

# CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV.

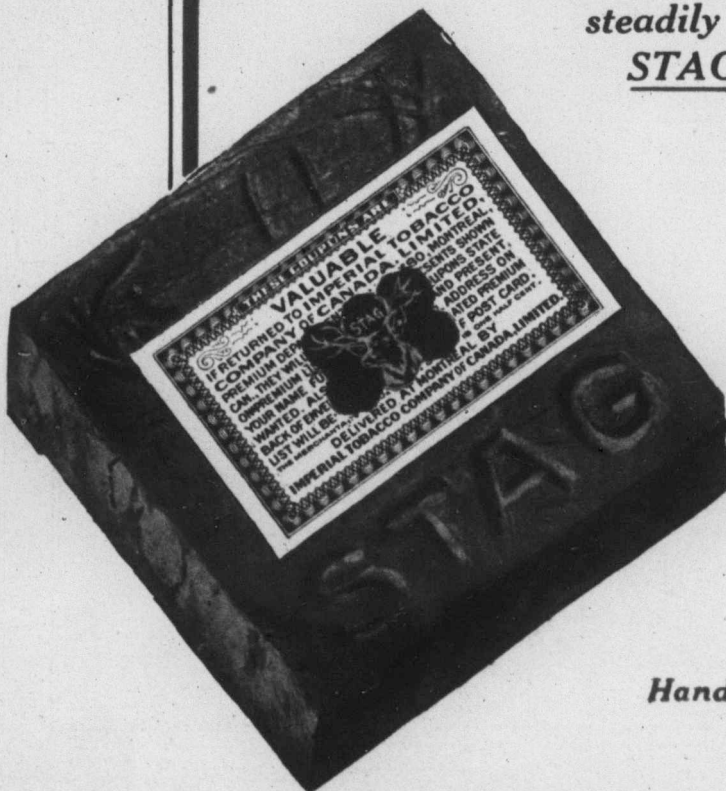
PUBLICATION OFFICE: TORONTO, APRIL 9, 1920

No. 15



*Grocers are more enthusiastic than ever  
over the strong demand for and the  
steadily increasing sales of  
STAG Chewing Tobacco.*

*Make it your big  
seller and recom-  
mend it to every  
customer.*



*Handled by all the wholesale  
trade.*

# HIP-O-LITE MARSHMALLOW CREME

(Ready-to-use)

*Now Made in Canada by  
Bowron Bros.*



1 Gal—160 oz.  
Lacquered can, 4 tins  
to case.  
Wt. 27 lbs. per case  
\$19.00 doz.



32 oz.  
Screw Top Jar,  
1 doz. to case.  
Wt. 18 lbs. per case  
\$5.50 doz.



16 oz.  
Mason Jar Screw Top  
1 doz. to case.  
Wt. 19 lbs. per case  
\$3.50 doz.



1 Pt.  
Fibre Carton,  
1 doz. to case.  
Wt. 10 lbs. per case  
\$2.60 doz.



Half Pint.  
Fibre Carton,  
4 doz. to case.  
Wt. 20 lbs. per case  
\$1.75 doz.

ALL SIZES QUOTED ARE IMPERIAL MEASURE

An exquisite Marshmallow of spreadable consistency, light, tender and short. It is used for desserts, cake fillings, frostings, sauces and a hundred and one delicious dishes. Always ready for use—no cooking and the contents of these handy containers will not spoil after opening.

**HIP-O-LITE** offers an excellent profit, Take for instance the 16 oz. size jar (the big family size seller), this costs you 30c and sells for 40c.

A national advertising campaign in leading magazines is daily creating a demand for **HIP-O-LITE**—the delicious Marshmallow Cream that is "different."

On drop shipments of 100 lbs. or over we pay the freight. Send for our free booklets on simplified candy-making, dessert recipes, etc. A post card brings any quantity you wish. Order **HIP-O-LITE** from your wholesaler or send his name to us with your order and we will ship direct.

## BOWRON BROS., Limited

Hamilton, Canada



*Borden's* Lines are the Safe Milk Products

Since 1857 these Borden "quality sellers" have won prestige and handsome profits for Canadian grocers. It is this incomparable quality, coupled with intensive, continuous "Nation-wide" advertising that is constantly widening the already vast circle of Borden's "friends" and fattening the bank accounts of Borden dealers.

SIX CANADIAN FACTORIES

The *Borden* CO., LIMITED

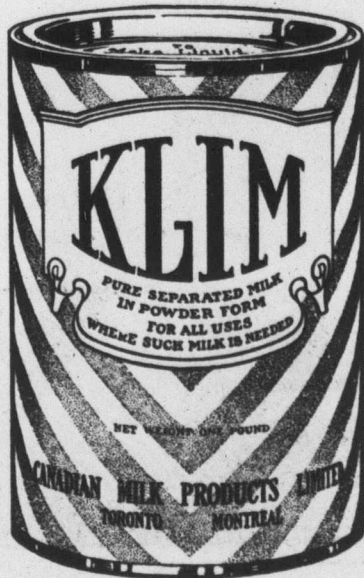
Leaders of Quality



MONTREAL

VANCOUVER

# KLIM PREVENTS WASTE OF VALUABLE MILK FOOD



*The Approach of  
Warmer Weather  
Means More Sour  
Milk—*

*Klim Will Not  
Turn Sour in  
Hottest Weather*

Milk is a very perishable food product. It sours quickly if exposed to heat. Sour milk is restricted to a very few uses in the home. It is usually thrown away. This waste and needless expense can be prevented by the use of Klim—pasteurized, separated milk in powder form. Klim fills most needs in the home. It gives satisfactory results in cooking. Many people use it altogether for table use and in tea, coffee and cocoa.

During the summer months, Klim sales are larger than at any other time of year, because it remains sweet and fresh until all used. Not a bit is wasted. For breakfast, lunch and dinner just the required quantity of separated milk can be prepared by placing a few tablespoonfuls of Klim on top of pure water and whipping briskly until dissolved. Directions for use are printed on every tin—half pound, pound and ten pound sizes.

**Push Klim sales now—it will pay you.  
Order from your wholesale grocer.**

## Canadian Milk Products Limited

HEAD OFFICE: TORONTO

St. John

Montreal

Winnipeg

# Cocoanut and Chinese Egg Products

We are in a position to offer for prompt shipment direct from the Orient or from New York and San Francisco, PRIME CHINESE EGG PRODUCTS, as follows:—

**FLAKE ALBUMEN  
SPRAY ALBUMEN**

**SPRAY YOLK  
WHOLE EGG POWDER**

Packed in tin-lined cases of 200 lbs. net, and guaranteed free of zinc, and to pass the test of the United States Department of Agriculture.

We are willing to introduce the Chinese Egg Albumen by shipping, as a trial order, any quantity, from one case up, and give any orders entrusted us our careful attention.

We can also quote upon application:—

## LIQUID YOLK No. 1 QUALITY

In casks of 430 lbs. net—2% Boracic Acid.

Also all kinds of Oriental and other imported edible nuts and desiccated cocoanut.

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

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

*We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request:—*

A. T. CLEGHORN,  
Vancouver, B. C.

ALEX. F. TYTLER,  
London, Ont.

HUGHES TRADING CO. OF CANADA, LTD.,  
Montreal, Que.

W. H. DINGLE,  
Calgary, Alta.

J. T. PRICE & CO.,  
Hamilton, Ont.

DASTOUS & CO., REG.,  
Sherbrooke, Que.

NICHOLSON-RANKIN, LTD.,  
Edmonton, Alta.

LIND BROKERAGE CO. LTD.,  
Toronto, Ont.

SCHOFIELD & BEER,  
St. John, N. B.

NICHOLSON-RANKIN LTD.,  
Winnipeg, Man.

JAMES KYD,  
Ottawa, Ont.

O. N. MANN,  
Sydney, N. S.

**J. ARON & COMPANY, Inc.**  
NEW YORK

We have offices and substantial representatives in all large business centers of the civilized world

# CLARK'S Prepared Foods

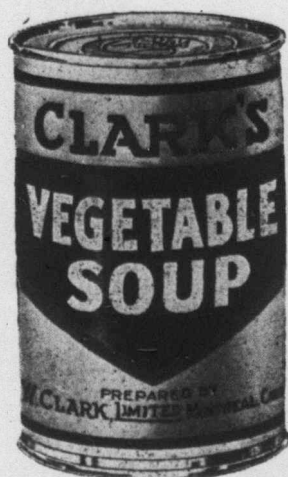
Corned Beef

Roast Beef

Veal Loaf

English Brawn

Lunch Tongue



Jellied Veal

Stewed Ox Tail

Corned Beef Hash

Jellied Hocks

Ox Tongue

Cambridge Sausage

Boneless Pigs Feet

Potted Meats

Devilled Meats

Sliced Smoked Beef

Canadian Boiled Dinner

Boneless Chicken

Tongue, Ham and Veal

Tomato Ketchup

Peanut Butter

Table Syrup

## CLARK'S PORK AND BEANS

## CLARK'S SOUPS

and other good things

ALL MADE IN CANADA

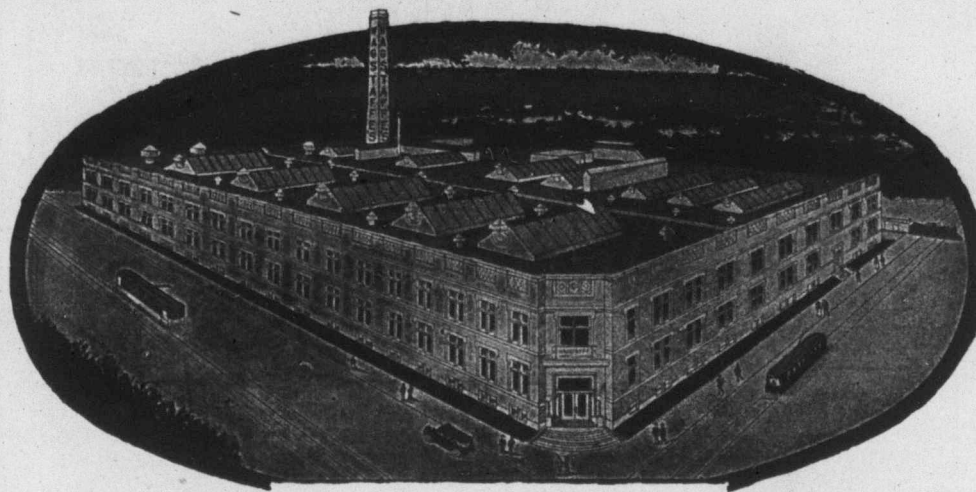
- BY CANADIANS

W. CLARK, LIMITED



MONTREAL

# WAGSTAFFE'S



New  
Season's  
Seville  
Oranges

just arrived

**WAGSTAFFE LIMITED**  
HAMILTON - ONTARIO - CANADA

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

We are now making delivery of our  
**New Season's**  
Celebrated

## Seville Orange Marmalade

All Orange and Sugar, No Camouflage

*Order from Your Wholesale Grocer*

# Wagstaffe Limited

Pure Fruit Preservers

**Hamilton**

--

--

**Canada**

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

Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton 7 Duke St. Truro N.S.; John Rossitor, St. John's, Nfld.



## The Ingredients that make a PERFECT CHOCOLATE

**T**HE choicest selected Cocoa Beans from Venezuela, Caracas, Trinidad, Maracaibo, Arriba, and a small percentage of first-grade Accra beans—

Cocoa Butter of choicest quality —

The purest of Granulated Sugar —

Milk Powder of highest butter-fat percentage —

These, and no other ingredients — no admixture or adulteration — together with the most modern and careful manufacturing processes known to the trade — are reasons for Hooton's superiority and a popularity that is making this one of the best-selling and most profitable confectionery products you can handle.

"Hooton Quality" is building a reputation that means assured future business for the dealer and for ourselves. Link up with "The Hooton Line" to-day.

**THE HOOTON CHOCOLATE CO., LIMITED**

60-70 Duchess Street

Toronto, Ontario

### The Hooton Line:—

**De Luxe ½ lb. Cakes:—**  
Imperial Yacht  
Sweet Milk, Sweet Vanilla  
Assorted Nut

**Small Bars:—**  
Almond, Filbert,  
Peanut, Raisin,  
Sweet Vanilla,  
Nut Lunch,  
Plain Milk, and  
Hooton's Tulip  
Buds



# HOOTON'S CHOCOLATE





## Here are a few of the Headings of our new Series of Advertisements:—

“THE SAUCE OF THE EPICURE AND THE GENTLEMAN”

“THE HIGHEST QUALITY KNOWN”

“A SEASONING AS NECESSARY AS SALT”

“MAKES ALL THE DIFFERENCE—WORTH THE DIFFERENCE”

“VARIETY OF USES”

“LEADERSHIP ABSOLUTE”

“ECONOMICAL—LEA & PERRINS' IS THE TRUE ESSENCE OF SAUCE”

“THE ORIGINAL WORCESTERSHIRE”  
— and to-day, as 80 years ago,  
unapproachable in **Quality**.

THESE advertisements, in leading papers from coast to coast, are carrying a message that is unmistakable—an invitation to the highest class of trade, that will result, not only in increased sales of this greatest and most famous of all condiments, but in an additional turnover of other lines of high-class commodities—for the handling of Lea & Perrins' carries with it a subtle distinctiveness which stamps the store that sells it as one catering to discriminating tastes. Push Lea & Perrins' Sauce and prestige accompanies your profit.

*Lea & Perrins*  
The ORIGINAL  
Worcestershire Sauce

**HAROLD SEDDON**

137 McGill Street

MONTREAL

Special Agent

## Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 3 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates—Three cents per word first insertion, 2 cents per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

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

# ELKHORN CHEESE

## IN TINS - 8 VARIETIES



**Sales Representatives:**

Dunn-Hortop, Ltd., Toronto, Ont.  
 Wm. H. Dunn, Ltd., 180 St. Paul  
 St., Montreal, Que.  
 J. A. Tilton, St. John, N. B.  
 Pyke Bros., Halifax and Sydney,  
 N. S.  
 Buchanan & Ahern, Quebec, Que.  
 Richardson, Green, Ltd., Winnipeg,  
 Man.  
 Oppenheimer Bros., Vancouver,  
 B. C.

—should be displayed in your windows and on your counters, Mr. Dealer. With the approach of the hot Summer months there will be an increasing demand for this clean, wholesome cheese in its air-tight, sanitary container.

Do away with the old-fashioned way of marketing cheese, just as you did away with the cracker barrel, the oatmeal barrel, and the raisin bin. Here is a cheese that will keep without ice in any season or climate—guaranteed to keep. No loss from crumbling or drying, your profit is sure and sales are steady throughout the entire year.

**DEALERS AND WHOLESALERS**—Write for samples and prices and full information on **ELKHORN CHEESE IN TINS.**

Manufactured by

**J. L. KRAFT & BROS. CO.**

## Your Customers Buy Milk

Why not supply them?

Why not get your share of this profitable business?

Carnation advertising teaches the people to buy their daily milk supply from you—The Modern Milkman.

You can help by linking your store to the Carnation campaign.

Carnation Advertising material is free. Write for one of the following pieces:

Suggestions for Window Trims—Counter Cutout—Counter Stand—Story of Carnation Recipe Book—Carnation Streamers or Hangers.

Address **CARNATION MILK PRODUCTS CO., LTD.**

Aylmer, Ontario

*Remember—your jobber can supply you.*

# Carnation

*From Contented Cows*



# Milk

*The label is white and red*



# HOPS

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

Ranches located at  
Sardis, Agassiz,  
B. C.

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



**Largest Hop Growers in Canada**

*Write for Prices—Samples*

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

## Millions Want These Raisins Every Month

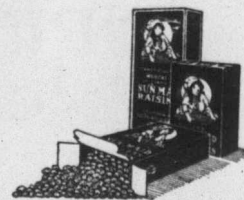
Millions of housewives want Sun-Maid Raisins regularly. We know this because stocks are low despite a large production.

It is our desire to aid in the distribution of this great crop so that no customer of yours need be disappointed.

Are you getting your share of this trade in your neighborhood?

Show the Sun-Maid packages in your windows and see that your shelves are always supplied.

The  
Extensively  
Advertised  
Brand of  
Raisins



Three Varieties:

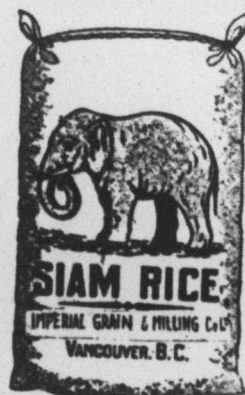
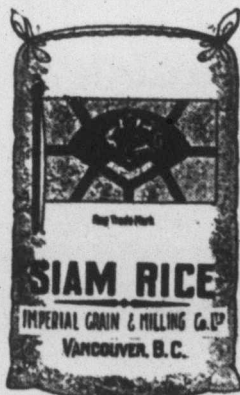
- Sun-Maid Seeded  
(seeds removed)
- Sun-Maid Seedless  
(grown without seeds)
- Sun-Maid Clusters  
(on the stem)

**California Associated Raisin Co.**

Membership 9,000 Growers  
Fresno, California

## Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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

## DESICCATED COCOANUT

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

**Our agents are:**

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

**Dodwell & Co., Ltd.**

*Importers and Exporters*

VANCOUVER



**Said the Manager:**

I maintain such high standards of cleanliness and quality that I can thoroughly relish any can of

**“ALBATROSS” PILCHARDS**

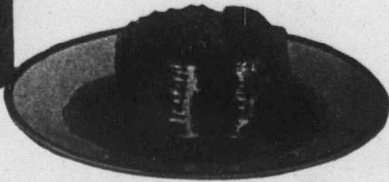
Clayoquot Sound Canning Co., Ltd.

VICTORIA

AGENTS:

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

EVERY MORSEL EDIBLE  
 AND DELICIOUS



The Relative FOOD VALUE of

**“PINK ROSE” Brand**

CANNED SALMON is as follows:

21.8% .....	“PINK ROSE” BRAND CANNED SALMON
16.5% .....	Sirloin Steak
14.2% .....	Sugar Cured Ham
13.4% .....	Macaroni
13.1% .....	Eggs
12.0% .....	Spring Chicken
9.0% .....	White Bread

Distributed by HARRY HALL & CO., Limited, Vancouver, Canada

**Packed Where They Are Caught**



If carried any distance, herrings will become bruised by their own weight and lose that firmness that distinguishes

**“Wallace’s”**

WALLACE FISHERIES LIMITED  
 VANCOUVER

We would like to communicate with firms desiring to have a reliable company act for them as agents for the Islands of Cape Breton and Newfoundland.

The Farquhar Trading Company, Ltd.  
 NORTH SYDNEY, N. S.

P. O. Box 249

**“FISH”**

We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

**LEMON BROS.**

Owen Sound, Ont.

# 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.

BRITISH COLUMBIA

## Squirrel Brand PEANUT BUTTER

**W. H. Edgett Ltd.**  
Vancouver  
Canada  
Wholesale Purchasing Brokers  
Exporters and Importers

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

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



"Yes, 'Red Arrow',  
I find them selling  
splendidly and giving  
good satisfaction."



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

**PACIFIC CARTAGE CO.**  
C.P.R. Carters  
Office: C.P.R. Freight Sheds CALGARY  
Distribution of Cars a Specialty  
Storage and Forwarding Prompt Service

**B. M. Henderson Brokerage, Ltd.**  
Kelly Bldg., 104th St., Edmonton, Alta.  
(Brokers Exclusively)  
Dried Fruits, Nuts, Beans, Jams,  
Cereals, Fresh Fruits and  
Vegetables

**Western Transfer & Storage, Ltd.**  
C.N.R. Carters C.P.R.  
DISTRIBUTION - STORAGE - CARTAGE  
P.O. Box 666, Edmonton, Alta.  
Members of the Canadian Warehousemen's Association

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

**JOHN PRITTY**  
Merchandise Broker and Manfg's. Agent  
Head Office, Regina, Sask.  
Sales connections at: Vancouver and Nelson, B.C.; Calgary and Edmonton, Alta.; Regina and Saskatoon, Sask.; Winnipeg, Man.; Toronto, Ont.; Montreal, Que.; New York and Chicago, U.S.A.  
Specializing in carlots, Butter, Eggs, Potatoes, etc.  
Energetic representation guaranteed.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION  
NAME OF THIS PAPER



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

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

**THE McLAY BROKERAGE CO.**  
WHOLESALE GROCERY BROKERS  
and MANUFACTURERS AGENTS  
*Take advantage of our Service*  
WINNIPEG MANITOBA

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

**Richardson Green, Limited**  
MANUFACTURERS' AGENTS

Calling upon the Grocery, Hardware and  
Drug Trade.

Winnipeg Regina  
Edmonton  
Calgary Saskatoon

We work The Retail Trade

**W. L. Mackenzie & Co., Ltd.**  
Head Office: Winnipeg  
Branches at  
Regina, Saskatoon, Calgary, Edmonton

**C. H. GRANT CO.**

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

Why Not Build Up Your Trade in the  
West, by Appointing Us Your Agents?  
**MOWAT & McGEACHY**  
(MANITOBA) LIMITED  
Agents for MOIR'S Chocolates  
Confectionery, Grocery and Drug Trade  
91 Albert St., Winnipeg, Man. and at Saskatoon

**Geo. W. Griffiths & Co., Ltd.**  
346 Princess Street  
Winnipeg, Manitoba

*Selling Agents and Brokers*  
Grocery Specialties, Druggists' Sundries  
Pipes, Cigarettes, Tobaccos and  
Smokers' Sundries

**HERALD BROKERAGE CO.**

Wholesale Commission Brokers and  
Manufacturers' Agents.  
We give you the best of service.  
617 McIntyre Blk. | 16 Board of Trade Bldg.  
Winnipeg, Man. | Calgary, Alberta

## Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Through our chain of branches covering Western Canada from  
the Great Lakes to Vancouver, we are in daily touch with all  
Jobbers in our territory.

Having selling staffs and fully equipped warehouses at each  
branch, we are in an unexcelled position to give service to any  
manufacturer or shipper desiring to enter this market, or who  
wishes to extend his present business.

LET US SHOW YOU.

**Head Office : WINNIPEG, MAN.**

Branches at:  
REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.  
EDMONTON, ALTA. VANCOUVER, B. C.  
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

MANITOBA  
SASKATCHEWAN

Wholesale Grocery Commission  
Brokers

ALBERTA  
WESTERN ONTARIO

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

Head Office: **WINNIPEG** Manitoba

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



### The Largest in Western Canada

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

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

### Watson & Truesdale, Winnipeg

have 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

"ALWAYS ON THE JOB"

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

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

STORAGE

DISTRIBUTING

FORWARDING

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN CANADA



## CHRISTIE'S BISCUITS and ROBERTSON'S CONFECTIONERY

are both marketed in Western Canada by us.  
Both lines are having big sales.

For the same reason your goods should be  
among the big sellers.

## Scott-Bathgate Co., Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave., East

WINNIPEG

## W. H. ESCOTT CO. LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—  
Commission Merchants

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

### SALES FORCE

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

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

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY

HEAD OFFICE

Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask.      Saskatoon, Sask.

Fort William, Ont.

Calgary, Alta.      Edmonton, Alta.

## The Norcanner Brand



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

## Bravo Brand Sild Sardines

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



Your jobber can supply you

## NORCANNERS, LIMITED STAVANGER, NORWAY

American Headquarters:  
105 Hudson Street, New York

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

Donald H. Bain Co.  
Winnipeg

C. B. Hart Reg.  
Montreal



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

ONTARIO

**J. K. McLAUHLAN**  
Manufacturers Agent and  
Grocery Broker  
Kellog's Toasted Corn Flakes, Waddell's  
Jam, McLauchlan's Biscuits and Confectionery.  
45 Front St. East, TORONTO.

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

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

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



32 Front TORONTO St. West CANADA

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

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

**SCOTT & THOMAS**  
Manufacturers' Agents  
Confectionery and Grocery Brokers  
32 Front St. West,  
TORONTO

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



**B R O O M S**

---

No. 1 Carpet Broom  
Rex Broom  
I X L Broom

Our lines of high-grade brooms for the house

---

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

---

Warehouse, Deck, Toy Brooms and Whisks

---

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

**REMEMBER**  
that Laundry Blues vary in strength, color, and bleaching properties. Inferior kinds leave unsightly marks on linen. OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture. You will have no complaint from even your most particular customers if you sell them.

**OCEAN BLUE**  
In Squares and Bags  
Order more from your Wholesaler

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

Western Agents: Hargreaves (Canada), Ltd., c/o H. L. Perry & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary, and Edmonton. For British Columbia and Yukon: Hargreaves (Canada), Ltd., c/o Johnston Storage Co., Vancouver, B.C.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

QUEBEC

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

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

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

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

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

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

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

**Grecian Currants**  
WE ARE EXCLUSIVE AGENTS and we can supply in quantities, the famous "FILIATRA CURRANTS" fine cleaned stock, crop 1919, and other Brands, also figs. Write for prices.  
On inquiries we can quote the best prices on Fancy Bluerose rice, coffee, Norwegian sardines, cigarette paper, etc.  
Levant-American Mercantile Co. LIMITED  
Montreal, Canada

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

MARITIME PROVINCES  
**GAETZ & CO.**  
MANUFACTURERS' AGENTS AND GROCERY BROKERS  
640 Barrington Street, Halifax, N.S.

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

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

Say you saw it in Canadian Grocer, it will identify you.

