therefore, that such schemes will not only fail to benefit, but will prove an actual detriment to the store adopting the scheme, and to all other stores.

After all there are no other arguments that can take the place of quality, service and price, and it is better for the merchant to harp on variations of these points than to venture into the uncharted seas of lotteries.



## Current Events in Photograph



### MAIN CAISSON OF HUGE DRY DOCKS

The banks of the St. Lawrence River, near the ancient town of Levis, are once more resounding as in days gone by, to the ring of axe, adze and caulking hammer, also to the more modern clatter made by pneumatic riveters and the snap of plate punches. The reason for all this is the great ship-building activity going on at Lauzon, a village just below Levis. One of the new dry docks, of which the main caisson is shown in the photo, is claimed to be the largest in the world.

### VICTORIA, B. C., SWAMPED WITH CHINESE GROCERIES

**Fifty Stores Maintained by Orientals Prove a Serious Handicap to the Better Class Trade**

The growth of Oriental competition, which is being felt keenly by Pacific coast Canadians just now, is noticeable in the increasing numbers of the Chinese grocery stores. They observe no closing hours, and costs are cut to a minimum by the exclusive employment of Chinese help and their residence in the store building, thus reducing taxes and rent. In Victoria there are now over fifty grocery stores outside the Chinese district, and a gradual absorption of the grocery trade by Orientals was looked upon as a certainty until the City Council enacted a by-law, operative after May 14, which forces all stores, with a few exceptions, to close at 6 p.m. and all day Sunday.

### MILLERS GET LITTLE ENCOURAGEMENT FROM GOVERNMENT

OTTAWA.—A large delegation, comprising about forty of the leading millers of Canada have interviewed Sir Thomas White and other members of the Government, and presented a memorial calling attention to the serious condition of the milling industry in Canada, with ninety per cent. of the mills closed, and no markets in sight. It was pointed out that while American exports of flour are ordinarily about double of those of Canada they are now running about four times as great.

No direct suggestions were made as to what the Government could do. The Government attitude seemed to be that

the millers themselves should look after the securing of this business. The orders the American millers have been getting have come principally from neutrals and it was open to our millers to secure this business if they had been early on the ground.

#### No Definite Promises

The Government, while giving the usual polite reply given to all delegation, was not able to make any definite promises. Its policy with regard to export orders has repeatedly been stated. The Government cannot undertake to act as commercial traveller for any one industry. The solution of the millers' difficulty appears to be still the same—they must send their representatives after the business as other industries are doing.

### NEW BRANCHES OF R. M. A. FORMED

J. C. Campbell, District Secretary of the R. M. A., recently organized branches at Sterling, Tweed, Marmora, Madoc, and Belleville, Ont. The officers of the new branches, so far as received, are as follows:

Belleville: Pres. D. V. Sinclair; 1st Vice, Arthur Wallbridge; 2nd Vice, E. R. McBride; Treas., Wm. Doyle; Sec., W. D. Hanley.

Marmora and District: Pres., F. N. Marett; 1st Vice, D. Shannon; 2nd Vice, D. Narrie; Treas., Mr. Connor; Sec. F. M. Gladney. Madoc: Pres., Benson O'Hara; Sec., E. C. Tufts. Sterling: Pres., Geo. H. Leury; 1st Vice., R. A. Elliot; 2nd Vice, L. Meiklejohn. Treas., M. G. Cooke; Sec., Fred T. Ward. Tweed: Pres., J. D. Taylor; 1st Vice, Chas. Kerr;

2nd Vice, Felix Rashotte; Treas., Chas. Clarke; Sec., J. J. Quinn.

Sterling meets the second Monday each month; and Tweed the third Friday.

Brockville Branch of the R. M. A. are expecting to hold a banquet on the 23rd inst., and have invited Messrs. E. M. Trowern, Henry Watters, and J. C. Campbell to be present.

It is proposed to hold convention of the different branches of the R.M.A. in the county of Hastings in Belleville, some time in June.

### WHOLESALE GROCERS CLOSED UNTIL MONDAY

The wholesale grocers of Toronto will close their warehouses and offices on Thursday night of this week for the holiday on Good Friday and remain closed until Monday morning. This action was decided on early in the week to give employees advantage of a good week-end holiday.

### PURCHASE B. C. CANNERY

The Victoria Canning Company, which has been operating at Victoria, B.C., for the past six or seven years, has been purchased by the Dominion Cannery.

### RAISIN OUTPUT 167,000 TONS

A total raisin production of 167,000 tons was shown in figures compiled by the California Board of Viticulture. The output was estimated at 180,000 tons at least, but the heavy rains of last September cut down the output materially. The total output, according to this report, is: Muscats, 102,500 tons; Thompson's seedless, 48,750 tons; sultanas, 11,750 tons; sundries, 4,000 tons.

# CURRENT NEWS OF THE WEEK

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

## Maritime

The Maritime Wholesale Dealers' Association was formed at St. John, N.B., recently, at a meeting attended by representatives from St. John, Moncton, Amherst, Halifax, and Charlottetown. E. J. Fleetwood is president; Percy Higgins, Moncton, vice-president for New Brunswick; S. C. Sutherland, Amherst, vice-president for Nova Scotia; Percy Turner, Charlottetown, vice-president for Prince Edward Island; H. W. Rising, St. John, secretary; O. J. Jillen, assistant secretary. The association is one in a chain now being formed.

## Quebec

Jas McQueen, grocer, Toronto, has sold out.

Taber & Co., Toronto, have sold to H. B. Watts.

Mrs. W. Manning, Chatham, has sold to H. Poili.

A. C. Clunce, Wyoming, has sold to W. W. Rice.

D. A. McKercher, Victoriaville, have sold their stock.

Eva Tremblay, Quebec, has registered her grocery business.

Hamilton Bros., grocers, Newmarket, have sold out.

Noah Parent, general merchant, Belle River, Ont., is dead.

H. W. Boyd, general merchant, Markdale, have sold out.

W. W. Brown, Fort William, is discontinuing business.

A. D. Pleet, grocer, Ottawa, has sold to Moran & Monahan.

A. J. Pesha, Kentbridge, has sold to McLean Bros., Bothwell.

J. E. Paddison, grocer and confectioner, Alliston, has sold out.

B. H. Meyers, of the Peterboro Cereal Co., was in Montreal last week.

H. D. Marshall, of Ottawa, was in Montreal on Monday of this week.

Despres & Griso, general merchants, St. Pie, have dissolved partnership.

Joubert Bros., general merchants, Ripon, have been succeeded by Romeo Desjardins.

H. W. Hogan, general merchant, is discontinuing his branch store at Banning.

Alcide Limard, Montreal, has been registered under the name, The National Maple Butter Co.

Towns and Norris, general merchants, Aurora, have dissolved partnership. Mr. Towns to continue the business.

Elzear and Desjardins, jr., and Richmond Desjardins have registered a general store business at Riviere des Prairies under the firm name of Desjardins & Frere.

Sir Hormisdas Laporte, president La-

porte, Martin, Ltee., Montreal, is spending some weeks in Atlantic City.

Alterations are being made in the premises of Dupuis Freres. This will affect the St. Andre Street wing of the store.

A number of millers from Ontario were in Montreal last week, securing their allotment of orders from the Wheat Export Co.

It is said that the F. W. Woolworth Co. are contemplating improvements to their Montreal store, which will cost about \$10,000.

W. H. Halford, managing director of the Meiji Trading Co., Ltd., Montreal, was in Manitoba last week. Mr. Halford reports real improvement in the tea and general grocery conditions in that part of the West, with the outlook encouraging.

F. J. Sauve, of British Columbia, has accepted the sales managership for the W. J. Bush Citrus Products Company, of their new product, Aprol.

Among week-end visitors to Montreal were J. F. Crosher and C. R. Crosher, of Melton Mowbray, England, who recently crossed on the S. S. Megantic.

## Ontario

J. K. Battah, grocer, Cobalt, is selling out.

R. Hewins, grocer, Hamilton, has sold out.

O. Poisson, grocer, North Cobalt, has sold out.

J. J. Bailey, grocer, Huntsville, has sold out.

John H. Oulehan, grocer, Toronto, has sold to John Murphy.

Book and Hoover, general merchants, Silverdale, have sold to E. C. Blaine.

A. J. Fleming, grocer, Hamilton, has sold to Wm. Carroll.

F. H. Seager, grocer, Sarnia, has been succeeded by A. H. Gammon & Son.

Robert Barnes, Western manager for the John B. Paine Co., was called hurriedly East last week, but expects to return to his Western territory again at once.

Wilfrid McCorvie, of John McCorvie & Sons, Chatham, Ont., spent last week in Toronto on a business and pleasure trip. He was a visitor at the Toronto office of CANADIAN GROCER on Thursday. Mrs. McCorvie accompanied him to Toronto.

## Western

E. Kennedy, grocer, Vancouver, B.C., has sold out.

P. Rolo, general store, Buchanan, has been succeeded by Stamloff Friedman.

Clock Bros., general store, Decker, Sask., have been succeeded by J. Clock.

W. H. Inkster, general merchant, Morkinch, has been succeeded by Holbwack & Hubick.

## FOUR YEARS IN FRANCE

Major Harrison, of St. John, Who Left as Lieutenant, Home

Major W. A. Harrison, secretary of the T. H. Estabrooks Co., Ltd., St. John, N.B., has returned from France and was a visitor in Toronto last week. Major Harrison joined the colors on August 5, 1914, the day after war was declared. He left Canada as a lieutenant and has returned a major. He has been four years in France, and during the past year or so was connected with the Headquarters Staff of General Currie. He will be resuming his former duties with the T. H. Estabrooks Company at St. John in the near future. He was in Toronto on both military and other business. His many friends and acquaintances in the trade will welcome him back to Canada after four years of strenuous service on behalf of his country.

## CHANGES IN MONTREAL FRUIT FIRM

The firm of Bell, King and McLaren, wholesale fruits, Montreal, has been succeeded by Bell, King, Limited.

Wm. Bell assumes active management of the new company and is its president. He has spent some fifty years or more in the fruit business and has given particular attention to apple selection and grading.

The remaining members of the firm are O. H. C. Bush, recently returned from overseas where he spent four years on active service. Mr. Bush will attend the financial part of the work. The other member, R. S. Bell, vice-president, is a son of William Bell.

## New Goods Department

### SMOKE ESSENCE

Parke & Parke, Ltd., Hamilton, Ont., are putting on the market a new line known as Parke's Smoke Essence. This is for smoking and preserving meat. It may be washed on the meat or it may be applied with sponge or brush, and the manufacturers claim that it preserves and flavors good meat. It is put up in liquid form and is made from vegetables. It is sold in 35c and 75c bottles.

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**I**NTEREST is being shown in the outlook for dried fruits during the present season, and indications point to a field far in excess of any previous record for prunes. Danger from frost is pretty well over by April 20, and in another week's time the growers can judge whether this element must be reckoned with. The promising yield, however, has not tended to ease prices any, and the outlook seems to be that very high figures will prevail. This is due to the call for this fruit from European countries, and the fact that stocks in the hands of all distributors are small now, with indications that new crop goods will come on a market absolutely bare of supplies.

**MONTREAL**—Considerable change has been made in this market during the past week, and changes of price in the nature of advances are made for corn syrups, both ordinary and white, canned fruits, health salts, package cereals, rice, nuts, seedless raisins, gluten feed, hay, apples, celery and spinach. In a great many lines there is considerable firmness, and further advances in some lines are looked for by the jobbers, though just what these will be are not suggested at this time.

Declines have been effected on some lines of brooms, the reduction being about 50c per dozen on the average. Cod liver oil, olive oil, sauces, Greek currants, buckwheat flour and cucumbers, make up the declines for the week, and there is an easier tendency on spices, and a better feeling on maple syrup, though prices still hold high. Potato flour is down from 20c to 16c lb. There is a better undertone to business, and with boats running soon, this port is expected to be a very busy one. Millers are gratified over the allotment of flour orders this week.

**TORONTO**—The strength of the corn markets has been reflected this week in an advance in corn syrups, bulk goods advancing ½c per pound, and package goods going up 30c per case. Higher prices on bulk corn starch are also reported.

Dried fruits rule with a firm undertone, and higher prices on seedless raisins have been named in some quarters. Some seeded raisins have been sold to come to this market. Prunes are scarce locally and prices are very strong. A car of dates is expected towards the end of this week or early next, prices holding at same basis as last shipment.

Canned fruits are becoming decidedly scarce and prices are firming up. Jobbers report an increased interest apparent in jams, and attribute the better demand to the high price of butter.

**WINNIPEG**—There is great uncertainty developing in the rice situation here. This is largely due to conditions existing in the primary markets, and the difficulty of obtaining supplies. Good quality stocks are being rapidly cleaned up, though there is an oversupply of inferior grades.

Beans continue in a very firm position, with no indication of any decline. White beans are quoted this week at \$4.25.

There has been an improving demand for canned goods of late, probably the result of the housekeepers' stocks of home canned articles becoming depleted. In any event the demand is unusually good, with indications pointing to a continuance of these conditions.

There is a very strong undertone to the dried fruit market, and it is expected that advancing prices will be the order of the day when the new pack becomes available.

## QUEBEC MARKETS

**MONTREAL**, April 16.—Numerous changes are made this week, most of them indicating advances, but several being declines. There is nothing to indicate that there is going to be a general slump in prices, and there is a fairly good amount of business at the quotations made.

### Brooms Down

Montreal.

**BROOMS, SALT**.—A readjustment of prices has been made for various brooms

### Salt Goes Up

and while there is a reduction of fully 75c per dozen on some, others are not so much reduced. The average change is about 50c per dozen. Cerebos salt is up 15c per dozen, the price in bottles now being \$1.65 per dozen.

## Cod, Olive Oil

### Down; Sauce, Too

Montreal.

**VARIOUS LINES**.—Cod liver oil in bulk has declined in price. This is reduced 50c per gallon to \$4.25-\$4.50, according to quantity. Spanish olive oil is also lower 25c per gallon to \$6.75-\$7.00. New prices are effective for Lea and Perrin's sauces, the half pint size selling at \$4.60-\$4.75, and the larger at \$7.85 to \$8. The latter reduction is 75c per case. Kellogg's tasteless castor oil

is on the market at \$2.65 per dozen in 3 oz. bottles.

**Sugar Steady; Likely To Be**

**Montreal**  
SUGAR.—With fixed price and transportation little better than it has been for the past while, the market on refined sugar holds steadily. There is naturally a strong bid for business, but it is questionable if this would create any price-cutting even though the desire for business became more manifest. Jobbers are getting away with fair quantities each week and while the orders placed by grocers are confined within fair bounds, there is a frequency to their orders.

Atlantic Sugar Company, extra granulated sugars, 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
icing, barrels	10 15-10 30
icing (25-lb. boxes)	10 55-10 70
icing (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 35-9 45
Powdered, barrels	10 05-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55-10 65
Do., 50-lb. boxes	10 65-10 75
Do., 25-lb. boxes	12 85-10 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

**Canned Fruit May Go Higher**

**Montreal**  
CANNED GOODS.—Gallon apples are said to be very scarce and these are selling up to \$5.25 per case of one dozen. There also is a demand for the smaller sizes and these are firming in price. In most canned fruits, prices are firming and it is very probable that increases will be made from time to time. Some have already readjusted prices on various fruits upward.

Canned vegetables are active. This condition will improve from this time forward, for the spring season usually brings a bigger demand from many different quarters. Export demand still exists and space is being secured for various orders already in hand.

**Canned Fish—**

<b>Salmon—</b>		
"Clover Leaf," 1/2-lb. flats	2 45	2 80
Sovereign, 1-lb. flats	4 62 1/2	4 30
Do., 1/2-lb. flats	2 30	2 30
1 lb. talls, cases 4 doz., per doz.	4 60	4 80
1/2 flats, cases 8 doz., per doz.	1 80	2 00
Chums, 1-lb. talls	2 05	2 17 1/2
Do., 1/2 lb. flat	1 17 1/2	1 25
Pinks, 1-lb. flat	2 25	2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, 1/2-lb. doz.	1 37 1/2	1 37 1/2
Pale, 1 lb. doz.	2 37 1/2	2 37 1/2
Pinks, 1/2-lb. doz.	1 62 1/2	1 62 1/2
Cohoos, 1-lb. talls	3 75	3 75
Cohoos, 1-lb. flats	3 25	3 25
Cohoos, 1/2 lbs., flat	1 75	1 75
Herrings, kippers, dz. (4 dz. case)	2 25	2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (1/2-lb.)	1 00	1 00
Haddies, chicken (canned), doz.	9 00	9 25
Red Springs, 1-lb. talls	4 00	4 00

Red Springs, 1/2 lb.	2 45
White Springs (1s)	2 80
Salmon, Gaspé, Niobe Brand (case of 4 doz.), per doz.	2 25
Labrador salmon, 1-lb. flat	3 60
Pilchards, 1-lb. talls	1 90
Whale Steak, 1-lb. flat	1 90
Canadian sardines (case)	6 75
Norwegian sardines, per case of 100 (1/4s)	22 00
Lobsters, 1/2-lb. doz.	2 25
Do., 1/2-lb. tins, doz.	3 60
Do., 1-lb. talls	6 90
Do., 1/2-lb. doz.	6 00
Do., 1-lb. flats	7 00
Sardines (Amer. Norweg'n style)	14 50
Sardines (gen. Norwegian)	22 00
Sardines—Canadian brands (as to quality), case	7 00
Sardines, French	32 00
Scallops, 1-lb. doz.	3 25
Scotch Snack, No. 1, dz., Montreal	2 50
Do., Eastern trade	2 65
Do., Winnipeg and Western	2 85
Scotch Snack, No. 2, doz.	4 50
Shrimps, No. 1	2 25
Crabs, No. 1 (cs 4 doz.)	6 75
Clams (river) (1 lb.), doz.	1 90

**Canned Vegetables—**

Asparagus (Amer.) mammoth green, doz.	4 00
Beans, Golden Wax	1 95
Beans, Refugee	1 97 1/2
Beets, new sliced, 2-lb.	1 40
Corn (2s)	2 05
Carrots (sliced), 2s	1 45
Corn (2 1/2s)	2 45
Corn (on cob), gallons	7 50
Spinach, 3s	3 00
Spinach, California 2 1/2s	3 15
Do. (wine gals.)	10 00
Tomatoes, 1s	0 95
Tomatoes, 2s	1 35
Tomatoes, 2 1/2s	1 75
Tomatoes, 3s	1 75
Tomatoes, gallons	6 00
Peas, standards	1 35
Peas, early June	1 87 1/2
Peas, extra fine, 2s	2 30
Do., fancy, 20 oz.	1 57 1/2
Potatoes, Can. sweet, 2 1/2-lb tins	2 75
Do., 2-lb. tins	1 35
Olives (in bis, 49 wine gals.), gal.	1 35
Specialties	Per gal.
Olive oil (pure), 1 gal. tins	7 50
Do., 1/4 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 (bbis, 50 gals.), gal.	2 50
Olives, Queen, gal.	1 45
<b>Canned Fruits, Heavy Syrup—</b>	
Apples, 2 1/2s, doz.	1 40
Do., 3s, doz.	1 50
Do., gallons, doz.	4 75
Blueberries, 2s	1 90
Currants, black, 2s, doz.	4 00
Do., gallons, doz.	13 00
Cherries, red, pitted, doz.	2 90
Gooseberries, 2s, doz.	3 20
Do., 2s (pails)	2 77 1/2
Peaches, 20 oz., doz.	2 50
Do., No. 2	2 75
Do., 2 1/2	3 25
Pears, 2s	2 50
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
Gages, Green, 2s	2 40
Do. (light syrup, 2s)	2 00
Raspberries, 2s	4 00
Do., 2 1/2s	2 60
Strawberry, 2s	3 97 1/2

**Beans Said Not So Plentiful**

**Montreal**  
BEANS.—The market is not so flush with supplies these days, and this is attributed to more or less local conditions of delivery. With a fairly active demand for the better grades, prices are showing no reduction.