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

<p><b>RICE</b></p> <hr/> <p><b>RICE FLOUR</b></p> <hr/> <p><b>RICE MIDLINGS</b></p> <hr/>	<p><b>Mount Royal Milling and Mfg. Coy., Limited</b> MILLS AT MONTREAL, QUE. VICTORIA, B.C.</p> <hr/> <p>D. W. ROSS COMPANY Agents MONTREAL</p>
---	---

# Difference in Exchange Makes Difference in Price



The same quality—a better package

One Pound  
and one nickel  
silver spoon  
(Rogers)

**63c.**

Two Pounds  
and one nickel  
silver fork  
(Rogers)

**\$1.26**

Three Pounds  
and one silver  
plated knife  
(Rogers)

**\$1.89**

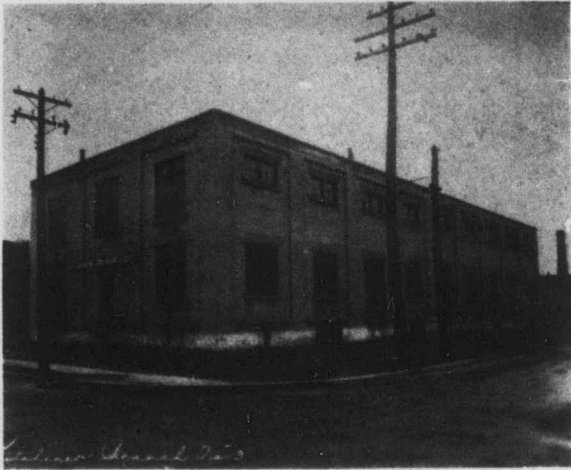
## MINTO BROS.

284 Church Street

Toronto, Can.

# Save time--Save freight--Save breakage

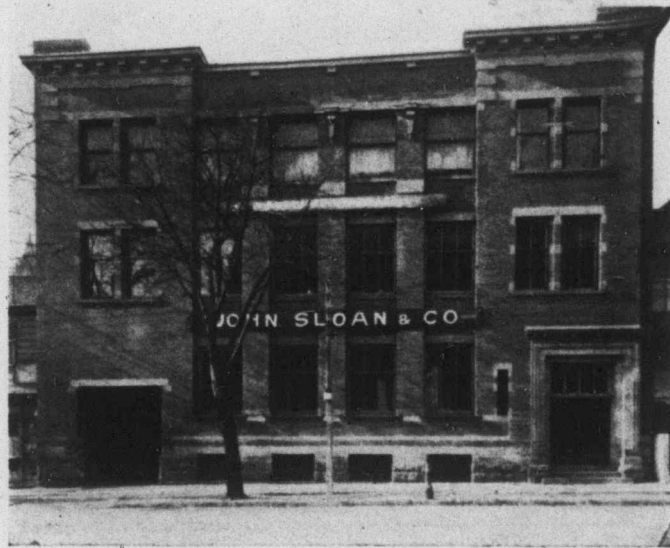
The nearer you buy the better for you



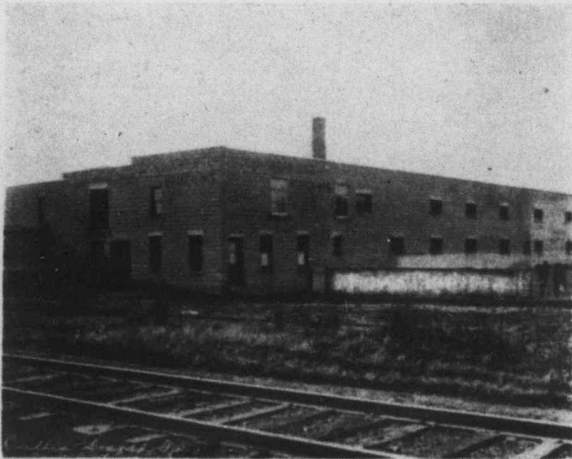
BRANCH AT KITCHENER



BRANCH AT BELLEVILLE



HEAD OFFICE AND WAREHOUSE, TORONTO



BRANCH AT ORILLIA



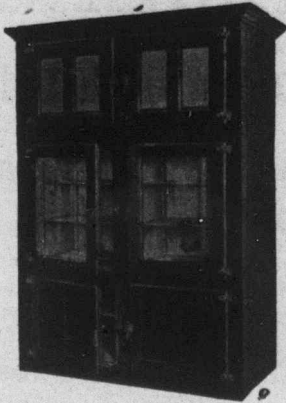
BRANCH AT SARNIA

**John Sloan & Co., Ltd.**

**Wholesale Grocers**

# EUREKA

Any time from now on a Eureka refrigerator is a necessary part of your store equipment. You not only owe it to yourself, but to your patrons and customers, to keep your store smart and up-to-the-minute in appearance, and to keep your perishable articles—butter, cheese, milk, or green garden truck—under the strictest sanitation.



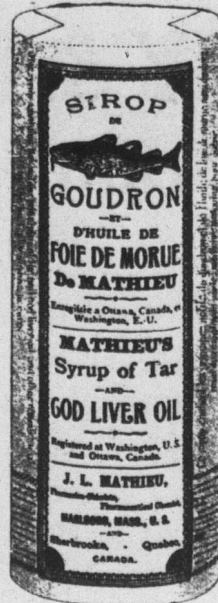
Customers like to see their grocer keeping his goods clean, sanitary and fresh. And the best and most reliable way to do this so as to get the best results is to purchase a Eureka Refrigerator.

No matter what business you are in—florist, grocer or butcher—we have or can give you just what you need in the Refrigerator line.

## Eureka Refrigerator Co., Ltd.

Head Office & Factories: Owen Sound, Ont.

## Protect your customers



by recommending Mathieu's Syrup of Tar and Cod Liver Oil for Colds, La Grippe and as a good preventive for "influenza."

Its reputation for great curative properties and dependability is known from coast to coast.

Cash in on the ever-increasing demand for a reliable cough remedy by supplying your customers' needs with Mathieu's Syrup of Tar and Cod Liver Oil. Remember there's a good profit on every sale.

## J. L. Mathieu Co.

— PROPRIETORS

SHERBROOKE - QUEBEC



## Marsh's Grape Juice

Is prepared from the pick of the vines. After having been brought to our plant the stems are removed, and any soft fruit discarded.

They are then placed in a "bath" and washed in a stream of running water—all dust and grit being removed. Exacting care in these details is one of the reasons for "Marsh Quality"

### The Marsh Grape Juice Company

NIAGARA FALLS, - ONT.

Agents for Ontario, Quebec and Maritime Provinces:

The McLaren Imperial Cheese Company, Limited  
Toronto and Montreal

There are many good Labels  
but few good Vinegars

## Grimble's Vinegars

like their Labels  
are good  
and their taste is excellent

Grimble's Vinegar Breweries  
are in LONDON, England

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

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

Amongst their greatest favourites are the following:—

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

### *Representatives :*

#### **NOVA SCOTIA and PRINCE EDWARD ISLAND**

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

#### **NEW BRUNSWICK**

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

#### **QUEBEC**

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

#### **ONTARIO**

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

#### **MANITOBA, SASKATCHEWAN and ALBERTA**

W. Lloyd Lock & Co.  
104 Princess Street

#### **BRITISH COLUMBIA— MAINLAND**

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

#### **VANCOUVER ISLAND**

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

#### **NEWFOUNDLAND and LABRADOR**

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

# HUNTLEY & PALMERS, LIMITED

READING AND LONDON, ENGLAND

# 50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

## Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, \$1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

**WELLS & RICHARDSON CO., Limited**

200 MOUNTAIN ST.

::

::

MONTREAL, P.Q.

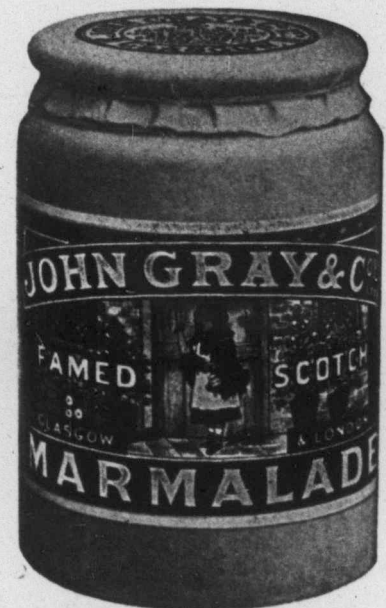
# JAMS MARMALADES PEELS

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

Established over a Century

Cable: Lamberton, Glasgow  
Codes: A.B.C. 4th and 5th Edition

# CONFECTIONERY MARZIPAN CHOCOLATE



Agents:

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

Lind Brokerage Co., Ltd., Toronto



## Are You Looking Ahead?

EVERY community has its dealers who anticipate the requirements of their customers and are always prepared with a sufficient stock to meet these requirements. The customer leans heavy on this judgment and foresight and he should not be disappointed. When the potato bug season arrives "Mr. Dealer" will you be prepared to meet the demand with a stock of



# MUNRO'S PARIS GREEN

STRICTLY PURE  
(Government Standard)

Manufactured by

## McARTHUR, IRWIN, LIMITED

Established 1842

MONTREAL



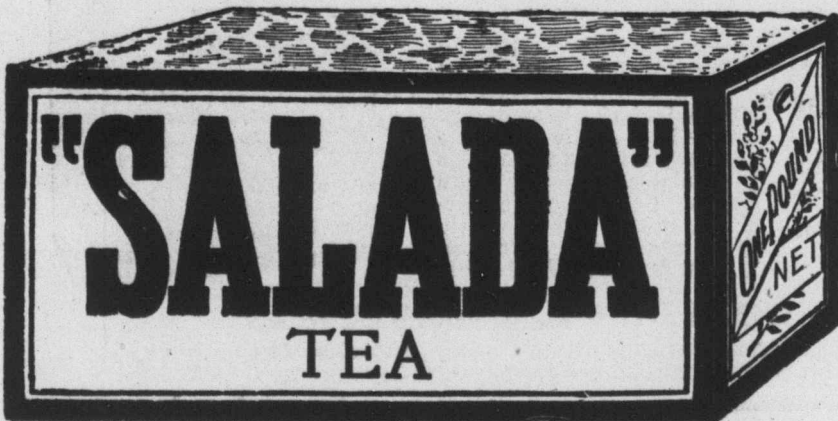
# The first Quarter of 1920 has gone

January, February and March of this year have made a record for "SALADA" that speaks volumes to the listening trader. On March 27th we found our sales for the first 3 months to be

**634,062** Pounds **AHEAD** of the corresponding 12 weeks of 1919.

From our figures we calculate that 288,870 more people are using "SALADA" in Canada than were using it a year ago.

**THE VERDICT OF THE PUBLIC IS UNMISTAKEABLE**



**SALADA TEA COMPANY  
OF CANADA, LIMITED**

**TORONTO**

**MONTREAL**

**WINNIPEG**

## Make Your Waste Paper Earn a Profit



Serious shortage of materials and paper manufacturers are clamoring for waste paper to be converted into new stock. They are paying **four times** the price offered before the war

### "Climax" Steel Paper Balers

turn this by-product of your business into real money and reduce your fire risk. Over 2,000 satisfied users. Made in Canada. 12 sizes. Our Service Dept. will find you a market. Write to-day for "Free Booklet" How to Turn Waste Into Money.

**[Climax Baler Co.]**  
Burton Street HAMILTON, Ont.

## WHEAT GOLD BREAKFAST CEREAL

(Formerly "Wheatine")

—a high grade product made from Canadian hard wheat at our mills at Markham, Ontario.

It is most attractively packaged in a cleverly designed carton that is without a doubt the most striking of its kind on the market; and if present orders are any indication of the future, WHEAT GOLD is bound to make a big "hit" in the world of breakfast cereals.

Get in touch with your wholesaler.

**W. B. BROWN & CO.**  
TORONTO, ONTARIO

# ARCTIC Refrigerators

## USE LESS ICE

### Write To-day for the Free Arctic Catalogue—

Start at once to select your new refrigerator. Start to-day to get the most out of Summer. Write now for the Free Arctic Catalogue.

A good Refrigerator will save its cost in no time. Arctic Refrigerators are preferred by most grocers and provisioners for their absolute protection against spoilage, their saving on ice, the attractive appearance they give to a store, their convenient sizes, their strong, durable construction, and what is equally important—their moderate cost. You see Arctic Refrigerators everywhere.

THE ARCTIC model shown here is just the right capacity for the average grocer.

Stands 84 in. high, 46 in. wide and 28 in. deep. Case of ash, dark golden finish, lined with spruce. Ice box and connections of heavy galvanized iron, under surfaces white enamelled, shelves adjustable, and all parts easily separated.

All doors of overlapping type, display doors fitted with two thicknesses of double-thick glass.

The Free Arctic Catalogue shows this and other sizes available, together with Fish Cases, Counter Refrigerators and many other profit-saving refrigeration devices. Write for it.



**JOHN HILLOCK & CO., Limited,** Office, Showrooms and Factory  
154 GEORGE ST., TORONTO

AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B. C.

## A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

Trifling! Three cents per word for first insertion and two cents per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

**Canadian Grocer, 153 University Ave., Toronto, Ont.**

A quarter of a century's popularity has built up a wide appreciation for the distinctive flavor, fragrance and strength of Red Rose Tea.

Take advantage of that popularity and keep well stocked with Red Rose Tea. It is a profitable business that comes to the grocer without other effort on his part than handing the familiar Red Rose packages over the counter. And Red Rose Tea makes business for him in other lines.



### The T. H. ESTABROOKS COMPANY, LIMITED

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



## Scotch Snack

the favorite for  
making Sandwiches,  
Salads, Croquettes, etc.

## Mr. Grocer

a good idea will appear in every issue of this paper that will help you sell Scotch Snack. "Watch for Them." The first one will appear April 9th. Every idea has been tested and proved successful.

**ARGYLL BUTE, Regd., Montreal, Que.**



Write for this handsome card and increase your sales of **Colman-Keen Products**

Just mail us a postal card today and we will gladly send you this attractive "sales creator" free. Then hang it in a conspicuous place and it will boost your sales in a most surprising manner

Canadian Agents:

**MAGOR, SON & CO., LIMITED 191 St Paul Street, MONTREAL**  
 TORONTO BRANCH: 30 CHURCH STREET

# Abbey's EFFERVESCENT SALT

Makes Life WORTH LIVING

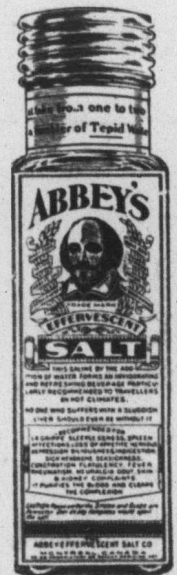
Many of Your Customers Take It Regularly Every Spring

Everybody knows how good it is as a Spring Tonic—to purify the blood, regulate the liver, improve appetite and digestion, and build up the whole system.

Spring is always a big season for the sale of Abbey's Salt. The big advertisements now running are helping to boom the sales.

Take advantage of them. Display Abbey's Salt in windows and on the counters. Recommend it to your customers. Let it help to make money for you.

**THE ABBEY EFFERVESCENT SALT CO., Montreal**



# CANADIAN GROCER

VOL. XXXIV

TORONTO, APRIL 9, 1920

No. 15

## Garnishee Law is Satisfactory Only on a Percentage Basis, Weekly or Monthly

Retail Merchants' Association Objects to Amendment Providing That the Amount of Wages Exempt From Seizure be Increased From \$25 to \$50—Grocers Express Opinions on Suggested Changes in Garnishee Law

**T**HE proposed amendment to the Wages Act has been brought before the Ontario Legislative Assembly by R. L. Brackin, M.P.P. for Kent County. This bill will have such amendments before it reaches its last reading that the context will likely be entirely changed. The original amendment as introduced by the member from Kent provided that the amount of wages exempt from seizure or attachment be increased from twenty-five to fifty dollars. This was objected to by the Retail Merchants' Association which, together with a suggestion by another member of Parliament, further amendments have been suggested.

As the Act stands, a man drawing his pay weekly has at the best little above \$25 to be seized, whereas the man with a monthly salary of the same amount per week has three times the amount liable to attachment in event of his being unable or unwilling to meet his honest debts. This is considered unfair, both to the creditor and to the man who is paid monthly.

### What the Sponsor Says

CANADIAN GROCER interviewed R. L. Brackin, the sponsor of the Bill, who said: "The bill is at the present time before a committee and I believe I am safe in saying that before it comes before the House again, its context will be radically changed. I am confident that the section in question will read similar to the same clause in the Michigan State Wages Act, that is, a percentage basis will be determined instead of any fixed sum. In consequence everyone is on an equal footing and the merchant is legally entitled to something in cases where he could get nothing previously. The percentage system will be based on the amount of the wage, the number of the family and the amount of indebtedness. Therefore, according to the final proposed amendment, a man may be forced by law to pay weekly a certain proportion of his income until his account is cleared."

CANADIAN GROCER also interviewed a number of merchants in regard to the matter. E. F. Mason, proprietor of two grocery stores in Peterboro, when asked for his comment on the amendment, pointed out that it would not be very hard to make an improvement on

family starve, even though we know our chances for getting our returns are very poor. Every year we allow for certain bad accounts which are no more than charity.

### Very Seldom Refuses Credit

"If a man is sick or out of work, few grocers would refuse to give him enough credit to keep his family from want and yet we invariably find that the man who has nothing laid aside for a rainy day is the man who when working catches up on his account, and he goes to another grocer and pays cash rather than face the merchant to whom he owes both money and gratuity. So we lose both our money and our customers. Another thing we frequently find is the man who can least afford to carry a heavy account is the one who is most extravagant in his buying. This requires a great deal of tact on the part of the grocer so that he will not offend and at the same time protect himself and his customer from heavy loss and an embarrassing account. Only on very rare occasions do we resort to legal proceedings, although we are rightfully entitled to it. It is too expensive a procedure to be undertaken every time we wish to extract what little over twenty-five dollars a week a man earns. In my opinion, if the new amendment is adopted it will not only be in justice to the merchant—the grocer especially—but it will be justice to the working man, in that it puts every man on an even basis. It will also have the effect, to some extent, of making the grocer less fearful of his accounts. As a result some really deserving of consideration will not be refused because of the heavy risks the dispensers of the vital necessities of life have to take when they favor their customers with credit.

"The great trouble in the grocery business has been that the merchant's good nature gets the better of his business principles and his cash register suffers too severely on account of this charity. The grocer is more exposed to this than perhaps any other business man."

### MAKE GARNISHEE LAW OF REAL BENEFIT

The discussion in the Legislature of Ontario of the Garnishee Law will be of interest to the grocers of the Province, as possibly more than any other class of merchant the grocer is vitally affected by the Garnishee Act. That the original amendment providing that the amount of wages exempt from seizure or attachment be increased from \$25 to \$50 does not meet with much favor by the Retail Merchants' Association is evident, in the expression of opinion by W. C. Miller, secretary of the Ontario branch. It would have been very unjust to the merchants, it is pointed out, who in times of stress have been bankers to the people. Legislation that will allow merchants a garnishee on a percentage basis that will be automatic, weekly or monthly, until the account is liquidated, will be welcomed by the Retail Merchants' Association. Making use of the present law by the average grocer is too expensive an operation to be used frequently. In most cases the returns are hardly worth while.

the present law. The grocer is the one tradesman, he said, who is most affected by credit systems. His business is to supply the daily necessities of life and his very goodness often leads him into losses that are easily foreseen. We sometimes cannot bear to see a man's

### Provincial Secretary R. M. A. Dubious

When the first amendment to the present Act was proposed by R. L. Brackin, it met with opposition and disfavor from the Retail Merchants' Association, represented by W. C. Miller, the provincial secretary. Apparently as a result of this representation, the second amendment has been brought forward by the member from Kent County.

"From my knowledge of the present Legislative Assembly," W. C. Miller remarked to CANADIAN GROCER on the proposed amendment, "I cannot readily believe that they will be particularly looking after the welfare of the retail merchants. The present Act has remained unrevised on the statutes for twenty-seven years. The original amendment would have been very unjust to the merchants who in times of stress have been bankers to the people. If, however, the Government would be prepared to give us legislation that would allow us a garnishee on a percentage basis that

would be automatic, weekly or monthly, until the account was liquidated, it would relieve matters for the merchant to a great extent.

"The present law requires the outlay of five dollars for every writ issued and in many cases the returns are hardly worth while. Besides this, it is a very easy matter for a dishonest debtor to evade even a writ of garnishee. My personal opinion is that as a result of the first proposal, we can hardly expect any amendment that would concede so much to the retailer."

### Grocers Express Opinion

"In my opinion," said D. W. Clark, Avenue Road, Toronto, "no amendment that can be brought up is worth the paper it is written on unless it makes the garnishee automatic weekly or monthly until the account is cleared. As it stands, the writ is far too expensive, both to the grocer and the creditor, to be worth the trouble, when you con-

sider the small amount obtainable on each writ. Why should a law defend a man who systematically works to defraud one who has given him credit? No grocer would enter a claim for garnishment unless he has given his debtor every reasonable chance to deal fairly."

"We would be satisfied," said Wm. Cole, 246 Avenue Road, Toronto, to CANADIAN GROCER, "with even a small percentage rate of garnishment if the law provided that the account be settled before the writ is invalid. At the present time we have to be able to collect five dollars on writ before we have one cent for ourselves. It therefore doesn't even pay us for our trouble and in the majority of cases we stand to lose even the five dollars. The present law is not worth anything to the grocer nor would any amendment be satisfactory unless it provides that the writ is valid until the account is liquidated."

# Grocer's Profits Built On Wise Buying

Study of the Prices and Terms Offered by Jobbers is Important  
With Point St. Charles Grocer—When Conditions Uncertain Close  
Attention to Buying Important—Grocer Should Respect His  
Calling More

By Staff Correspondent CANADIAN GROCER

**M**ONTREAL, April 5. — John Carswell, grocer of 617 Wellington St., Point St. Charles, believes that profits are to be conserved when one is buying his goods. To this end, Mr. Carswell has paid very close attention to his buying, and to this attributes at least a large portion of his success he has attained as a retailer.

"There is much in the buying," said Mr. Carswell to CANADIAN GROCER. "I bought my extracts for 1919 for delivery in August, during the month of August preceding, or just one year ahead. Instead of paying \$1.05 for a better grade of extracts I bought them for 67½¢ per dozen. In this way I was able to save a considerable sum."

"Jelly powders are a big line with us and I have built up a big trade in them. I bought them when I considered the price right—at \$1.05 per dozen. They are now worth about \$1.50. Of prunes I secured the terms and prices of the various wholesale houses, and some were offered at prices ruling at date of shipment. I found that others were quoting a definite price on delivery date and I finally adopted the plan of buying from one of these houses and booked at 16½¢ per pound. The market went down to 16¢ and then reacted to 19¢ and 20¢. But I had bought at considerable saving and was able to sell at a fair price and make a good profit. I prefer to have a definite price quoted on delivery."

### A Small Space is Made to Serve

While Mr. Carswell does not enjoy the

advantages afforded in a good-sized store he does make good use of the space at his disposal. "I can easily expand as my business grows and am looking forward to enlarging my store," he said. "My greatest handicap is that of a limited amount of storage. This makes it very awkward at various times, but I have found it a good plan to keep expense down and put up with the inconvenience. In these times when the overhead costs of conducting business is so much higher I consider it good business to conserve expense and not to make expenditures that will eat up all the profits." The Carswell store is located in a well-populated district and Mr. Carswell said that he always had a good location. It will be increasingly valuable he believes, and when conditions are more normal he means to expand his store premises.

### Check Bills Carefully

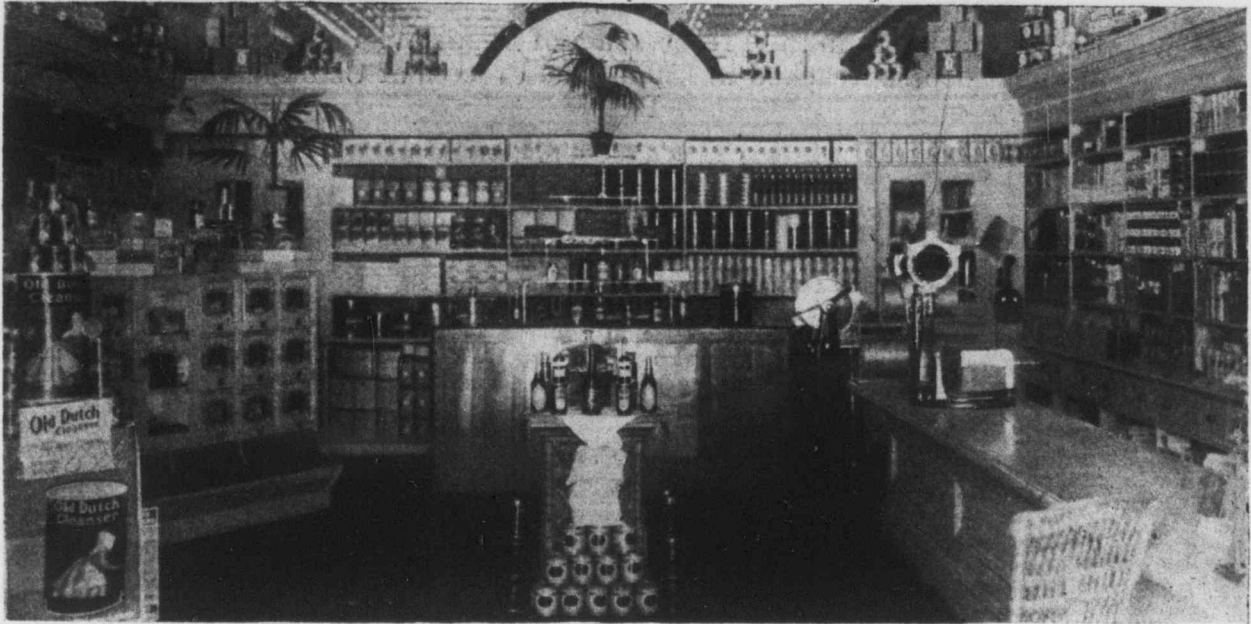
There is one thing which Mr. Carswell believes to be rather carelessly conducted by some merchants and to which he has given considerable care himself. It is in the matter of checking up invoices either when they are received or when the goods come to hand. The totals of an invoice may be wrong or if they are not when a statement is sent in with the totals of several invoices on it the statement may be extended or added up wrongly. Because of the possibility of mistakes occurring, Mr. Carswell has been very particular to check up all items for which he must pay. "I do not

see why a man should pay his money out until he knows just what he is paying it for, and if the amount is right. I have spoken to various salesmen that come into the store and they agree that I am right. I am very particular to know that when I make out a check for a certain amount, I have received value for my good money, and I have a perfect right to check matters over carefully and take this attitude. It saves paying out good money which would represent a lot in a long run, and I am strongly in favor of very careful checking up for these reasons."

### The Grocer an Expert

Mr. Carswell is one of the grocers who believes that his vocation is a very important one and that as such, grocers generally should look upon their business as one of the leading enterprises commercially, to-day. "I am in favor of a school in this country for the education of grocers, similar to those which are founded in the Old Country. There we were apprenticed for several years and learned the business thoroughly. We were required to do everything from sweeping out the store to learning the most technical sides of the business and when we had finished our apprenticeship we were entitled to a certificate from the Association of Certificated Grocers. Before being eligible to attend them I had to have a certificate from the Royal Agricultural College and the Royal Technical College. I think that such a school in this country would be of value

## Saves \$2,000 the First Year Under Cash-and-Carry Plan



Commencing last July to conduct his business on a cash-and-carry basis, Clifford Williams, Renfrew, Ont., declares that the new system has worked well, and he is more than satisfied with the results. The above reproduction shows the arrangement of his store, and the layout is an attractive one. Note the counter for meats in the centre, also the slicer conveniently situated. The store is spacious, and appears to be so arranged as to render the best possible service. A sign, "Get the Habit, "CASH AND CARRY," is displayed prominently, and at once tells the customer the basis on which business is carried on.

In the first six months under this plan, Mr. Williams told CANADIAN GROCER that his turnover approximated \$25,000, and that he anticipates his saving in the first year would be \$2,000. The elimination of delivery, he maintains, and the losses as a result of breakages in accidents, and such like, is a big item, and a worry he is glad to be rid of. Mr. Williams has allotted his saving in delivery more to store trimmings and conveniences rather than to sensational price-cutting, aiming to give his customers the best possible service in a cash-and-carry way. Prices, too, however, have also been made an attractive feature.

to the merchants of the country. The grocery business should be placed on a higher plane, and I hope that something along this line can be done."

Mr. Carswell, of course, is interested in keeping himself well posted, and to this end is an advocate of a good trade paper. In keeping oneself posted on the market conditions and in finding out what other merchants are doing in various parts of the country a medium of this kind can be made valuable as well as interesting. Just as the mechanic needs good tools with which to do his work, in like manner the grocer needs good advice in order to make the greatest success of his business.

### Four Years' Uncertainty

"During the war period—the past four years—it has been necessary to watch the market and buy ahead with due care. My business to-day is about four times what it was when I started several years ago. In buying I plan to place my order for as much as I had last year, plus 25 per cent. to 30 per cent. to take care of the increased business I expect to get. This figures out well in the long run, and I have little stock over," concluded Mr. Carswell.

## Crosse & Blackwell to Build in United States

### Planning Also to Erect Factories in India and South Africa—Further Extensions Being Made and a New Stock Issue

LONDON, Eng. — (Special) — The Canadian trade will be interested in the further expansion of Crosse & Blackwell, Limited, London, Eng. This firm has been making a new stock issue of £2,625,321, 7½ per cent. preference shares. The new company has been formed for the acquisition of and has acquired or controls the whole of the share capital of Crosse & Blackwell (Manufacturing Company), Limited; James Keiller & Son, Limited, and E. Lazenby & Son, Limited; and also controls Cosmelli Packing Company, Limited; and Robert Kellie & Son, Limited; the company has also agreed to acquire the businesses of Batger & Co., and Alexander Cairns & Sons.

The original firm from which Crosse & Blackwell was evolved was founded in the year 1706; that of James Keiller &

Son in 1797, and that of E. Lazenby & Son in 1776.

The products of the allied companies comprise, amongst others: Soups, vinegar, sauces, pickles, jams and marmalade, canned fish and potted meats, cocoa, chocolate and confectionery of all kinds, bottled and canned fruits, spices, flavoring essences, salad oil and cream.

The policy of the company, according to the prospectus, is to "extend and develop its business not only in the home markets, but also in British possessions and foreign countries. To that end the necessary land for the erection of a factory in India is about to be acquired; the erection of factories in South Africa and the United States is contemplated in the immediate future; and the establishment of other factories and agencies in other parts of the world is under consideration."

# Growth and Development of Canning Industry

First Experiment in the Preservation of Foods Was Made in 1795  
—First Success Reached in 1804—The Process of Canning Green  
Peas

Written by R. McPHERSON, Picton, Ont.

**EDITOR'S NOTE.**—This is the first of a series of articles on how vegetables and fruits are canned and on the care that should be given them by the trade when they take them into possession. The series is being written by R. McPherson of Picton, Ont., who has been in the canning business for many years, and who understands the ins and outs of manufacture, storage, various grades, etc. These articles will prove of value to retailers and wholesalers, because they will provide information which will be important from the standpoint of making the most of canned goods in their selling methods from time to time. The next article will appear in a couple of weeks' time.

**H**OW MANY of CANADIAN GROCER readers who handle food-stuffs have ever given any thought or study to the manufacture or production of an article of such value to the people as canned goods?

It is a far cry from the time of Nicholas Appert who began experimenting to find a means of preserving foods in 1795. He worked on the subject continuously, or nearly so, as his means would permit, and had his first success in the year 1804. He published his results in 1810. The apparatus N. Appert had to work with, namely bottles and corks and an open bath, would appear crude to us today, who have scientific means and wonderfully intricate machines to help us prepare and preserve the surplus fruits, vegetables, meats and milk of all countries.

## Problem of Container

The problems Appert had to work out were quite different to what they would be to-day. His first problem would be to find a suitable container which could be rendered airtight. Our conception of an airtight container and one of his time would be entirely different. So long as containers did not visibly leak apparently they would be satisfactory in those days. His second problem would be to find the proper sterilization of the article to be processed, but his deductions have been proven to be entirely correct so far as the introduction of heat and exclusion of air from container are concerned. But scientists have taken up the work introduced by Appert and have produced an article for our table which we all can enjoy at every season, and in comparison with other foodstuffs are the most sanitary and cheapest article of diet on our table to-day.

## 100 Canneries in Ontario

There are over 100 canneries in Ontario at present given over to the canning and preserving of all kinds of food, such as fruits and vegetables, meats and milk, but the most numerous are for the preserving of fruits and vegetables, for the growing of which this country is wonder-

fully adapted. In fact, no finer fruit can be grown anywhere. These factories have been built at great expense and are equipped and are maintained in the most sanitary manner. They are regularly inspected by qualified Government inspectors, which insure to the consumers that everything they buy has been packed and is fit for human consumption.

Most of the canneries are wonders of efficiency, being equipped with the most expensive machinery for the handling of all kinds of produce from the raw material to the finished article. Machines are all designed to be continuous and automatic, which eliminates the handling of food by the human hand as far as possible. A walk through one of these model kitchens while in operation is a wonderful education to those of us who have not given any thought or study to the manner in which our food is prepared and manufactured ready for the table.

## Canning of Green Peas

A short description of how these goods are prepared ready for your shelves and for the tables of our busy housewives will be interesting. Our first article will be green peas.

Dr. Harvey Wiley, the noted pure food expert of the United States, speaking at Cleveland, Ohio, used an illustration which I will pass on to you, as it applies to us here in Canada as well as to our neighbors across the line. He said:

"If you will read your Bible you will find that when Daniel was in captivity, by his great wisdom he attracted the attention of the King and was offered a seat at the King's table, which he declined, but he asked to be allowed to eat their own food for a period of ten days, and then to be compared to the company who ate at the King's table. Now, what did Daniel eat in those ten days (pulse, or peas), and drank water, which, by the way, was the first prohibition experiment which we read about. At the end of ten days it was found that they were fairer to look upon than those who sat at the King's table, and so he gained great

vogue in the royal favor and was appointed to the highest position in the Court because of this little experiment in food."

Peas are one of the most staple and most nutritious of vegetables in our diet to-day and when properly prepared are a luxury which all can enjoy, rich and poor alike. Peas are contracted for from the farmer by the canneries during the winter months, and canners supply the seed from which the green peas are cut, and are the standard garden variety, which is most suitable for canning purposes. Peas should be sown as early as ground will permit on good strong soil, and should be sown at intervals so as to make the operation of canning continuous so long as the season lasts; those sown later in the season are liable to fungus, which destroys the crop for canning purposes.

Peas are usually fit to cut about the last week in June or first week in July and are brought to canneries in the straw. Open sheds are provided so that a current of air passes through them, to prevent heating. The canneries are equipped with huge threshing machines called viners and are capable of threshing four loads per hour, and are a marvel of efficiency, separating peas from vines without splitting and with scarcely any waste.

The next operation is cleaning or separating all foreign matter such as chaff, stones or thistles, and the peas are now ready for grading.

## Four Grades of Peas

Peas are usually graded into four grades or sizes and it is at this stage they derive their trade name, such as "Petit Pois No. 1," "Sweet Wrinkles No. 2," "Early June No. 3," and "Standard No. 4," No. 1 or "Petit Pois," being the small tender pea; and "Standards," or No. 4, the full-grown pea. About 60 per cent. of the run are "Standards," which accounts for them being cheaper, but since the season of 1919 all grades are divided into three classes, namely "Standard Quality," "Choice Quality" and "Fancy," with price to suit. All qualities are distinctly printed on the label and must comply with grading.

We will now go on a little further in our operation, which brings us to the sorting table, where a number of women are working over a movable belt sorting out the ripe peas which have crept in. They next go to a washer and are thoroughly washed in a rotary machine which sprays peas as they pass through from the washer to the blancher. Here they are boiled in soft water for a few



minutes to soften the tough shell and set the color. From the blancher they are returned to the washer again where they are rewashed to cleanse them thoroughly before putting them in cans.

We next go to the filling machine, which weighs out peas and syrup and fills each can exactly alike. It handles 4,800 cans per hour. They are now ready for the sealing machine, which puts the top on the can and closes the same with the use of either solder or acid. Cans are

now loaded in iron baskets or cages and are now ready for cooking, which is done in large steel retorts, which hold 1,100 No. 2 cans at one filling, and are cooked under pressure for several minutes. When done they are immediately cooled by dropping in a large tank of cold water. They are now put in boxes and stored ready for labelling and shipping to all parts of the country.

#### Care in Storing

Canned peas, and in fact all goods,

when received should be stored in a dry room where temperature is not subject to change. The room should be kept at about 60 or 70 degrees to insure against loss by rust and swells. If canned goods are allowed to sweat it destroys the appearance of labels, especially if same are white, by causing rust spots to appear and show through. It also has a tendency to eat through the tin plate and cause pin-holing, which means the entire loss of goods.

## Finds No Blame for Retailer

Retailer's Gains Not Higher Than Those of Manufacturer and Wage Earner—Stock Turnover the Deciding Factor in Profits

By PROF. MELVIN T. COPELAND, Director of the Bureau of Business Research, Harvard University; Director of Economic Research, War Trade Board

**W**E have heard a great deal during the last three or four years about profiteering in retail and wholesale trades. From my observations I judge that many of these accusations are unjustified. Business has been active in most trades, and failures have been less frequent than in normal times. Yet I doubt seriously whether there are more frequent instances of abnormal profits in retail and wholesale businesses than in manufacturing or among wage-earners and farmers. All along the line we have seen higher prices, higher incomes, and higher expenses. Clergymen, school teachers and college professors are about the only classes who have not had a share in these larger monetary incomes. The dollar has truly fallen in value, but not because of the machinations of merchants. So far as I can judge the cost of doing business has gone up in retail and wholesale trades about as rapidly as prices and profits have advanced.

As director of the Harvard Bureau of Business Research, I have had an opportunity to learn the cost of doing business in several trades. In the retail grocery business, for example, reports were received from 197 grocers on the cost of doing business in 1918. These reports were in detail. The merchants who supplied them were located in all parts of the United States. I am confident that they are fully typical stores and that the results that they show are a fair guide to the cost of doing business in retail grocery stores generally.

The average cost of doing business in these retail grocery stores in 1918 was 14 per cent. of net sales. This figure for total expense included rent, whether the store was leased or owned, proprietor's salary, and interest on owned and borrowed capital. The average gross profit in these stores was 16.9 per cent., the average net profit was 2.2 per cent. of net sales. The highest figure for net profit that was shown by any of the reports received was 9.29 per cent. On the other hand, a number of stores showed a loss, the highest net loss being 6.05 per cent. of net sales.

#### Grocery Trade Expenses

Two of the largest items of expense in the retail grocery trade are wages of sales force and delivery. The common figure for wages of sales force in 1918 was 4.7 per cent. of net sales. In many stores it appears that a saving could be made in sales force expense. This could be done by working out plans to economize the time of the salesmen. In the store that arranges its stock so as to enable the salesmen to wait upon customers in as short a time as possible, sales force expense is generally low. We have found many stores, however, in which the goods are not arranged upon the shelves in accordance with a well thought out plan for saving the time of the salesmen.

Under the stress of war conditions some economy in delivery service has been brought about. Yet there is still a chance for further saving in many instances. The average figure for delivery expense, including both wages and other delivery expense, was 2.4% of net sales. In those stores that used a co-operative delivery system the delivery expense was cut in half.

The burden on the public of some of the poorer management methods in use in retail stores is much greater in my opinion than the burden of excess profits. I believe that we are on the road to improvement. I am an optimist, you see. An optimist, I may add, is a man in the dark who can see a gleam of light where there is none. The pessimist is the fellow who sneaks around and puts out that light.

As regards the wholesale grocery trade, the average cost of doing business in 1918 was 9.1 per cent.; the gross profit was 11 per cent. and net profit was 1.75 per cent. of net sales.

#### Opportunities for Economy

The statements that I have made regarding opportunities for economy in the operation of retail grocery stores would apply with some modification to the other retail and wholesale trades. To my mind there is unquestionably an opportunity for improvement in the meth-

ods by which most of our retail stores are operated.

Take the matter of stock-turn, for instance. In the retail grocery trade in 1918 we found stock-turn ranging from 1.8 times a year to 27 times. The common figure was 7.9 times a year. Now, in 1918 over one-fourth of retail grocery stores that reported turned their stock less than 6 times a year. A substantial number of them turned their stock less than 4 times a year, and yet there were several instances in which the stock-turn was over 20 times. It is significant, I believe, that the grocery store with the lowest total expense, namely 9 per cent. of net sales, had a stock-turn of 18.4 times a year.

In the wholesale grocery business, similarly, there is a wide variation in the annual rate of stock-turn. The lowest figure for stock-turn in 1918 was 2.48 times a year and the highest 19.03 times a year. The average was 5.2 times.

In practically every instance we have found on testing the figures that the stores with a high rate of stock-turn were operating at a substantially lower expense than were the stores with a low rate of stock-turn. Furthermore there is less loss through depreciation, shrinkage and obsolescence in stores which turn their stock rapidly.

#### Ignorance of Costs

We have found in the course of our investigations many instances of merchants who do not know what it costs them to do business. We frequently have merchants tell us specifically that they do not know what their total expense is. In the retail grocery trade many take no annual inventory.

As regards expenses, an even larger proportion of the retail merchants, I believe, have no accurate knowledge of operating costs. For example, one retail grocer who received one of our blanks last spring returned it to us with the statement across the face, "I have no detailed records, but my cost of doing business is 5 per cent."

(Continued on page 32)

# The Season to Advertise Canned Fruits

Make the Advertising Tell a Story—Show the Contents of the Can  
as People Like to See What the Goods Look Like

**W**E have come to the season of the year when the full jars of fruit in the fruit cellars are rapidly decreasing and their place is being filled with empty ones. The housewife is looking around for something from which she can make pies or some other dessert to top off that delightful dinner which never fails to bring a smile and a sigh of contentment from "friend husband," and all the small fry sitting around the festive board, for after all the greatest hours of enjoyment are spent around the family dinner table. It is a pleasure that is enjoyed by all, rich and poor, because it is necessary to our very existence.

The psychological period has arrived when the grocer would be wise to give special attention to the canned fruit department, to bring those extra cases from the warehouse and display them in a prominent position in the store and also trim the windows. To put a little human touch into the advertisements that would arouse confidence, appetite and desire.

There is such an endless variety of fruit put up in cans that the advertiser has an open field to work in.

Talk to the public through the advertisements in the same manner as you do to the customers in the store. For example you would probably tell her something about canned peaches that would make her mouth water. The peaches being peeled, halved and cooked to perfection in a heavy syrup which fully retains the luscious mellow flavor.

Then the pears that roll out of the can whole, clear and transparent that are at once a delightful, appetizing sight.

The red, the black and the white cherries that are not too sweet but have that tasty taste which appeals to the majority of people.

Strawberries that are preserved whole and therefore especially adapted for shortcake or served with whipped cream.

Raspberries, thimbleberries, blueberries, plums, black and red currants have all an interesting little story that could be told that would assist in making sales.

Then there are the delicious pies to be made with canned pumpkins. The scrumptious tarts with canned cranberries and the irresistible salad made with sliced pineapple.

Tell about the jellies that are made

from fully matured fresh fruit with all the skins and seeds removed, retaining all the delicate rich flavor, and about the marmalade and jams that are so appetizing and satisfying with the toast and coffee for breakfast.

Make your advertising tell a story, something about the article that is being featured. Say something about the contents of the can: the color, the flavor, whether it is sweet or sour, if the syrup is thick or thin, peeled, pitted or otherwise. People like to know what's in the can: the package may have an attractive label, but it does not show the contents, and as it is the contents that the customer buys, naturally that is what she is mostly interested in. Open a can and dump it out into a dish on a busy day and you'll be surprised and delighted with the extra sales and also the interest the customers will manifest.

## NO BLAME FOR RETAILER

(Continued from page 31)

Even under present conditions, while losses are less frequent than in ordinary times, there are still quite a number of retail stores that are being operated at a loss. There probably are some others, on the other hand, that have been taking abnormal profits, and it certainly is not my purpose to excuse such merchants in any way from their public responsibilities.

We can look ahead to a period of great business prosperity. Yet before we realize that we will probably have to go through some readjustments. The active demand in retail trade that is now resulting from inflation is particularly unstable. This demand seems to have arisen largely from consumers who have enjoyed a sudden rapid increase in their incomes. Workmen are buying silk shirts and other luxuries to which they were not previously accustomed. Certain other classes of consumers have reaped abnormal profits, which they are spending more or less recklessly for the immediate satisfaction of their wants. In the meantime, our productive facilities are not being sufficiently expanded. Our railroads cannot afford to increase their facilities extensively at these high prices. Manufacturers are cautious regarding the expansion of their plants at the present scale of costs. There is an accumulated demand for new homes; yet this demand is not being filled because prices for building materials and labor are so high. In other words, the great demand that we have witnessed in recent months is not primarily the demand that has accumulated during the war, but rather a new demand that has resulted from inflation. Sooner or later the accumulated demand of the last four or five years will have to be taken care of, and eventually the process of deflation will help to bring this about.

## Have You Seen Those Luscious Peaches in Cans We're Selling?

Open up a can of these peaches and see the lumps of golden lusciousness roll out in the thick syrup.

Large cans at .....

**RED PITTED CHERRIES** that have the real, fresh flavor.

At a can .....

**STRAWBERRIES** preserved whole in a heavy syrup. Fine for shortcake or served with whipped cream.

At a can .....

### SOMETHING FOR PIES?

Canned pumpkin makes just as nice pies as the fresh pumpkin with half the bother and there are two splendid fat pies in every can.

**CANNED PUMPKIN** at a can .....

For those scrumptious tarts just try **CANNED CRANBERRIES**. You have a treat in store. At a can .....

### HUCKLEBERRY PIE?

They're great made with canned huckleberries.

At a can .....

Our Phone **4600** is at your service

## Jones & Company



A splendid window display of jams that shows great selling power.

## Higher Prices on Flour Likely

Millers State That the Mills Are Running at a Loss and Have Asked Government to Modify the Regulations of the Wheat Board

**H**IGHER prices on flour are inevitable" stated a large manufacturer of flour to CANADIAN GROCER. "Our mills have been practically running at a loss for some time, due to the restriction set on the price of flour by the Canada Wheat Board. Of course when we were exporting and running our mills full steam ahead we were able to make a profit on the turnover, but now with the lack of exporting and the increasing cost of manufacturing it is impossible to operate without showing a loss."

A delegation of Canadian millers has waited upon the Government to discuss the serious situation which Canadian mills are facing as a result of the action

of the Canadian Wheat Board in continuing the restriction on the price of flour on the Canadian market and have also asked the Government to modify the regulations of the Wheat Board and to co-operate with the millers in inducing the foreign buyers to take a reasonable amount of flour rather than all wheat.

Then again, bran and shorts have almost disappeared from the market. Production of these lines have been exceedingly limited. This fact is a serious one for the dairy farmers of Canada and undoubtedly will have some influence on the Government when considering the wishes of the millers. The following table gives the available information as to exports of grain and grain products

from Canada in the month of December with comparisons:

	1918	1919
Wheat, bus. ....	1,056,824	7,640,828
Oats, bus. ....	1,152,257	2,379,840
Barley, bus. ....	11,132	932,379
Rye, bus. ....	30,409	101,347
Buckwheat, bus. ....	50,222	13,370
Flour, bbls. ....	1,204,117	1,236,564
Millfeed, 100 lbs. ....		40,732
Oatmeal, 10 0lbs. ....		73,824
Screenings, 10 0lbs. ....		135,710

Of the total amount of wheat shown for December 1919, 5,833,827 bushels went to the United Kingdom and 1,359,800 bushels to the United States.

The distribution of wheat flour for the month of December was as follows, in barrels:

	1918	1919
United Kingdom .....	712,570	661,635
United States .....		1,271
Belgium .....		22,875
Bermuda .....	6,134	2,239
British Guiana .....	19,779	21,180
Barbadoes .....	5,254	6,603
Jamaica .....	8,339	16,319
Trinidad .....	23,943	38,721
Other Brit. West Indies....	7,763	9,441
Denmark .....	2	23,009
France .....	362,231	101,506
French West Indies .....		335
Greece .....		195,590
Italy .....	10,285	
Newfoundland .....	47,259	76,365
Other countries .....	558	59,475
Totals .....	1,204,117	1,236,564

## WIRE BASKETS FACILITATE THE HANDLING OF ORDERS

Using wire baskets to facilitate the handling of orders by the clerks, works to advantage in the store of George H. Sherwood & Co., James Street, St. Catharines, Ont. The wire baskets never leave the store. They are not used for delivery purposes, but only by the clerks. It appeared a splendid idea to the representative of CANADIAN GROCER, who recently paid a visit to the Sherwood store, and one that could very easily be adopted with great satisfaction, in most groceries. As each clerk fills an order, he puts the various articles in one of these wire baskets on the counter. When the order is filled, it is moved to the rear of the store, where the delivery man gets the goods, transferring them to another box or basket for delivery to the home. "It avoids a great deal of confusion in the doing up of parcels," Mr. Sherwood remarked, "and greatly facilitates the handling of orders. It prevents mixing up the parcels, as used to occur sometimes, and gets them away from the counter. We wouldn't be without these wire baskets for anything, as they are great savers of time and labor."

## OPPOSE PROPOSED GROSS SALES TAX

Vancouver. — Secretary George S. Hougham of the Retail Merchants' Association reports that the retail trades are opposed to the proposed gross sales tax of the Dominion Government. The grocers at a recent meeting considered the announced plan and drafted a resolution disapproving the tax on the ground that the additional burden on the transfer of commodities from the producer to the consumer compels the grocer to advance prices to protect himself. A system of direct taxation was favored if additional taxes were necessary.

# Planning the Layout of a New Store

Getting the Full Value From the Store Fixtures—Proper Arrangement of the Store Creates Sales and Leaves a Lasting Impression Upon the Customer

Written for CANADIAN GROCER by J. L. WYCKOFF

**T**HE following letter has recently been received by CANADIAN GROCER from W. W. Miller, general merchant, Biggar, Sask.:

"As a reader of your valuable paper I am taking the liberty of sending you a plan of my present store, 30 x 60, to which I am building an addition, 25 x 102. I am cutting out part of the wall between, leaving an opening of 40 feet. The other 20 feet is a stairway going up from the outside and down in the basement from the inside. Now I wish you would give me your best idea of laying out each department so it will be the most up-to-date and the most profitable. I have a stock of \$75,000, consisting of dry goods, boots and shoes, men's wear, ladies' wear and groceries. I hope I am not asking too much and will favor me with a reply."