Canadian, hand-picked, bush	4 20	4 50
British Columbia	4 50	5 00
Brown Beans	3 50	4 00
Japanese	4 50	5 00
Yellow Eyes	5 50	6 00
Limpa, 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	5 75
Peas (blue)	0 08	0 09

Barley (pot), per bag 98 lbs.	4 00
Barley, pearl, per bag 98 lbs.	5 00

**Firmer Rice With An Advance Made**

**Montreal.**  
RICE, TAPIOCA.—Some scarcity of best grades of rice is expressed, and there is a very good movement. Some supply of Siam grade was received the past week and is selling at \$8 per \$100 lbs. Paking grade is also firming, and the market is now based at \$9, this being an advance of 30c per 100 pounds.

Ice Drips—Japan (per 100 lbs.)	11 25
Carolina	13 00
Siam, No. 2	8 00
Siam (fancy)	10 50
Rangoon "B"	8 50
Rangoon CC	8 10
Mandarin	10 00
Pakling	9 00
Tapioca, per lb. (seed)	0 11 1/2
Tapioca (pearl)	0 11 1/2
Tapioca (flake)	0 11

**Filberts Higher; Almonds Scarcer**

**Montreal**  
NUTS.—Market conditions are fairly normal, with supplies going out regularly to the trade, both in city and country. Shelled almonds are reported scarce and there is a fair demand for most kinds of nuts, and a good sale for peanuts in the shell, as well as for salted. Supplies are quite ample in the trade. Brazil nuts are received and are being quoted slightly down, while filberts are up.

Almonds, per lb.	0 26	0 28
Almonds (shelled)	0 50	0 63
Almonds (Jordan)	0 75	0 75
Brazil nuts (new)	0 21	0 23
Brazil nuts (med.)	0 15	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
<b>Peanuts (roasted) —</b>		
Extra large	0 19	0 20
Large	0 16	0 17
Medium	0 12 1/2	0 14
Shelled, No. 1 Spanish	0 15 1/2	0 16
Salted Spanish, per lb	0 21	0 22
Shelled, No. 1 Virginia	0 15	0 15 1/2
Do., No. 2	0 14	0 14
<b>Peanuts (salted)—</b>		
Fancy wholes, per lb.	0 38	0 38
Fancy splits, per lb.	0 35	0 35
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 31	0 24
Pecans "paper shell," extra large Jumbo	0 60	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 18	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.

**Greek Currants, 18c; Raisins Higher**

**Montreal**  
DRIED FRUITS.—Advances have been made in one quarter on seedless raisins of bleached and unbleached varieties, in bulk. Cartons are also up. Greek currants are down one cent to 18c for bulk stock.

Good demand on local account and continued enquiry from abroad for supplies keep the dried fruit market firm.

**Appriots—**

Choice	0 24	0 25
Slabs	0 22	0 23
Fancy	0 20	0 20
Apples (evaporated)	0 17	0 19
Peaches (fancy)	0 22	0 23
Paced	0 19	0 19

Chocol	0 20	0 24
Extra choice	0 21	0 24
12 oz. per pkg.	0 16	0 18
Pears	0 22½	0 24
Drained Peels (old)—		
Citron	0 46	
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 80
In 36 lb. case	12 75	
Cut, 10-lb. boxes (lb.)	0 48	
Raisins—		
Bulk, 25-lb. boxes, lb.	0 17½	
Malaga, table box of 22 lbs., 3-crown cluster, \$8.75.		
Cal. seedless, cartons, 16 oz.	0 14½	0 15½
Malaga Raisins		
Do., 5 cr.	2 26	
Muscatels, loose, 3-crown, lb.		
Do., 4 cr.		
Muscatels, loose, 2-crown		
Do., 6 cr.		
Choice seeded, 12 oz.	0 10¾	
Fancy seeded, 16 oz. pkgs.	0 14	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
Seedless, 11 oz. pkgs.	0 11¾	0 12½
Do., 15 oz. pkgs.	0 14	0 14½
Do., bleached, 15 oz. (choice)	0 15	
Do., (fancy)	0 16	
\$5.50; 4-crown cluster, \$6.50-\$6.75;	5	
Valencias, selected	0 11½	0 11¾
Valencias, 4-crown layers	0 11½	0 12
Sultanas (bleached) 50-lb. boxes	0 16	0 20
Currants, old pack., 15 oz.	0 29	0 31
Currants, Greek (bulk)		
12 oz.	0 28	0 34
50-lb. boxes, loose	0 28	
Cartons	0 32	
15 oz. pkgs.	0 23	0 24
Pkgs. 3 oz. (20 pkgs.)	2 00	2 40
Pkgs. 6 oz. (50 pkgs.)	3 00	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatels, 4-crown, lb.	0 13	
90 lb. Anafia	0 28	
12 oz.	0 26	
Do., new	0 32	
Cal. currants (loose)	0 18	0 22
Cal. "Currants," 15 oz. pkgs.	0 20	0 22
Dates, Excelsior, per case (36-10s)	7 00	
Do., Dromedary (36-10 oz.)	8 00-8 50-8 64	8 00-8 64
Packages only, Excelsior	0 19	0 20
Packages only	0 19	0 20
Do., Dromedary	0 22	
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)		5 40
Do., (28 8-oz. boxes)		3 50
Do., (12 10-oz. boxes)		2 20
Figs (cooking), 50-lb. boxes, lb.		0 16
Prunes—		
California (25-lb. boxes)—		
30-40s	0 25	
40-50s	0 19	0 24
50-60s	0 22	
60-70s	0 20	
80-90s	0 16	
90-100s	0 14	
50-lb. boxes, 80-90s	0 14½	0 14
90-100s	0 13	0 14
70-80s	0 16½	0 17
80-90s	0 15½	0 16½
90-100s	0 13½	0 14
100-120s	0 10½	0 11
Oregon, 30-40s	0 23	
50-60s	0 22	
60-70s	0 18½	
70-80s	0 17½	

*Easy Position; Spices Hold*

Montreal  
**SPICES.**—The market is not changed, quotably, but there is a fair amount of business at the prices prevailing. There are no firming tendencies, and while there are no changes of a definite nature, it is understood that some shading is being practised here and there.

Allspice	0 20	0 22
Cassia (pure)	0 35	0 40
Cinnamon—		
Rolls	0 35	
Pure ground	0 35	0 40
Cloves	0 75	0 80
Cream of tartar (French pure)	0 80	0 85
American high test	0 30	0 40
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	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 40	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Peckling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)		1 30
Cardamon seed, per lb., bulk		2 00
Caraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.	0 30	
Cinnamon, per lb.	0 25	
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 22

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

*Advance in Syrups; Molasses Holding*

Montreal  
**SYRUPS, MOLASSES.**—Corn syrup has been advanced in price for the regular and the white grades. This is in very definite accord with the tendencies pointed out in CANADIAN GROCER for the past two weeks. Constantly advancing grain markets have made this condition, the price of corn reaching very stiff levels. The new prices are given below and the changes indicate an advance of ½c per pound in barrels and large packages, while case goods show an advance of 30c per case.

Molasses is rather quiet, the price basis being unchanged.

<b>Corn Syrup—</b>		
Barrels, about 700 lbs.	0 07½	
Half bbls.	0 07½	
Kegs	0 07½	
2-lb. tins, 2 doz. in case, case	4 85	
5-lb. tins, 1 doz. in case, case	5 45	
10-lb. tins, ½ doz. in case, case	5 15	
20-lb. tins, ¼ doz. in case, case	5 10	
2-gal. 25-lb. pails, each	2 30	
3-gal. 38½-lb. pails, each	3 45	
5-gal. 65-lb. pails, each	5 55	
<b>White Corn Syrup—</b>		
2-lb. tins, 2 doz. in case, case	5 35	
5-lb. tins, 1 doz. in case, case	5 95	
10-lb. tins, ½ doz. in case, case	5 65	
20-lb. tins, ¼ doz. in case, case	5 60	
<b>Cane Syrup (Crystal) Diamond—</b>		
2-lb. tins, 2 doz. in case, per case	7 90	
Barrels, per 100 lbs.	9 75	
Half barrels, per 100 lbs.	10 90	
Glucose, 5-lb. cans (case)	4 20	

<b>Barbadoes Molasses—</b>		
Punchcans	1 08	
Barrels	1 06	
Half barrels	1 08	

*More Maple Syrup But Holds High*

Montreal  
**MAPLE PRODUCTS, HONEY.**—There has been a fair run of sap in some places, but in others this has been more limited. Prices are being shaded in some quarters, it is stated, but the makers are holding out for high prices, and there is not likely to be a great change until a complete survey of the market can be made.

Honey is steady and in fair demand, with prices unchanged.

<b>Maple Syrup—</b>		
13½-lb. tins (each)	\$2 00	\$2 10
10-lb. cans, 6 in case, per case		15 10
5-lb. cans, 12 in case, per case		17 10
2½-lb. cans, 24 in case, per case		18 60
Maple Sugar (nominal), small lots	0 25	
<b>Honey, Clover—</b>		
Comb (fancy)	0 30	
Comb (No. 1)	0 28	
In tins, 50 lbs.	0 28	
50-lb. pails	0 37	
10-lb. pails	0 28	
5-lb. pails	0 28	
<b>Honey—Buckwheat, tins or bbls.</b>	0 22	

*Coffee and Cocoa Hold Unchanged*

Montreal  
**COFFEE, COCOA.**—Markets are held firmly on coffee and no changes were made this week in a quotable sense. Supplies are fairly well maintained, though few care to stock up heavily under the firm prices that have been reached. Cocoa is also steadily firm and there is considerable movement still of this commodity.

<b>Coffee, Roasted—</b>		
Bogotas, lb.	0 39	0 42
Jamaica, lb.	0 33	0 36
Maracaibo, lb.	0 35	0 37½
Mocha (types)	0 38	0 42
Mexican, lb.	0 38	0 40
Rio, lb.	0 31	0 33
Santos, Bourbon, lb.	0 36	0 38
Santos, lb.	0 35	0 37
<b>Cocoa—</b>		

*Much Tea Moves; Basis Holds Well*

Montreal  
**TEA.**—Prices are maintained on all good teas, and while it is stated that some operators are very anxious to unload less costly grades, the movement is continued with little complaint of price-cutting. Jobbers report a much larger movement of teas to the retail trade and this applies to the city as well as to country orders. Little tea is being imported at this time, it is said.

<b>Pekoe, Souchongs, per lb.</b>	0 45	0 47
<b>Pekoes, per lb.</b>	0 49	0 52
<b>Orange Pekoes</b>	0 53	0 55
<b>Japan Teas—</b>		
Choice	0 65	0 70
Early Picking	0 53	0 58
<b>Javas—</b>		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 41	0 43
Small lots		11 20

*Better Movement Package Cereals*

Montreal  
**CEREALS.**—Buckwheat flour has been very quiet and a big decline of price has been registered by one jobber, the low basis being \$5.50. This is the only price change. A good movement of cereals, particularly those in packages, is being made here, and the trade is improved much over that of recent weeks. Rolled oats are steady and are moving out very well, while cornmeal is reasonably active also. The price of shredded wheat was quoted last week at \$4. This should have been made to read \$4.50 per case.

<b>Self-raising Flour—</b>		
3-lb. pkgs., doz.		2 85
5-lb. pkgs., doz.		5 60
Cornmeal, Gold Dust	4 50	4 75
Barley, pearl	5 25	6 00
Barley, pot, 98 lbs.		4 00
Barley (roasted)		7 50
Buckwheat flour, 98 lbs.	5 50	6 00
<b>(As to grade)</b>		
Cornflour, white	4 50	4 60
Rice flour	3 75	3 90
Hominy grits, 98 lbs.	5 75	6 50
Hominy, pearl, 98 lbs.	4 75	5 00
Graham flour	5 50	5 60
Oatmeal (standard-granulated and fine)	4 75	4 90
Oatmeal (packages) fine cut		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 00	4 25
Rolled oats (family pack.), case		5 60

Rolled oats (small size), case ..	2 00
Rolled wheat (100-lb. bbls.)....	7 10 8 00
Porridge Wheat—	
Packages, 36 in case .....	6 00
Packages, 20 in case (family pack.) .....	5 80
Rye flour (Can.), 98 lbs. ...	5 75 6 05 6 25
Tapioca flour, lb. ....	0 15 0 16

**Feeds Firmer; Gluten up \$2.00**

**Montreal**  
**FEEDS**—The announcement that flour orders were to be distributed will help out the feed situation somewhat, for there was a real shortage of bran and shorts. These are still available in fair quantities and while there are no quotable changes this week, the trade are getting in some cases, it is said, \$48 per ton for shorts. Those anxious to get supplies are apparently willing to pay a premium if this will put a deal over.

Gluten feeds are advanced \$2 per ton, this being a reflection of the corn market.

<b>Shorts—</b>	
Mixed cars .....	44 25
Straight cars .....	46 50
<b>Bran—</b>	
Mixed cars .....	42 25
Straight cars .....	44 00 45 00
Crushed oats .....	54 00 60 00
Barley chop .....	50 00 58 00
<b>Gluten Feed (22% Protein)—</b>	
F.O.B. Cardinal .....	54 00
F.O.B. Fort William .....	50 00

**Flour Orders Helping Millers**

**Montreal**  
**FLOUR**—While the millers would like to have received larger allotments of flour orders, they are fairly well pleased with the placing of the recent order for 750,000 barrels. This will help matters considerably and in addition to the increased activity in the mills, a much-needed improvement will be made possible in the supply of bran and shorts. It is reported that winter wheat flours are in demand on an improved scale.

<b>Wheat Flours—</b>	
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

**Good Hay, \$30.00; Oats Are Holding**

**Montreal**  
**HAY AND FEED**—Scarcity of hay has been responsible for a stiff advance of price this week, number one grade going to \$30 per ton. Other grades have advanced too, and straw is up one dollar to \$11. There is still considerable fluctuation in the price basis for oats and barley, but the quotations of last week are in effect yet.

<b>Hay, Straw, Grain (wholesale prices in car lots)—</b>	
Good No. 1, per 2,000-lb. ton ..	\$30 00
Do., No. 2 .....	28 00
Do., No. 3 .....	22 00
Straw .....	11 00
<b>Oats—</b>	
No. 2 C.W. (34 lbs.) .....	0 86 1/2
No. 3 C.W. ....	0 82 1/2
Extra feed .....	0 82 1/2

No. 1 feed .....	0 80
No. 2 feed .....	0 76 1/2
<b>Barley—</b>	
No. 3 Extra .....	1 21

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

**Strawberries, 20c; Cocoanuts Are In**

**Montreal**  
**FRUITS**—Great activity is expected this week in fruit selling, and oranges, bananas, pineapples, strawberries and grapefruit will bulk large among the popular sellers. Apples, notwithstanding their already high price, continue to advance, and best Spies are selling at \$14 per barrel, while boxed apples are up per again. Cocoanuts are on the market at \$7 per sack and pineapples at \$8, while strawberries are much freer and are quoted at 20c per box.

<b>Apples—</b>		<b>Per Barrel</b>
Ben Davis .....	9 00	9 00
Baldwins .....	9 50	9 50
Baldwins, No. 1 .....	9 00	10 00
Greenings .....	9 00	10 00
Spies .....	12 00	14 00
Russets .....	9 00	10 00
Kings, No. 1 .....	9 00	10 00
Apples (in boxes) .....	5 50	5 50
Winesaps (box) .....	5 50	5 50
Rome Beauty .....	5 75	5 75
Newton Pippins .....	4 75	4 75
Bananas (fancy large), bunch ..	5 50	6 00
Bananas, Florida .....	3 00	3 00
Cocoanuts, sack .....	7 00	7 00
Do., gal. ....	1 00	1 25
Grapefruit (fancy Porto Rico) ..	4 50	4 25
Lemons (fancy new Malagas) ..	6 00	6 00
Lemons (California) .....	4 25	4 25
Pears, Cal., eating, small box ..	4 00	4 00
Pears, California (110 size) .....	5 50	5 50
Oranges, Porto Rico .....	4 50	5 00
Oranges, Florida .....	5 00	5 00
Oranges, Cal. navels, 126 .....	6 00	6 00
Do., 150 .....	6 25	6 25
Do., 176 .....	6 50	6 50
Do., 200-216 .....	6 50	6 50
Tangerines, half boxes .....	4 75	4 75
Blood oranges .....	4 50	4 50
Pineapples (24s to 36s) .....	8 00	8 00
Strawberries (box) .....	0 20	0 20

**Cucumbers Down; Celery, Spinach Up**

**Montreal**  
**VEGETABLES**—Popular demand takes a big lot of lettuce, celery, cucumbers, radishes, etc., these days and the Easter demand will be large for these lines, though not so much so for coarse vegetables. Potatoes, due to the poor roads, are holding firm and are unchanged. Cauliflower is higher, as are also cabbage, celery, mushrooms, spinach and tomatoes. Cucumbers are in better and freer supply and the price has declined to \$2.50 per dozen.