The planning of the layout of a store is very similar to a game of checkers. Each department is placed to the best advantage in respect to creating the greatest number of sales with a minimum of labor.

I know of an instance where a silent salesman show case, nicely trimmed with a certain line of merchandise, was located in a store but did not make any profit for the business; in fact, the sales did not even pay the interest on the investment. Several months slipped past and the proprietor commenced to think that he had landed a dead line, and that his customers did not want those goods. As a last resort he had the case removed to another part of the store with the result that from the very first day sales of that particular line increased and soon became the most profitable department.

Another item that should be taken into consideration is the help problem. In these days of high cost of labor and the difficulty of procuring efficient help, make the layout of the store very important. A store that is correctly laid out will take less help to conduct the business than the one that is carelessly arranged. This equally applies to both fixtures and stock.

## Men Like to Get Served Promptly

In the plan illustrated you will notice that I have placed the men's furnishings to the front, this is because the men as a rule prefer to shop in a store where they can get served promptly and without the necessity of travelling the length of the store to get what they need. Men are more in a hurry than the women folks and consequently like to deal at a store where no unnecessary delay is in-

curred. They just like to drop in, buy their collars, ties and whatnot and be off about their other business. The umbrella case is also near the door so people cannot fail to see it, both coming and going.

The ladies like to take their time to shop—which is good for business—so we'll put the ladies' wear department in the rear where it is nice and quiet and the ladies can then take their time examining the furbelows and pretties to their hearts' content. At the rear of the grocery department, we'll put the chinaware. Ladies and others like to look at pretty china and glassware, so we'll place this case in such a position that it will

immediately catch the eye from the dry-goods side and also from the grocery side.

## Position of Candy Department Important

The tobacco case is also near the front for the same reason that we placed the men's furnishings near the front.

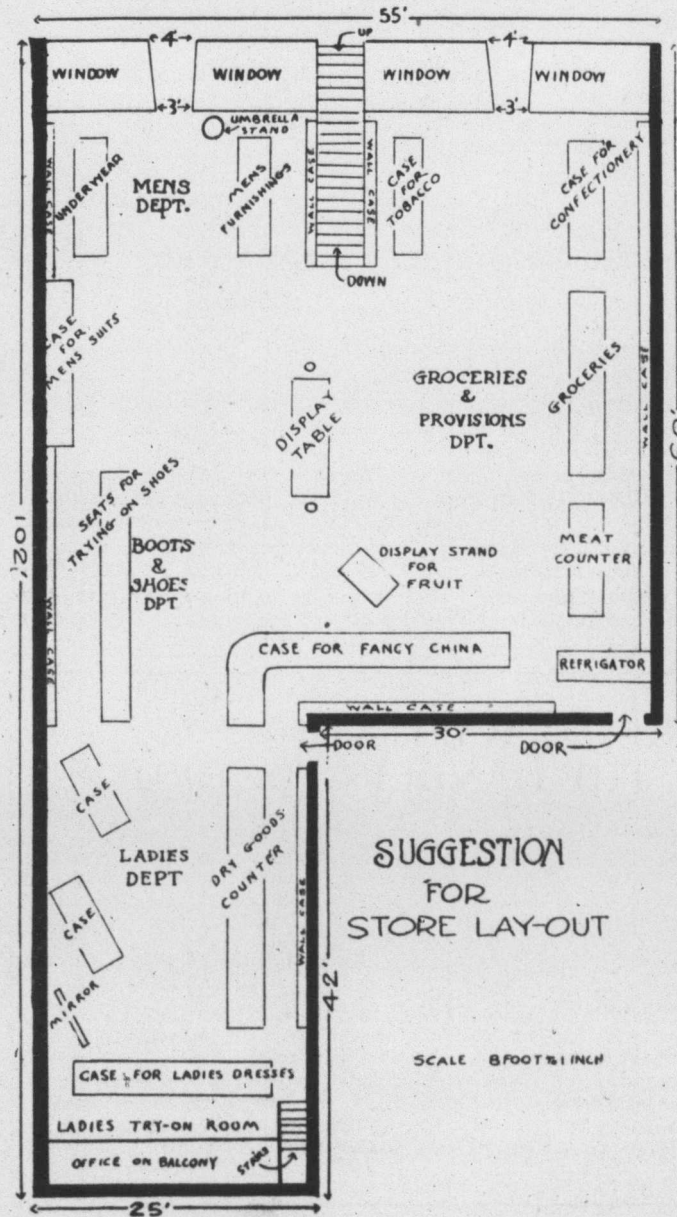
Now as men folks are becoming large purchasers of candy, it is essential that we place that department on the other side of the doorway right opposite to the tobacco. Following along this side we come to the grocery, meat counter and also the refrigerator so placed that a passageway is left leading to the door at the rear of the store. In front of the

china case, and off to one corner, we'll place a stand for displaying fruit and in the centre between the two stores a double deck table that can be used for displaying bottles of olives, pickles, jams, etc., or for a special that is on sale from any department.

There is no mention made in the letter in regards to an office, so we'll take it for granted that one is necessary and build it in the rear of the ladies' wear department in the form of a balcony with the ladies' try-on room beneath.

If dry goods and ladies' wear are featured more than groceries, then just reverse these departments; putting the ladies' department over where we have placed the groceries and the groceries in the space now marked up for ladies' department and letting the other departments stand as they are in the illustration.

If a cashier system is installed I would suggest that the cashier and desk be located in the centre of store where we have placed the double deck display table.



# Rumor of a Tax on Sales in Canada

Outline of Workings of a Tax Which It is Rumored May Become Effective in Canada—Suggestion of 1 Per Cent. Tax on Sales

**A**LTHOUGH it has been intimated that the budget speech may not be expected before May 1, there are many men in the business world who are wondering just what the Canadian Finance Minister will propose in the way of taxation. It is well known that present methods of taxation have been faced with considerable criticism. Grocers throughout Canada have been interested in rumors which have been circulating to the effect that a tax on sales may form the basis of a new method of taxation in Canada. Many inquiries have been made as to just how this tax could be applied and with what result. It has been rumored that the tax, if made effective, would be on the basis of 1 per cent. on sales. Thus an article of foodstuffs passing from the raw material stage to the manufacturer, thence to the wholesaler, later to the retailer, and finally to the public, would be subject to a tax of 1 per cent. on four or more occasions.

A special edition of the "Bache Review" covers the question from several angles. While the Review urges a tax on sales as an economic tax which should be substituted for the present methods of business taxation in the United States, the points covered are equally as interesting to the Canadian business man as to the business man of the United States. After referring to the present methods of taxation in the United States as a destructive tax system, the Review outlines the proposed tax on sales as follows:

## An Economic Tax Should Be Substituted

"There is only one way to escape this, and that is through a tax on sales, in which every citizen of the United States, as well as any foreigner who may live within our shores, will pay equally toward the expenses of the Government and have his stake in the country.

"A small tax, say 1 per cent., on sales, while it would produce in the aggregate an amount large enough to make it unnecessary to keep the excess profits tax in force, might be large enough even to reduce the surtax on income and would bear so lightly upon the individual that its existence would be scarcely perceptible.

"It would be, in effect, a flat percentage of 1 per cent. against volume of business, to be paid monthly by every corporation, partnership, association or individual in business.

"In the case of banks, brokers, jobbers or commission men, the percentage should apply on 'Gross Income' before payment of operating expenses, rather than against gross volume of business handled.

"The turnover in the United States for the year 1919 is estimated by a competent financial authority at between 1,400 and 1,500 billions of dollars. These figures have been arrived at by using a method employed by Prof. Irving Fisher. Mr. Fisher estimates the circulation of money and of checks, adds the two, and obtains a figure for the value of goods bought. His 1918 figures showed a total of 1,269 billions of dollars. The same method shows an approximation of 1,484 billions for 1919.

"From this amount must be deducted the turnover on the various exchanges—grain, cotton, stock, the sale of securities, municipal, corporation and others—but we do not think that these amount altogether to more than 500 billions of dollars. This would leave 1,000 billions of dollars to be taxed, but if we reduce this by half, if it should develop that duplication in the figures amounts to any such percentage, we would still raise 5 billions of dollars by this tax.

"That is, a tax of 1 per cent. on sales of 500 billions of

dollars would produce revenue of 5 billions of dollars a year.

## Advantages of a Tax on Sales

"The analyses appearing herewith show the tax of 1 per cent. on sales worked out for three of the important products of the country, and while this shows that the tax is duplicated several times during the progress of these commodities through business channels, the tax falls only once upon the same class of business men.

"In the case of the loaf of bread, the ultimate purchasers do not have to pay more for their loaf, and the tax would be absorbed by the seller in the various movements which the wheat makes until it reaches the ultimate consumer. On beef, the maximum would be 1 cent per pound, and the same rates would apply to hog products.

"The advantages of this tax would be that it would be equally paid by everybody in the country, and might lead, perhaps, to thrift, since those who wish to avoid paying taxes would only have to decrease their expenditures.

"If any such amount can be raised as would appear probable, predicated on the figures submitted, all income taxes on incomes of \$5,000 or less would become unnecessary, and a nominal income tax on all other incomes would be sufficient. To-day an income of \$5,000 pays between \$120 and \$160. Under the new tax, if it is expended in toto for the purchase of commodities, the income of \$5,000 would pay a tax of \$50, assuming that every article purchased has had the tax added and the consumer has had to pay it. But on many articles the tax is so small that it is absorbed or paid by the seller out of his normal profits and not added to the purchase price.

"This tax can only be consistently levied and collected if paid by the seller, and should be evidenced in the working out of the tax by stamps on receipts, where books are not kept, or by charges against turnover as shown by merchants' books less any allowance for stamps given on receipts. It would be the simplest tax that could be collected, and there need never be any dispute as to the amounts of individual taxes, as now arise in a multitude of cases under the present tax laws. It will require a very much smaller staff to collect, and practically no expert service. It will materially reduce the expenses of the Government in collecting taxes, and the yield can be very closely figured, and cannot materially shrink or increase by temporary developments in values or the volume of trade, since the turnover in the volume of the country's business rarely fluctuates more than 10 per cent. in a year.

"Realizing that this tax is such a radical departure from any other system of taxation now in use in this country, a campaign of education becomes an important essential. We are taking the liberty of putting this before you with a view of enlisting your interest in the movement and your aid in spreading the doctrine in your locality, bringing all the influence possible to bear on legislative bodies in Washington, so that full consideration may be given it."

## APPLICATION OF THIS TAX

### ON BREAD

In estimating the effect on the price of a loaf of bread, the tax would be levied first when the wheat leaves the producer; second, when it leaves the miller; and, third, when it leaves the retail grocer or the baker. Prices and taxes would be as follows:

**When It Leaves the Farm**

One bushel of wheat would be sold for, say.	Price \$2.00	Tax \$0.02
---	--------------	------------

**When It Leaves the Miller**

4½ bushels of wheat to the barrel, with flour averaging \$12 per barrel, would make one bushel of wheat in flour, worth.....	2.67	.0267
--	------	-------

**When It Leaves the Baker**

A barrel of flour makes from 260 to 270 loaves of bread. One bushel of wheat is two-ninths of a barrel of flour. This would make 60 loaves to a bushel of wheat. Figuring these 60 loaves at an average of 8c to 9c per loaf, price would be .....	5.10	.0510
--	------	-------

This would make the total tax on all sales of a bushel of wheat, from wheat, to flour, to bread .....

This tax thus far — approximately 10c — is the total price to be added to the 60 loaves of bread on account of the 1 per cent. tax on sales progressively from the farm to the consumer.

This total tax, if passed along, is so small, amounting to less than one-sixth of a cent per loaf, that it could not be added to the price per loaf to the consumer. It would probably be passed on by the miller and be paid by the baker; but would be such an infinitesimal reduction from his profits that he would be almost totally unaffected.

These calculations are based on only three sales, from farmer to consumer; but if one or two more sales of the wheat take place it would still leave the tax at a small fraction of a cent to the loaf.

Further than this, it is stated that bakers do not bake half the bread used. Many domestic users buy flour from grocers and make their own bread. This further reduces the individual tax.

**CALCULATIONS OF THE TAX ON BEEF**

In the same way the tax-result on beef may be estimated as follows (result on steer killed July 17, 1919, lot 301):

**Cost of Live Animal and Expense in Killing and Disposing of Resulting Products**

Live weight, 1,202 lbs. @ 16.34 per cwt.....	\$196.41
Expense and labor, buying, killing, driving, yarding, feeding, refrigeration, etc. ....	8.85
Cost of selling (branch house expense) 86c per 100 lbs. ....	6.10
Freight to branch house 710 lbs. @ 69c.....	4.90
<b>Total cost .....</b>	<b>\$214.26</b>

**Amounts Received for Products Sold**

Fats—85.8 lbs. @ 18.81 per 100 lbs.....	\$16.14
Hide—78 lbs. @ 32.71 per 100 lbs.....	25.51
Offal—Edible and inedible @ 41c per cwt (live weight) .....	4.93
Dressed beef—720 lbs. less shrink 10 lbs.—net 710 @ 23.99 cwt.....	170.33

Total selling price .....

**How the Tax Would Affect the Consumer**

If we analyze these figures, we find that the cost to the packer of one steer would be .....	Price \$196.41	Tax
The tax of 1 per cent., to be paid by the farmer or the seller, would accordingly be .....		\$1.96
Following up the 720 lbs. (net 710 lbs.) of dressed beef, the selling price of this would be .....	170.33	
On which the tax paid by the packer would be .....		1.70
The total tax which might be added to the beef, first by the farmer and then by		

the packer, would thus be, when the beef reached the retailing butcher....

Dividing this tax up among the net 710 lbs. of dressed beef, we find that the tax on each lb. would be.....	\$0.005+
If the butcher sold the beef at, say, an average, all cuts, of 40c per lb., his tax would be four-tenths of a cent per lb. — or two-fifths of a cent .....	.004

The total tax thus far, if added to the price to be paid by the consumer, would thus amount to .....

**CALCULATIONS OF THE TAX ON HOG PRODUCTS**

We have obtained, also from official sources, figures on the cost of hogs and hog products, and have estimated the tax which, under this plan, would be levied from the time the animal was sold by the farmer until the various products reached the consumer.

**Result on Hog — October 17, 1919**

Live weight, 306 lbs. @ 14.3c.....	\$43.76
Expense and labor, buying, yarding, driving, killing, feeding, refrigeration, etc. ....	4.59
<b>Total cost .....</b>	<b>\$48.35</b>

**Value of Products Resulting from Hog**

	Live weight	lbs.		
Hams .....	14%	42.84	@ 20½c	\$8.78
Bacon and fat backs... ..	31%	94.86	@ 21¼c	20.16
Shoulders .....	12½%	38.25	@ 22½c	8.61
Lard .....	8%	24.48	@ 29c	7.10
Leaf lard .....	3%	9.18	@ 29½c	2.71
Other products .....	4.02%			1.44
		<b>72.52%</b>		<b>\$48.80</b>

72.52 is the per cent. of marketable products to live weight

**How the Tax on Sales Would Affect the Consumer**

If we analyze these figures, we find the cost to the packer of one hog would be .....	\$43.76
The tax of 1 per cent. to be paid by the farmer or the seller, would accordingly be .....	\$0.44
Following up the approximate 217 lbs. of consumable products of one hog, the selling price of this would be.....	48.80
On which the tax paid by the packer in selling this would be .....	.488

The total tax which might be added thus far, first by the farmer and then by the packer, would be, when the hog reached the retailing butcher .....

Dividing this tax through the 217 lbs. of consumable products we find a tax on each lb. of .....

The tax thus far on the 217 lbs. of consumable products is, as we have seen, about 93c, or at the rate of less than one-half of 1c on each lb. If the butcher sold the pork products at retail prices, he would receive about \$107, on which his tax would be about one-half of 1c per lb., namely.....

The total tax, if added to the price to be paid by the consumer would, in all, amount per lb. to .....

# Registering Parcels Holds Up Mail

Reported Practice of Mail Order House Entails More Work to Detriment of Business Interests in General—How Retail Trade is Affected

AT A time when the Post Office system throughout the country is suffering from a shortage of efficient help and other handicaps which are a development of prevailing conditions, CANADIAN GROCER learns that a new factor which may seriously interfere with expeditious service has developed in the use of the registered mails for the delivery of parcels. About three weeks ago the Robert Simpson Company, Toronto, having experienced considerable loss through non-delivery of parcels, commenced the registration of consignments by parcels post, the idea being to protect the company against loss and the customer against inconvenience.

Parcels going in this way have to be carefully entered at point of mailing and at their destination, and records have to be kept every time they are handled in process of transportation and delivery. Any large volume of parcels cannot, therefore, be handled without serious disorganization or general readjustment of the first-class mail facilities, as registered mail must have precedence. At a comparatively small expense, therefore, the big mail order houses can secure a preferred and very expensive service in conducting their business by mail in competition with the local merchants.

### Just Half the United States Rate

In the United States parcels cannot be registered in this way under parcel post rates. There the rate for registration on all mail matter is ten cents for each parcel—which is double the Canadian rate. And not only is this service being given in Canada at a rate which must seemingly entail a serious loss, but another result is disorganization, which will become more serious if the practice is continued and developed.

The express companies have a much more simplified system of handling their parcels. An entry is made when the parcel is received and when it reaches its destination. But of course express parcels do not receive the same care as registered mail, although delivery is usually guaranteed to cover the value. The attention given to registered mail is out of all proportion to the charge made.

### Comparison With Express Charges

If, as generally accepted, the parcels post system is being conducted at a substantial loss, it is obvious when rates are examined that further loss must be entailed by the general use of the registered service for parcels at the fee of five cents. The greater the

distance of transportation the greater the loss involved. For instance, the express companies charge \$1.60 for the delivery of an 11-pound parcel from Toronto to Victoria, B. C. The parcel post rate is \$1.32. For an additional five cents this 11-pound parcel would receive the special attention necessary for registered mail all the way to the Pacific Coast, the total charge being only \$1.37 by the Post Office, as against \$1.60 by the express companies. The following figures of comparative charges—from Toronto—are of interest:

		1-lb.	6-lb.	11-lb.
Victoria	—Parcel post	12	72	1.32
	Express	40	1.00	1.60
Calgary	—Parcel post	12	64	1.14
	Express	40	80	1.25
Winnipeg	—Parcel post	10	40	70
	Express	35	70	1.00
Sudbury	—Parcel post	10	30	50
	Express	30	40	45
Brampton	—Parcel post	5	12	22
	Express	30	35	50

Some of the mail services, we are informed, have been utterly disorganized since this system was started. With the registered mail receiving first consideration, other mail matter has necessarily been neglected. Newspapers and other publications have been seriously delayed. Subscribers from many points are complaining that they are not getting their papers and magazines on time. This is a situation which promises to become further aggravated if something is not done by the Post Office Department to prevent the registration of parcels for a fee so ridiculously small considering the service entailed.

### Discrimination Against Merchants

There has been an agitation to raise the postal rates in Canada on papers and periodicals. These rates are not low compared to the service required to take care of a registered parcel at a fee of five cents. Then, too, there is a difference, generally recognized under the Postal Union, between publications which have an educational value and merchandise which competes with local merchants. There will undoubtedly be wide objection by subscribers generally if they are called upon to pay higher subscription rates when the Post Office is serving the department stores at less than cost. This would apply particularly to the many readers of trade newspapers who have to face the keen competition of the department store.

# INVENTORY INQUIRIES

## Big Houses Set Definite Limits to Stocks

Written by HENRY JOHNSON, JR.

**F**ORTUNATELY most of the problems brought up by my correspondents are such that the solution will be useful at any time. This letter, dated January 22, for example; but the subject is of perennial interest, so no harm is done. Otherwise my necessary delays would be serious:

"Dear Sir—I have enjoyed your articles very much, especially the one about inventory. In this regard there are a few things a little hazy to me, or rather the whole subject is, and I should like a little posting.

"Why is it that most large mercantile houses usually decide on a certain inventory months in advance? And how do they arrive at those figures? I presume they are based on expected sales; but what percentage of sales, purchases, or what are they? Also why is it that if a department of a large business does not reach its inventory figures—that is, is below them—it loses money on that year's business? This seems funny to me, as I should think the less stock on hand the better off they would be. Please explain, or tell me where I can get a book or pamphlet that does explain this.

"On a \$40,000 turnover you speak of the danger of exceeding the figure of \$2,667 for stock. If you did exceed it, would that signify a loss? If instead of \$2,667 your figure were only \$2,000, would that mean a loss? This phase is the Greek part of it to me. I would like to have the matter explained fully, or perhaps you could refer me to some good book that would do it. I don't want to impose on your good nature, but am very anxious to understand inventory figures more fully. I hope to reciprocate at some future time.

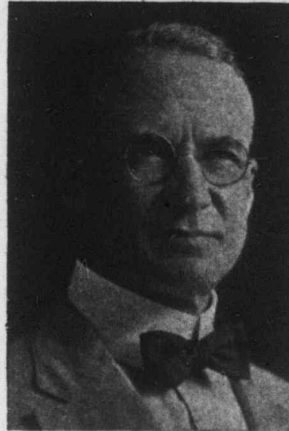
"Yours truly,

You need never apologize for writing such intelligent inquiries, for I learn through trying to answer just such questions! I am not sure that I know all about the practices you speak of and I am not in reach of the right information at this time; but maybe I can help some.

Practically all large departmentized houses, wholesale or retail, set certain quotas of sales for their various departments at the beginning of each year. Such quotas are based on estimates furnished by the department heads, modified by the merchandise or sales manager and by other means.

### Growth Is Imperative

Among such houses it is keenly realized that steady, consistent growth is an imperative necessity in business. Not to grow is to stagnate and die. So the house which did \$8,000,000 in 1919 sets a quota of \$9,000,000 as total sales for 1920, and apportions the expected increase among its departments pro rata on last year's sales, very nearly. But



HENRY JOHNSON, JR.

each department manager seeks to have his quota put as low as possible, so he can exceed it as much as possible. They all figure to beat the \$1,000,000 increase by considerable.

Such houses naturally have elaborate accounting systems—far more detailed than any common or garden variety of grocer could understand, let alone be able to afford. They know practically every night just where they stand. Departments are watched keenly, checked up frequently, seldom permitted to run on any haphazard plan. Hence it is comparatively simple for them to know, with close approximation, what stock they must have in general, and in particular in every department. No trouble at all to tell in August almost exactly what the hardware stock, for instance, will stand at on December 31.

Now, let us suppose that the end of the year finds the hardware man with his quota of sales made say \$160,000. He has made his average margin with certainty, because his prices are set with his supervision and knowledge and with the intimate knowledge of the "men higher up" in such ratio as to insure his average gross earnings. But suppose that when his inventory is taken the stock stands at \$28,000 instead of the \$39,000 shown by the records. Then there is \$11,000 less in the department than the books show.

### Stock Is Generally an Asset

That could only happen in case of a department which, because of previous good record, had been permitted to run six months or so without an inventory, and it must occur only through some very unusual leak, like systematized theft. There is the loss, just the same. It faces the management and it must be accounted for rather conclusively or the manager's head goes off pronto.

You see, stock is an asset, like cash. Sometimes it is not so desirable as cash;

at other times more so. A man may be in fine condition who has \$500 cash, \$1,500 equipment and \$2,500 stock. But if, in order to make a showing with his cash and equipment, he needs \$2,500 stock and finds only \$1,500, he is decidedly out in his calculations—\$1,000 out, in fact. It is not always true that "the less stock on hand the better off."

The argument of mine you have in mind, but evidently failed to grasp entirely, is this: A grocer should turn his stock twelve times a year, generally speaking. Why? Because stocks kept actively turning earn relatively more than those which move sluggishly. A man whose business runs to \$40,000 a year can only turn his stock twelve times if he carries not to exceed \$2,667 worth of merchandise at cost. The thought to be sent home here is that the man who carries more than that on \$40,000 sales cannot make twelve turns. And the quota of twelve is the finest kind of discipline, because it will keep any merchant on his toes to maintain his stocks within the necessary limits to make twelve turns and yet keep his assortments full enough to meet the demands of his customers.

Now, if such a man takes an inventory at the year-end and finds \$3,500 stock it may mean that he has made more than he calculated to make; though usually it means that he has not attained his quota, has not made quite what he should have made because his stock has not been turned as rapidly as it should have been, but has lain idle a good share of the time. If he finds \$2,000 stock but has cash or good book accounts to show for the difference—to offset the shortage of stock—he may also be better off than he thought he was.

Not one or some, but all factors must be taken into account. None stands alone. If this is not clear, write again. You cannot tire me out. Thus only can we get things straight. But I know of no books on this subject. In fact, like most writers of books, I seldom read any in my own line! I am so busy and so interested finding out what men do and writing about it that I have no time to see what others think about them.

A final thought: All big houses set the most rigid limits on stocks to be carried in their various departments. They know the dangers of the slow turnover, the idle capital, waste, deterioration, shrinkage, wages, rent and insurance expense, which eat into all the fine imaginary profits to be derived from "fortunate purchases." So they never listen to the syren song of the man with a "good thing." They buy as they need goods to sell, sell and buy again—and they get rich doing this in the same block where

Continued on page 51



# CURRENT NEWS OF THE WEEK

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

## ONTARIO NEWS

Dixon's Hardware, Sprucedale, Ont., have added a grocery department to their business.

Mrs. M. Cournoyea, Stoco, Ont., has opened a grocery store in the Ontario House.

W. H. Richardson, Deseronto, Ont., has introduced the Cash and Carry System in his grocery store.

D. R. MacInnis, Gravenhurst, Ont., has purchased the grocery business of Thomas Fielding.

M. J. Cauthers, Stayner, Ont., has removed to larger and better premises in the Stewart Block.

E. D. Hills, Leamington, Ont., has purchased the grocery business of Roy Sales, on Talbot Street West.

D. R. McPhail, Kincardine, Ont., has opened a grocery in the store formerly occupied by S. R. Holdenby.

Harry Blakely, Ingersoll, Ont., will open a grocery on the corner of Le Marchant Street and Cobourg Road.

H. Bierling, Exeter, Ont., who has sold his store in Exeter North, has purchased a farm one mile west of the town, at a price of \$6,000.

John Coumans, Chepstow, Ont., has sold his business to John Boegel, who has been for some time been a clerk in the store.

George H. Bishop, Carp, Ont., has bought out the groceries of H. Falls and F. Guy, and is continuing business in Mr. Falls' stand, Mr. Bishop selling his grocery in the Dooley House stand to Messrs. Lucas and Son.

Delegates from the Trades and Labor Council, the Independent Labor party, and the United Supplies, Ltd., all of Toronto, decided at a meeting recently to form a co-operative society. The new organization will be known as the Toronto Co-operative Society, and it will be incorporated under a Provincial charter. Shares will be issued of \$5 each, and \$1 will be charged as an application fee.

## RE-ARGUMENT GRANTED IN BOARD OF COMMERCE CASE

Ottawa, April 6.—A re-argument has been granted by the Supreme Court of the application to test the jurisdiction of the Board of Commerce and the constitutionality of Section 17 of the Combines and Fair Prices Act, under which the Board of Commerce is given powers as a price-fixing tribunal. A rehearing will take place in the Supreme Court on May 4 next.

The application was brought on March 15 by counsel for the Retail Merchants'

Association, the Canadian Manufacturers' Association, the Attorney-General of Alberta, and others, to question the intro vires of the act in forbidding hoarding of commodities, in appointing the Board of Commerce to impose penalties for offences against the act and require Provincial courts to enforce them, in giving the Board power to decide unfair profits in purely provincial transactions, and in prohibiting export of commodities from Canada.

When the Supreme Court sat to-day to read judgments at the end of the term, no judgment was handed down in this particular case, and it is understood that no judgment will be given until after the rehearing of the case.

## VETERANS OPPOSE MARGARINE ORDER

The Kingston branch of the Army and Navy Veterans' Association is opposed to prohibiting the sale and importation of oleomargarine in Canada. The members claim that this substitute is the only thing that will prevent dollar butter in Canada. A protest will be sent to Ottawa, and an effort will be made to get other units to do the same.

## JAMES Y. OSBORNE IS DISPOSING OF BUSINESS

J. Y. Osborne, who has been carrying on the business of James Osborne and Son, 12 and 14 James Street South, Hamilton, Ont., for the past 34 years, is going out of business. The stock is advertised for sale, and must be disposed of before May 1st. The Bank of Hamilton has purchased the block in which the store is situated. The business was founded in 1840 by the late James Osborne, who died October, 1886, and since that time has been carried on by his son, James Y. Osborne.

## Hamilton Grocers Plan For Action

Regard Decision of Board of Commerce as Complete Vindication of the Association's Aims

Hamilton, April 7.—"Full steam ahead," is the watchword of the new Hamilton Retail Grocers' Organization. Having successfully weathered the storm which signalized its birth, the new organization will now proceed to lay plans for the attainment of those objects for which it was originally called into being.

The executive committee held a meeting this week, the first since the Board of Commerce hearing. It was decided

that another mass meeting should be held in the near future, when the lines upon which the association will proceed will be definitely announced.

"We regard the decision of the Board of Commerce as a complete vindication of the aims and objects of our organization," said Samuel T. Baillie, of Baillie Bros., president of the association. "Those who were brought into the spotlight during the investigation suffered to some extent. This was natural, owing to the charge which had been brought against us, and the public is easily prejudiced in matters of this kind. However, we have gained more than we have lost. We shall now proceed with the work that is in hand. We are not definitely announcing our policy just yet, but it will be along the lines of co-operation among the members of the retail grocery trade—a co-operation which will not only give us better buying advantages, but will bring about a better understanding among ourselves.

"In the past there has been too much jealousy and suspicion amongst the retail grocers. We hope to eliminate that feeling, and to demonstrate that co-operation is the true plan of success. I am convinced that if we are successful in our objects the grocery trade will be greatly benefited, and the consumer correspondingly."

It is understood that the organization is considering the adoption of W. J. Hobson's plan for collective buying to give them equal advantages with other large dealers, and also plans to achieve shorter working hours for the grocers.

John Irwin, vice-president and managing director of McArthur-Irwin, Ltd., Montreal, left this week for England and the Continent and will be absent for two months or more.

## A NEW CEREAL

W. B. Browne & Co., with head office in the Board of Trade Building, Toronto, have purchased the wheatine plant of Milne Bros. at Markham, Ont. Messrs. Browne & Co. have recently installed an improved plant, and have changed the name of the product to Wheat Gold. It is packed in 28-ounce packages, and is being sold through the wholesalers. Considerable quantities are already in the hands of the retail trade.

# NEWS FROM WESTERN CANADA

## Tax Should be at Producing End, Says J. A. Banfield

**W**INNIPEG, April 6.—J. A. Banfield, of Winnipeg, president of the Dominion executive of the Retail Merchants' Association, expressed some decided opinions on the question of taxation as it affects the retail merchants. The proposed tax of one per cent., or a half of one per cent. on the gross sales of all retailers, was, he thought, a step in the wrong direction. If revenue was to be collected on the necessities of life it should be done at the producing, not the distributing end. "If the Government undertook to get a supply of water from a certain lake, would it not go to the lake itself, or its large outlet rather than to the thousands of little tributary outlets?" Mr. Banfield asked.

"The same thing applies to the taxation of retailers," he continued. "To tax the gross sales of individual retail merchants, it would first be necessary to establish the correct figure of sales. To do this auditors would have to go through the books of each merchant. If this step were not taken, what would prevent misrepresentation of sales? Auditors don't work for nothing, and fees would total a considerable figure. Add to this the expense of collecting and of maintaining a huge accounting staff, and I believe that any revenue

which would be derived would be eaten up by expenses.

"Retailers will undoubtedly oppose this proposed legislation at Ottawa, and it won't be from selfish motives," continued the trade executive. "The purchasing public will have to pay this tax in the end, wherever it is imposed. It will be the object of the retail merchant to see that the tax is applied in such a way that it will cost the public least in expenses. I repeat that the logical person to tax is the manufacturer."

In Mr. Banfield's opinion, however, the whole plan was unjust to the general public. The Government undoubtedly was in need of money and it was of prime importance that this money should be raised.

"But why tax the necessities of life?" he asked. "The man who should be made to pay is the man who is buying luxuries. Let the Government tax the man who pays a hundred dollars for a suit of clothes and not the man who pays \$40 or \$50. Tax the man who pays \$6,000 for an automobile and not the one who buys one for \$1,000 for use in his business. If this were done the money would be raised without difficulty and from people who can afford to pay it."

### WESTERN

Ernestine Serlui, wife of Geo. M. Serlui, president and general manager of the Trans-oceanic Trading Company, Winnipeg, died at the General Hospital of pneumonia, following an operation. Mrs. Serlui was 26 years old.

J. R. Richardson, one of Winnipeg's best known pioneers of '80s, died a few days ago at the residence of his son, Ross Richardson, 821 Corydon Avenue, after an illness of several months.

J. M. Dunwoody, of Stroyan-Dunwoody Co., brokers and commission merchants, Winnipeg, has left for a two or three months' trip to the Old Country on business. He is now in Eastern Canada. He has been calling on the trade in Hamilton, Toronto, Ottawa and Montreal and sails on the 10th.

Guise & Smith, Ltd., Regina, Sask., have moved into larger and more commodious quarters on North Broad Street, between 5th and 6th Avenues. This firm has only been in business about a year, but through lack of space have been compelled to move to a larger store.

C. Duncan, manufacturers' agent, Winnipeg, has taken his son into his business, which will be continued as C. Duncan & Son.

Moore and Whiteside have taken over the brokerage business in Winnipeg

formerly carried on under the name of the Kent Brokerage Company. Mr. Moore has had a number of years' experience in the grocery business, and was for a number of years associated with the W. L. Mackenzie Co., Ltd., while Mr. Whiteside was at one time with the W. H. Stone Co., grocers, of Winnipeg, and more recently with Mason and Hickey. The newly organized firm will represent general grocery accounts.

Ira O. Well, of the Curtis Corporation, Los Angeles, Cal., is a business visitor in Vancouver. He states that tuna fish, olives, and fancy fruits will continue to be high, from all indications. A. Magnano & Co., Ltd., are the B.C. distributors for Curtis lines.

### VANCOUVER GROCERS ELECT NEW OFFICERS

Retailers of the city were out in force recently at the annual meeting of the grocers' section of the R. M. A., which was held in Belvedere Court. Preceding the whist drive and dancing, which were the attractions of the evening, the election of officers was held, resulting in the following appointments: T. H. White, president; J. Merilees, first vice-president; E. McTaggart, second vice-president; J. McIntosh, treasurer; Hugh Mor-

row, honorary secretary; directors, G. Clarke, E. G. Harris, S. McElroy, J. Harkness, J. D. Pitchford, T. J. Cahill, R. Snelgrove and T. F. McDowell. Much interest was shown in the reading of the secretary's report and an address by T. T. Crowder, representing the Vancouver executive of the Retail Merchants' Association.

## Legislation Affecting Manitoba Merchants

### Amendments to the Shops Act and the Transient Traders' Act—Proposals re Extracts and Essences

The Shops Act in the Province of Manitoba has been amended to permit rural municipalities, villages, and towns to pass by-laws making Thursday afternoon from 12 o'clock noon a half holiday for the whole or any part of the year. Cities may pass by-laws making such day or days half holidays during the whole or any part of the year as are determined by the class or classes of trade desiring the same.

The Retail Merchants' Association opposed the registration of the assignment of book debts which called for the registration in the office of County Clerks of every assignment of book debts by every retail trader within thirty days from the date such assignment was made. Under this Bill, retail merchants were to be subjected to special treatment. In other words, it was class legislation. Mr. Edwin Loftus, K.C., and Mr. Horace Chevrier represented our Association. The Bill was killed when it reached the Law Amendments Committee.

During the present session of the Manitoba Legislature an amendment to the Transient Traders' Act was passed. Now all distributors who are peddlers or transient traders will first have to obtain a provincial license, then a municipal license before trading in any locality. The peddler or agent must wear a badge. Penalties are fixed for those who do not comply with the law and report to the proper local officers before soliciting business.

In the proposed amendments to the Temperance Act, reference is made to the handling of extracts and essences. Every dealer is required to keep a record of every sale of every 2½ ounce bottle of flavoring extract or essence. Strong opposition was registered against such a proposal by the Retail Merchants' Association, and the following provision was agreed: Great care should be exercised in selling extracts or essences, as many cases have been reported indicating that these extracts or essences have been used for improper purposes.

# WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

## THE MARKETS AT A GLANCE

**A**LTHOUGH not many changes have occurred this week in the markets, the tone is generally firm with a tendency toward higher prices. There is a feeling in all markets in the Dominion that sugar will be higher in view of the unprecedented high prices demanded for raws.

**MONTREAL**—Montreal markets are characterized this week with a firmness that indicates even higher prices in the very near future. In some quarters it had been felt that peak prices had been reached, but the situation to-day leaves no doubt concerning future markets. General lines are all very firm, although few definite advances have been effected during the week. Sugar is strong and in view of the advanced prices on raws, higher prices are to be expected rather than lower. Syrups and molasses are very strong, but no price changes are noted. Coffee continues very firm under steady and heavy demands. Cocoa is unchanged as far as prices are concerned, but the market is a firm one. Rolled oats are advanced in a very strong market. There is no material change to the tea situation and prices are held very firmly with higher tendencies. Nuts are not very active at the moment, but cables on walnuts are very firm and advances are looked for in the very near future. Almonds are also very strong in the New York markets and spot stocks stated to be very low. Figs and dates are selling very freely, but no material change has been noted in quotations. Evaporated apples are somewhat easier in the American markets. Package goods stand very firm and advanced prices may be looked for in all lines, particularly in those composed largely of oats. Spices are firm and no definite changes have been effected. A little more activity is manifest in the market for canned goods. Prices are maintained and the undertone indicates the reaching of higher levels. Beans and peas are steady and firm and no new developments have been shown in the market. Oats are very strong and have advanced to record prices. All grades have advanced 3½ cents per bushel. Hay is unchanged, but advanced prices seem probable. The rice market is firm, but very quiet, and but little business is being transacted. Fresh fruits are pretty steady and no material changes are noted in the local markets.

**TORONTO**—The trend of all grocery markets continues firm. Supplies of refined sugar are now in abundance. The Acadia Sugar Refinery have advanced their sugars \$2 per hundred. The raw sugar market is active and steadily advancing. An active business is noted for corn syrups and while no change in prices has occurred, the market is firm and higher prices are not unlikely. High grade Barbadoes molasses continues scarce and the small quantities that are being offered are quoted at exceedingly high figures. Manufacturers report a quiet business on cereals and state that apparently jobbers and retailers are well stocked. The cereal market stands firm. Teas are in a very strong position, spot stocks have never been so low and there are no hopes for any improvement for some time to come; fine teas are more difficult to obtain and what shipments arrive are going rapidly into consumption. No particular change has occurred in coffees, the market remaining firm. The weather conditions for maple syrup have been very unfavorable with the result that quotations are very high. Marmalade, jam, celluloid starch and clothes pins are quoted at advanced prices. New sizes and prices are noted on Shamrock, Currency and Great West tobaccos. No improvement in the situation for rice can be expected; stocks in the local warehouses are very light and quotations on the small shipments that are arriving are higher. The possibilities are that the prices on the new pack canned salmon will be higher, due to the higher cost of cans and labor. Navel oranges have declined and lemons also. Grapefruit has a tendency to firmness and jobbers anticipate an advance. Supplies of potatoes are light, but an improvement is expected in the course of another week. Flour is likely to advance. Millfeeds have practically disappeared from the market.

**WINNIPEG**—The sugar market is very firm and while no change in price has occurred, higher prices are expected in view of the higher cost of raws. Teas are firm and the market is comparatively bare of supplies. Higher prices seem likely. Canned fruit is in scant supply and jams have registered an advance. Prunes are easier. Hog prices are maintained under an active demand. Eggs are weakening. Butter is firm.

# QUEBEC MARKETS

**M**ONTREAL, April 9—Montreal markets are somewhat stronger this week and although few material changes have been effected, the undertone in practically all cases suggests that advanced prices may shortly be expected. Sugar is very strong and in view of the fact that the raw sugar market is steadily advancing, higher quotations seem probable in the refined sugar market. Oats have sharply advanced and higher prices are anticipated on all lines of package goods in which oats form a large part. Vegetables have advanced in a general way. The potato situation is practically unchanged as far as prices are concerned, but the undertone is very strong and even higher prices are anticipated in many quarters.

## Refined Sugar Up in One Quarter

**Montreal.**  
**SUGAR.**—Sugar is in a very strong position. One refinery—the Acadia—has advanced to \$18.50, the change dating from April 1. The raw sugar market is a very strong one and advances have been recorded at primary sources. Dealers are of the opinion that this is indicative of further advanced quotations in the refined markets. Demands for sugar at the present time are exceptionally heavy, due, it is thought, to consumers acting upon the advice of the Government and laying in stocks for future use. Supplies of raw sugar are stated to be coming along in sufficient volume to enable the refineries to meet these heavy demands. In the face of the position of the raw sugar market, lower prices are out of the question, and the tendency is decidedly in the other direction.

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

## Syrups and Molasses in Very Strong Position

**Montreal.**  
**SYRUPS, ETC.**—Corn syrups are very strong this week with upward tendencies. The heavy demands for syrups are maintained and dealers state that owing to a great improvement in the matter of cars they are in a position to catch up with their outstanding orders. Prices are maintained in a very firm market. New quotations are given for glucose,

which is now selling at about \$6.85 per case (5-lb. cans).

**MOLASSES.**—No fresh development has arisen in this market and prices are very firmly held with upward rather than downward tendencies. Puncheons quoted at from \$1.40 to \$1.45. If sugar advances, as it probably will, an advance for molasses is very probable.

<b>Corn Syrups—</b>	
Barrels, about 700 lbs., per lb.	0 09
Half barrels	0 09 1/4
Kegs	0 09 1/2
2-lb. tins, 2 doz. in case, case	5 90
5-lb. tins, 1 doz. in case, case	6 85
10-lb. tins, 1/2 doz. in case, case	6 55
2-gal. 25-lb. pails, each	2 85
8-gal. 38 1/2-lb. pails, each	4 25
5-gal. 65-lb. pails, each	6 85
<b>White Corn Syrup—</b>	
2-lb. tins, 2 doz. in case, case	6 50
5-lb. tins, 1 doz. in case, case	7 45
10-lb. tins, 1/2 doz. in case, case	7 16
<b>Cane Syrup (Crystal Diamond—</b>	
case (2-lb. cans)	8 60
Barrels, per 100 lbs.	12 25
Half barrels, per 100 lbs.	12 50
Glucose, 5-lb. cans (case)	6 85

	Prices for	
	Island of Montreal	
<b>Barbadoes Molasses—</b>		
Puncheons	1 40	1 45
Barrels	1 45	1 48
Half barrels	1 47	1 50
<b>Fancy Molasses (in tins)—</b>		
2-lb. tins, 2 doz. in case, case	6 00	
3-lb. tins, 2 doz. in case, case	8 25	
5-lb. tins, 1 doz. in case, case	6 80	
10-lb. tins, 1/2 doz. in case, case	6 65	

*Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above 1/2 barrel prices.*

## Rolled Oats Are Now Marked Up

**Montreal.**  
**CEREALS.**—Advanced quotations are given this week on rolled oats, which are in a very strong position at the present time. Rolled oats are offered at from \$5.75 to \$6 per 90 pounds (bulk). Cereals generally are very firm all round and advanced prices may be expected.

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

## Coffee Firm Under Steady Demands

**Montreal.**  
**COFFEE.**—Coffee is very firm this week under demands that show no indication of falling off. Dealers state that business is especially brisk at the present time and lower prices appear to be un-

likely. Mochas are offered at from 47 to 49 cents.

**COCOA.**—Cocoa is unchanged as far as prices are concerned. Business is well maintained and the position of the market is a very firm one.

<b>COFFEE—</b>		
Rio, lb.	0 33 1/2	0 35 1/2
Mexican, lb.	0 47	0 48
Jamaica, lb.	0 44	0 46
Bogotas, lb.	0 47	0 49 1/2
Mocha (types)	0 47	0 49
Santos, Bourbon, lb.	0 46	0 48
Santos, lb.	0 45	0 47
<b>COCOA—</b>		
In 1-lbs., per doz.	6 25	
In 1/2-lbs., per doz.	3 25	
In 1/4-lbs., per doz.	1 70	
In small size, per doz.	1 25	

## No Material Change to Tea Situation

**Montreal.**  
**TEA.**—There is no material change to report in the tea situation this week. Prices are firmly maintained all round with decidedly higher tendencies. Supplies are coming in very slowly and in the face of the specially heavy consumption of this beverage and the comparatively bare condition of the markets in the better grades of tea, the position is a strong one and advances are certain.

<b>JAPAN TEAS—</b>		
Choice (to medium)	0 65	0 75
Early picking	0 75	0 85
Finest grades	0 80	1 00
<b>Javas—</b>		
Pekoes	0 42	0 45
Orange Pekoes	0 46	0 45
Broken Orange Pekoes	0 43	0 46

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

## Figs and Dates Selling Freely

**Montreal.**  
**DRIED FRUITS.**—There are practically no local changes to be reported this week as far as prices are concerned. Figs and dates are selling very freely and the date market is very bare. The small supplies arriving from time to time are quickly used up. Evaporated apples are easier in the United States on account of the exportation of barrel apples being stopped through the exchange situation. Should the exchange continue to climb up exports will recommence and dealers state that this will have the effect of making spot stocks considerably firmer, which will mean advanced prices in local markets.

Apricots, fancy	0 38
Do., choice	0 34
Do., slabs	0 30
Apples (evaporated)	0 22 1/2
Peaches, (fancy)	0 28
Do., choice, lb.	0 29
Pears, choice	0 30
<b>Drained Peels—</b>	
Choice	0 24
Ex. fancy	0 30
Lemon	0 45
Orange	0 44
Citron	0 68
Choice, bulk, 25-lb. boxes, lb.	0 22
Peels (cut mixed), doz.	3 25
<b>Raisins (seeded)—</b>	
Muscata, 2 Crown	0 23
Do., 1 Crown	0 25
Do., 3 Crown	0 24
Do., 4 Crown	0 19 1/2
Fancy seeded (bulk)	0 29
Do., 16 oz.	0 24
Cal. seedless, cartons, 12 ounces	0 21
Do., 16 ounces	0 25
Currants, loose	0 19
Do., Greek (16 oz.)	0 24
Dates, Excelstor (36-10s), pkg.	0 15 1/2
Fard, 12-lb. boxes	3 25
Packages only	0 19

Do., Dromedary (26-10 ea.)	0 19
Packages only, Excelsior	0 20
Loose	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	0 40
Do., 2 1/2s, lb.	0 45
Do., 2 1/2s, lb.	0 43
Do., 2 1/2s, lb.	0 50
Figs, white (70 4-oz. boxes)	5 40
Figs, Spanish (cooking), 22 lb. boxes, each	0 12
Figs, Turkish, 3 crown, lb.	0 44
Do., 5 Crown, lb.	0 46
Do., 7 Crown, lb.	0 52
Figs, mats	4 75
Do. (25-lb. boxes)	2 75
Do. (12 10-oz. boxes)	2 20
Prunes (25-lb. boxes)—	
20-30s	0 33
30-40s	0 30
40-50s	0 27
50-60s	0 25
60-70s	0 22
70-80s (25-lb. box)	0 20
80-90s	0 19
90-100s	0 17 1/2
100-120s	0 16

### Walnuts Firm With Upward Tendencies

Montreal.

NUTS.—There is but little movement in the local markets this week as buyers were well stocked up for the holidays and the present demands are not so heavy. All cables on walnuts are very firm and with the franc exchange going higher advances are looked for in the very near future. Shelled almonds are very strong in the New York markets and spot stocks are pretty low. Dealers state that there will not be a great activity in the market until navigation opens up and trade is waiting and preparing for an exceptionally heavy business that will come with the arrival of the ocean-going vessels, which invariably stock up before taking their departure.

Almonds, Tarragona, per lb.	0 32	0 33
Do., shelled	0 60	0 60
Do., Jordan	0 75	0 75
Brazil nuts (new)	0 28	0 28
Chestnuts (Canadian)	0 27	0 27
Filberts (Steily), per lb.	0 28	0 27
Do., Barcelona	0 25	0 26
Hickory nuts (large and small) lb.	0 10	0 11
Peanuts, No. 4, Jumbo	0 35	0 35
Peanuts, Jumbo	0 24	0 24
Do., "G"	0 19	0 20
Do., Coons	0 16	0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16 1/2	0 18
Do., No. 1 Virginia	0 14	0 14
Peanuts (Salted)—		
Fancy wholes, per lb.	0 38	0 38
Fancy wholes, per lb.	0 33	0 33
Peanuts, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 33	0 35
Do., Orleans, No. 2	0 31	0 34
Do., Jumbo	0 29	0 30
Peanuts, shelled	1 60	1 70
Walnuts	0 29	0 35
Do., new Naples	0 34	0 34
Do., shelled	0 70	0 75
Do., Chilean, bags, per lb.	0 33	0 33

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

### Spices Firm; Good Sellers

Montreal.

SPICES.—Prices are steadily maintained in a very firm market. No startling changes have developed since last week. Business is stated to be fairly good and supplies are ample to meet all local demands of the moment. The undertone is strong and lower prices are not yet in sight.

Allspice	0 23
Cassia (pure)	0 33
Cocoanut, palm, 20 lbs., unsweetened, lb.	0 44
Do., sweetened, lb.	0 36
Cheery (Canadian), lb.	0 20

Cinnamon—	
Rolls	0 36
Pure, ground	0 35
Cloves	0 50
Cream of tartar (French pure)	0 75
American high test	0 80
Ginger	0 40
Ginger (Cochin or Jamaica)	0 81
Mace, pure, 1-lb. tins	1 00
Mixed spice	0 30
Do., 2 1/2 shaker tins, doz.	1 15
Nutmegs, whole	0 60
64, lb.	0 45
80 lb.	0 40
100, lb.	0 40
Ground, 1-lb. tins	0 65
Pepper, black	0 30
Do., special	0 33
Do., white	0 50
Pepper (Cayenne)	0 35
Pickling spice	0 20
Paprika	0 65
Tumeric	0 25
Tartaric acid, per lb. (crystals or powdered)	1 00
Cardamom seed, per lb., bulk	2 00
Carraway (nominal)	0 30
Cinnamon, China, lb.	0 30
Do., per lb.	0 35
Mustard seed, bulk	0 35
Celery seed, bulk (nominal)	0 75
Pimento, whole	0 18

For spices packed in cartons add 4 1/2 cents a lb., and for spices packed in tin containers add 10 cents per lb.