<b>Beans, new string (American)</b>		
basket .....	9 00	10 00
Beets, bag .....	1 00	1 00
Brussels Sprouts (Amer.) .....	0 40	0 40
Cucumbers, Boston (doz.) .....	2 50	2 50
Chickory, doz. ....	3 00	3 00
Cauliflower (imported), doz. ....	5 50	5 50
Cabbage, bbl. ....	3 50	4 00
Cabbage, new, crate .....	4 00	5 00
Carrots, bag .....	2 00	2 00
Celery (Wash.), doz. ....	2 25	2 25
Celery, crates (3-4 doz.) .....	10 00	10 00
Egg plant .....	3 00	4 00
Horseradish, lb. ....	0 20	0 20
Lettuce (curly), box (3 doz.) .....	3 25	3 25
Do., (4 doz.) .....	4 25	4 25
Lettuce, Boston, box .....	4 25	4 25
Leeks .....	3 50	3 50
Mint .....	0 40	0 40
Mushrooms, lb. ....	1 75	1 75
Basket (about 3 lbs.) .....	3 50	3 50
Onions, Can., bag (75 lbs.) .....	3 50	3 50
No. 1 Yellow (75 lbs.) .....	3 50	3 50
No. 1 Red (75 lbs.), crate .....	3 50	3 50
Red, 100 lbs., bag .....	5 00	5 00
Onions, Spring (Imported), doz. ..	0 40	0 40
Oyster Plant .....	1 00	1 00
Parsnips, bag .....	2 50	2 50
Parsley (C.-nadian) .....	0 75	0 75
Parsley (American) .....	2 00	2 00
Potatoes, Montreal (90-lb. bag) ..	1 40	1 40
Potatoes (New Brunswick), bag. 1 50	1 75	1 75
Potatoes (sweet), hamper .....	3 50	3 50
Romane, doz. ....	3 00	3 00
Spinach, box .....	2 00	2 00
Spinach, bbls. ....	6 00	6 00
Turnips, per bag, Montreal .....	1 50	1 50
Turnips, Quebec .....	1 75	1 75
Tomatoes (hothouse), lb. ....	0 40	0 40
Tomatoes, crates (fancy) .....	7 00	8 00

**ONTARIO MARKETS**

**TORONTO, April 15.**—Higher prices on corn syrup and bulk corn starch have been named this week, following the continued strength of the grain market on corn. A reduction of 6c per pound in Napoleon tobacco, 7c per pound on Index, and 8c per pound on Crown has been named. Canned fruits are very scarce and high in price. Jams are enjoying a somewhat larger sale, due to high price of butter, it is indicated.

**Sugar Sales Slightly Better**

**Toronto.**  
**SUGAR**—Refiners report that sales are slightly better, manufacturers doing somewhat larger business, though the movement through retail channels appears rather curtailed yet. Prices show no change and general condition of market reveals little variation.

Atlantic, extra granulated .....	\$10 16
St. Lawrence, extra granulated .....	10 16
Acadia Sugar Refinery, extra granulated. 10 16	10 16
Can. Sugar Refinery, extra granulated ..	10 16
Dom. Sugar Refinery, extra granulated ..	10 16
<b>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.</b>	
<b>Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c.</b>	

barrels, No. 1, 25c; 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.

**Wash Powder Down; Blue Up**

**Toronto.**  
**WASH POWDER, BLUE**—Lower prices have been named in some quarters on Gold Dust Wash Powder, 100 small packages being quoted now at \$5.80 per case; 50 medium packages at \$4.80 and 24 large packages at \$5.70. A price of 24c. per lb. is being quoted on Reckitt's Blue, which it is indicated represents an advance. Jobbers report that they are getting better supplies of gelatine, which has been difficult to secure in sufficient quantities.

## Corn Syrups

### Register Advance

Toronto.  
**MOLASSES, SYRUPS.**—Higher prices have been named on corn syrups this week, following the continued strength of the grain markets. In bulk—barrels, half barrels and kegs—the advance is 1-2c per lb.; in packages or tins, 2 lbs., 5 lbs., 10 lbs., and 20 lbs. The advance is 30c per case. The situation as related to molasses is unchanged, there being a fair movement with prices holding.

Corn Syrups—	
Barrels, about 700 lbs., yellow, per lb.	\$0 06 1/4
Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	5 35
Cases, 5-lb. tins, white, 1 doz. in case	6 00
Cases, 10-lb. tins, white, 1/2 doz. in case	5 70
Cases, 2-lb. tins, yellow, 2 doz. in case	4 90
Cases, 5-lb. tins, yellow, 1 doz. in case	5 50
Cases, 10-lb. tins, yellow, 1/2 doz. in case	5 20
Cane Syrups—	
Barrels and half barrels, lb.	0 08
Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over bbls.	
Cases, 2-lb. tins, 2 doz. in case	7 00
Molasses—	
Fancy Barbadoes, barrels	1 05 1 10
Choice Barbadoes, barrels	0 95 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 doz., Barbadoes	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50
Tins, No. 3, baking grade, case of 2 doz.	4 70
Tins, No. 5, baking grade, case of 1 doz.	3 75
Tins, No. 10, baking grade, case of 1/2 doz.	3 60
West Indies, 1 1/2s. 48s	6 95

## Canned Fruits

### Scarce; Jams Sell

Toronto.  
**CANNED GOODS.**—Indications are that canned goods are becoming very scarce and higher in price. Jobbers report a much better movement of jams and attribute this in a measure to the high price of butter. Canned vegetables generally rule with a slightly firmer undertone.

Salmon—	
Soekeye, 1s, doz.	4 00 4 50
Soekeye, 1/2s, doz.	2 40 2 50
Alaska reds, 1s, doz.	3 75 3 85
Chums, 1-lb. talls	2 35 2 60
Do., 1/2s, doz.	1 35 1 45
Pinks, 1-lb. talls	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. talls	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
Pilchards, 1-lb. talls, doz.	1 90 2 15
Canned Vegetables—	
Beets, 2s.	1 90 2 30
Tomatoes, 2s	1 75 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 tips, doz.	3 42 1/2 3 45
Asparagus butts	2 00 2 02 1/2
Corn, 2s, doz.	
Pumpkins, 2 1/2s	0 90 1 00
Spinach, 2s, doz.	1 90
Do., 2 1/2s, doz.	2 52 1/2 2 80
Do., 10s, doz.	10 00
Succotash, 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 07 1/2
Do., standard, 10s, doz.	4 50 4 52 1/2
Peaches, 2s	2 87 1/2
Pears, 2s	2 35 2 37 1/2
Plums, Lombard, 2s	1 97 1/2 2 23 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
Blueberries, 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.	3 40 3 90
Do., 4s, each	0 98
Gooseberry, 4s, each	0 84
Peach, 4s, each	0 82
Red currants, 16 oz., doz.	3 45
Raspberries, 13 oz., doz.	3 90 4 25
Do., 4s, each	0 98 1 10
Strawberries, 16 oz., doz.	3 90 4 25
Do., 4s, each	1 06 1 10

## Raisins Firm; Dates Coming

Toronto.  
**DRIED FRUITS.**—Firm prices are shown for raisins, some seeded are being bought for this market with stocks of seedless generally small. A further shipment of dates is expected towards the end of this week or first of next, prices remaining the same as for last purchases.

Apples, evaporated, Ontario	0 16 1/2 0 17
Apricots, unpitted	0 16 1/2
Do., fancy, 25s	0 30
Do., choice, 25s	0 23 0 27
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, resaloned, lb.	0 30
Cherries, 2s	2 75 2 90
Dates—	
Excelsior, kgs., 3 doz. in case	7 00
Dromedary dates, 3 doz. in case	3 00
Figs—	
Taps, lb.	0 13 0 14
Malagas, lb.	0 09 0 10
Comadre figs, mats, lb.	0 13 0 14
Cal., 4 oz. pkgs., 70s, case	3 00
Cal., 8 oz., 20s, case	3 25
Cal., 10 oz., 12s, case	3 25
Prunes—	
30-40s, per lb.	0 19
40-50s, per lb.	0 19
50-60s, per lb.	0 16 1/2 0 18
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 09 1/2 0 10 1/2
Peaches—	
Standard, 25-lb. box, peeled	0 24
Choice, 25-lb. box, peeled	0 25
Fancy, 25-lb. boxes	0 22
Practically peeled, 25-lb. boxes	0 22 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 18
Seedless, 15 oz. packets	0 16
Seeded, fancy, 1-lb. packets	0 15 1/2
Seeded, 15 oz. packets	0 15
Seedless, Thompson's, bulk	0 16
Seedless, 16-oz. packets	0 16
Do., Bakers, Thompson's, 50s	0 16
1 Crown Muscatels, 25s	0 13

## Tea Outlook Shows Little Change

Toronto.  
**TEAS.**—The outlook is really little different from that reported last week. There is a fair amount of business being passed and good teas are reported quite scarce. Prices are unchanged with market firm.

Pekoe Souchongs	0 46 0 48
Pekoes	0 48 0 50
Broken Pekoes	0 50 0 50
Orange Pekoes	0 50 0 50
Broken Orange Pekoes	0 50 0 50

Javas—	
Broken Pekoes	0 45 0 48
Japans and Chinas—	
Early pickings, Japans	0 50
Second pickings	0 40 0 48
Hyson Thirds, lb.	0 40 0 48
Do., Seconds	0 50 0 55
Do., sifted	0 50 0 62

## Coffee Holds At Firm Levels

Toronto.  
**COFFEE.**—Firm prices have been generally maintained on coffee and no indication of any easing away has revealed itself. Stocks are none too heavy and demand quite satisfactory.

Coffee—	
Java, Private Estate	\$ 00 48
Java, Old Government, lb.	0 45 0 48
Bogotas, lb.	0 42 0 45
Guatemala, lb.	0 42 0 44
Mexican	0 42 0 44
Mañacabo, lb.	0 39 0 41
Jamaica, lb.	0 36 0 38
Blue Mountain Jamaica	0 42
Mocha, lb.	0 44 0 46
Mocha, Arabian, lb.	0 46 0 48
Rio, lb.	0 30 0 32
Santos, lb.	0 37 0 38
Santos, Bourbon, lb.	0 38
Ceylon, Plantation, lb.	0 44 0 45
Chicoery, lb.	0 30
Cocoa—	
Pure, lb.	0 21 0 28
Sweet, lb.	0 24 0 28

## Spices Show Little of Interest

Toronto.  
**SPICES.**—Trade runs along quietly through jobbing channels, no particular interest in any commodity being manifested. Prices are without quotable change, but there is still an easy undertone, due to a disposition in some quarters to make concessions with a view to moving stocks more quickly.

Allspice	0 18 0 25
Cassia	0 33 0 45
Cinnamon	0 45 0 50
Cayenne	0 30 0 35
Cloves	0 65 0 80
Ginger	0 30 0 45
Herbs — sage, thyme, parsley, mint, savory, Marjoram	
Pastry	0 28 0 40
Pickling spice	0 22 0 30
Mace	0 90 1 10
Peppers, black	0 42 0 44
Peppers, white	0 49 0 53
Paprika, lb.	0 60 0 65
Nutmegs, select, whole, 100s	0 45 0 50
Do., 80s	0 55
Do., 64s	0 60 0 65
Mustard seed, whole	0 40 0 45
Oelery seed, whole	0 25 0 30
Coriander, whole	0 70 0 75
Carraway seed, whole	0 70 0 75
Tumeric	0 30
Cream of Tartar—	
French, pure	0 80 0 85
American high test	2 00
2-oz. packages, doz.	3 50
4-oz. packages, doz.	3 50
3 oz. tins, doz.	0 75

## Flour Outlook Somewhat Better

Toronto.  
**FLOUR.**—There seems to be a somewhat better tone in milling circles this week, not from actual business so far placed, but the feeling seems to be that improvement may be expected in volume of flour orders allotted from now forward.

FLOUR	
Government Standard, 74% Extraction.	
Manitoba Wheat Flour, in earload shipments, on track, bbl.	\$11 25

**Mill Feeds**

**Situation Improves**

Toronto.

MILL FEEDS.—The probability of better supplies of mill feeds depends on the question of whether larger flour orders are placed, and as these latter seem to be coming, the situation in regard to feeds is that much better. Supplies as yet are small.

	In carlots, track
Bran, per ton	\$42 25 \$45 00
Shorts, per ton	44 25 47 00

**Undertone to Cereal**

**Market Better**

Toronto.

CEREALS.—There is evident a somewhat better feeling in regard to cereals generally. Rolled oats hold at unchanged figures, with the demand still confined to immediate requirements. Corn products are strong, and a fair amount of orders being handled.

	Single Bag Lot	F.o.b. Toronto
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	5 25	5 40
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		4 85
Hominy, pearl, 98s		4 60
Oatmeal, 98s		4 55
Oat Flour		4 50
Rolls Oats, 90s	4 25	4 50
Rolls 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.

**Nut Markets**

**Maintain Strength**

Toronto.

NUTS.—The undertone to the market remains firm with little new in the situation locally. Stocks here are by no means heavy but are considered ample for present requirements.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.		0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenoble, lb.	0 38	0 30
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 19	0 20
Peanuts, lb.		0 30
Cocanuts, Jamaica, sack		10 00
Peanuts, Jumbo, roasted	0 18	0 20
Brasil nuts, lb.		
Shelled—		
Almonds, lb.	0 50	0 52
Filberts, lb.	0 39	0 45
Walnuts, lb.	0 80	0 85
Peanuts, Spanish, lb.	0 16	0 17
Do., Chinese, 30-32 to oz.	0 14	0 15
Brasil nuts, lb.		0 85

**Firmer Undertone**

**Shown in Rices**

Toronto.

RICES.—A firmer undertone has developed in the rice market, due largely to the inquiry for export and actual export business which has developed from the United States. There is no quotable change reported but outlook seems steadier.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	11 00	11 25
Honduras, fancy, per 100 lbs.	12 00	13 50
Siam, fancy, per 100 lbs.	19 50	11 00
Siam, second, per 100 lbs.	19 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00

Japans, second, per 100 lbs.	11 00
Chinese XX, per 100 lbs.	8 75
Do., Simiu	11 00
Do., Mujin, No. 1	10 50
Do., Paking	10 00
Tapioca, per lb.	0 11 1/2
White Sago	0 11 1/2

**More Activity**

**Noted in Beans**

Toronto.

BEANS.—A better movement of beans to the trade is reported and sales are considered quite satisfactory. Prices are steady but without change.

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

**Bulk Starch Up;**

**Packages Unchanged**

Toronto.

PACKAGE GOODS.—Bulk corn starch has shown a slight advance this week, the stronger corn markets being responsible. No change has been made in the packages as yet. The other lines of package goods remain firm and unchanged.

PACKAGE GOODS	
Rolls Oats, 20s round, case	\$5 60
Do., Do., 20s square, case	5 10
Do., Do., 36s, case	4 00
Do., Do., 18s, case	2 00
Corn Flakes, 36s, case	4 00
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
Wheat Flakes, 24s	5 20
Cornstarch, No. 1, lb. cartons	0 11
Do., No. 2, lb. cartons	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 20

**Honey Quiet; Some**

**Maple Syrup Offered**

Toronto.

HONEY, MAPLE SYRUP.—Business in honey is small with the market ruling with a weak undertone. There is a little maple syrup coming but the amount is small and hardly a marketable factor as yet.

Honey—	
Clover—	
10-lb. tins	0 25
60-lb. tins	0 24
Buckwheat, 60-lb. tins, lb.	0 20
Comb. No. 1, fancy, doz.	8 75
Do., No. 2, doz.	8 00
Maple Syrup—	
8 1/2-lb. tins, 10 to case, case	15 75
Wine qt. tins, 24 to case, case	14 00
Wine 1/2 gal. tins, 12 to case, case	14 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

**No Tasmania Apples;**

**Grapefruit Firm**

Toronto.

FRUITS.—Latest advices indicate that efforts to secure Tasmania apples for this market have proved of no avail owing to lack of shipping space. Wine-saps from coast are practically done for this market with prices on available stocks very high. The market on grapefruit is strong, there being no dependence placed on Cuban owing to irregularity of shipments and Porto Rico stock being too weak to come. Bananas are a little easier at primary points owing to freer supplies, but locally the market is unchanged as yet. Oranges are

unchanged. Valencias are now arriving and show very good color and quality. Lemons may show some further strength, depending largely on how balance of California crop turns out. Italian are very high and none offering on this market. Strawberries are not turning out overly well, the rains in producing centres affecting keeping qualities. This factor combined with Easter demand is tending to send prices up. The price for the season will largely depend on the quality of the crop.

Do., Winesaps, box	\$5 25	\$5 50	
Do., Spys, box	4 00	4 50	
Do., in barrels	No. 1	No. 2	No. 3
Spys	12 00	11 00	
Bananas, per lb.			0 07 1/2
Grapefruit—			
Florida, 54s			5 75
Do., 64s	6 25		6 50
Do., 70s			6 50
Do., 80s			7 50
Cuban, 46s, 54s	4 75		5 00
Do., 64s	5 50		5 75
Do., 70s, 80s	5 75		6 00
Oranges—			
California navels, 100s	5 00		5 25
Do., 126s	5 50		5 75
Do., 150s	6 00		6 50
Do., 176s			7 00
Do., 200s, 216s, 250s	7 00		7 50
Do., 288s			7 00
Lemons, Cal., 300s, case	4 25		4 75
Pineapples—			
Porto Rico, 24s, 30s, case			9 00
Do., 36s, case			8 50
Strawberries, pint, 24 to case	0 20		0 21

**Cabbage High;**

**Potatoes Move Up**

Toronto.

VEGETABLES.—Indications are that practically all old cabbage is done and new arrivals from the South seem somewhat late. Some California are expected next week. All signs now point to very high prices. Potatoes are again on the upward move, Ontario being quoted at \$1.75 early in the week, with \$2 mentioned as probable figure by Saturday. American buyers have resumed operations here and this with difficulty experienced by farmers in marketing owing to bad roads are bullish factors. Florida potatoes are being quoted here but reports on condition of crop are none too optimistic as regards yield and quality. Good quality old onions are selling very well at firm prices, figures quoted varying as to quality. No new onions are expected until Texas arrive along in May, and with Spanish and Egyptian not being offered, prices tend towards high levels and may well stay up. Some efforts were made to secure onions from Australia but prices are considered out of all reason.

Asparagus, Cal., 12 large bunches to case	\$9 00	\$9 50
Beets, bag		1 00
Cabbage, Cal., large crate		5 00
Do., California		4 00
Do., Florida, large crate		7 00
Cauliflower, Cal., standard case		6 75
Do., Oregon, large flat crate, 10 to 18 heads		5 50
Celery, Florida, 3s to 6s	8 00	9 00
Do., Do., 8s	7 00	8 50
Carrots, bag		1 25
Cucumbers, 2 doz. (imported)		6 00
Do., Do., domestic		5 00
Lettuce, head, Cal. Iceberg, 4 to 5 doz. case		5 50
Do., leaf, doz.	0 30	0 35
Onions, Can., Yellow, 75-lb. bag	2 75	2 85
Do., Do., 100-lb. bag		3 75
Do., green Shallots, doz.		1 00
Parsnips, bag		1 00
Peppers, green, doz.	1 00	1 25
Potatoes, Louisiana, hamper		3 50
Potatoes, Ontario, bag		1 75
Tomatoes, Florida, Fancy, case		7 50



Do., Do., choice, case..... 7 00

**Some Lines**

**Tobacco Decline**

Toronto.  
TOBACCO.—W. C. MacDonald Reg'd.

announce a further reduction in three lines of their tobaccos, the lines affected being Napoleon, which declines 6c per pound; Index, which drops 7c per pound, and Crown, which is down 8c per pound.

**WINNIPEG MARKETS**

**W**INNIPEG, April 16.—The general market conditions during the week indicate a very firm feeling in the majority of grocery products. While comparatively few advances have been noted, there is a firm tone that indicates such a possibility.

**Soap Market**

**Holds Very Firm**

Winnipeg.

**SOAP.**—The soap market is very strong with no indication of lower prices. Glycerine, for which big prices were obtained during the war is now unsaleable even at low prices, and this adds to the cost of manufactured soap. There is no prospect of these conditions being materially altered for some time.