### No Change in Package Goods

Montreal.

PACKAGE GOODS.—No material change has been effected in the prices of package goods this week although the position is a very strong one. Advanced prices may be looked for in all lines containing oats, owing to the exceptionally strong position of oats at the present time. In the meantime prices are maintained under heavy and steady demands. The market is firm with decidedly higher tendencies.

Breakfast food, case 18	2 85
Cocoanut, 2 oz. pkgs., doz.	0 78 1/2
Do., 20-lb. cartons, lb.	0 36
Corn Flakes, 3 doz. case	3 50 3 65 3 50
Oat Flakes, 20s	5 40
Rolls oats, 20s	6 50
Do., 18s	2 42 1/2
Do., large, doz.	3 00
Oatmeal, fine cut, pkgs., case	6 75
Puffed rice	5 70
Puffed wheat	4 25
Farina, case	2 35
Hominy, pearl or granu., 2 doz.	3 65
Health bran (20 pkgs.), case	2 60
Scotch Pearl Barley, case	2 60
Pancake Flour, case	3 60
Pancake Flour, self-raising, doz.	1 50
Wheat food, 18-1 1/2s	3 25
Buckwheat Flour, case	3 60
Wheat flakes, case of 2 doz.	2 95
Oatmeal, fine cut, 20 pkgs.	6 75
Porridge wheat, 36s. case	7 90
Do., 20s, case	7 50
Self-raising Flour (3-lb. pack.) doz.	3 05
Do. (6-lb. pack.), doz.	6 00
Corn starch (prepared)	0 12 1/2
Potato flour	0 16
Starch (laundry)	0 10 3/4
Flour, Tapioca	0 15

### Brisker Movement For Canned Goods

Montreal.

CANNED GOODS.—A little more activity has been manifest in this market during the week and better enquiries are reported. Prices are firmly held for the time being but the tendency on most lines is towards the reaching of higher levels. There is manifest in the market a steady demand for canned tomatoes and also peas. Owing to the comparative scarcity of fresh fruit and the high prices there is a better enquiry for apples in tins.

CANNED VEGETABLES	
Asparagus (Amer.), mammoth green tips	4 50 4 65
Asparagus, imported (2 1/2s)	5 50 5 55
Beans, Golden wax	2 90 2 00
Beans, Refugee	2 00
Beets, new, sliced, 2-lb.	1 35
Corn (2s)	1 70 1 75
Carrots (sliced), 2s	1 45 1 75
Corn (on cob), gallons	7 00 7 60
Spinach, 3s	2 85 2 90
Squash, 2 1/2-lb. doz.	1 50
Succotash, 2 lb., doz.	1 30
Do., Can. (2s)	1 30
Do., California, 2s	3 15 3 50
Do. (wine gals.)	3 00 10 00
Sauerkraut, 2 1/2 lb. tins	1 60
Tomatoes, 1s	1 45 1 50
Do., 2s	1 50
Do., 2 1/2s	1 80 1 95
Do., 3s	1 90 2 15
Do., gallons	6 50 7 00
Pumpkins, 2 1/2s (doz.)	1 50 1 55
Do., gallons (doz.)	4 00
Peas, standards	1 85 1 90
Do., Early June	1 92 1/2 2 05
Do., extra fine, 2s	3 00
Do., Sweet Wrinkle	2 00
Do., fancy, 20 oz.	1 67 1/2
Do., 2-lb. tins	2 75
Peas, Imported—	
Fine, case of 100, case	27 50
Ex. Fine	30 00
No. 1	23 00

CANNED FRUITS	
Apricots, 2 1/2-lb. tins	6 25 6 50
Apples, 2 1/2s, doz.	1 40 1 65
Do., new pack, doz.	2 20
Do., 3s, doz.	1 90 1 95
Do., new pack	6 75
Do., gallons, doz.	5 25 5 75
Blueberries, 1/2s, doz.	0 95 1 00
Do., 2s	2 40 2 45
Do., 1-lb. tins, doz.	1 85 1 90
Currants, black, 2s, doz.	4 00 4 05
Do., gallons, doz.	16 00
Cherries, red, pitted, heavy syrup, No. 2 1/2	4 80 5 15
No. 2	20 00
doz.	4 75 4 80
Do., white, pitted	4 50 4 75
Gooseberries, 2s, heavy syrup, doz.	2 75
Peaches, heavy syrup—	
No. 2	3 65 4 00
Do., gallon, "Pie," doz.	9 50
Do., gallon, table	10 00
Pears, 2s	4 25 4 50
Do., 2s (light syrup)	1 00
Do., 2 1/2s	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	1 90
Do., 2-lb. tins, doz.	2 30
Do., 2 1/2s	4 00 4 50
Plums, Lombard	2 00 2 20
Do., in heavy syrup	2 40 2 45
Do., in light syrup	2 45
Gages, green, 2s	2 40 2 45
Raspberries, 2s, black or red, heavy syrup	4 50 4 60
Strawberry, 2s, heavy syrup	4 50 4 65
Rhubarb, 2-lb. tins	2 25

CANNED FISH, MEATS, ETC.	
Salmon—	
Sockeye, 48, 1s, doz.	4 75
Do., 96, 1/2s, doz.	2 50
Red Springs, 1-lb. tall	4 10 4 30
Do., 1/2 lb.	2 00
Cohoos, 1-lb. tall	3 65
Do., 1/2-lb. flat	1 90
Pinks, 1 lb.	2 60
Do., 1/2 lb.	1 30
White Springs, 1s	2 00
Chums, 1 lb. tall	2 00
Do., 1/2s, flat	1 20
Do., 1/2s, flat	1 10
GRAND Niobe Brand (case of 4 doz.), per doz.	2 25
Alaska, red, 1-lb. tall	4 25 4 50
Herrings, imported, tomato sauce	3 25
Do., kippered	2 85 2 90
Do., tomato sauce, 1/2s	1 85
Do., kinn. Canadian, 48, 1s	1 50
Do., plain, case of 4 doz.	6 75
Do., 1/2s	1 65
Haddies (lunch), 1/2-lb.	1 00
Haddies, chicken (4 doz. to case), doz.	2 25 2 35
Canadian sardines, case	6 25 6 75
Whale Steak, 1-lb. flat	2 00
Pilchard, 1-lb. tall	1 90 2 00
Norwegian sardines, per case of	
Oysters (canned), 5 oz., doz.	1 60
100 (1/4s)	24 00 25 00
Do., 10 oz., doz.	4 20
Lobsters, 1/2-lb. doz.	3 40
Do., 1/2-lb. tins, doz.	5 50 6 00
Do., 1-lb. tall	12 00
Do., 1/2-lb. doz.	6 00
Do., 1-lb. flats	12 00
Lobster pas., 1/2-lb. tins	2 40

Sardines (Amer. Norweg'n style) ....	14 50
Do., Canadian brands (as to quality), case .....	6 25 17 50
Do., French .....	32 00 34 00
Do., (gen. Norwegian) .....	31 00 23 25
Do., Portuguese, case .....	24 00
Scallops, 1-lb. doz. ....	8 25
Do., Eastern trade .....	2 65
Do., Winnipeg and Western .....	2 85
Scotch Snack, No. 2, doz. ....	4 50
Shrimps, No. 1 .....	2 40 2 80
Do., 1 1/2s .....	4 50
Crabs, No. 1 (case 4 doz.) .....	6 75
Crab meat (Japanese), doz. ....	6 50
Clams (river), 1 lb., doz. ....	1 90
Scotch Snack, No. 1, doz., Montreal .....	2 65
Meats, English potted, doz. ....	2 00

### Beans and Peas Remain Very Firm

Montreal.

BEANS AND PEAS.—There is no new development to report in this market, which is a very firm one, with an undertone suggestive of higher prices. The bad condition of the roads is badly hampering deliveries and the consequence is that spot stocks are pretty low. No famine has been felt, however, but these conditions all materially assist in the advancing of prices. Canadian beans are quoted at from \$5.75 to \$6 per bushel.

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

### Higher Prices For Flour Likely

Montreal.

FLOUR.—Although no definite advances have been effected during the week on flour the position has strengthened very considerably on account of the recent advances in the price of wheat. It is understood that the Wheat Board proposes to de-control prices on flour in the near future, but nothing definite has yet been given out. There is a steady demand for flour and prices are maintained.

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

### Oats Reach to Higher Levels

Montreal.

HAY AND GRAIN.—Record prices have been reached to-day on oats which are in an exceptionally strong position. An advance of 3 1/2 cents per bushel has been effected on all grades. Whether or not this position will be retained is a matter of conjecture and some dealers have no hesitation in saying that this jump is too sensational to last, and that a decline may be expected. This is simply a matter of opinion, however, but the fact remains that oats are in a very strong position to-day and are very firm.

HAY.—No material change has been effected in this market during the week although the fact of the bad condition of the roads considerably hampering trans-

portation has made the undertone somewhat firmer and advances are not unlikely. Good No. 1 hay is selling to-day at \$28 per ton.

Hay—	
Good, No. 1, per 2,000 lb. ton. ....	28 00
Do., No. 2 .....	27 00
Do., No. 3 .....	24 00
Straw .....	15 00
Oats (bulk)—	
No. 2 C.W. (34 lbs.) .....	1 22
No. 3 C.W. ....	1 18
Extra feed .....	1 18
No. 1 feed .....	1 17
No. 2 feed .....	1 15
Tough 3 C.W. ....	1 16
Barley—	
No. 3 C. W. ....	
No. 3 .....	
No. 4 C.W. ....	
Feed barley .....	1 60
Prices are at elevator.	

### Position of Feeds Unchanged

Montreal.

FEEDS.—Feeds are in pretty much the same position as last week and no definite changes have been reported. The available supplies are quite inadequate to meet the heavy demands of the present and no material improvement has been shown in this matter. The undertone to the market is decidedly firmer.

FEEDS—	
Bran, mixed cars .....	45 00
Shorts, mixed cars .....	52 00
Crushed oats .....	68 00 73 00
Barley chop .....	80 00 82 00
Special Middlings .....	
Feed Flour, 98 lbs. ....	3 80
Gluten Feed—	
F.o.b. Cardinal .....	66 00
F.o.b. Fort William .....	64 00

### Rice Market Firm But Quiet

Montreal.

RICE.—Rice is firm although the market is very quiet this week and but little business is being transacted. Supplies are stated to be coming along with greater freedom and no difficulty is experienced in meeting all demands. Carolina extra fancy rice is quoted at from \$19 to \$20.

RICE—	
Carolina, ex. fancy .....	19 00 21 00
Do. (fancy) .....	18 00
Rangoon "B" .....	14 50
Rangoon "CC" .....	14 25
Broken rice, fine .....	14 00
Tapioca, per lb. (seed) .....	0 12 1/2 0 13 1/2
Do. (pearl) .....	0 12 1/2 0 13 1/2
Do. (flake) .....	0 11 0 12 1/2
NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.	

### Fresh Fruits Stand Steady

Montreal.

FRESH FRUITS.—Fresh fruits are pretty steady in the local markets this week and no material price changes have been effected. Trade is stated to be picking up, although a certain dullness is expected at this time of the year. There is a steady demand for oranges and grapefruit.

Apples—	
Baldwins .....	7 50 8 00
Ben Davis, No. 1 .....	6 00 7 00
Greenings .....	7 50 8 00
Gravenstein .....	
Spies .....	10 00
Winter Reds .....	6 50 7 00
Apples in boxes .....	5 00 5 50
Bananas (as to grade), bunch. ....	6 00 7 00
Cranberries, bbl. ....	11 00
Do., gal. ....	0 60
Grape, Emperor, kegs .....	18 00
Grapefruit, Jamaican, 64, 80, 96. ....	5 00

Do., Florida, 54, 64, 80, 96. ....	6 00
Lemons, Messina .....	8 00
Pears, Cal. ....	5 00
Pomegranates (boxes of about 80), box .....	
Oranges, Cal., Valencias .....	9 00 9 50
Cal. Navels .....	9 00
Florida, case .....	6 00
Cocoanuts .....	2 00

### Cucumbers, Lettuce, and Cabbage Higher

Montreal.

VEGETABLES.—Several advances have been effected in the vegetable market during the week and prices are very firm in most cases. Florida celery is a little easier and has declined to \$7.50 per 4-dozen crate. Florida tomatoes are selling at \$7.50 per crate and curly lettuce has advanced 50 cents to \$4 per 3 dozen boxes. Montreal cabbage has advanced \$1 to \$6 per barrel, and hothouse cucumbers have reached higher levels. Potatoes are very strong, and although no additional advances have been effected the undertone is very strong and even higher prices may be expected, in spite of the fact that some dealers state it is simply a matter of delayed deliveries and that lower prices will come with improved roads.

Beans, new string (imported) hamper .....		7 00
Beets, new bag (Montreal) .....		3 00
Cucumbers (hothouse), doz. ....		4 00
Chicory, doz. ....		0 50
Cauliflower, Am., doz. dble crate .....		7 00
Do., single crate .....		3 75
Cabbage (Montreal), barrels .....		6 00
Carrots, bag .....		1 75
Garlic, lb. ....		0 50
Horseradish, lb. ....		0 20
Lettuce (Boston), head crate .....		3 75
Leeks, doz. ....		4 00
Mint .....		0 60
Mushrooms, lb. ....		1 00
Onions, Yellow, 75-lb. sack. ....		8 50
Do., red, 75 lbs. ....		8 50 9 00
Do., crate .....		3 00
Do., Spanish, case .....		8 50
Oyster plant, doz. ....		0 50
Parsley (Canadian) .....		0 75
Peppers, green, doz. ....		0 50
Paranips, bag .....		1 75
Potatoes, Montreal (90-lb. bag) ..		4 25 4 50
Do., New Brunswick .....		4 00
Do., sweet hamper .....		3 50 3 75
Radishes, American, doz. ....		1 50
Spinach, barrel .....		6 00
Turnips, Quebec, bag .....		2 00
Do., Montreal .....		1 50 1 75
Tomatoes, hothouse, lb. ....		0 40
Florida lettuce (hamper) .....		6 00
American parsley, doz. ....		2 00
Florida celery (4-dozen crate) ..		7 50
Watercress (per doz.) .....		0 75
Lettuce (curly), 3 doz. in box. ....		4 00
Parsley (American) .....		1 50
Tomatoes (Florida), crate .....		7 50

### Lower Prices Quoted on Peanuts

Montreal.

PEANUTS.—Peanuts are easier and declined prices are quoted on several special grades. "Bon Tons" have declined 2 1/2 cents and are selling at 23 1/2 cents per pound. "Suns" are offered at 19 1/2 cents, and "G's" at 17 1/2 cents.

### Advanced Prices on Wrapping Paper

Montreal.

WRAPPING PAPER.—Further advances have been effected this week on grey brown paper in rolls and reams. Prevailing prices are now 7 1/2 cents per pound, showing an advance of 1/4 cent per pound. Manila in rolls also is higher, being quoted at 8 cents per pound.

# ONTARIO MARKETS

**T**ORONTO, April 9—Acadia sugar has advanced \$2.00 per hundred, but other refiners remain at the same price. Celluloid starch is quoted higher. Cereals are ruling firm in a quiet market. Fine teas are more difficult to obtain and prices in primary markets are quoted higher. The maple syrup crop is reported to be a light one. Spring clothes pins are quoted higher, also marmalade and jam. New sizes and prices are out on Shamrock and Currency tobacco. The new pack of canned salmon is likely to be higher. Millfeeds are scarce.

## Acadia Sugar Advances \$2.00

**Toronto.**  
**SUGAR.**—The Acadia Sugar Refinery has advanced their sugar \$2 per hundred. Acadia granulated is now quoted at \$18.71. Other refiners have not as yet made any change. Supplies of refined sugar are arriving in large quantities. The raw sugar market is active and steadily advancing. The price now quoted at New York is 12 cents; cost and freight which figures to 13.04 per pound duty paid. The Cuban production up to March 20th is 1,740,022 tons against 1,509,008 tons to corresponding date last year.

St. Lawrence, extra granulated, cwt....	16 71
Atlantic, extra granulated .....	16 71
Acadia Sugar Refinery, extra granulated	18 71
Dom. Sugar Refinery, extra granulated..	16 71
Dom. Sugar Refinery, extra granulated..	15 50
Canada Sugar Refinery, granulated.....	16 46
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.	
Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.	
Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.	

## Corn Syrup Active; Molasses Strong

**Toronto.**  
**CORN SYRUP.**—An active business is noted for corn syrups, and while no change insofar as prices are concerned has occurred, the market is firm and higher prices are not unlikely.

**MOLASSES.**—High grade Barbadoes molasses continued to be scarce and the small quantities that are being offered are quoted at high figures.

<b>Corn Syrups—</b>	
Barrels, about 700 lbs., yellow	0 09
Half barrels, 1/4c over bbis.; 1/4	
bbis., 1/4c over bbis.	
Cases, 2-lb. tins, white, 2 doz.	6 50
in case .....	
Cases, 5-lb. tins, white, 1 doz.	7 45
in case .....	
Cases, 10-lb. tins, white, 1/2 doz.	7 15
in case .....	
Cases, 2-lb. tins, yellow, 2 doz.	5 90
in case .....	
Cases, 5-lb. tins, yellow, 1 doz.	6 85
in case .....	
Cases, 10-lb. tins, yellow, 1/2 doz.	6 55
in case .....	
<b>Cane Syrups—</b>	
Barrels and half barrels, lb....	0 08
Half barrels, 1/4c over bbis.; 1/4	
bbis., 1/4c over.	
Cases, 2-lb. tins, 2 doz. in case	7 00
<b>Molasses—</b>	
Fancy, Barbadoes, barrels, gal.	1 45
Choice Barbadoes, barrels .....	1 50
West India, bbis., gal. ....	0 56
West India, No. 10, kegs .....	6 50
West India, No. 5, kegs .....	3 00
Tins, 2-lb., table grade, case 2	

doz., Barbadoes .....	7 75
Tins, 3-lb. table grade, case 2	10 75
doz., Barbadoes .....	
Tins, 5-lb., 1 doz. to case, Bar-	8 95
badoes .....	
Tins, 10-lb., 1/2 doz. to case,	8 60
Barbadoes .....	
Tins, No. 2, baking grade, case	4 20
2 doz. ....	
Tins, No. 3, baking grade, case	5 50
of 2 doz. ....	
Tins, No. 5, baking grade, case	4 60
of 1 doz. ....	
Tins, No. 10, baking grade, case	4 25
of 1 1/2 doz. ....	
West Indies, 1 1/2s, 48s .....	4 60 6 95

## Celluloid Starch is Quoted Higher

**Toronto.**  
**PACKAGE GOODS.**—The only change noted this week in package goods is celluloid starch, which has advanced to \$4.90 per case of 45 packages. Business is reported quiet for package cereals.

<b>PACKAGE GOODS</b>	
Rolled Oats, 20s, round, case....	6 50
Do., 20s, square, case.....	6 50
Do., 36s, case .....	4 85
Do., 18s, case .....	2 42 1/2
Corn Flakes, 36s, case .....	4 25
Porridge Wheat, 36s, regular, case	6 00
Do., 20s, family, case.....	6 80
Cooker Package Peas, 36s, case....	4 20
Cornstarch, No. 1, lb. cartons....	0 12 1/2
Do., No. 2, lb. cartons .....	0 11
Laundry starch .....	0 10 3/4
Laundry starch, in 1-lb. cartons.	0 12 1/2
Do., in 6-lb. tin canisters.....	0 14 1/2
Do., in 6-lb. wood boxes.....	0 14 1/2
Potato Flour, in 1-lb. pkgs.....	0 16
Fine oatmeal, 20s .....	6 75
Cornmeal, 24s .....	3 65
Farina, 24s .....	2 90
Barley, 24s .....	2 60
Wheat flakes, 24s .....	5 60
Wheat kernels, 24s .....	4 50
Self-rising pancake flour, 24s ..	3 70
Buckwheat flour, 24s .....	3 70
Two-minute Oat Food, 24s.....	3 75
Puffed wheat, case .....	4 60
Puffed Rice, case .....	5 70
Health Bran, case .....	2 60
F.S. Hominy, gran., case.....	3 65
Do., pearl, case .....	3 65
Scotch Pearl Barley, case .....	2 60

## Cereals Stand Firm; Quiet Market Noted

**Toronto.**  
**CEREALS.**—Manufacturers report a quiet business on cereals and state that apparently jobbers and retailers are well stocked. In regards to future prices, manufacturers state that grains are steadily advancing, but in view of the heavy stocks on hand, no advance will take place. In the meantime the market is ruling firm.

<b>Single Bag Lots</b>	
F.o.b. Toronto	
Barley, pearl, 98s .....	8 50
Barley, pot, 98s .....	7 25
Barley Flour, 98s .....	4 50
Buckwheat Flour, 98s .....	6 25
Cornmeal, Golden, 98s .....	5 50 6 00
Do., fancy yellow, 98s .....	6 50
Hominy grits, 98s .....	5 50 6 00
Hominy, pearl, 98s .....	5 25 5 75

Oatmeal, 98s .....	5 25	5 75
Oat Flour .....		
Corn Flour, 98s .....	5 50	
Rye Flour, 98s .....	5 00	
Rolled Oats, 90s .....	5 60	6 00
Rolled Wheat, 100-lb. bbl.....		8 00
Cracked wheat, bag .....		6 50
Breakfast food, No. 1 .....		7 75
Do., No. 2 .....		7 75
Rice flour, 100 lbs. ....	10 00	
Linseed meal, 98s .....	6 75	
Peas, split, 98s .....	0 08 1/2	
Blue peas, lb. ....	0 09	0 10
Marrowfat green peas .....		0 11 1/2
Graham Flour, 98s .....		7 00
Farina, 98s .....		6 20

## Fine Teas Scarce; Higher Prices Likely

**Toronto.**  
**TEAS.**—Teas are in a very strong position and all indications point to even higher prices in the very near future. Spot stocks have never been so low and there are no hopes for any improvement for some time to come. Fine teas are more difficult to obtain and prices in primary markets are quoted higher. The sterling exchange is quoted higher, which is another factor that enters into the cost of tea laid down in Canada.

<b>Ceylons and Indians—</b>	
Pekoe Souchongs .....	0 48 0 54
Pekoes .....	0 52 0 60
Broken Pekoes .....	0 56 0 64
Broken Orange Pekoes .....	0 58 0 66
<b>Javas—</b>	
Broken Orange Pekoes .....	0 58 0 65
Broken Pekoes .....	0 45 0 50
<b>Japans and Chinas—</b>	
Early pickings, Japans .....	0 63 0 65
Do., seconds .....	0 50 0 55
Hyson thirds .....	0 45 0 50
Do., pts. ....	0 58 0 67
Do., sifted .....	0 67 0 72
Above prices give range of quotations to the retail trade.	

## Coffee Firm; No Change

**Toronto.**  
**COFFEE.**—No particular change has occurred in the coffee market. Prices remain firm and indications from primary markets point to higher prices prevailing. The consumption of coffee in Canada is greatly on the increase and this one feature has a tendency to keep the market in a strong position.

Java, Private Estate .....	0 51	0 52
Java, Old Government, lb.....		
Bogotas, lb. ....	0 49	0 50
Guatemala, lb. ....	0 48	0 52
Mexican, lb. ....		0 55
Maracaibo, lb. ....	0 47	0 48
Jamaica, lb. ....	0 45	0 46
Blue Mountain Jamaica .....		0 52
Mocha, lb. ....		0 55
Rio, lb. ....	0 35	0 37
Santos, Bourbon, lb. ....	0 46	0 47 1/2

## Maple Syrup Crop is a Very Light One

**Toronto.**  
**MAPLE SYRUP.**—The weather conditions for maple syrup have been very unfavorable with the result that a very light crop can be expected, and in consequence quotations are very high. At the present time there are a quite a variety of prices quoted by different producers. The prices listed below are an average:

<b>MAPLE SYRUP—</b>	
2 1/2-lb. tins, 24 to case.....	17 35
50s .....	9 35
8-lb. tins, 10 to case .....	19 95
10-lb. tins, 6 to case .....	15 75
5 gal. imp. tin, 1 to case.....	14 70 19 00
15 gal. keg, per gal. ....	2 90
16 oz. bottles, 24 to case.....	3 85
5-lb. tins, 12 to case .....	17 35
Pure Maple Sugar, 1-lb. blocks,	

**Spice Market Firm;  
Supplies Hard to Get**

**Toronto.**  
SPICES.—The trend of the spice market remains in an upward position. Supplies of cloves, nutmegs and ginger are difficult to obtain. Peppers are also in an active market. Prices are unchanged:

Allspice	0 23	0 25
Cassia	0 85	0 40
Cinnamon	0 55	0 55
Cloves	0 85	0 90
Cayenne	0 35	0 37
Ginger	0 32	0 40
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 35
Pickling spices	0 22	0 30
Mace	0 80	0 90
Peppers, black	0 39	0 41
Peppers, white	0 50	0 52
Paprika, lb.	0 80	0 85
Nutmegs, selects, whole 100s.	0 55	0 55
Do., 80s	0 63	0 63
Do., 64s	0 76	0 76
Do., ground	0 40	0 50
Nutmegs, ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	0 75	0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 35	0 45
Tumeric	0 28	0 28
Curry	0 40	0 45
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 80	0 85
American high-test, bulk	0 80	0 85
2-oz. packages, doz.	1 75	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	5 75	5 75

**Marmalade and  
Clothespins Higher**

**Toronto.**  
MISCELLANEOUS.—Spring clothespins have advanced to \$1.65 per box. Goodwillies' plum jam, in 4-pound tins, advanced to 95 cents each. Sheriff's marmalade has advanced as follows: 7½ ounce tumblers, \$2.20 per dozen; 10 ounce tumblers, \$2.75 per dozen; 12 ounce tumblers, \$3.35 per dozen; 16 ounce tumblers, \$4.15 per dozen; 22 ounce jars, \$5.45 per dozen; 2 pound jars, \$7.35 per dozen; 4 pound tins, \$12.36 per dozen.