**Heavy Demand Likely**

**For Fruit Jars**

Winnipeg.

**FRUIT JARS.**—With the prospect of ample sugar supplies this year, and with the Government urging an increase of food supplies, the number of fruit jars required this year will likely be greatly in excess of last year. Manufacturers advise that a jar shortage in certain districts can be avoided this year if retailers make full preparation now.

**Jams Cleaning Up;**

**Higher Price Likely**

Winnipeg.

**JAMS.**—Raspberry and strawberry jams are reported to be pretty well cleaned up on the primary market and higher prices may be looked for on all lines before the next season's fruit is on the market. A large proportion of the British Columbia strawberry crop has been contracted for by jam manufacturers, the price being no less than 16c per pound. This price would seem to form the basis for prices in the coming season and eliminates much likelihood of lower opening prices.

**Dried Fruits**

**Probably Scarce**

Winnipeg.

**DRIED FRUITS.**—The primary market on dried fruits is bare. Spot stocks of prunes have been cleaned up, due to export demand and the shortage of available supplies. Retailers should get stocks of dried fruits in hand as early as possible as there will undoubtedly be a scarcity before the new crop comes in the fall. Australian currants are ready for shipment though prices have not been quoted as yet. Present prices on all lines of dried fruits do not reflect the condition of the primary market and changes may therefore be expected shortly. There are no raisins to be had in California and the outlook for early fall

shipment of freshly-seeded stock is very discouraging.

Prunes—

40-50s, 25-lb. boxes, per lb. ....	0 21
50-60s, 25-lb. boxes, per lb. ....	0 18½
60-70s, 25-lb. boxes, per lb. ....	0 17½
70-80s, 10-lb. boxes, per lb. ....	0 17½
80-90s, 25-lb. boxes, per lb. ....	0 15½
70-80s, 25-lb. boxes, per lb. ....	0 16½
Pears, choice, 10-lb. boxes, faced, lb. ....	0 20
Evaporated Apples, Ontario, 50s. ....	0 16½
Peaches, choice, 25-lb. boxes ....	0 20½
Apricots, choice, 25-lb. boxes ....	0 20½
Do., standard, 25-lb. boxes ....	0 24

Raisins—

Muscateles—	
1 Crown, 25-lb. boxes ....	0 12½
Seeded—Bulk, 25-lb. boxes ....	0 12½

**Increased Demand**

**For Canned Goods**

Winnipeg.

**CANNED GOODS.**—The demand for canned fruits is increasing as the stocks of home-preserved fruits are running low. Cannors state that present stocks of canned fruit will not last until the new pack comes in, especially in view of the increasing export demand. In the United States stocks are cleaned up and this situation may prevail in Canada shortly should the present export demand continue.

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
Salmon—	
Chums, 48 x 1-lb. talls .....	8 40
Pinks, 48 x 1-lb. talls .....	9 75
Cohoos, 48 x 1-lb. talls .....	13 75
Sockeye, 48 x 1-lb. talls .....	16 25
Pinks, 48 x 1-lb. ....	9 85
Sardines—	
100 x ¼s .....	7 05

**Coffee Market**

**in Firm Position**

Winnipeg.

**COFFEE.**—The coffee market continues to show strength as noted last week, as compared with the weakness demonstrated in previous weeks. Prices this week are unchanged, with nothing evident to warrant any decline from the present firmness.

Green Coffee—

Rio, No. 7 .....	0 22	0 23
Santos, fine old crop .....	0 29	0 31
Roubron .....	0 29	
Mexican .....	0 34	
Bogota A .....	0 34	
Costa Rica .....	0 38	

**Tea Prices Firm**

**No Declines Likely**

Winnipeg.

**TEA.**—This market continues very firm and there is nothing to warrant a decline. Any possible change would be in an upward direction.

Black, Bulk—

Broken Pekoe, chests, lb. ....	0 43
Do., Orange Pekoe, chests, lb. ....	0 46
Less than chests, one cent per pound more.	
Choice broken Pekoe, black, 30 x 3-lb. wooden boxes, lb. ....	0 50

**Rice Situation**

**Very Uncertain**

Winnipeg.

**RICE.**—A serious shortage of rice is said to exist in the Far East, with the result that Japan has been forced to introduce "riceless" days. Crop prospects in Indo-China are said to be very doubtful. In Canada the situation is governed largely by supplies on hand at the coast mills and in jobbers' hands, and it is more or less uncertain. Good quality rice is being rapidly cleaned up and importers are keeping their buying down to a minimum. High prices on rice are forecast by those in touch with the Canadian situation.

Rice—

Extra fancy, Japan, 100-lb. bags .....	0 13½
Fancy Japan, 100-lb. bags .....	0 12½
Siam, 100-lb. bags .....	0 08½
Tapioea, lb. ....	0 12½
Sago, lb., in sacks .....	0 10½
Less quantities .....	0 10½

**Bean Demand Good;**

**No Declines Likely**

Winnipeg.

**BEANS.**—The bean market continues to show firmness. Prices are unchanged this week though higher prices may be looked for when the consumption increases. No decline from the present firmness is anticipated. Present quotations: Beans, fancy white, \$4.35 bushel.

**No Declines Likely**

**in Mill Feeds**

Winnipeg.

**FLOUR, FEEDS, CEREALS.**—Western mills will be running for about ten days only from present prospects. An official at Ottawa has made the statement that feed prices will drop shortly. Local millers report that at present there is no indication to warrant any decline. A slight increase has been made in price of cornmeal in 98's.

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, pkg., 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

Continued on page 45

# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., April 15.—There has been a sharp advance in dried fruit lines of late. Sixty seventy prunes are selling at \$17.50. Choice peaches, \$29.50. Choice apricots, \$27.50. California oranges are quoted \$7.25. Florida grapefruit, \$10.50, and California, \$4.50. Bananas, 9 cents a pound. Boxed apples, \$4.25 to \$4.75. Corn syrup, 50c case. Cars of fruit jars are arriving. The first shipment Old Country cocoa arrived today from Bournville. Local rhubarb sells at \$1.10 per dozen one pound bunches. Local radishes, 55c per dozen bunches. Local green onions, 30c. Spinach five half per pound. Japanese marmalade oranges are a glut on the market, having arrived too late and demand very light.

### BRITISH COLUMBIA:

Sugar, granulat. d	\$10 06
Do., yellow	9 40
Do., icing	10 45
Roll'd oats, 83s, each	4 40
Flour, Govt. standard, 24s	11 40
49s	11 00
98s	10 80
Cornflour, 98c, per bbl.	13 50
Cornmeal, 98s	11 50
Barley, pot, 98s	0 06
Do., pearl	0 06½
Beans, lima, Manchurian, 100s.	0 12
Do., lima, California	0 12½
Do., white, 100s	0 07½
Do., Kotenashi, 100s	0 07
Rice, Siam, No. 1, per ton	160 00
Do., Do., No. 2, per ton	170 00
Do., China, No. 1, per 40 mats	140 00
Do., Do., No. 2, per 40 mats	210 00
Do., California	0 10
Tapioca, 140s	0 10
Sago, 140s	2 00
Canned tomatoes, 2½s, doz.	1 75
Do., peas, stand., 2s, doz.	1 90
Do., early June, 2s, doz.	2 35
Do., corn, 2s, doz.	2 25
Do., beans, green, doz.	2 25
Do., D., yellow	4 10
Do., raspberries, 2s, doz.	4 25
Do., strawberries, 2s, doz.	3 50
Do., peaches, 2½s, doz.	2 10
Do., plums, 2s, doz.	3 25
Do., ph. apple, 2s, doz.	1 40
Do., p. apple, 2½s, doz.	1 40
Do., salmon, sockeye, 1s, tall, per case	17 50
Do., cohoes	14 00
Do., pinks	9 50
Do., chums	9 50
Do., pilchards	7 50
<b>Dried Fruits—</b>	
Choice peaches, 25s	0 29½
Do., apricots	0 27½
Do., apples	0 21
Prunes, 60-70	0 17½
Oranges, run, per case	7 25
Grapefruit, Florida	10 50
Grapefruit, California	4 50
California	3 75
Bananas, lb.	0 09
Apples, Yellow Newtons, per box	4 25
Do., Winesaps, per box	4 25

### PRODUCE

Dressed hogs	0 25	0 28½
Breakfast bacon, medium	0 40	0 49½
Lemons, per case	5 00	5 50
Hams, medium	0 40	0 40
Pure lard, tierce basis	0 33½	0 33½
Do., compound	0 25	0 25
Butter, New Zealand prints	0 64	0 64
Do., Alberta Cr., prints	0 64	0 64
Margarine, prints	0 34½	0 34½
Eggs, fresh	0 25	0 25
Do., storage	0 25	0 25
Cheese, large	0 32	0 32
Do., twins	0 32	0 32
Potatoes, Lillooet, per ton	36 00	36 00
<b>Fish—</b>		
Frozen Halibut, per lb.	0 15	0 17
Salmon, Qualla, per lb.	0 10	0 10
Salmon, Cohoe, per lb.	0 16	0 16

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., April 15.—Corn syrups are up 30 cents case. One brand of molasses is higher this week, while another brand is slightly lower. Lobster quarters are quoted at \$2.40 to \$2.75; halves, \$3.75 to \$4.00. Number one creamery butter is now 59c and very scarce. Lard again advanced, threes, \$9.50. The local market is bare of Ontario cheese. New laid eggs, \$12.50. Back bacon and cooked hams are up one cent. Second car Louisiana strawberries is due to-morrow and is quoted \$7.00 crate. Evaporated peaches, \$23.00. Choice raisins climbing steadily.

Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.	10 50	10 50
Roll'd oats, 80s	3 65	3 75
Rice, Siam, cwt.	8 30	9 50
Rice, China mat., No. 1	4 80	4 80
Do., No. 2	4 10	4 10
Tapioca, lb.	0 11	0 12½
Sago, lb.	0 11	0 12½
Sugar, pure cane, granulated, cwt.	11 02	11 02
Cheese, No. 1, Ontario, large	0 31	0 32
Butter, creamery, lb.	0 59	0 59
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	19 50	19 50
Eggs, new-laid, local	12 50	12 50
Tomatoes, 2½s, stand. case	3 60	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Apples, gala., 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	6 40
Apples, evaporated, 50s, lb.	0 18	0 18
Do., 25s, lb.	0 18½	0 18½
Apricots, evaporated, lb.	0 25	0 25
Peaches, evaporated, lb.	0 23	0 23
Prunes, 90-100s	0 16½	0 16½
Do., 60-70s	0 21	0 21
Do., 40-50s	0 21	0 21
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	10 50	10 75
Do., halves	18 00	18 50
Potatoes, per ton	30 00	32 00
Oranges, navels	6 00	7 75
Lemons, case	6 00	6 50
Grapefruit	7 50	8 50

## Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., April 15.—The notable feature of the market this week is firm tendency of all produce prices. Creamery butter advanced to sixty cents, where it remains. There is heavy demand for export. Eggs, despite opening up of spring, have gone from 38 to 40 cents per dozen. There is no immediate prospect of lower milk prices. Strawberries arrived on the market this week and are commanding 30 cents pint. Rhubarb, green onions, and other fresh vegetables from Washington have also made their appearance. Staple lines of groceries are unchanged.

Beans, small white Japans, bu.	4 50
Beans, Lima, per lb.	0 12½
Roll'd 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 50
Lard, pure, 3s, per case	19 35
Bacon, lb.	0 47
Eggs, new-laid	0 38
Tomatoes, 2s, 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	7 50
Grapefruit	6 50
California oranges	5 75
Pineapples	8 00
Lemons	8 00

## New Brunswick Markets

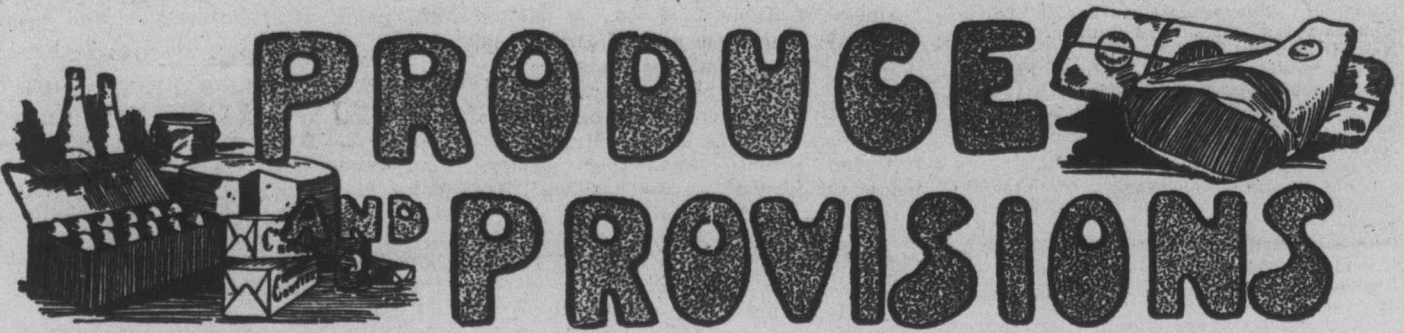
FROM ST. JOHN, BY WIRE.

St. John, N.B., April 15.—Butter still continues to advance. Creamery is now quoted at 65c, dairy butter at 60c, tub 55c to 60c. Lard is higher, pure, 32c; compound, 28½c case. Eggs easier and are selling at 40c. Breakfast bacon is quoted at 38c to 40c. Lemons are lower and are quoted at \$6.00. Oranges, \$6.00 to \$7.50. Grapefruit, \$6.00. Bananas, 10c. Apples, \$5.50 to \$5.75.

### ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	\$12 50
Cornmeal, gran., bags	5 75
Cornmeal, ordinary, bags	3 60
Rice, Siam, per 100	8 75
Molasses	0 88

Continued on page 45



# PRODUCE AND PROVISIONS

## Manitoba Passes Bill to Regulate Produce Trade

Produce Merchant Must Be Bonded, and Pay a Yearly License Fee—Must Make Weekly Returns of All Produce Shipments Consigned to Him For Sale

**T**HE Provincial Legislature of Manitoba, at its present session, considered an act known as "An Act for the Regulation and Licensing of Produce Dealers." This bill was assented to on March 15, and becomes effective 60 days later, or on May 13, 1919.

The principal clauses of the bill are as follows:

### Terms of the Bill

Any person desiring to carry on the business of a produce dealer in Manitoba shall make application in writing to the Minister for a license under this Act, stating the locality or address where he intends to carry on such business.

Where the application is approved the applicant to carry on the business of three thousand dollars to His Majesty with sufficient surety or sureties conditioned as set forth in schedule B to this Act or to the like effect.

The Minister may at any time require such additional bond to be given as he deems necessary.

Upon the execution of such bond to the satisfaction of the Minister and upon payment of the license fee of ten dollars the Minister shall issue a license to the applicant to carry on the business of produce dealer until the expiration of the current license year.

No person shall act or engage in business within Manitoba as a produce dealer without having a valid and subsisting license from the Minister and otherwise complying with the provisions of this Act.

Every license issued under this Act shall expire on the thirty-first day of March following the date when same is granted and shall be renewable from year to year on payment of a fee of \$10 and on compliance with all the provisions of this Act.

Whenever a consignment of produce is received by a produce dealer, he shall immediately give same a special number and shall immediately open a special account in his books covering same.

Whenever any produce dealer sells all or a portion of any produce consigned to him to be sold on account or on

commission he shall render a true statement in writing to the consignor within seven days of such sale showing—

- (a) What portion of the consignment has been sold;
- (b) the price received therefor;
- (c) the date when sale was made.

Whenever any produce dealer buys any produce consigned to him he shall render a true statement in writing to the vendor within seven days of the receipt by him of said produce, showing the date of receipt and the quantities and kinds of produce received.

Whenever any consignor who has sold or consigned produce to a produce dealer to be sold on account or on commission, after having made demand therefor, receives no remittance or report of sale, or if in any case after report is made the vendor or consignor is dissatisfied with the report, he may make a complaint in writing certified by affidavit or statutory declaration to the Minister, who shall thereupon cause investigation of the same.

## Retail Merchants Favor Margarine

Resolutions From All Parts of Canada Show That Merchants Favor Continuance of Sale of Margarine

The grocers' section of the Ottawa branch of the Retail Merchants' Association had a meeting recently to consider the question of oleomargarine, and passed a resolution favoring its admission. The Dominion Board of the Association has issued a memorandum on the matter, containing opinion received from the retail grocers in the different provinces of Canada on the matter. The memorandum is as follows:

### RESOLUTION FOR PROVINCIAL BRANCHES R.M.A.

#### British Columbia:

The retail grocers of British Columbia emphatically protest against the proposal to prohibit the manufacture or importation of oleomargarine. They say that butter is selling there at seventy cents per pound, and that the exportation of butter has increased the price to the consumers by fif-

The Minister may compel the produce dealer to produce his books and records and other memoranda, and give all information in his possession regarding the matter of such complaint, including the names of persons to whom the produce was sold if a sale thereof has been made.

Immediately after the investigation the Minister shall render to the complainant a written report of the investigation, which shall be prima-facie evidence of the matter therein contained.

If at any time the Minister ascertains that it is in the public interest that any license under this Act should be suspended or revoked, he may so recommend to the Lieutenant-Governor-in-Council, who may suspend or revoke such license. While said license is suspended or revoked the person named in said license shall in all respects be deemed not to be the holder of a license under this Act, and he shall in addition be liable to all the penalties and punishments provided by this Act.

Every person guilty of an infraction of, or failing to comply with the requirements of this Act or of any rule or regulation made under this Act, shall upon summary conviction, in addition to any other punishment provided by law, be liable to a penalty of not more than one thousand dollars and to imprisonment for not more than one year.

teen cents a pound, and the Retail Merchants' Association of Canada must do all they can to protect the public.

#### Alberta:

There is not much oleomargarine used in this Province, but they are in favor of its importation and manufacture in Canada.

#### Saskatchewan:

Very little oleomargarine is used in this Province, but the retail grocers do not favor the prohibition of oleomargarine.

#### Manitoba:

The retail grocers in Manitoba are unanimously in favor of allowing the manufacture and importation of oleomargarine.

#### Ontario:

Out of eleven thousand circulars sent out to the retail grocery trade requesting an expression of opinion, 10,962 want the Government to allow oleomargarine to be imported, manufactured and sold in Canada.

#### Quebec:

The retail grocery trade is strongly in

favor of allowing oleomargarine to be manufactured and sold in Canada.

#### New Brunswick:

The retail grocers in this Province unanimously support the view that oleomargarine should be manufactured and imported in Canada.

#### Nova Scotia:

The retail grocers strongly oppose any attempt by the Government to interfere with the manufacture and sale of oleomargarine in Canada.

#### Prince Edward Island:

Very little oleomargarine is sold in this Province, but they are opposed to any unnecessary restrictions on trade.

In a conversation which the representative of the GROCER had with Hon. Mr. Crerar, Minister of Agriculture, he expressed the opinion that the legislation would be re-enacted.

The R. M. A. is favoring the bill introduced in the House to have Thanksgiving Day and Peace Day on the second Monday in November.

### PROTEST AGAINST SLAUGHTERING OF CALVES

Investigation into charges of undue slaughtering of calves in Essex County and throughout the province is being conducted by the Border Cities Retail Merchants' Association comprising Ford, Walkerville, Sandwich, Windsor and Ojibway.

Fear of a beef shortage, and a consequent heavy increase in cost is the impelling motive.

A special committee appointed some time ago to conduct an inquiry into the situation has reported the allegations based on fact, with the result that Secretary T. C. Ray is now in communication with the livestock department at Ottawa ascertaining accurate data relative to the number of cattle in the province at the present time as compared with the time immediately before the outbreak of war.

### ASK GOVERNMENT AID TO SELL FROZEN BEEF

Ottawa.—A delegation from the frozen meat industry, particularly from the West, have been interviewing the Government with a view to securing markets for the forty million pounds of frozen beef stored in Canada. Stocks in Great Britain are very large, owing to accumulations made on the expectation that the war would continue. It is probable that Trade Commissioner H. B. Thomson will go to Europe shortly to see if anything can be done to handle this and other matters of a pressing character.

### MAY ESTABLISH CANADIAN FACTORY

J. R. Crosher, head of the firm of Tuxford & Nephews, Melton Mowbray, England, was in Montreal last week conferring with their Canadian agent for Eastern Canada, A. Charles Chapman, relative to establishing a branch factory in Canada. This firm makes English Stilton cheese and the possibilities of development in Canada were discussed.

The Tuxford & Nephews Company also make a line of pies, plum puddings and preserved meats, having purchased the

business of Tebbutt & Co., of Melton Mowbray, some time ago. If established, it is understood that the Canadian factory would make cheese of the special variety this firm makes in England, and other lines might be added. Mr. Crosher left for Toronto and other Western points the first of the week, and will return by way of New York.

### MAY BE EXPORTED WITHOUT LICENSE

The following goods of interest to the grocery trade can now be exported from the United Kingdom without any license or guarantee: Brushes of all kinds, earthenware, flower seeds, except seeds of oil-bearing plants, glassware, mineral waters (unsweetened), essential oils, peel of citrus fruits in brine, salt and table salt, tobacco pipes, toilet preparations, including soap, truffles (fresh or preserved), and wine of all kinds.

### INDIA'S SUGAR PRODUCTION INCREASES

British India's sugar cane acreage is from 6 to 10 per cent. larger, according to the second official crop estimate for 1917-18. This forecast is based on reports furnished by provinces that contain 99 per cent. of the sugar area of India, and these reports indicate an acreage for the crop of 2,565,000, as against an estimated 2,340,000 acres at the corresponding date a year ago, an increase of 10 per cent. As compared with the final estimate (2,414,000 acres) for 1916-17, the present estimate shows an increase of 6 per cent.

The Indian "Trade Journal" states that, while the crop was affected to a certain extent by heavy rain and floods in low-lying areas in parts of the united provinces, the Punjab and Bengal, and by disease and insect pests in some of the eastern districts of the United provinces, the prospects of the crop, on the whole, are good.

### BRITISH GOVERNMENT SAID TO HAVE BOUGHT MOST SEEDLESS RAISINS

It is stated that the British Government has bought very heavily of California seedless raisins, and as a consequence prices therefore have advanced one cent. It is probable that this advance will be followed by an increase of price by the wholesalers and the market, in any case is considered firm.

In a general way the dried fruit markets are firm and well maintained, and evaporated apples, having been purchased to the extent, it is said, of 2,000,000 pounds, there is every likelihood of prices for these being firm.

### JAPANESE FISHING INTERESTS ENTER B. C. MARKET

Vancouver, B.C., March 11 (Special).—It has been reported here that shortly Japanese interests will start shipping frozen halibut from Japan to Canada. It is said that halibut can be bought there for twenty-five cents a head. While this may be somewhat exaggerated, it will serve to show the way the Japanese

are going after business on the coast here.

### THE RETAILER'S BEST ASSET

Writing to CANADIAN GROCER recently, W. B. Cort, Dauphin, Man., who had discontinued his subscription, said: "As I am interested in the CANADIAN GROCER, I feel it only right to myself and to you to explain why I have discontinued taking your paper.

"It is not because CANADIAN GROCER has become uninteresting. Far be it from that. CANADIAN GROCER has made me too much money for me to say that. If CANADIAN GROCER'S subscription were \$15.00 per annum or even more I would still be a subscriber, as I consider it is one of the grocer's best assets. At least I have found it so. I can therefore thoroughly recommend same to any retailer whether in business for himself or otherwise. It is a paper worth reading. My reason for discontinuing is simply because I am discontinuing business for about twelve months. Immediately upon my going into business again my subscription will be renewed."

### BRITAIN TO TAX FOREIGN FOODS

The British Government has decided to tax food, the "Nation" asserts, and it proposes, the journal declares, to give preference on articles which now pay customs duties, provided they are either produced or manufactured in British possessions.

This implies, says the "Nation," that the Government means to tax foreign sugar, coffee, raisins and dried fruits.

### REGINA MERCHANTS ASK FOR EARLY CLOSING

At a meeting of the Regina retail merchants, a vote was taken on the question of closing at six o'clock on Saturday evenings and the decision in favor of the move was unanimous. Committees were appointed to circulate petitions in all trades and an effort will be made to have a by-law passed which will make this hour general. Regina wholesalers and retailers have completed an important agreement by which in future the hotels from now on must buy from retailers only. The Provincial Retail Merchants' Association convention will be held in Regina on May 13, 14 and 15, and steps are being taken to provide something in the nature of a merchandising course, lectures and training for the use of merchants and their associates.

Gottesman & Gordon, groceries and meats, Welland, have dissolved partnership, Mr. Gottesman continuing.

A new grocery store will be opened at 412 Montreal street, corner Stephen street, on Tuesday next, under the proprietorship of J. Rose.

Nap. Morrisette, who has been in the retail business in Montreal for the past 18 years, is opening an office as a manufacturers' agent on May 1 at 18 Jacques Square.

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

**M**ONTREAL, April 15.—Higher prices have been named on lard, quotations going up 1/2c per pound. A general advance of 1c per pound in all lines of poultry has been made. Smoked hams are higher, and roast hams have moved up. Eggs are active. Butter is still higher. Fish are in good supply and selling freely.

### Hogs and Beef Holding Firm

**FRESH MEATS.**—The market is supplied with but limited quantities of cattle and hogs, and these are quickly picked up. This means that prices are fully maintained, for there are many buyers and these are willing to pay full prices. Changes for the week are confined to a narrowing of the range of prices for calves and a widening of that for lambs and sheep.

<b>Hogs, Dressed—</b>		
Abattoir killed, small	\$28 50	\$29 00
Sows	27 50	28 00
Hogs (country dressed)	27 00	27 50
Hogs, live	20 50	21 00

<b>Fresh Pork—</b>		
Leg of pork	0 36	
Leg of pork (trimmed)	0 37	
Loins	0 38	0 40
Tenderloin, lb.	0 46	0 48 1/2
Spare ribs	0 24	
Trimmed shoulders	0 27	0 28

<b>Fresh Beef—</b>			
(Steers and Heifers)		(Cows)	
\$0 29 1/2	\$0 33	Hind quarters	\$0 25 1/2 \$0 28 1/2
0 19 1/2	0 22	Front quarters	0 15 1/2 0 17 1/2
	0 41 1/2	Loins	0 33 1/2 0 36 1/2
	0 31 1/2	Ribs	0 28 1/2 0 29 1/2
0 16 1/2	0 18	Chucks	0 15 1/2 0 15 1/2
0 24 1/2	0 25 1/2	Hips	0 23 1/2 0 23 1/2
Calves (as to grade)			0 17 1/2 0 22
Lambs—fresh killed			0 32 0 37
Sheep			0 20 0 26

### Smoked Hams Are Moved Higher

**CURED MEATS.**—It has not taken long for the higher prices obtaining for pork to make their effect very noticeable and definite on smoked hams. These have advanced this week from 2 to 3 cents per pound. The demand is good and will be this week, prior to Easter.

<b>Cured Meats—</b>		
<b>Hams—</b>		
Medium, smoked, per lb.—		
(Weights) 8-12		\$0 40
12-16		0 38
16-20		0 37
20-35		0 35

<b>Backs—</b>		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47

<b>Bacon—</b>		
Breakfast, per lb. (as to qual.)	0 40	0 45
Roll, per lb.	0 32 1/2	0 33 1/2

<b>Dry Salt Meats—</b>		
Long clear bacon, ton lots	0 25	0 26
Long clear bacon, small lots	0 26	0 27
Fat backs, lb.		0 30

<b>Barrel Pork—</b>		
Canadian short cut (bbl.)		55 00
Clear fat backs (bbl.) (40-50 pieces)		60 00
Do. (30-40 pieces)		59 50
Short cut clear pork (bbl.)	53 00	56 00
Heavy mess pork (bbl.)	43 00	44 00
Bean pork (bbl.)	43 00	44 00

### Higher Price on Roast Hams

**COOKED MEATS.**—Roast ham is up to 53c per pound this week. This is the only price change. For the most part prices are firm.

Head cheese	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 50
Shoulders, roast	0 44 0 48
Shoulders, boiled	0 44

### Lard Moves Up Half a Cent

**LARD.**—Prices have scored another advance, this time half a cent per pound. The undertone is firm and the demand good.

<b>Lard, pure—</b>		
Tierces, 400 lbs., per lb.	0 31	
Tubs, 50 lbs., per lb.	0 31 1/4	0 26 3/4
Pails, 20 lbs., per lb.	0 31 1/2	
Bricks, 1 lb., per lb.	0 32 1/2	

### Shortening Steady; Shows No Change

**SHORTENING.**—Although shortening usually follows the lead of lard in the matter of price, no change has been made this week and prices hold steady. There is a satisfactory business and ample supplies.

Tierces, 400 lbs., per lb.	0 26	0 26 1/4
Tubs, 50 lbs.	0 26 1/4	0 26 3/4
Pails, 20 lbs., per lb.	0 26 1/2	0 27
Bricks, 1 lb., per lb.	0 27 1/2	0 28 1/2

### Margarine Steady; In Better Demand

**MARGARINE.**—Demand continues to be very fair for this line, butter prices being so high. There are ample stocks and prices hold with little change, excepting that the spread has narrowed somewhat.

<b>Margarine—</b>		
Prints, according to quality, lb.	0 34	0 36
Tubs, according to quality, lb.		0 32

### Butter is Higher And Very Active

**BUTTER.**—With supplies continually limited in view of the insistent great demand, butter has scored another advance and is selling at 65c per pound in prints and at 65c in solids.

<b>Butter—</b>		
Creamery prints	0 65	
Creamery solids	0 64	
Dairy prints, choice	0 48	
Dairy, in tubs, choice	0 47	

### Cheese Active; Price Maintained

**CHEESE.**—The market shows considerable activity with price being firmly maintained at following levels:

Large, per lb.	\$0 28 1/2	\$0 29
Twins, per lb.		0 30
Triplets, per lb.		0 30
Stilton, per lb.	0 30	0 32
Fancy, old cheese, per lb.		0 30

### Eggs Show Firm Undertone

**EGGS.**—A very firm undertone to the egg markets is noted this week, with a little wider range of prices in evidence. The demand is good and receipts ample.

<b>Eggs—</b>		
New-laid	\$0 48	\$0 49

### General Move Upward in Poultry

**POULTRY.**—A general revision upward is shown on poultry, the advance being 1c per pound all around. Live poultry is in good demand and export business on storage stocks awaits shipping space.

Chickens, roast (3-5 lbs.)	0 36	0 39
Chickens, roast (milk fed)	0 41	0 44
Broilers (3-4 lb. pr.)	0 41	0 46
Brome Lake	0 47	0 48
Young Domestic	0 40	0 41
Turkeys (old toms), lb.		0 47
Turkeys (young)		0 47
Geese	0 29	0 31
<b>Old fowls</b>		
Large		0 35
Small		0 31

### Mackerel, Cod Down 1/2c; Active

**FISH.**—Prices on mackerel and cod are down 1/2c per pound in some quarters this week. Sales are good and supplies are coming along in ample quantities.

<b>FRESH FISH</b>		
Haddock	0 07 1/2	0 08
Halibut, Eastern	0 24	0 25
Steak Cod	0 10	0 11
Market Cod	0 08	0 09
Flounders	0 07	0 08
Prawns		0 40
Live lobsters		0 40

<b>FROZEN FISH</b>		
Halibut, large and chicken	0 20	0 21
Halibut, medium	0 22	0 23
Haddock	0 07	0 07 1/2
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
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 06	0 07 1/2
Whitefish, small	0 11	0 12
Sea Herrings	0 07 1/2	0 08
Steak Cod	0 08	0 09
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17 1/2	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 05 1/2	0 06

<b>SALTED FISH</b>		
<b>Codfish—</b>		
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
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
<b>PICKLED FISH</b>	
Herrings (Scotch cured), barrel .....	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.) .....	25 00
Sea Trout (200-lb. bbls.) .....	25 00
Turbot (200 lbs.) .....	17 00

Codfish, tongues and sound, lb. ....	0 16
Eels, lb. ....	0 17
<b>OYSTERS</b>	
Cape Cod, per barrel .....	\$14 00
Batouche, per barrel .....	15 00
Sea-lops, 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
<b>SUNDRIES</b>	
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

**T**ORONTO, April 15.—Buyers have named a lower price on hogs, though whether they will be able to maintain it is still a question. Butter is higher again this week, and eggs have advanced another cent. Cheese is firm, with better supplies new cheese coming.

### Lower Hog Prices Named; Lambs High

Toronto.

**FRESH MEATS.**—Buyers named prices, showing a 50c decline in live hogs early this week, though whether they will be able to maintain this figure is still a question. Fresh cuts of pork and beef show little change though some have advanced slightly. Fresh killed light lambs are very high in price and none too many being offered.

#### FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.....	\$27 00	
Live, off cars, per cwt. ....	20 75	
Live, fed and watered, per cwt. ....	20 50	
Live, f.o.b., per cwt. ....	19 75	
Fresh Pork—		
Legs of pork, up to 18 lbs. ....	0 31	0 34
Loins of pork, lb. ....	0 38	0 40
Tenderloins, lb. ....	0 47	0 50
Spare ribs, lb. ....	0 20	
Picnics, lb. ....	0 26	
New York shoulders, lb. ....	0 28	
Montreal shoulders, lb. ....	0 29	
Boston butts, lb. ....	0 32	
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb. ....	0 26	0 30
Front quarters, lb. ....	0 15	0 20
Ribs, lb. ....	0 24	0 30
Chucks, lb. ....	0 13	0 18
Loins, whole, lb. ....	0 34	0 38
Do., short, lb. ....	0 38	0 45
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 20	0 24
Above prices subject to daily fluctuations of the market.		

### Bacon Active; Market is Firm

Toronto.

**PROVISIONS.**—There has been a very heavy demand for bacon and ham during the past few days, and markets are ruling strong. There is considerable export business being done and no accumulation of supplies of any form of meat products is reported.

Hams—		
Medium .....	0 38	0 39
Large, per lb. ....	0 30	0 35
Backs—		
Skinned, rib in .....	0 46	0 48½
Boneless, per lb. ....	0 49	0 52
Bacon—		
Breakfast, ordinary, per lb. ....	0 39	0 44
Breakfast, fancy, per lb. ....	0 44	0 47
Roll, per lb. ....	0 31	0 34
Wiltshire (smoked sides), lb. ....	0 36	0 38
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs. ....	0 28	0 30
Do., aver. 70-100 lbs. ....	0 27	0 29
Fat backs, 16-20, lb. ....		0 30

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

Beef Pork—		
Mess pork, 200 lbs. ....	44 00	47 00
Short cut backs, bbl., 100 lbs. ....	53 00	56 00
Pickled rolls, bbl., 200 lbs., heavy .....	50 00	57 00
Do., Do., Do., lightweight .....	52 00	57 00
Above prices subject to daily fluctuations of the market.		

### Better Movement of Cooked Meats

Toronto.

**COOKED MEATS.**—Sales show improvement and it won't be long until the better summer demand will begin to manifest itself. Prices are well maintained with little change noted.

#### COOKED MEATS

Boiled hams, lb. ....	\$0 50	\$0 51
Hams, roast, without dressing, lb. ....		0 50
Shoulders, roast, without dressing, per lb. ....		0 49
Head Cheese, 6s. lb. ....		0 14
Meat Loaf with Macaroni and Cheese, lb. ....		0 24
Choice Jellied Ox Tongue, lb. ....	0 50	0 52
Ham and Tongue, lb. ....		0 32
Veal and Tongue, lb. ....		0 25
Above prices subject to daily fluctuations of the market.		

### Firm Undertone Shown in Lard

Toronto.

**LARD.**—A firm undertone is maintained on lard with prices during the week showing little change from last week's levels. Demands from all quarters are good and supplies are being quickly absorbed.

Lard, tierces, 400 lbs., lb. ....	\$0 30¾	\$0 31½
In 60-lb. tubs, ¼c higher than tierces, pails ¼c higher than tierces, and 1-lb. prints, 2c higher than tierces.		

### Shortening Market Holding Firm

Toronto.

**SHORTENING.**—The market is ruling with a firm undertone though no quotable change is apparent in figures effective. Sales are good and no difficulty in securing sufficient supplies is yet apparent.

Shortening, tierces, 400 lbs., lb. ....	\$0 25¼	\$0 26¼
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ¼-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.		

### Improved Demand Shown For Margarine

Toronto.

**MARGARINE.**—An improved demand is shown for margarine the past few

days, the higher prices reached for butter being a factor. Prices remain unchanged.

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.		

### Higher Figures Named on Butter

Toronto.

**BUTTER.**—Prices this week are again slightly higher than last week's figures. The strike of expressmen is affecting deliveries of cream to the creameries and butter to the dealers and aggravating a situation none too bright at best—stocks having been reduced to a comparatively narrow compass. Range of quotations this week is:

Butter—

Creamery prints (storage) ..	\$0 63	\$0 64
Creamery solids (storage) ..		0 63
Creamery prints (fresh made) ..	0 65	0 66
Creamery solids (fresh made) ..		0 65
Dairy prts, fresh separator, lb. ....	0 58	0 60
Dairy prints, No. 1, lb. ....	0 52	0 55

### More New Cheese Offering

Toronto.

**CHEESE.**—Dealers report more new cheese arriving but supplies as a whole are rather small. Quotations are firm at figures named last week, which are repeated herewith:

Cheese—

Old, large .....	\$0 31	\$0 32
New, large .....		0 30
Stilton (new) .....	0 31	0 32
Twins, ¼c lb. higher than large cheese. Trip-lets 1½c higher than large cheese.		

### Eggs Reaching Higher Levels

Toronto.