**New Sizes and  
Prices on Tobacco**

**Toronto.**  
TOBACCO.—Shamrock tobacco is now put up in 10s in 6 and 12 pound caddies at \$1.25 per pound; currency in 10s. at \$1.13 per pound; Great West in 8s at \$1.30 per pound. Bachelor cigars have advanced to \$80 per M.

**Rices Are High;  
Supplies Are Scarce**

**Toronto.**  
RICE.—No improvement in the situation for rice can be expected for some time. Stocks on the local market are very light, some jobbers having very little to offer. Carolina rice is quoted at 20 cents per pound and XX Siam at 15 cents per pound.

Honduras, fancy, per 100 lbs.	0 20	0 20½
Blue Rose, lb.	15 00	15 00
Siam, fancy, per 100 lbs.	17 00	17 00
Siam, second, per 100 lbs.	15 00	15 00
Japans, fancy, per 100 lbs.	17 00	17 00
Do., seconds, per 100 lbs.	15 00	15 00
Fancy Patna	0 12½	0 14
White Sago	14 00	14 00
Do., Pakling	14 00	14 00
Chinese, XX., per 100 lbs.	14 00	14 00
Do., Simiu	14 00	14 00

Do., Mujin, No. 1	0 12	0 12½
Tapioca, pearl, per lb.	0 12	0 12½

**New Pack Salmon  
to be Higher, Likely**

**Toronto.**  
CANNED GOODS.—The probabilities are that the prices for the new pack of canned salmon will be higher. Packers of this line state that many cans are brought in from the United States and upon these the high exchange rate has to be paid and also the cost of all raw material and labor is much higher than a year ago, but, however, it is too early to state anything with definiteness as to further prices.

Other lines of canned goods are ruling at firm prices and business is fairly active.

**Salmon—**

Sockeye, 1s, doz.	4 75
Sockeye, ½s, doz.	2 75
Alaska reds, 1s, doz.	4 25
Do., ½s	2 50

**ACADIA SUGAR ADVANCES \$2  
PER HUNDRED**

The Acadia Sugar Refinery have advanced the price of their sugars \$2.00 per hundred, and what effect this will have upon other refiners nothing can be learned with definiteness. For several weeks past CANADIAN GROCER has pointed out that the situation in the sugar market was not very promising. The raw sugar market continues active and prices are steadily advancing. Three weeks ago raw sugar at New York was quoted at 9 cents cost and freight, last week at 12¾ cents, which figures to 13.79 f.o.b., and an unconfirmed report has come through that some sales have been made at 13¾ cents cost and freight, which figures to 14.97 f.o.b. If these high prices for raws are maintained then higher prices for refined must follow.

Lobsters, ½ lb., doz.	6 50
Do., ¼ lb. tins	3 90
Whale Steak, 1s, flat, doz.	1 75
Pilchards, 1-lb. tins, doz.	1 75
Canned Vegetables—	
Tomatoes, 2½s, doz.	1 95
Peas, Standard, doz.	2 25
Do., Early June, doz.	2 40
Do., Sweet Wrinkle, doz.	2 50
Beets, 2s, dozen	1 45
Do., extra sifted, doz.	2 77½
Beans, golden wax, doz.	2 00
Asparagus tips, doz.	4 25
Asparagus butts, 2½s, doz.	2 50
Canadian corn	1 75
Pumpkins, 2½s, doz.	1 35
Spinach, 2s, doz.	2 15
Do., 2½s, doz.	2 62½
Do., 10s, doz.	10 00
Pineapples, sliced, 2s, doz.	4 75
Do., shredded, 2s, doz.	4 75
Rhubarb, preserved, 2s, doz.	2 07½
Do., preserved, 2½s, doz.	2 65
Do., standard 10s doz.	5 00
Apples, gal., doz.	6 25
Peaches, 2s, doz.	3 55
Pears, 2s, doz.	3 00
Figs, Lombard, 2s, doz.	3 10
Do., Green Gage	3 25
Cherries, pitted, H. S.	4 35
Blueberries, 2s	2 25
Strawberries, 2s, H. S.	4 90
Blueberries, 2s	2 35

**Jams—**

Apricots, 4s, each	1 08
Black Currants, 16 oz., doz.	5 00
Do., 4s, each	1 30
Gooseberry, 4s, each	1 08
Do., 16 oz., doz.	4 25
Peach, 4s, each	1 02
Do., 16 oz., doz.	4 15
Red Currants, 16 oz., doz.	4 30
Raspberries, 16 oz., doz.	5 05
Do., 4s, each	1 35
Strawberries, 16 oz., doz.	5 25
Do., 4s, each	1 35

**New Prices on  
Lime and Grape Juice**

**Toronto.**  
LIME JUICE.—Montserrat lime juice now quoted at \$4.41 per dozen for small bottles and \$8.33 per dozen for large bottles.

GRAPE JUICE.—Niagara grape juice is quoted as follows: Cases of 12 large bottles, \$4.50 per case; cases of 24 medium bottles, \$5 per case; cases of 72 individual bottles, \$6 per case.

**Nut Market Firm;  
Prices Unchanged**

**Toronto.**  
NUTS.—The market for nuts and especially shelled walnuts and almonds continue in a firm tone. Importers are experiencing some difficulty in getting in supplies. Whether prices will be any higher in the future it is difficult to state. The sterling exchange is a factor that enters very largely into the cost of these goods and if the exchange keeps advancing, then the cost of shelled nuts must naturally follow.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	0 00	0 00
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 28	0 30
Walnuts, Grenobles, lb.	0 25	0 25
Do., Marbot	0 30	0 30
Filberts, lb.	0 25	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	10 50	10 50
Cocoanut, unsweetened, lb.	0 40	0 43
Do., sweetened, lb.	0 45	0 45
Peanuts, Spanish, lb.	0 26½	0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed Nuts, bags 50 lbs.	0 32	0 32
Shelled—		
Almonds, lb.	0 65	0 70
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	0 78	0 80
Do., Manchurian	0 68	0 68
Peanuts, Spanish, lb.	0 25	0 25
Do., Chinese, 30-32 to oz.	0 20	0 20
Brazil nuts, lb.	0 32	0 32
Pecans, lb.	0 10	0 10
Do., Java	0 19½	0 19½

**Layer Figs Are  
in Limited Demand**

**Toronto.**  
DRIED FRUITS.—There is a fair demand for dried fruits, but no change has occurred in so far as prices are concerned. Cooking figs are moving out to the satisfaction of jobbers but larger figs are slow sellers and are being offered in some quarters much below laid-down prices. Raisins are steady and prunes are inclined to weaken.

Evaporated apples	0 24
Apricots, cartons, 11 oz., 48s.	4 55
Candied Peels, American—	
Lemon	0 44
Orange	0 44
Currents—	
Grecian, per lb.	0 22
Australians, 3 Crown, lb.	0 18
Dates—	
Excelsior, pkgs., 3 doz. in case	6 00
Dromedary, 9 doz. in case	7 75
Fard, per box, 12 to 13 lbs.	3 50
New Halloween dates, per lb.	0 21



<b>Figs—</b>		
Taps-Comarde, lb. ....	0 17	
Layer, lb. ....	0 35	0 40
Comarde figs, mats, lb. ....		
Smyrna figs, in bags. ....	0 16	0 18
Cal., 6 oz., 50s, case. ....	4 50	
Cal., 8 oz., 20s, case. ....	2 50	
Cal., 10 oz., 12s, case. ....	2 00	
<b>Prunes—</b>		
Per lb.		
30-40s, 25s. ....	0 31	
40-50s, 25s. ....	0 28	
50-60s, 25s. ....	0 24	
60-70s, 25s. ....	0 19	0 22
70-80s, 25s. ....	0 18	0 21½
80-90s, 25s. ....	0 20	
90-100s, 25s. ....		
Sunset prunes in 5-lb. cartons, each. ....	1 15	
<b>Peaches—</b>		
Standard, 25-lb. box, peeled. ....	0 26½	0 28
Choice, 25-lb. box, peeled. ....	0 27	0 30
Fancy, 25-lb. boxes. ....	0 29	0 30
<b>Raisins—</b>		
California bleached, lb. ....		
Extra fancy, sulphur blch., 25s. ....	0 28½	
Seedless, 15-oz. packets. ....	0 26½	
Seedless, 15-oz. packets. ....	0 24	0 25½
Seedless, Thompson's, bulk. ....	0 25	0 26
Crown Muscatels, No. 1s, 25s. ....	0 25	
Turkish Sultanas. ....	0 25½	0 28½

**Ontario Hand-Picked Beans Are \$6.00 Bushel**

**Toronto.** BEANS.—The market for beans remains about the same as reported last week. Ontario hand picked are not plentiful and small quantities are being offered at \$6 per bushel.

Ontario, 1-lb. to 2-lb. pickers, bus. ....	5 50
Do., hand-picked, bus. ....	6 00
Marrowfats, bus. ....	6 00
Japanese Kotonashi, per bus. ....	4 50
Rangoons, per bus. ....	3 00
Limas, per lb. ....	0 16
Madagascars, per lb. ....	0 14

**Oranges Are Easier; Grape Fruit Firm**

**Toronto.** FRUIT.—Navel oranges have declined another 50 cents per case, 80s are quoted at \$4 per case, and smaller sizes at \$5 to \$8.50 per case, according to size. California lemons are also lower, being quoted at \$4 to \$4.50 per case. Grape fruit has a tendency to firmness and jobbers anticipate an advance.

<b>Cal. Navel Oranges—</b>		
80s, per case. ....	4 00	
100s, per case. ....	5 00	
126s, per case. ....	6 25	
160s, per case. ....	7 00	
176s, 200s, 216s, 250s, per case. ....	8 00	8 50
<b>Florida Oranges—</b>		
126s, 150s, 176s, 200s, 216s, 250s. ....		
Bananas, Port Limons. ....	0 08½	
Lemons, Cal., 300s, 360s. ....	4 00	4 50
Do., Messinas, 300s. ....	4 50	
<b>Grapefruit, Florida—</b>		
36s, 46s, 54s. ....	4 25	5 00
64s, 70s, 80s, 96s, 126s. ....	5 00	5 50
<b>Grapefruit, Cuban—</b>		
54s, 64s, 70s, 80s, 96s. ....	3 50	4 25
<b>Apples, Nova Scotia—</b>		
Baldwins. ....	6 00	8 00
Starks. ....	6 00	7 50
Fallowatus. ....	6 00	7 50
Russetts. ....	7 50	8 50
<b>Apples, Ontario—</b>		
Spys, No. 1, bbl. ....	11 00	
Do., Nos. 2 and 3. ....	6 50	9 00
Baldwins. ....	6 00	8 00
Winesaps, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s. ....	4 00	4 50
<b>Florida Tangerines, 144s, 168s, 196s, 216s, 224s. ....</b>		
Grapes, Spanish Malagas, keg. ....	15 00	17 00
Cranberry, Cape Cod, ½ bbl., cs. ....		6 00

**Flour is Likely to Advance**

**Toronto.** FLOUR.—Manufacturers of flour state that higher prices on flour must come. The cost of manufacturing has greatly increased and they state that the mills

that are operating are practically running at a loss. Exporting of flour is almost at a standstill.

Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags. .... 11 70  
Ontario spring wheat flour, in jute bags, per barrel. .... 13 45

**Millfeeds Have Almost Disappeared**

**Toronto.** MILL FEEDS.—Shorts and bran have almost disappeared from the market. The price of bran at the mills set by the Wheat Board is \$45 per ton and shorts at \$52 per ton, but millers have practically none to offer.

**Potatoes Are Quoted at \$4.50**

**Toronto.** VEGETABLES.—Southern vegetables are mostly in evidence on the market and are selling freely. New carrots in hampers containing about three dozen are quoted at \$3.25. Cucumbers are

\$4.50 per dozen. California cabbage in cases about 80 pounds are quoted at \$6. Local rhubarb is selling at \$1.25 per dozen bunches. Potato supplies are still light but dealers are of the opinion that this condition will improve in a week or two. Potatoes are quoted at \$4.50 per bag.

Carrots, per bag. ....	1 75	2 00
Parsnips, per bag. ....		2 75
Radishes, Cal., doz. ....		0 75
Onions, Yellow Danvers, per lb. ....	0 08	0 08½
Spanish Onions, large, half cases. ....		4 00
Onions, white, large sacks. ....		8 50
Celery, Florida, 3 to 4 doz. crates. ....		6 50
Cauliflower, Cal., standard crate. ....		6 50
<b>Potatoes—</b>		
Ont., 90-lb. bags. ....	4 50	
Quebec, 90-lb. bags. ....	4 50	
Jersey Sweet, hamper. ....	3 50	3 75
Turnips, bag. ....	1 25	
Mushrooms, 4-lb. basket. ....		4 00
Lettuce, Cal., head, 4 to 5 doz. cr. ....	4 50	5 00
Do., leaf, doz. ....	0 30	0 40
Cabbage, Florida, large hamper. ....		4 00
Do., Florida, bbl. ....		6 50
Cabbage, Cal., case 80 lbs. ....		6 00
Green Onions, doz. bunches. ....	0 40	0 50
Hothouse Tomatoes, lb. ....		0 45
Green Peppers, doz. ....		1 00
Rhubarb, doz. bunches. ....		1 25
Parsley, per dozen. ....	1 00	1 25
Florida Tomatoes, case. ....	6 00	7 00
Cucumbers, per doz. ....		4 50
New carrots, hampers. ....		3 25

**WINNIPEG MARKETS**

WINNIPEG, April 9—The sugar market remains very firm and advances are expected. Indications in the tea market have a tendency toward higher prices. Raisins are ruling at strong prices. Prunes are easier and prices have declined on some sizes. Spices have advanced. Canned fruit is practically cleaned up. Supplies of rices are limited and prices are firm.

**Raw Sugar Continues to Advance**

**Winnipeg.** SUGAR.—Raw sugars continue to advance in the New York market, and have now reached the highest point of the year. There is evidently a keen demand for all the raw material available, and if raws hold at present level further advances on refined can be looked for.

Redpath Granulated. ....	17 55
Atlantic Granulated. ....	17 55
St. Lawrence Granulated. ....	17 55
Acadia Granulated. ....	17 70
Yellow Sugar. ....	17 05
Loaf sugar. ....	18 40
Powdered Sugar. ....	18 05
Icing Sugar. ....	18 15

**Corn Syrups and Molasses Firm**

**Winnipeg.** CORN SYRUP.—Shortage of sugar has caused a very heavy demand for syrup of all kinds, and prices are very firm on all lines.

<b>CORN SPRUP—</b>		
Half barrels, about 350 lbs., per 100 lbs. ....		9 40
Cases, 2 lb. tins, white, 2 doz. in case. ....		6 80
Cases, 10 lb. tins, white, 1 doz. in case. ....		7 80
Cases, 10 lb. tins, white, ½ doz. in case. ....		7 55
Cases, 2 lb. tins, yellow, 2 doz. in case. ....		6 20
Cases, 5 lb. tins, yellow, 1 doz. in case. ....		7 20
Cases, 10 lb. tins, yellow, ½ doz. in case. ....		6 95
<b>CANE SYRUP—</b>		
Cases, 2 lb. tins, 2 doz. in case, per case. ....		7 30

<b>MOLASSES—</b>		
2-lb. tins, 2 doz. case. ....		7 85
3-lb. tins, 2 doz. case. ....		11 05
5-lb. tins, 1 doz. case. ....		9 00
10-lb. tins, ½ doz. case. ....		8 75

**Higher Prices on Tea Likely**

**Winnipeg.** TEAS.—There is a certain amount of tea on the market, but as sterling exchange is getting higher, it has the effect to advance tea. Business is very brisk.

<b>INDIAN AND CEYLON—</b>		
Pekoe Souchongs. ....	0 50	0 52
Pekoes. ....	0 50	0 54
Broken Pekoe. ....	0 52	0 60
Broken Orange Pekoe. ....	0 58	0 68
Japans, bulk tea. ....	0 50	0 57
<b>JAVAS—</b>		
Pekoe Souchongs. ....	0 46	0 50
Pekoe. ....	0 48	0 52
Broken Pekoe. ....	0 50	0 56
Broken Orange Pekoe. ....	0 54	0 64

**Raisins Are Firm; Prunes Are Easier**

**Winnipeg.** DRIED FRUIT.—The market remains firm on all grades of raisins; offerings are not very free; seedless and Muscatels particularly are in small supply. Prunes are easier on all sizes, except the very large, which sizes are holding firm, being in small supply. Peaches and apricots remain unchanged.

Evaporated apples, per lb. ....	0 24½	0 25
Do., Apricots, per lb. ....		0 29
Currants, 90-lb., per lb. ....		0 23
Do., 50-lb., per lb. ....		0 24
Do., 8 oz. pkts., 6 doz. to case, per pkt. ....		0 17

Dates, Hallowee, bulk, per lb.	0 23
Do., Tunis, per lb.	0 26
Figs, Spanish, per lb.	0 16 1/2
Do., Smyrna, per lb.	0 23
Do., Black, cartons, per carton	1 16
Do., Smyrna, table quality, box of 35	4 50
Loganberries, 4 doz. in case, pkt.	0 45
Peaches, Standard, per lb.	0 29
Do., choice, per lb.	0 29 1/2
Do., fancy, per lb.	0 34
Do., Cal., in cartons, per carton	1 60
Do., unpitted, per lb.	0 24
Pears, extra choice, per lb.	0 30
Do., Cal., cartons, per carton	1 75
<b>PRUNES—</b>	
40-50s, per lb.	0 32 1/2
50-60s, per lb.	0 27
60-70s, per lb.	0 25
70-80s, per lb.	0 24
80-90s, per lb.	0 21 1/2
90-100s, per lb.	0 20 1/2
In Cartons, per carton	1 38
<b>Raisins—</b>	
Cal. pkg., seeded, 15 oz. fancy, 36 to case, per pkt.	0 25
Cal. bulk, seeded, 25-lb. boxes, per lb.	0 25 1/2
Cal. pkg. seedless—	
11-oz., 36 to case, per pkg.	0 20
9-oz., 48 to case, per pkg.	0 18
Cal. bulk, seedless, 25-lb. boxes, per lb.	0 24
Cal. Bleached Sultanias—	
25-lb. boxes, bulk, fancy, lb.	0 33
50-lb. boxes, choice, fancy, lb.	0 30

**Brazil Coffee**  
*is Very Firm*

**Winnipeg.**  
COFFEES.—Trade is generally very quiet in the coffee market. Brazil coffee is firm, and is holding for good prices. At present no advances are being shown.

<b>COFFEES—</b>	
Santos, per lb.	0 48 0 50
Bourbon, per lb.	0 49 0 53
Maraeibo, per lb.	0 50 0 54
Jamaica, per lb.	0 46 0 50
Mexican, per lb.	0 54

**Nut Market**  
*is Very Strong*

**Winnipeg.**  
NUTS.—The tendency for nuts is still toward higher prices. Prices are unchanged.

<b>NUTS—</b>	
Pecans, in shells, per lb.	0 30
Peanuts, in shells, roasted, lb.	0 20 0 25
Do., green, per lb.	0 18 0 23
<b>NUTS, SHELLD—</b>	
Salted Peanuts, 10-lb. tins, tin	4 20
Spanish Valencia Almonds, lb.	0 62 0 65
Jordan Almonds, per lb.	0 75
Walnuts, Manchurian, per lb.	0 80 0 83

**Steady Demand**  
*For Cereals*

**Winnipeg.**  
CEREALS.—Cereals remain steady and firm under active demand. No important change has developed during the week.

Cornmeal, golden, 49-lb. sacks, per sack	2 40
Do., 10-lb. bags, 10 in bale, per bale	6 00
Barley, pearl, 98-lb. sack, per sack	8 00
Do., pot, 98-lb. sack, per sack	6 75
Buckwheat, Gritz, 100-lb. sacks	9 90 10 90
Rye Flour, 98-lb. sacks	5 25
Rolled oats, 80-lb. sack	4 35
Rolled wheat, 98-lb. sack	7 50
Linseed Meal, 100-lb. sacks, per lb.	0 12
Whole Yellow Peas, 60-lbs., per lb.	0 04
Do., green, 36 case, per case	3 75
Split Peas, 98-lb. sack, per sack	8 50

**All Spices**  
*Have Advanced*

**Winnipeg.**  
SPICES.—As announced last week, spices have advanced, due to the high

rate of exchange. Following are present quotations:

<b>SPICES—</b>	
Allspice, in bulk, per lb.	0 14
Do., 5-lb. boxes, per lb.	0 20
Cassia, 1 oz. bundles, per doz.	0 60
Do., 5-lb. boxes, per lb.	0 36
Cloves, per lb.	0 75
Do., 1-lb. tins, per tin	0 90
Do., 5-lb. boxes, per lb.	0 85
Ginger, Jamaica, per lb.	0 30
Do., 5-lb. boxes, per lb.	0 34
Nutmeg, 5-lb. boxes, per lb.	0 42
Do., in bulk, per lb.	0 55
Do., pkts., per doz.	0 50
Pastry spice, 5-lb. tins, per lb.	0 33 1/2
Black pepper, per lb.	0 48
White pepper, per lb.	0 55 1/2
Cayenne pepper, per lb.	0 37 1/2
Tumeric, per lb.	0 33

**Package Goods**  
*in Good Demand*

**Winnipeg.**  
PACKAGE GOODS.—Package goods are very firm, with a steady demand. Prices are unchanged as compared with a week ago.

**Canned Goods**  
*Quoted Higher*

**Winnipeg.**  
CANNED GOODS.—The market is practically cleaned up on fruit, and as mentioned last week, higher prices are looked forward to owing to the increase of labor and material. Canned vegetables are firm and higher prices are being asked. Information coming forward is to the effect that the cost of packing salmon this season will be greater than last year.

<b>CANNED FRUITS</b>	
Apples, 6 tins in case, per case	3 60
Apricots, 1s, 4 doz. case, per doz.	3 25
Blueberries, 2s, 2 doz. case, case	5 10
Cherries, 1s, 4 doz. case, per doz.	4 00
Gooseberries, 2s, 2 doz. case, case	6 25
Lawtonberries, 2s, 2 doz. case, case	9 00
Peaches, 2s, 2 doz. case, per case	7 40
Do., 2 1/2s, 2 doz. in case, case	10 70
Do., sliced, 1s, 4 doz. case, doz.	3 50
Do., halved, 1s, 4 doz. case, doz.	3 50
Pears, 1s, 4 doz. case, per doz.	4 00
Do., 2s, 2 doz. case, per case	6 50 8 30
Pineapple, 2s, 2 doz. case, per case	9 25 9 50
Plums, green gage, 2s, 2 doz. case, per case	6 15
Do., Lombard, 2s, 2 doz. case, per case	6 15
Raspberries, 2s, 2 doz. case, case	9 50
Strawberries, 2s, 2 doz. case, case	10 50

<b>CANNED FISH</b>	
Shrimps, 1s, 4 doz. case, per doz.	2 70 2 75
Finnan Haddie, 1-lb., 4 doz. case	8 80 9 75
Do., 1/2-lb., 8 doz. case	10 50
Herrings (Can.), 1s, 4 doz. case, per case	7 25 8 00
Do. (imported), 1/2s, 100 to case, per case	30 00 32 50
Lobsters, 1/4s, 8 doz. case, per doz.	4 00
Do., 1/2s, 4 doz. case, per doz.	7 50
Mackerel (imported), 6-oz. tins, 100 to case	28 50
Oysters, 1s, 4-oz., 4 doz. case, doz.	2 10
Do., 2s, 8-oz., 2 doz. case, doz.	3 65
Pilchards, 1s, tall, 4 doz. case, cs.	7 50
Deep Sea Trout, 1/2s, flat, 8 doz. case, per case	15 75
<b>Salmon—</b>	
Fancy Pink, 1s, tall, 48 in case	10 50
Do., 1/2s, flat, 96 in case	12 25
Cohoe, red, 1s, tall, 48 in case	14 50
Cohoe, red, 1/2s, flat, 96 in case	16 25
Sockeye, red, 1s, tall, 48 in case	19 60
Do., 1/2s, flat, 96 in case	19 00
Chum, 1s, tall, 48 in case	8 60
Kippered, 1s, tall, 48 in case	12 00

<b>CANNED VEGETABLES</b>	
Asparagus tips	2 75
Beans, Golden Wax	4 35
Beans, Refugee	4 30
Corn, 2s	4 10
Hominy, 2 1/2s	4 50
Peas, standard, 2s	4 25
Do., Early June, 2s	4 25
Sweet Potatoes, 2 1/2s	3 20
Pumpkin, 2 1/2s	2 85
Sauer kraut, 2s	4 50
Spaghetti, 1s	1 39

Do., 2s	1 90
Spinach, 2s	2 25
Tomatoes, 2 1/2s	4 20 4 50
Do., 2s	3 80

**Rice is Holding**  
*Very Firm*

**Winnipeg.**  
RICE.—Market holds very firm, supplies are limited, no lower prices looked for, and the market may advance to even higher levels than at present, as it is more a question of getting sufficient supplies than of price at present.