**EGGS.**—Cheap eggs for Easter do not look probable now, prices going up another 1c or so a dozen this week and supplies, though coming along quite well, being quickly absorbed under influence of a good demand. Prices now quoted to the trade are:

Eggs—

New-laid, in cartons, doz. ....	\$0 50	\$0 51
New-laid, doz. ....	0 47	0 48
Prices shown are subject to daily fluctuations of the market.		

### Live Poultry in Good Demand

Toronto.

**POULTRY.**—There is a good demand for live poultry but supplies coming in are rather small. Storage stocks have been reduced appreciably by export movement and with more shipping available, sales could be increased for overseas account materially. Prices show no change for the week.

Prices paid by commission men at Toronto:		
	Live	Dressed
Ducks, lb. ....	\$0 35	\$0 40
Geese, lb. ....		0 50
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
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, light	\$0 35	\$0 37
Do., heavy	0 34	0 36
Chickens, spring	0 38	0 40
Ducks	0 40	0 42
Turkeys	0 47	0 50
Geese	0 52	

### Activity Noted in Fish Sales

**Toronto.**  
FISH.—Dealers report sales the latter part of last week and early this week very satisfactory for Good Friday. There have been few price changes recorded. Fresh sea fish is coming along somewhat better but fresh lake fish is still scarce. Prices prevailing this week follow:

FRESH SEA FISH		
Cod Steak, lb.	0 09	
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 09	0 10
FRESH FROZEN SEA FISH		
Cod Steak, lb.	0 09	
Do., market, lb.	0 05	0 07 1/2
Flat Fish, B.C., lb.	0 10	
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 05 1/2	0 07
Haddock, lb.	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	
Salmon, Cohoe, lb.	0 19	
Do., Qualla, lb.	0 12 1/2	0 15
Do., Red Spring, lb.	0 23	0 24

## WINNIPEG MARKETS

WINNIPEG, April 16.—Hogs again show an advance. Butter prices are strong and firmly held. Eggs are arriving in better quantities.

### Hog Price Advance; Prospects Good

**Winnipeg.**  
PROVISIONS.—An advance has been made on prices of hogs this week, and prevailing quotations are \$20. There is good prospect of these prices holding firm for some time.

<b>Hams—</b>		
Light, lb.	0 34	0 36
Medium, per lb.	0 34	
Heavy, per lb.	0 33	
<b>Bacon—</b>		
Breakfast, select, lb.	0 40	0 40
Backs	0 40	0 44
<b>Dry Salt Meats—</b>		
Long clear bacon, light	0 26	
Backs	0 33	
<b>Barrelled Pork—</b>		
Mess pork, bbl.	42 00	
<b>Lard, Pure—</b>		
Prints	0 32	
Cases, 5s	17 92	
Cases, 3s	18 00	
Tierces	0 29	
Tubs, 50s, net	14 63	
Pails, 20s, net	6 30	
<b>Cheese—</b>		
Ontario, large fresh	0 29	
Manitoba, large fresh	0 28	

### Butter Firm; No Change Likely

**Winnipeg.**  
BUTTER.—Creamery butter is very firm with all receipts being rapidly taken up at 59 to 60 cents per pound. These prices are expected to hold until the new make arrives in larger quantities. There is nothing to report on dairy butter.

<b>Butter—</b>		
Fresh made creamery, No. 1 cartons	0 56	0 57

Do., Gaspe, lb.	0 24	0 23
Smelts, No. 2, lb.	0 09	
Do., No. 1, lb.	0 15	
Do., Extra, lb.	0 25	
Tomcods, lb.	0 07	
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	

SMOKED FISH		
Bloaters, 40 Count, box	1 30	
Cod, smoked, lb.	0 12	
Ciscoes, lb.	0 14	
Digby Chicks, bdl.	1 85	1 90
Boneless Digbys, box	2 00	2 50
Haddies, chicken	0 08	0 08 1/2
Do., fillets, lb.	0 15	0 16
Do., Finnan, lb.	0 12 1/2	
Herring, Kippered, box	1 30	1 65

DRY AND PICKLED FISH		
Acadia Cod—		
20 1-lb. tablets, case	3 90	
12 2-lb. boxes, crate	5 25	
Herring, Labrador, bbl.	10 00	
Do., Do., keg	5 00	
Do., Lake Superior, keg	4 75	
Imperial, 25 lbs., loose, case	2 75	
Quail on Toast, 24 1-lb. tablets, cs	3 60	
Sea Trout, keg	12 00	

OYSTERS, No. 3 size package		
(2 1/2 gallons)	9 50	
Do., No. 5 size package (4 1-6 gallons)	15 50	
Do., No. 1 size package	3 30	
Shell Oysters, 800 count, bbl.	14 50	
Do., Do., 1,000 count	13 00	

Fresh made creamery, No. 2	0 54	
Margarine	0 31	0 32

### More Eggs Arrive; Demand Keen

**Winnipeg.**  
EGGS.—Though egg receipts are heavier there is a keen demand for all available stocks. It is hard to determine the future of this market as yet as very few eggs have gone into storage. Packers report, however, that prospects are that present prices will be fairly well maintained at 43 to 44 cents per dozen. Carloads of eggs have been moving to the East and also to the Western coast from the prairie provinces.

Eggs—		
New-laid, doz.	0 43	0 44

### Fish Stocks Good; Demand Good

**Winnipeg.**  
FISH.—Dealers report a better demand for fish than in recent weeks. Supplies are plentiful of all lines, with flatfish moving in good volume. No change in price is anticipated for a week or two when some lines may decline slightly.

LAKE FISH		
Whitefish (cleaned), lb.	0 12	
Whitefish (frozen), lb.	0 12	
Pickeral, lb.	0 13	
Pickeral Fillet, lb.	0 35	
Frozen Trout, lb.	0 16	
Round Jackfish, lb.	0 09	
Dressed Jackfish, lb.	0 09 1/2	
Frozen Goldeye, lb.	0 07 1/2	
Speckled Trout, lb.	0 35	

SEAFISH		
Frozen Halibut, lb.	0 20	
Frozen Salmon, lb.	0 20	

## WINNIPEG MARKETS

Continued from page 39

### Oranges Show Wide Price Range

**Winnipeg.**  
FRUITS.—Recent receipts of oranges on this market show greater assortment and the range of prices has therefore lengthened. Oranges are now being offered as low as \$6.50 per case, and better grades are bringing \$8.25 per case. Louisiana strawberries are coming on this market in good quantity at present and prices are lower. A further drop of about 25c per case is expected next week. Washington rhubarb is arriving now and is quoted at \$4.50 per box of 40 pounds. Japanese bitter oranges are now off the market.

### New Spinach and Asparagus Arrive

**Winnipeg.**  
VEGETABLES.—Tomatoes recently arriving are not of the fancy variety and dealers report that owing to the heavy rains in Florida 60 to 70 per cent. of receipts are green and have to be ripened here. Fancy varieties are bringing good prices. Receipts of fresh vegetables include spinach, green onions and asparagus, celery, lettuce, and cucumbers are moving well, and substantial declines in price are noted herewith:

Cucumbers, doz.	3 75	4 00
Cabbage, Cal., new	0 04 1/2	0 06
Cabbage, lb., local	0 03	
Beets, with heads on, hampers	4 00	
Carrots, with heads, hampers	4 00	
Head Lettuce, doz.	1 50	
Turnips, cwt.	2 00	
Onions, silvers and yellows, lb.	0 04	0 05
Radishes, doz.	0 30	
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 (graded)	10 00	14 00
Tomatoes, Florida (ungraded)	7 00	7 50
Onions, green, 10 doz. box	4 50	
Asparagus, 10 doz. box	6 50	

## MARKETS BY WIRE

Continued from page 40

<b>Sugar—</b>		
Standard, granulated	10 05	
No. 1, yellow	9 55	
Cheese, Ont., twins	0 31	0 31 1/2
Eggs, fresh, doz.	0 45	
Eggs, case	0 40	
Breakfast bacon	0 38	0 40
Butter, creamery, per lb.	0 65	
Butter, dairy, per lb.	0 60	
Butter, tub	0 55	0 60
Margarine	0 33	0 35
Lard, pure, lb.	0 32	
Lard, compound	0 28 1/2	
American clear pork	56 00	65 00
Beef, corned, 1s	4 90	
Tomatoes, 3s, standard, case	4 00	
Raspberries, 2s, Ont., case	3 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		
Pinks	11 00	11 50
Cohoos	14 50	15 00
Chums	8 50	
Evaporated apples, per lb.	0 19 1/2	0 20
Peaches, per lb.	0 22	0 23
Apricots, per lb.	0 22	0 23
<b>Potatoes—</b>		
Natives, per bbl.	3 00	3 25
Onions, Can., 75-lb. bags	2 50	3 50
Lemons, Cal.	6 00	
Oranges, Cal., case	6 00	7 50
Grapefruit, case	6 00	
Bananas, per lb.	0 10	
Apples, box	5 50	5 75

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the amalgamation of the business of

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88 Front Street East and 22-24 West Market Street  
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with the firm of

**DUNCAN'S LIMITED**

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Our aim will be to give you the finest quality products at the most reasonable prices.

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A superior Refrigerator for Butcher, Grocer and Delicatessen—  
perfect for dryness of air and Economy of Ice.  
Order early to avoid the hot weather rush orders.  
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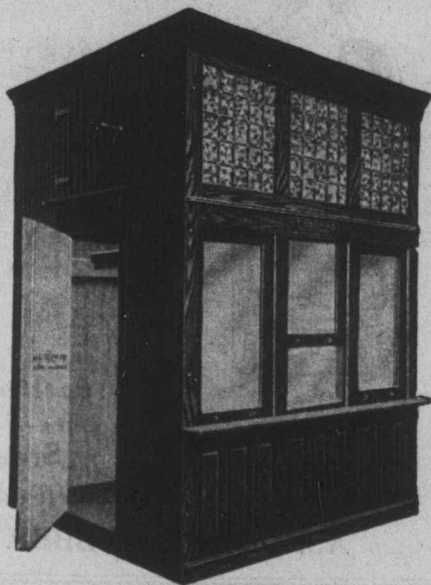
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# Easter

Let us have your  
orders for HAMS  
AND BACON now.  
We will book your  
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present list prices.

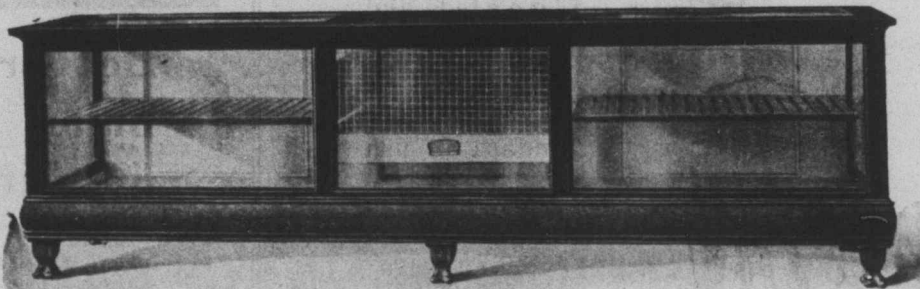
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LIMITED  
HAMILTON

## No Wonder Sales Are Often Doubled

She drops in for—"Oh! just a little steak to-day." But my! those sausage in the case there. What a delicious change for Ed's breakfast. And yes, a few slices of this cooked ham and tongue. Surely it must be a new brand, or your own, perhaps. And see how much is in this little shoulder of pork. I had almost forgotten, it is Ed's favorite meat. Yes, if you please, instead of the steak.

She dropped in for the just the usual steak. But actually you seem to have taken a load of care off her mind as your register rings up \$2.28.

No wonder sales are often doubled, or trebled, in fact. No wonder scores of merchants are getting rid



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No. 996—72 inches long, 27 inches wide, 36 inches high; shipping weight, 600 lbs.  
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of awkward, unsanitary tables and shelves and giving their stock a chance to sell itself by the tempting, fresh-looking display it gets in Arctic Refrigerator Counters and other display facilities.

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**ARCTIC**  
Prevent Waste Create Sales Save Ice

REFRIGERATORS  
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## Build Up Your Fish Department

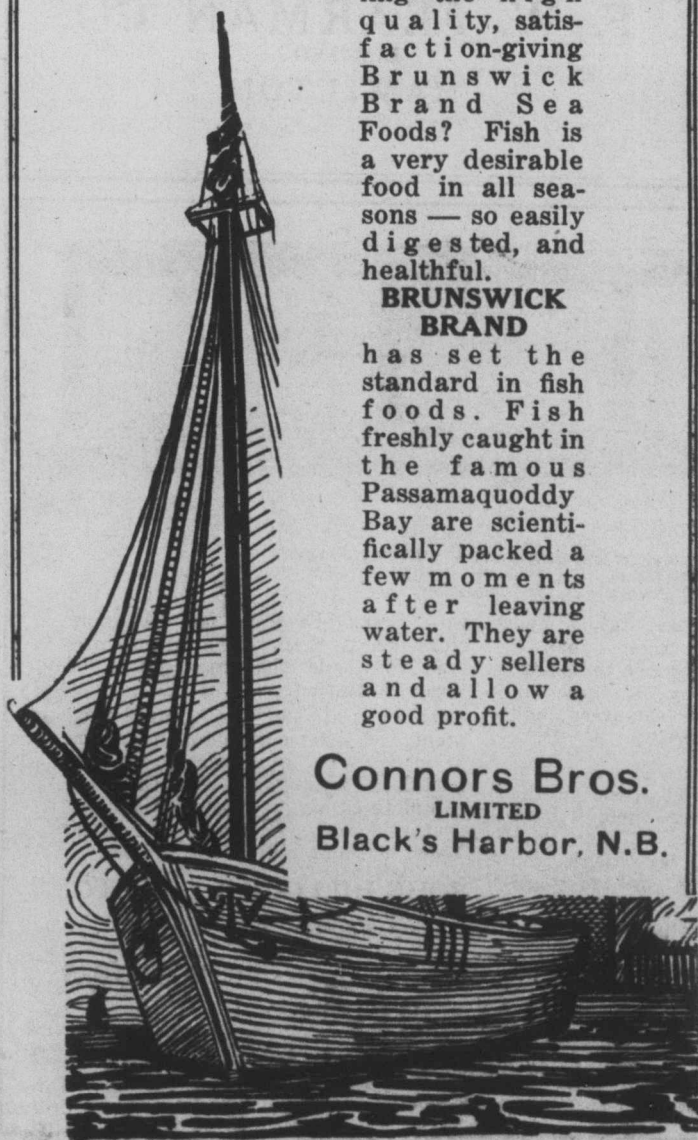
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is a problem with dealers who do not stock standard pack goods. Why not keep up your sales by handling the high quality, satisfaction-giving Brunswick Brand Sea Foods? Fish is a very desirable food in all seasons — so easily digested, and healthful.

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has set the standard in fish foods. Fish freshly caught in the famous Passamaquoddy Bay are scientifically packed a few moments after leaving water. They are steady sellers and allow a good profit.

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*Attractively Labelled Bottles--2 Sizes.*

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Large Bottle 25c.      Small Bottle 15c.  
100% Pure      Well Advertised  
**ASK YOUR JOBBER FOR IT**

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Prepare now for a more profitable turnover during the year. Proper equipment will be a mighty strong means of consolidating the trade of the past, while creating and retaining a bigger and better 1919 business.



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**Windsor  
Table  
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is made in the most modern plant in America; it is ALL SALT—pure, clean salt—that your customers know and use.

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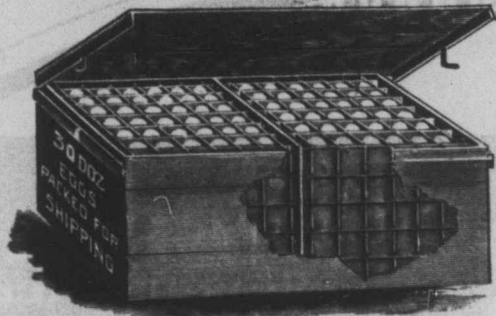
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The Names Are  
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Secure Styles That  
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**Will get you the tobacco trade**

There is a distinctively different "flavor" to every chew of King George's Navy that captivates the taste of discriminating "chews." That's why selling it is so very worth while. It gets the dealer the tobacco trade and holds it, too.

You're selling King  
George's Navy, of  
course?



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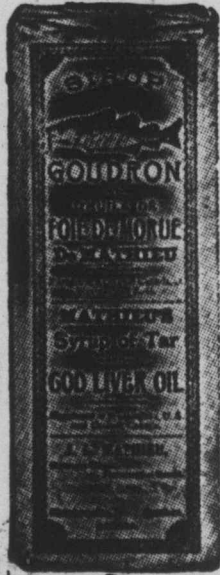
There is a "want more" fascination in H.P. Sauce that is crowding the grocery stores, and H.P. is replacing the oldest ones on the best tables.

Brisk sales—liberal profits—in

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Among the people coming into your store every day are many to whom this little remedy would be a veritable blessing. It is up to you, Mr. Dealer, to bring the merits of this Mathieu line in before them. Every sale will mean more to follow, because every user of this effective remedy will be a "booster" for your store.

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## Will Win The Family's Favor

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# RICE FLOUR

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Mends Holes in Pots and Pans



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	Per doz.
Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	
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Currant, Black	3 90
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 90
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
30'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 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 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.
½ Pts., Aylmer Quality	\$1 90
Pts., Aylmer Quality	2 75
Per jug.	
Gallon Jugs, Aylmer Quality	1 62½
Per doz.	
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80
Galtons, Red Seal	7 45

### 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	6 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 48 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	6 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

### W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½c.	\$2.90;
1s.	\$4.90;
2s.	\$9.95;
6s.	\$24.75;
Lunch Ham—1s.	\$7.40;
2s.	\$14.50;
Ready Lunch Beef—1s.	\$4.90;
2s.	\$9.90;
English Brawn—½c.	\$2.90;
1s.	\$4.90;
2s.	\$9.90;
Boneless Pig's Feet—½c.	\$2.90;
1s.	\$4.95;
2s.	\$9.90;
Ready Lunch Veal Leaf—½c.	\$2.45;
1s.	\$4.45;
Ready Lunch, Beef-Ham Leaf—½c.	\$2.45;
1s.	\$4.45;
Ready Lunch Beef Leaf—½c.	\$2.45;
1s.	\$4.45;
Ready Lunch Asst. Loaves—½c.	\$2.50;
1s.	\$4.50;
Geneva Sausage—1s.	\$4.40;
2s.	\$9.40;
Roast Beef—½c.	\$2.90;
1s.	\$4.80;
2s.	\$9.25;
6s.	\$24.75;
Roast Mutton—\$7.25;	2s.
\$14.50;	square cans, \$48.00;
Boiled Mutton—1s	\$7.25;
2s.	\$14.50;
\$29.90;	6s.
\$45.	
Boiled Beef—1s.	\$4.80;
2s.	\$9.25;
6s.	\$24.75;
Jellied Veal—½c.	\$3.25;
1s.	\$4.80;
2s.	\$9.25;
Cooked Trips—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—½c.	\$1.90;
1s.	\$3.25;
2s.	\$6.90;
Sausage Meat—1s.	\$3.90;
2s.	\$7.80;
Corn Beef Hash—½c.	\$1.90;
1s.	\$3.90;
2s.	\$5.90;
Beef Steak and Onions—½c.	\$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—½c.	\$5.90;
1s.	\$9.90;
Boneless Turkey—½c.	\$5.90;
1s.	\$9.90;
Ox Tongue—½c.	\$3.90;
1s.	\$8.40;
1½s.	\$13.40;
2s.	\$17.90;
2½s.	\$23.70;
6s.	\$45.
Lunch Tongue—½c.	\$3.90;
1s.	\$8.90;
Beef Suet—1s.	\$4.40;
2s.	\$12.40;



**Seeds  
That  
Grow!**



**DISPLAY**

## Your Rennie Seed Box!

We have been urging the public, through our extensive advertising campaign, to look for the Rennie Seed Display. Are you linking up with this publicity and the 15,000 other Rennie Dealers, by placing your Rennie Seed Box where it will be readily seen upon entering your store? Let your customers know that you stock

### RENNIE'S SEEDS

and they will look no further.

The name "Rennie" is known from coast to coast as standing for seeds of proven quality. The wide variety of the Rennie line assures your customers of getting everything they want in either flower or vegetable seeds. All seeds are tested for germination at our Trial Grounds, Long Branch, and in this way our customers are protected against seeds of inferior quality.

**Display Rennie's. They are sure to grow.**

**THE WILLIAM RENNIE COMPANY LIMITED**

King and Market Sts., Toronto

Also at MONTREAL, WINNIPEG, VANCOUVER



**Parke's Smoke Essence** painted on meat will smoke and cure it better than the old smoke house method. It is cleaner to use, requires no long delays and keeps the meat tender because the moisture is retained.

35c size, enough for about 100 lbs., is packed in compartment corrugated cases, 36 bottles in each. Price, \$8.40 per case.

75c size, enough for about 300 lbs., is \$6.00 per dozen.

**Parke & Parke Ltd.**  
Macnab St. and Market Sq.,  
Hamilton, Ont.

Be Sure and Get  
Your Copy of Next  
Issue---The Annual  
Spring Number.

A Fine  
Warm Weather  
Line ---

## Rose's Lime Juice



There are many lime juices on the market, but not one that you can more readily recommend than ROSE'S. A few bottles regularly displayed on your counter during the Summer weeks will get you a good portion of the strong warm weather demand for a delicious, cooling, temperance drink.

**TRY ROSE'S.**

**Holbrooks, Ltd.**  
Dominion Representatives  
TORONTO and VANCOUVER

**The Megantic Broom Mfg., Co., Ltd.**  
Manufacturers of Brooms and Clothes Pins

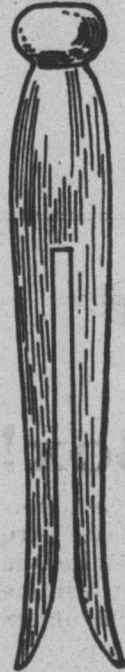


**Lake Megantic, Que.**



Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Belvin & Grenier, Quebec; Delorme Frere, Montreal; J. Hunter White, St. John, N.B.; H. D. Marshall, Ottawa; Harry Horne Co., Toronto; Tomlinson & O'Brien, Winnipeg; Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada.



**The Soap that has made good**

Wonderful Soap cleans thoroughly without in any way injuring the daintiest fabric or the most sensitive skin.

Quick sales will result from a good display. Try it to-day.

**Guelph Soap Company**  
GUELPH, ONTARIO

- Mince Meat (Tins)—1s. \$2.90; 2s. \$4.90; 5s. \$12.90.
- Mince Meat (Bulk)—5s. 17c; 10s. 16c; 25s. 15c; 50s. \$15.
- Chateau Brand Pork and Beans with Tomato Sauce—Ind., \$1.10; 1s. \$1.75; 2s. \$2.55; 3s. \$3.85.
- With Plain Sauce—Ind., \$1; 1s. \$1.65; 2s. \$2.40; 3s. \$3.40.
- Chateau Brand Concentrated Soups—Celery, \$1.25; Consommé \$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., 90s; 1s. \$1.25; 1 1/2s. \$1.90; 2s. \$2.30; 3s. \$3.35; 6s. \$12; 12s. \$30.
- Plain Sauce, Pink Label—Ind. 85c; 1s. \$1.15; 1 1/2s. \$1.65; 2s. \$1.95; 3s (talls), \$2.95; 6s. \$10; 12s. \$18.
- Chili Sauce (red and gold label)—Ind., 90c; 1s. \$1.25; 1 1/2s. \$1.90; 2s. \$2.30.
- Vegetarian Baked Beans and Tomato Sauce—2s. \$2.25.
- Sliced Smoked Beef—1/2s. \$2.40; 1s. \$3.40; 4s. \$24.
- Canadian Boiled Dinner—1s. \$2.40; 2s. \$5.90.
- Army Rations—Beef and Vegetables. 1s. \$3.40; 2s. \$5.90.
- Sparhetti with Tomato Sauce with Cheese—1/2s. \$1.40; 1s. \$1.90; 3s. \$3.30.
- Tongue, Ham and Veal Pates—1/2s. \$2.35.
- Ham and Veal Pates—1/2s. \$2.35.
- Smoked Vienna Style Sausage—1/2s. \$2.45.
- Pate De Fete—1/2s. 75c; 1/2s. \$1.40.
- Plum Pudding—1/2s. \$2.40; 1s. \$3.90.
- Potted Beef Ham—1/2s. 75c; 1/2s. \$1.40.
- Beef—1/2s. 75c; 1/2s. \$1.40.
- Potted Tongue—1/2s. 75c; 1/2s. \$1.40.
- Potted Game (Venison)—1/2s. 75c; 1/2s. \$1.40.
- Potted Veal—1/2s. 75c; 1/2s. \$1.40.
- Potted Meats (Assorted)—1/2s. 80c; 1/2s. \$1.45.
- Devilled Beef Ham—1/2s. 75c; 1/2s. \$1.40.
- Devilled Tongue—1/2s. 75c; 1/2s. \$1.40.
- Devilled Veal—1/2s. 75c; 1/2s. \$1.40.
- Devilled Meats (Assorted)—1/2s. 80c; 1/2s. \$1.45.
- In Glass Goods**
- Fluid Beef Cordial—20 oz. bottle. \$10; 10 oz., \$5.
- Ox Tongue — 1 1/2s. \$14.50; 3s. \$19.70.
- Lunch Tongue (in glass)—1s. \$9.90.
- Sliced Smoked Beef (in glass)—1/2s. \$1.80; 1/2s. \$2.80; 1s. \$3.90.
- Mince-meat (in glass)—1s. \$3.25.
- Potted Chicken (in glass)—1/2s. \$2.40.
- Ham (in glass)—1/2s. \$2.40.
- Tongue (in glass)—1/2s. \$2.40.
- Venison (in glass)—1/2s. \$2.40.
- Meats, Assorted (in glass)—\$2.45.
- Chicken Breast (in glass) — 1/2s. \$3.90.
- Tomato Ketchup—8s. \$2.20; 12s. \$2.75; 16s. \$3.40.
- Chili Sauce—10 oz., \$3.25.
- Spaghetti with Tomato Sauce—1/2s. \$1.40; 1s. \$1.90; 3s. \$3.30.
- Peanut Butter—1/2s. \$1.40; 1/2s. \$1.90; 1s. \$2.30; in pails, 5s. 26c; 12s. 24c; 24s. 23c; 50s. 23c.

**COLMAN'S OR KEEN'S MUSTARD**

- Per doz. tins
- D.S.F., 1/4-lb. .... \$2 80
- D.S.F., 1/2-lb. .... 5 30
- D.S.F., 1-lb. .... 10 40
- F.D., 1/4-lb. ....
- Per jar
- Durham, 1-lb. jar, each ... \$0 60
- Durham, 4-lb. jar, each ... 2 25
- Canadian Milk Products, Ltd., Toronto and Montreal.
- KLIM**
- Hotel ..... \$18 50
- Household size ..... 8 25
- Small size ..... 6 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 ... .09%
  - 40 lbs., 1-lb. pkg., Canada White or Acme Gloss, ... .09%
  - 45 lbs., No. 1 White or Blue Starch, 3-lb. cartons ... .10%
  - 100-lb. kegs, No. 1 white ... .09%
  - 200-lb. bbls., No. 1 white ... .09%
  - 30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. .11%
  - 48 lbs., Silver Gloss, in 6-lb. tin canisters ... .12%
  - 36 lbs. Silver Gloss, in 6-lb. draw lid boxes ... .12%
  - 100 lbs., kegs, Silver Gloss, large crystals ... .10%
  - 40 lbs., Benson's Enamel (cold water), per case ... 3.25
  - Celluloid, 45 cartons, case ... 4.40
  - Culinary Starch
  - 40 lbs., W. T. Benson & Co.'s Celebrated Prepared ... .11
  - 40 lbs. Canada Pure or Challenge Corn ... .09 1/2
  - 20-lb. Cases Refined Potato Flour, 1-lb. pkgs. .... 20
  - (20-lb. boxes. 1/2c higher, except potato flour)

**GELATINE**

- Cox's Instant Powdered Gelatine (2-qt. size), per doz. ... 1 20
- 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 ... 4.55
- 5-lb. tins, 1 doz. in case ... 5.15
- 10-lb. tins, 1/2 doz. in case ... 4.85
- 20-lb. tins, 1/4 doz. in case ... 4.90
- (Prices in Maritime Provinces 10c per case higher)
- Barrels, about 700 lbs. ... \$0.08 1/2
- Half bbls., about 350 lbs. ... .07
- 1/4 bbls., about 175 lbs. ... .07 1/2
- 2-gal. wooden pails, 25 lbs. ... 2.15
- 3-gal. wooden pails, 33 1/2 lbs. 3.25
- 5-gal. wooden pails, 65 lbs. 5.25

**LILY WHITE CORN SYRUP**

- 2-lb. tins, 2 doz. in case ... \$5.05
- 5-lb. tins, 1 doz. in case ... 5.05
- 10-lb. tins, 1/2 doz. in case ... 5.35
- 20-lb. tins, 1/4 doz. in case ... 5.30
- (5, 10 and 20-lb. tins have wire handles)

**INFANTS' FOOD**

**MAGOR, SON & CO., LTD.**

- Robinson's Patent Barley—Doz.
- 1 lb. .... \$4 00
- 1/2 lb. .... 2 00
- Robinson's Patent Groats—
- 1 lb. .... 4 00
- 1/2 lb. .... 2 00



**NUGGET POLISHES**

- Doz
- Polish, Black, Tan, Toney Red and Dark Brown ..... \$1.15
- Card Outfits, Black and Tan.. 4.15
- Metal Outfits, Black and Tan.. 4.25
- Creams, Black and Tan ..... 1.25
- White Cleaner ..... 1.25

**IMPERIAL TOBACCO CO. OF CANADA, LIMITED. EMPIRE BRANCH**

- Black Watch, 10s. lb. .... \$1.20
- Bobs, 12s. .... 1 00
- Currency, 12s. .... 1 00
- Star Bar, 9s. boxes 6 lbs. 1 00
- Pay Roll, thick bars. 1 25
- Pay Roll, plugs, 10s. 6-lb. 1/2 caddies ..... 1 25
- Shamrock, 9s. 1/2 cads., 12 lbs., 1/2 cads., 6 lbs. .... 1 00
- Great West Pouches, 9s. 3-lb. boxes, 1/2 and 1-lb. lunch boxes ... 1 12
- Forest and Stream, tins, 9s. 2-lb. cartons ..... 1 44

On a busy Saturday night, which would you rather hand out - an explanation or Gold Dust?

MADE IN CANADA

THE H.K. FAIRBANK COMPANY LIMITED MONTREAL

Let the GOLD DUST TWINS do your work.

**JAMS**  
**MARMALADES**  
**PEELS**

**John Gray & Co., Ltd., Glasgow**

Established over a Century

Cable: Lamberton, 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

Established 1725

# COX'S

Instant Powdered

# GELATINE

**A Dessert-Yes, but it is more than that**



**COX'S  
INSTANT POWDERED  
GELATINE**

Probably most of your customers think of Cox's Gelatine as just a dessert and nothing more. How many housewives know that Cox's Gelatine is an invaluable adjunct in the preparation of Soups, Salads and Savories? How many are aware of the fact that appetizing dishes can be easily made from left-over meats, poultry, fish and vegetables by means of Cox's Gelatine?

The intelligent recommendation of Cox's Gelatine will help your customers to a better appreciation of this delightful product and boost your sales of the little checkerboard package.



Made in Edinburgh, Scotland, by  
**J. & G. Cox, Limited**

**AGENTS IN CANADA**

**A. P. Tippet & Co.**  
MONTREAL & TORONTO

Tees & Persse, Ltd.  
WINNIPEG

Martin & Robertson, Ltd.  
VANCOUVER

# Apricots

Let us suggest a good line for Spring trade, something that nearly everybody enjoys at this time of the year, either in a pie or stewed,---just when the home-canned Fruit supply is running low.

Apricots are reasonable in price compared with other fruits at the present time.

We offer:

Extra Standard Apricots, faced, 25s	-	.19
Standard Apricots, 50s	-	.18½
Choice Apricots, 25s	-	.23½

We still have a limited quantity of Evaporated Peaches, which are good value, especially as Canned Peaches are so scarce just now.

Standard Peeled Peaches, 50s,	-	.17½
Choice Peeled Peaches, 25s,	-	.19
Extra Choice Peeled Peaches, 25s,	-	.22
Choice Unpeeled Peaches, 25s,	-	.22

*Send us an order*

**H. P. ECKARDT & CO**  
**WHOLESALE GROCERS**

CHURCH STREET & ESPLANADE TORONTO



## RID-OF-RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about \$500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, \$1.80 per doz., \$1.00 per lb. in bulk

**BERG & BEARD MFG. CO., Inc.**  
103 Emerson Place Brooklyn N. Y.

## 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


# A Snap in Fish

Before buying, write for our prices on Lake Superior Herring, both pickled and frozen.

*We Invite Correspondence*

## LEMON BROS.

OWEN SOUND, ONT.



## OAKLEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

**John Oakley & Sons, Ltd.**  
Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.  
LONDON, S.E., ENGLAND  
AGENT:  
Geo. B. Jenkinson, 75 Wellington Street North, Hamilton, Ontario.

Forest and Stream, 1/4, 1/2, and 1-lb. tins ..... 1 50  
Forest and Stream, 1-lb. glass humidors ..... 1 75  
Master Workman, bars, 7s 3 1/2 lbs. .... 1 20  
Derby, 9s, 4-lb. boxes ..... 1 08  
Old Virginia, 12s ..... 1 50  
Old Kentucky (bars), 8s, boxes, 5 lbs. .... 1 25

**WM. H. DUNN, LTD., Montreal**

**BABBITTS**  
Soap Powder, case 100 pkgs... \$5 66  
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

**COCOA AND CHOCOLATE THE COWAN CO., LTD.**  
COCOA—  
Perfection Cocoa, No. 1 & 2 doz. in box, per doz. .... \$4 60  
Perfection, 1/2-lb. tins, doz. ... 2 48  
Perfection, 1/4-lb. tins, doz. ... 1 88  
Perfection, 10c size, doz. .... 0 95  
Perfection, 5-lb. tins, per lb. 0 27  
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 & 2 doz. in box, doz. .... 2 70

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb. .... 0 88  
Supreme Chocolate, 10c size, 2 doz. in box, per box ... 1 50  
Perfection chocolate, 10c size, 2 doz. in box, per doz. .... 0 95

**SWEET CHOCOLATE— Per lb**  
Eagle Chocolate, 1/2, 6-lb. boxes 28 boxes in case ..... 0 30  
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case 0 30  
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 32  
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case 0 30  
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box ..... 1 20

**CHOCOLATE CONFECTIONS**  
Maple Buds, 5-lb. boxes, 30 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 55  
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. .... 0 55

**6c. 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, 60 boxes in case .... 0 95  
Regal 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**  
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 interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

## FRESH ARRIVALS EVERY DAY

of all Seasonable Green Vegetables

Let us look after you in Greens

## TOMATOES

T. J. Peters Pack

Every crate repacked in our own warehouse before shipping. You get all firm ripens ready to sell.

### GOLDEN ORANGE BRAND NAVELS

Fresh cars every week.

*The House of Quality*

## HUGH WALKER & SON

GUELPH, ONTARIO

*Established 1861*

## Small Sized Valencias

Will have all sizes Oranges for this week. Cars will run heavily to 176s, 200s, 216s, 250s and 288s.

Just the size you want.

## Lemons--California's Market looking better

APPLES—Our last car Extra Fancy Winesaps for this season due Monday.

## WHITE & CO., LIMITED

*Fancy Fruits and Vegetables*

TORONTO

Canada Food Board License No. 277



## Give Little Miss Vi a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial

beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

# Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in the sweetest and cleanest factory in the world.

*Write for trade terms and particulars to the  
Watford Mfg. Co., Ltd., Delectaland, Watford, England.*

## WETHEY'S Mince Meats

(both Condensed and Bulk)

always lead

—  
*When buying  
insist  
on this brand*

Canada Food Board License No. 14-128

**REPRODUCTION of SPECIALITIES**  
MANUFACTURED BY  
**HENRY THORNE & CO LTD**  
**LEEDS**  
ENGLAND.

ESTABLISHED OVER 80 YEARS.

MILK CHOCOLATE



A PERFECT FOOD.

TOFFEE



IN DAIRY PIECES WHEN TRIED BECOMES A FAVOURITE.

VANILLA CHOCOLATE



COCOA & SUGAR ONLY.



HOUSEHOLD COCOA  
A PURE COCOA  
OF HIGH QUALITY.

HEALTH COCOA  
A PURE COCOA  
OF HIGHEST QUALITY.

ASSORTED CHOCOLATES  
FINEST INGREDIENTS ONLY USED.



Be assured when you sell

Furnivall

Fine Fruit Pure Jam you win her unstinted approval and a continuance of her patronage. Moreover, there's a decent profit for you on every sale.

**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. Hodger & 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 Building, Sydney, N.S.

**INDEX TO ADVERTISERS**

<p style="text-align: center;"><b>A</b></p> <p>Acadia Sugar Refinery Co. .... 2</p> <p>Adam, Geo., &amp; Co. .... 11</p> <p>Atlantic Milling Co., Ltd. .... 15</p> <p style="text-align: center;"><b>B</b></p> <p>Bain, Donald H., Co. .... 11</p> <p>Baird, Alex., Ltd. .... 11</p> <p>Bedlington &amp; Co., R. G. .... 17</p> <p>Bendon Utility Co., S. G. .... 15</p> <p>Berg &amp; Beard ..... 60</p> <p>Borden Milk Co. .... 1</p> <p>Bowman Fish Co. .... 63</p> <p>Bowser &amp; Co., S. F. .... 4</p> <p>Brotman Bros. .... 19</p> <p>B.C. Farmers' Exchange ..... 64</p> <p style="text-align: center;"><b>C</b></p> <p>Canada Nut Co. .... 16</p> <p>Canadian Salt ..... 49</p> <p>Chambers, W. J. .... 20</p> <p>Channell Chemical Co. .... 48</p> <p style="text-align: center;">Inside front cover</p> <p>Clark, W., Ltd. .... 3</p> <p>Clayoquot Sound Canning Co. .... 16</p> <p>Cockburn Co., F. D. .... 13</p> <p>Colwell's Brokerage ..... 15</p> <p>Connors Bros. .... 48</p> <p>Computing Cheese Cutter ..... 48</p> <p>Consolidated Purchasing Co. .... 22</p> <p>Cosgraves Pure Malt Vinegar 48</p> <p style="text-align: center;"><b>D</b></p> <p>Dayton Scale Co. .... Back cover</p> <p>Davies, Wm., Co. .... Inside back cover</p> <p>Defiance Packing Co. .... 17</p> <p>Dent, Harrison &amp; Co. .... 10</p> <p>Des Brisay, M., &amp; Co. .... 16</p> <p>Dodwell &amp; Co. .... 17</p> <p>Dominion Glass Co. .... 51</p> <p>Dominion Salt Co. .... 63</p> <p style="text-align: center;"><b>E</b></p> <p>Eddy Co., E. B. .... 5</p> <p>Eckardt &amp; Co., H. P. .... 59</p> <p>Edmonton &amp; Petch ..... 63</p> <p>El Roi-Tan, Ltd. .... 15</p> <p>Escott, W. H., Co., Ltd. .... 18</p> <p>Eureka Refrigerator Co. .... 19</p> <p style="text-align: center;"><b>F</b></p> <p>Fearman, F. W. .... 47</p> <p>Fairbank &amp; Co., N. K. .... 57</p> <p>Fowler &amp; Co., R. L. .... 18</p> <p>Freeman &amp; Co., J. L. .... 15</p> <p>Freeman Co., W. A. .... 47</p> <p>Furnivall-New Co. .... 62</p> <p style="text-align: center;"><b>G</b></p> <p>Gaetz &amp; Co. .... 15</p> <p>Gauvreau, Paul F. .... 15</p> <p>Genest &amp; Genest ..... 15</p> <p>Gillespie &amp; Co., The Robt. .... 16</p> <p>Gillard &amp; Co. .... 63</p> <p>Golden Sheaf Co., Ltd. .... 18</p> <p>Gosse-Millerd Co. .... Front cover</p> <p>Grant, C. H. .... 11</p> <p>Gray, John, &amp; Co. .... 57</p> <p>Guelph Soaps ..... 56</p> <p style="text-align: center;"><b>H</b></p> <p>Hanson Co., Ltd., J. H. .... 60</p> <p>Hart, Reg., C. B. .... 15</p> <p>Hargreaves, Ltd. .... 54</p> <p>Hillock &amp; Co., John. .... 47</p> <p>Hing &amp; Co., W. H. .... 16</p> <p>Holbrooks, Ltd. .... 55</p> <p>Howe, McIntyre &amp; Co. .... 15</p> <p>Huntley &amp; Palmers ..... 9</p> <p>Huxley &amp; Co., Joseph E. .... 13</p> <p style="text-align: center;"><b>I</b></p> <p>Imperial Rice Milling Co. .... 18</p> <p>Imperial Extract ..... 2</p> <p>Imperial Oil ..... 50</p> <p style="text-align: center;"><b>K</b></p> <p>Kavanagh Provision Co. .... 63</p> <p>Kearney Bros. .... 19</p> <p>Kellog Cereal ..... 21</p> <p>Kelly-Clarke Co. .... 16</p> <p>Knox Gelatine ..... 6</p>	<p style="text-align: center;"><b>L</b></p> <p>Lemon Bros. .... 60</p> <p>Little Bros., Ltd. 1. .... 16</p> <p>Lambe, W. G. A. .... 14</p> <p>Lauder Co., Chas. .... 20</p> <p>Lowrie, S. .... 49</p> <p style="text-align: center;"><b>M</b></p> <p>McBride Bros. .... 20</p> <p>Macdonald Brokerage ..... 13</p> <p>Macdonald, W. C., Regd. .... 53</p> <p>MacKay &amp; Co., John ..... 20</p> <p>Maclure, A. M., &amp; Co. .... 11</p> <p>MacKenzie, W. L. .... 13</p> <p>Maclure &amp; Langley ..... 14</p> <p>Macleod &amp; Co., D. J. .... 13</p> <p>Magor, Son &amp; Co., Ltd. .... 22</p> <p>Malcolm Condensing ..... 8</p> <p>Mann, C. A., &amp; Co. .... 63</p> <p>Maple Tree Producers ..... 52</p> <p>Marsh Grape Juice Co. .... 52</p> <p>Marshall, H. D. .... 14</p> <p>Mathieu Co., J. L. .... 52</p> <p>Megantic Broom ..... 56</p> <p>Midland Vinegar Co. .... 52</p> <p>Miller Bros. Co. .... 49</p> <p>Minto Bros. .... 20</p> <p>Moore &amp; Co., R. M. .... 63</p> <p>Mount Royal Milling &amp; Mfg. Co., Ltd. .... 53</p> <p style="text-align: center;"><b>N</b></p> <p>Nagle &amp; Co., N. (Vol-Peek) .. 54</p> <p>Nelson, C. J. .... 16</p> <p>Nootka Packing Co. .... 18</p> <p>North-West Trading Co., Ltd. 16</p> <p>Nutrient Food Co. .... 63</p> <p style="text-align: center;"><b>O</b></p> <p>Onkeys, John, &amp; Sons, Ltd. ... 60</p> <p>Oury Millar Co. .... 14</p> <p>Oscar Orken ..... 20</p> <p style="text-align: center;"><b>P</b></p> <p>Parke &amp; Parke ..... 55</p> <p>Pennock, H. P., &amp; Co., Ltd. ... 12</p> <p>Patrick, W. G., &amp; Co. .... 14</p> <p>Perry, H. L., &amp; Co. .... 13</p> <p>Peters, Duncan, Ltd. .... 46</p> <p>Pullan, E. .... 64</p> <p style="text-align: center;"><b>R</b></p> <p>Rock City Tobacco Co. .... 51</p> <p>Rennie's Seed Co. .... 55</p> <p>Rose &amp; Lafamme, Ltd. .... 15</p> <p>Rye Flour Mills, B. B. .... 17</p> <p style="text-align: center;"><b>S</b></p> <p>Schofield &amp; Beer ..... 15</p> <p>Scott-Bathgate Co., Ltd. .... 12</p> <p>Simms &amp; Co., Ltd., T. S. .... 8</p> <p>Sibbald &amp; Co. .... 14</p> <p>So-Clean, Ltd. .... 63</p> <p>Spratts, Ltd. .... 14</p> <p style="text-align: center;"><b>T</b></p> <p>Taylor &amp; Pringle ..... 49</p> <p>Tanglefoot ..... 63</p> <p>Tippett &amp; Co., A. P. .... 6, 49</p> <p>Thompson, E. B. .... 63</p> <p>Thorne &amp; Co., Henry ..... 62</p> <p>Toronto Pottery Co. .... 63</p> <p>Toronto Salt Works ..... 63</p> <p>Torry &amp; Co., J. L. .... 16</p> <p>Trent Mfg. Co. .... 63</p> <p>Turton, J. E. .... 15</p> <p style="text-align: center;"><b>V</b></p> <p>Vogans, Ltd. .... 63</p> <p style="text-align: center;"><b>W</b></p> <p>Wagstaffe, Limited ..... 7</p> <p>Walker, Hugh, &amp; Son ..... 61</p> <p>Watford Mfg. Co. .... 61</p> <p>Watson Bros. Fishing &amp; Packing Co., Ltd. .... 17</p> <p>Watson &amp; Truesdale ..... 11</p> <p>Wetley, J. H., &amp; Co. .... 61</p> <p>White &amp; Co. .... 61</p> <p>White Cottell's ..... 63</p> <p>Williams Storage Co. .... 12</p> <p>Woods, Walter, &amp; Co. .... 49</p>
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# BUYERS' MARKET GUIDE

## Latest Editorial Market News



**Vogans**

**Overseas  
CAKE**

Put up in one pound packages.  
Order from your jobber to-day.  
**VOGANS, LIMITED TORONTO**



**STONEWARE**

Buy Now—Butter Cocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co. Limited  
Dominion Bank Bldg.  
TORONTO

We are now located in our new and more spacious warehouse at

**60-62 JARVIS ST.**

**TORONTO SALT WORKS**

GEO. J. CLIFF

**WHITE-COTTELL'S**

*Best English Malt Vinegar*

**QUALITY VINEGAR**

White, Cottell & Co., Camberwell, London, Eng.

Agent:

W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto  
Beach 2170

**The LV PICKLE**

Manufactured by

**GILLARD & CO., LIMITED**

London, England

An English Delicacy of High Repute  
Magor, Son & Co., Ltd., 483 St. Paul St.  
(Place Royale), Montreal.

**EDMONDSON & PETCH**

Manufacturers of

**E. & P. Awnings and Tents**

THE BEST IN THE LAND

Write for Price Lists and Measurement Charts. Address

**OTTAWA, CANADA**

Order from your jobber to-day.

**"SOCLEAN"**

the dustless sweeping compound

**SOCLEAN, LIMITED**

Manufacturers TORONTO, Ontario

**SALT**

All Grades.—Carloads.

**THE DOMINION SALT CO., LTD.**

Manufacturers and Shippers

SARNIA " " " ONTARIO

**Prune Prices to be High**

Favorable weather conditions mark the growing season so far as regards the development of 1919 crop of prunes and other dried fruits are concerned. Earliest reports so far at hand indicate that the yield of prunes will constitute a record breaker, but this has not been a factor to ease the opening prices by any means. In fact since new crop goods have been figured on at all the trend of prices has been upward and the outlook seems to be that record figures will be reached this year.

This is due in part to the heavy overseas demand which it seems can reasonably be expected. The crop of 1918 was comparatively small, and it looks as though all factors will be absolutely bare of supplies before any new crop goods are available. This is another strengthening influence. Prunes are the most absorbing topic in dried fruit circles just now, although apricots are shaping up for comparatively high prices, too.

**COCOANUT**

For immediate or future deliveries.

**E. B. THOMPSON**

20 Front Street East, Toronto

30 DOZ. CASE FILLERS  
ONE DOZ. CARTON FILLERS  
¾-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.

**NUTRIENT FOOD CO., TORONTO**



Now is the time to see us regarding Salted Lake Herring in pails, tubs or half barrels. Write us at once. Herring any quantity our specialty.

**BOWMAN FISH CO.**  
66 Jarvis Street,  
Toronto

**GROCERS & 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. 7-078"

**THE STANDARD BY WHICH MANTLES ARE JUDGED**

GAS and GASOLINE MANTLES  
FOR ALL STYLES OF LIGHTS  
ASK FOR SAMPLES and QUOTATIONS

R. M. MOORE & CO. LTD. VANCOUVER  
PACIFIC COAST MANTLE FACTORY.

Ship us your

**BUTTER, EGGS, POULTRY  
Etc.**

We pay highest wholesale prices

**KAVANAGH PROVISION CO.**

Bleury Street, Montreal

Phones:

Uptown 4620, Uptown 4621, After 7 p.m. Uptown 1980

**TANGLEFOOT**

The Non-Poisonous Fly Destroyer  
The U. S. Dept. of Agriculture says in the Bulletin: Special pains should be taken to prevent children from drinking poisoned baits and poisoned flies dropping into foods or drinks.

These one-inch spaces only \$1.60 per insertion if used each issue in the year.

# Wanted

## Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

### WANTED

WANTED—EXPERIENCED GROCERY CLERK, Ontario. State age, salary expected and references. Box 606, Canadian Grocer.

### FOR SALE

#### FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

When writing  
to advertisers  
kindly mention  
this paper.

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.

### 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.

### AGENCIES WANTED

LONDON HOUSE OPEN TO RECEIVE agency from reliable manufacturers of Commodities suitable for British markets. Specialties, Condensed Milk, Canned Foods, etc. Write O. B. Laggett, 17 Harp Lane, London, E.C. 3, England.

WANTED—SALES EXECUTIVE FOR HIGH-class specialty. An excellent opportunity for a first-class salesman with a knowledge of the Grocery and Hardware trade throughout Canada. Must possess executive ability and be able to inspire and instruct his sales force. The chance of a lifetime for the man who can qualify. A vigorous and energetic man between 30 and 45 years of age required. Only applicants of the highest character and with good references considered. Give full particulars and references in first letter. All replies treated as confidential. Box 610, Canadian Grocer.

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—TWO ALL AROUND CLERKS—One must understand grocery well and one that knows gents' furnishings and boots and shoes. Either one must understand French as well as English. Permanent position for reliable man. Box 614, Canadian Grocer, 143-153 University Ave., Toronto, Ont.

When answering  
Advertisements please mention  
Canadian Grocer

ORDER HOT HOUSE  
TOMATOES---  
CUCUMBERS

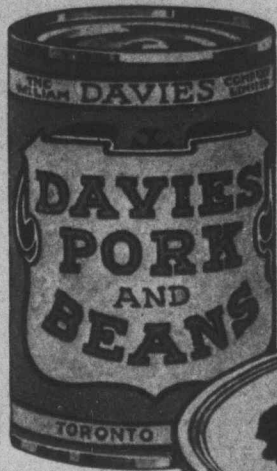
TO ARRIVE DAILY  
BY FAST EXPRESS

The season is short, but a profitable one to retailer;  
write or wire for date of shipment  
naming your daily requirement.

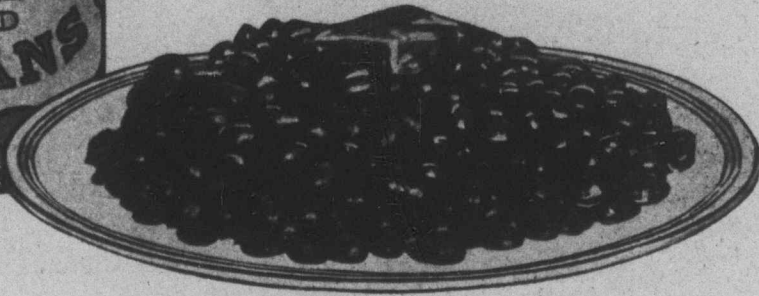
B. C. FARMERS EXCHANGE  
131 WATER ST. VANCOUVER

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 LIMITED  
TORONTO

In Tins—  
11 oz., 16 oz.  
and 20 oz.

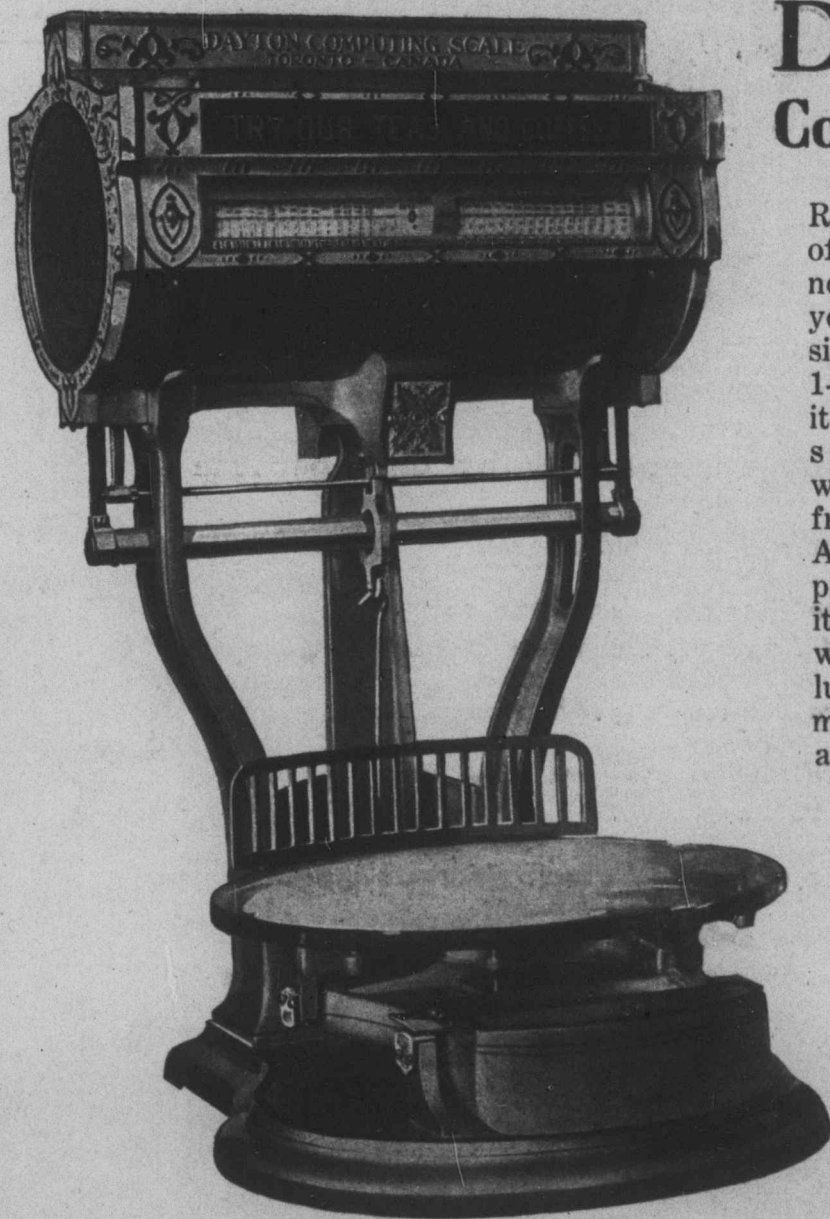
Montreal

Canada Food Board Packers' License No. 13-50

Hamilton

# Are You "Working for Nothing and Boarding Yourself?"

Many an honest merchant has gone to smash simply by neglecting to care for the small fractional parts of the pound. Literally—because he gives away his profits little by little a dozen times a day to people who don't thank him, because they don't know they are getting them. You can stop the loss of profits by absolutely using the



## DAYTON Computing Scales

Remember—your personal share of every dollar you take in does not amount to more than 7%. If you give away only  $\frac{1}{4}$  oz. on a single weighing you are losing  $1\frac{9}{16}\%$  from your 7%. Think of it! The Dayton Computing Scale stops the ruinous "down weights." You get paid for every fraction of every ounce you sell. And the customer is more than pleased because she can see how it's done—she knows that the weighing and pricing are absolutely correct because done by a machine that treats every one alike—with absolute fairness!

### Our New Catalogue

There's a copy in an envelope all waiting for your name to go on it—just drop us a card and we'll mail it at once. You'll see the handsomest range of Scales ever made—one that will suit your business—and they're all made in Canada completely.

"If it's a Dayton  
it's Right."

## Dayton Computing Scales

Royce and Campbell Avenues, Toronto, Ont.

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Vice-Pres. and General Mgr.

Division International  
Business Machines Co., Ltd.

Also makers of International Time  
Recorders and Hollerith Electric Tabulators