**Beans Are Now**  
*Very Dull*

**Winnipeg.**  
BEANS.—The market for beans is very dull. Prices are unchanged.

White Beans, hand picked, 100-lb. bag, per bag	8 50
Do., fancy picked, 100-lb. bags, per bag	7 75
Lima beans, 80-lb. sacks, per lb.	0 13

**Fruits Are Now**  
*in Active Demand*

**Winnipeg.**  
FRUIT.—There is a good demand for fruit and prices are high, but goods are moving out in good volume, even better than last year. The majority of the wholesalers have had a hard time to keep an adequate supply of bananas on hand, and with real spring weather this will be accentuated.

<b>Navel Oranges—</b>	
80s, per case	5 50
100s, per case	6 50
126s, per case	7 50
150s, per case	8 75
176s, per case	10 00
200s, 216s, and smaller, per case	10 75
Cal. Blood Oranges, 176 and smaller, per case	10 50
Lemons, Cal., per case	7 50 8 00
Bananas, red, per lb.	0 11
Do., yellow, per lb.	0 11
Cranberries, per box	4 50
Grapefruit, Florida, 36-46s, case	5 50
Do., 54-64s, per case	6 00
Do., 72-80s, per case	6 50

**VANCOUVER**  
**Canned Crabs**  
*Are on the Market*

**Vancouver.**  
CANNED FISH.—Canned crab has made its first appearance on the Vancouver market. It sells at \$4.50 per doz. as against \$6.75 for lobster. Up to date the only canned crabs sold on the local market have been imported from California or Japan. A good market is assured for a careful pack of B.C. canned crabs.

A sardine from Sardinia is being introduced to the B. C. trade. They are packed under "Tentatrices" brand and are selling at \$21 the case.

**New Package Cereal**  
*Has Arrived*

**Vancouver.**  
PACKAGE GOODS.—Cream of barley is being introduced to the local market. A case of twenty-four packages sell for \$6.50. Puffed rice, which has been off the Vancouver market for several months, is again available. The price is (Continued on page 49)

# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., April 9.—The situation in the sugar market is the feature this week. Wholesalers are advising retailers to stock up as the price will probably reach 25 cents per pound. Eastern sugar is quoted at \$18.20 and Western at \$17.94. Advances have been recorded in cigars, coffee, pickles, canned peas and canned pears. Declines have occurred in MacLaren's and Ingersoll cream cheese, Magic baking powder and fresh eggs.

Beans, small white, Japans, bus.	5 40
Beans, Lima, per lb.	0 12½
Rolled oats, brails	5 00
Rice, Siam, cwt.	14 75
Sago, lb.	0 11½
Flour	5 40
Tapioca, lb.	0 14
Sugar, granulated, Western	17 94
Do., Eastern	18 20
Cheese, No. 1, Ontario, large	0 30½
Butter, creamery	0 67
Lard, pure, 3s, per case	21 60
Bacon, lb.	0 50
Eggs, new laid	0 45
Tomatoes, 2½s, standard case	4 47
Corn, 2s, standard case	3 96
Peas, 2s, standard case	4 80
Apples, gal.	3 25
Apples, evaporated, per lb.	0 26
Strawberries, 2s, Ont., case	9 75
Raspberries, 2s, Ont., case	9 75
Peaches, 2s, Ontario, case	7 85
Plums, 2s, case	5 00
Salmon, finest Sockeye, tall, case	18 80
Salmon, pink, tall, case	11 25
Peaches, Cal., 2½s	7 00
Potatoes, bushel	2 00

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., April 9.—Magic baking powder has declined 25 cents per dozen on 12-oz. size and 90 cents on 5-lb. size. Sweet biscuits, confectionery and jelly powders have advanced, Wagstaffe's strawberry jam and marmalade in 4-lb. tins are up 5 cents a tin. Butter is scarce and supplies difficult to obtain. Fresh creamery butter is quoted at 70 to 71 cents per pound and dairy butter at 55 to 60 cents per pound. Lard has advanced about 30 cents per case in 3s. Local potatoes are higher now, being quoted at \$85 per ton.

Flour, 96s, per bbl.	12 95
Beans, B.C.	8 50
Rolled oats, 80s	5 00
Rice, Siam	12 75
Japan, No. 1	15 50
Tapioca, lb.	0 10½
Sago, lb.	0 12
Sugar, pure cane, granulated, cwt	16 92
Cheese, No. 1, Ont., large	0 29½
Butter, creamery, lb.	0 70

Do., dairy, lb.	0 55	0 60
Lard pure, 3s	18 90	19 20
Eggs, new laid, local, case	13 00	13 50
Tomatoes, 2½s, standard, case	4 50	4 75
Corn, 2s, case	4 00	4 45
Peas, 2s, standard, case	4 20	4 75
Strawberries, 2s, Ontario, case	10 80	
Raspberries, 2s, Ontario, case	10 30	
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 22½	0 25½
Do., 25s, lb.	0 26¾	
Peaches, evaporated, lb.	0 25¾	
Do., canned, 2s	7 50	
Prunes, 90-100s	0 18	
Do., 70-80s	0 19	
Do., 50-60s	0 20	
Do., 30-40s	0 30	
Do., 20-30s	0 33	
Raisins, bleached Sultanias	0 27	
Do., bulk, seedless	0 21	
Do., package, 11 oz.	0 16½	
Filiatras Currants, lb.	0 26	
Salmon, pink tall, case	10 25	
Do., Sockeye, tall, case	17 50	
Do., halves	18 00	19 00
Potatoes, Alta., per ton	85 00	
Lemons	7 50	
Oranges	6 00	8 50
Grapefruit	7 50	

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., April 9.—The general grocery markets are quiet. Advances are expected on molasses and flour. Fresh eggs are plentiful and are quoted at 54 to 56 cents per dozen. Butter is easier, fresh creamery quoted at 65 cents, dairy at 60 cents, and tub butter at 56 to 58 cents. Grapefruit is also easier, selling at \$6.50 to \$7.50 per case.

Flour, No. 1 patents, bbls., Man.	14 90
Cornmeal, gran., bags	6 25
Cornmeal, ordinary	4 35
Rolled oats	12 50
Rice, Siam, per 100 lbs.	15 00
Tapioca, 100 lbs.	13 50
Molasses	1 40
Standard, granulated	16 60
Sugar—	
No. 1, yellow	16 10
Cheese, New Brunswick	0 30½
Cheese, Ont., twins	0 31
Eggs, fresh, doz.	0 54
Lard, pure, lb.	0 30
Lard, compound	0 30
American, clear pork	54 00
Tomatoes, 2½s, standard case	4 25
Beef, corned, 1s	4 00
Eggs, storage	0 55
Breakfast bacon	0 42
Butter, creamery, per lb.	0 65
Butter, dairy, per lb.	0 60
Butter, tub	0 56
Raspberries, 2s, Ont., case	4 00
Peaches, 2s, standard, case	7 30
Corn, 2s, standard, case	3 80
Peas, standard, case	4 15
Apples, gal., N.B., doz.	4 75
Strawberries, 2s, Ont., case	9 00
Salmon, Red Spring, flats, cases	19 50
Pinks	11 00
Cohoos	15 00
Chums	9 00
Evaporated Apples, per lb.	0 22½
Peaches, per lb.	0 27½
Potatoes, Natives, per bbl.	7 25
Onions, Can., 100-lb. bag	7 50
Lemons, Cal., case	6 50
Grapefruit, Cal., case	6 50
Apples, Western, box	4 75
Bananas, per lb.	0 09

## VANCOUVER MARKETS

(Continued from page 48)

\$5.25 per 36-package case, which is the same price as formerly.

### Rices Are

*in Scant Supply*

Vancouver.

RICE.—Quotations are higher on rices. Embargo is still on Tonkin and Siam. There are no rices available from India as the Indian crops are inadequate for domestic demand. Canada received no allotment from the British Government, neither did the States get any Rangoon. Cuba was supposed to get a small parcel—some 50,000 tons—but Cuba does not seem to have received any of her allotment.

### Sago Easier;

*Tapioca, Also*

Vancouver.

SAGO AND TAPIOCA.—There has developed an easier feeling in sago and tapioca. Prices are from 10½ to 14 cents per pound.

### Apple Market

*Has Firm Tone*

Vancouver.

FRUIT.—The apple market has developed a firm tone. Ben Davis quoted at \$3 per box, Florida grapefruit at \$4.25 per case, and navel oranges at \$9 per case.

Apples—

Cooking, box	1 75
Baldwin, box	2 75
Delicious, box	4 50
Spitzenberg, box	3 50
Winesaps, box	3 25
Winter Bananas, box	3 00
Newtons, box	3 50
King David, box	2 75
Jonathans, box	2 75
Grapefruit, Florida	4 25
Oranges, Navels	9 00
Lemons	8 00

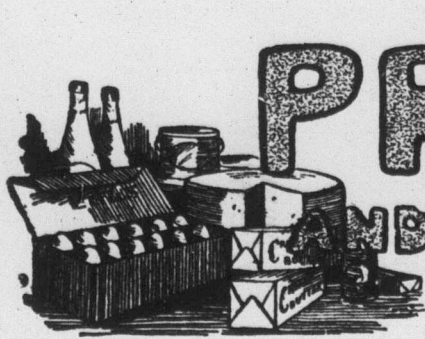
### Potatoes Higher;

*Onions Firm*

Vancouver.

VEGETABLES.—Potatoes are firmer and quotations are \$5 to \$10 per ton higher. New Zealand onions are on the market and selling at \$9.50 per crate. Cucumbers are \$5 per dozen. Green onions are scarce and selling at \$1 to \$1.25 per dozen.

Potatoes, Ashcroft	125 00
Do., Mainland, ton	110 00
Do., local	160 00
Carrots, per lb.	0 03½
Beets, per lb.	0 03
Turnips, per lb.	0 02½
Cabbage, per lb.	0 05
Onions, B.C., sacks	9 50
Do., New Zealand, crate	9 50
Valencia Onions, sack	9 00
Head lettuce, Cal., case	7 25
Do., leaf, per doz.	0 70
Tomatoes, Mexican	8 50
Celery, per dozen	3 00
Cauliflower	4 25



# PRODUCE AND PROVISIONS

## Has No Difficulty Selling Ends of Bacon and Hams

Geo. H. Sherwood, St. Catharines, Ont., Makes the Provision Department a Revenue Producer—Sells Ends of Meat in Regular Orders

**G**EO. H. SHERWOOD & CO., Queen street, St. Catharines, Ont., have no difficulty in disposing of the ends of bacon and hams. Mr. Sherwood has a well-equipped meat and provision counter in his store. It occupies space near the front and enclosed in glass, as it is, permits of attractive displays. "But the secret of making the provision and meat department of a grocery business pay," Mr. Sherwood states, "lies in the fact of having one man devote his time to it. I have a man in charge who is responsible for the conduct of the meats and provisions. This section of our business is a revenue producer, for the reason that there is no

waste. All ends of bacon and hams are sold and not at a reduction. Our system of disposing of them is this: We work in the ends and small pieces with the regular orders, putting a piece or two to each pound. By minimizing the number of pieces to each order there is no complaint on the part of customers, and there is no loss for us. This way of eliminating waste has been satisfactorily followed by us for some time. We also have a slicer which also enables us to cut our bacon and ham as our customers want it. A slicing machine is practically essential to the success of a meat department."

## The High Price of Potatoes

Bad Weather and Many Buyers Responsible for Higher Prices

**M**ONTREAL.—CANADIAN GROCER has been advised by several dealers in potatoes that the present stiff prices of \$4.50 and upwards, per 90-lb. bag, have been attained, in part, owing to bad road conditions. These have come about owing to a general breaking-up of roads. The spring thaws, with rains in many localities, have made it impossible for farmers to move their supplies town-ward or city-ward. This makes, of course, a temporary shortage of adequate supplies.

"We could handle twenty carloads of potatoes right here in Montreal every day," said A. Lalonde, a potato merchant, in speaking with CANADIAN GROCER, "and we are not getting over ten or twelve cars. We do not expect that this condition will improve for some time, and probably potatoes will not be any cheaper than they are now. We are asking \$4.75 per 90-lb. bag, in lots of 25 bags, and I have a car on the track which will be worth \$4.50 per bag in car lots."

Asked as to the probable trend of the market for the next few weeks, Mr. Lalonde expressed his belief that there will be little recession in the price. It is doubtful, he thinks, if there is a great quantity of potatoes in Quebec. There are many buyers, and general demand being active.

### Outsiders Buying

Thos. Ward, of Joseph Ward and Co., Montreal, stated that there are many buyers in from the States picking up quantities of potatoes for shipment into the Northern States, and where there is a good demand for potatoes. Mr. Ward emphasized the bad roads conditions as responsible for present prices, and believes that a \$5 per bag price may be reached in the near future. There is, as well, active demand from other sources, Ontario farmers being in need of many potatoes for seed.

Thus, in a short time, a radical change has been brought about in the price range.

### EGG DRYING INDUSTRY IN CHINA

China exported in 1918 egg albumen and yolk to the value of over \$9,000,000, nearly \$2,000,000 of which was imported by the United States and about \$4,000,000 by Great Britain. In 1917 the amount of egg albumen and yolk exported by China amounted to \$12,000,000, over \$6,000,000 of which was purchased by the United States and about \$5,000,000 by Great Britain. Canada imports quite a lot for biscuit manufactures.

### SELLS MORE THAN A CASE IN A WEEK

"I just stocked it a week ago, and already we have sold over a case of it," remarked James Y. Osborne, James Street, Hamilton, Ont., in referring to the sale of a certain breakfast food that can be prepared in two minutes. "The people have been taking it very freely," Mr. Osborne added, "and it promises to be very active, judging from its popularity at the start. We had never previously stocked it, but it has been selling on the American market, and we decided to get it for our trade. The fact that it can be prepared so quickly recommends it to people. We suggest it to our customers, and recommend it. Invariably on our recommendation, our patrons have given it a trial, and we believe this breakfast food will be a steady seller from now on."

### SALMON OUTLOOK THIS YEAR NOT PROMISING

British Columbia's salmon outlook for this year is not promising, say salmon canners, chiefly because 1920 will be an off season for the sockeye in the North, and owing to the difficulty of marketing the cheaper grades, such as the chums and pinks. The run of sockeye on the Skeena River last year was the best in a decade and the canneries put down a record pack.

The cheaper grades of salmon will not be canned very extensively this year owing to the poor prospect of marketing them in the Old Country. Some 200,000 cases of chums from 1919 are still unsold, and the markets in other countries, such as in South America, the Orient or South Africa have not been cultivated to the extent which would justify packing these fish in large quantities.

## What Does a Box of British Columbia Apples Cost to Grow?

At the Western Canada Fruit Jobbers' convention held in Vancouver some interesting figures were given to the delegates by Dean F. M. Clement, of the University College of Agriculture, on the cost of production of apples in British Columbia. Dean Clement's address was listened to with interest by the prairie fruit men, who, in many cases, had never heard just how much it costs to grow, pick, pack, market and ship a box of apples.

Amongst other things Dean Clement said that there were insofar as statistics could tell, between 3,000 and 3,500 orchards in the Province. Speaking of the average investment per acre in apple-growing sections he quoted the following figures: North Yakima, \$1,000; Hood River, \$990; Wenatchee, \$1,925; West Colorado, \$625; British Columbia, \$1,162.22.

The yields in British Columbia for a period of five years average as follows: Trees five years old average 2.32 boxes per tree.

Trees seven years old average 4.32 boxes per tree.

Trees eight years old average 4.74 boxes per tree.

Trees nine years old average 6.14 boxes per tree.

After the trees have yielded for nine years there is practically no increase, having reached their maximum. This

means, figuring on a basis of seventy-five trees to the acre, a yield of 480 boxes per acre.

In the figures showing the yield for the various orchards, varying in size from one to twenty acres and more, the following interesting figures were quoted by the professor:

Orchards, one to five acres, yield 6.5 boxes per tree.

Orchards, six to ten acres, yield 5.61 boxes per tree.

Orchards, eleven to twenty acres, yield 4.8 boxes per tree.

Orchards of more than twenty acres show that as the size of the orchard increases the yield per tree decreases.

Basing his averages on a yield of 378 boxes to the acre, Dean Clement quoted the following figures: Labor cost, \$86.95 per acre, on a basis of 35 cents an hour; handling cost, \$49.48 per acre; grading, packing house charges costs, \$210.34 per acre; total material cost, \$18.39 per acre; fixed cost, 6 per cent.; equipment cost, depreciation, insurance, etc., \$94.24 per acre. This makes a total cost of 378 boxes of apples, \$459.40, or \$1.21½ per box. Adding to this the cost of management, etc., the cost per box is brought up to \$1.54½.

It is questionable if any of Dean Clement's listeners realized that the box of apples which they sold cost as much as they do.

## "Egg Marketing Act of 1920" in Province of Saskatchewan

HIS MAJESTY, by and with the advice and consent of the Legislative Assembly of Saskatchewan, enacts as follows:

1. This Act may be cited as "The Egg Marketing Act, 1920."

2. In this Act, unless the context otherwise requires, the expression—

(1) "Candling" means the careful examination of the whole egg by means of a strong light in a partially dark room or place, the apparatus and method used to be such as shall be approved by the Minister;

(2) "Inspector" means any officer appointed for the purpose of carrying out the provisions of this Act;

(3) "Minister" means the Minister of Agriculture;

(4) "Person" includes a firm and an unincorporated association or company.

3. (1) Every person who receives eggs for sale on consignment from producers, or purchases eggs from producers for sale at retail or wholesale, shall candle all eggs offered to him, and no such person shall buy or sell eggs unfit for human food.

(2) Eggs found by candling to be unfit for human food shall, if stamped with a mark capable of identifying them as the property of the producer who offers

them for sale, be re-candled in his presence, if he so requests.

4. For the purpose of this Act an egg shall be deemed unfit for human food if it be addled or mouldy; or if it has an adherent yolk or a bloody or green-white or a black rot or a blood ring; or if it be incubated beyond the blood-ring stage, or if it consists in whole or in part of a filthy, decomposed or putrid substance.

5. Every person who receives eggs for sale on consignment or buys eggs for resale shall provide and maintain a suitable place for candling eggs, and shall keep such candling records as may be required by the Minister, which records shall be open at all reasonable times for examination by the Minister or an inspector.

6. There shall be placed on the top flat of every case of candled eggs by the person candling the same a record in a printed form on a card or sheet of paper not smaller in size than two and three-eighths inches by four and one-quarter inches, which shall give under the word "Saskatchewan" the license number of the Minister, be cancelled or suspended for a limited time.

11. This Act shall come into force on the first day of June, 1920.

## INVENTORY INQUIRIES

Continued from page 38

speculators fail! That is good medicine for all merchants.

### A Mighty Satisfactory Record

This letter is to the point:

"Dear Sir—I am sending you a statement of my business:

Inventory, January, 1919..\$ 4,801.66  
Purchased, 1919 ..... 22,006.69

..... 26,808.35  
New inventory ..... 5,402.27

\$21,406.08

### Selling expense:

Self, wages.....\$ 1,200.00  
Rent ..... 480.00  
Int. on investment..... 288.10  
Clerk hire..... 989.98  
Delivery ..... 454.57  
Light, etc. .... 338.15  
Advertising ..... 71.58

\$ 4,100.19

Sales, 1919 .....\$27,662.81  
Cost mdse. sold ..... 21,406.08

Gross profit .....\$ 6,256.73  
Selling cost ..... 4,100.19

Net profit .....\$ 2,156.54

"I am selling groceries, hardware and general merchandise. Should I cut stock down? What do you consider is the turnover? Tell me what you think. When I bought this store it was doing \$100 a week, five to six thousand a year.

"Yours very truly, \_\_\_\_\_"

The average margin on sales is 22 2/3 per cent. The expense is just over 14 4/5 per cent. The profit is just under 7 4/5 per cent. The turnover is between 4 and 4 1/4 times, counting average stock at \$5,000 to \$5,400.

The showing is remarkably good. The gross earnings are fully up to those made in mixed stocks of that character. The expense is well within bounds, especially considering that it contains the boss' own wages and interest on capital employed, as well as apparently enough for incidentals not enumerated. The net profit of nearly 8 per cent is splendid.

The turnover is probably not much less than similar stores average, but now is the time to speed it and cut stocks. The turnover should be speeded to six times. That means stock must be reduced to around \$3,500 on present volume of sales. Fully \$2,000 can be taken out of stock without impairing trading ability at all; and that sum put at interest will be a better asset than idle stock. Keep it handy for emergencies, to pick up lines of bargain merchandise as they come on the market. That is not in sight yet, but it will come. When it comes, buy it and then SELL IT QUICK, on a similar bargain basis. That will be your opportunity to grow on sound merchandising lines of sure business. Them's my sentiments. It is time for retrenchment. Pull in the long lines. Furl surplus sail now. Get money into the bank. That is the safe and sane course to pursue.

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

**M**ONTREAL, April 9—Montreal markets are comparatively quiet this week after the increased activity in connection with Easter trade and there are no important changes to report. Hogs are easier, prices having declined to from \$20 to \$20.50 per 100 pounds. Beef stands very steady and quotations show no change over the prevailing prices of last week. Cured meats are very firm, with higher tendencies. The brisk demands of the past week for both local and country consumption has reduced stocks to a very low level and in consequence the undertone is decidedly firmer. Cooked meats are firm. No changes have been effected in barrelled meats and prices are steadily held. Prices are fairly well maintained on poultry this week and no important changes are noted. Canadian eggs are now in fairly good supply and the market is considerably easier. Quotations are lower, being from 53 to 55 cents per dozen. Shortening and lard are steady and but little movement is manifest in the market. A somewhat easier feeling is shown in the butter market, although no definite changes have been effected locally. Margarine prices are firmly held. Cheese is comparatively quiet and prices are maintained. Fish is not quite so active this week and practically no price changes have been made, although the tendencies are easier.

### Hogs Easier, With Lower Quotations

**FRESH MEATS.**—An easier feeding has developed in the hog market and declined prices are noted. Live weights are quoted at from \$20.00 to \$20.50 per 100 lbs. The market is not very active on account of the fact that dealers were pretty well stocked up for the Easter trade and but little buying is being done just now.

**FRESH BEEF.**—Beef is comparatively steady under fairly active demands and no definite price changes have been effected. Prices are firmly held on all cuts.

FRESH MEATS			
Hogs, live (selects)	20 00	20 50	
Hogs, dressed—			
Abattoir killed, 65-90 lbs.	28 50		
<b>Fresh Pork—</b>			
Leg of Pork (foot on)	0 81½		
Loins (trimmed)	0 85		
Loins (untrimmed)	0 82		
Bone trimmings	0 21		
Trimmed shoulders	0 25		
Untrimmed	0 23		
Pork Sausage (pure)	0 23		
Farmer Sausages	0 18		
<b>Fresh Beef—</b>			
	(Cows)	(Steers)	
\$0 19	\$0 22	\$0 24	\$0 27
0 12	0 14	0 15	0 18
0 27	0 22	0 40	0 42
0 22	0 22	0 30	0 30
0 12	0 12	0 16	0 16
0 18	0 18	0 23	0 23
Calves (as to grade)	0 22	0 28	0 28
Lambs, 50-80 lbs. (whole carcass), lb.		0 28	
No. 1 Mutton (whole carcass), 45-50 lbs., lb.		0 18	

### Smoked Meats Firm; Higher Tendencies

**CURED MEATS.**—Cured meats are decidedly stronger this week in the face of very brisk demand for both local and country consumption which has reduced

stocks to a low level. Local quotations are practically unchanged but the undertone is decidedly firmer and advances may be expected in the immediate future. Cottage hams are quoted in certain quarters at about 34 cents per pound.

Hams—	
Medium, smoked, per lb.—	
(Weights) 8-10 lbs.	0 35
12-14 lbs.	0 35
14-20 lbs.	0 35
20-25 lbs.	0 30
25-35 lbs.	0 30
Over 35 lbs.	0 29
Boneless (for slicing), 4c advance over above prices.	
<b>Bacon—</b>	
Mbreakfast	0 45
Cottage Rolls	0 34
Picnic Hams	0 28

### Cooked Meats Steady and Firm

**COOKED MEATS.**—Cooked meats are firm under steady demand and although prevailing prices show no change over those of last week the feeling in the market is that advances may shortly be expected. Cooked hams are offering at 47 cents but the price is a very firm one with upward tendencies.

Jellied pork tongues	0 46
Jellied Pressed Beef, lb.	0 33
Ham and tongue, lb.	0 30
Veal and tongue	0 23
Hams, cooked	0 47
Shoulders, roast	0 50
Shoulders, boiled	0 48
Pork pies (doz.)	0 75
Blood pudding, lb.	0 12
Mince meat, lb.	0 15
Sausage, pure pork	0 26
Bologna, lb.	0 14

### Barrelled Meats Ruling Steadily

**BARRELLED MEATS.**—There is practically no change to report in this

market, and prices are steadily held under fairly active demand. Bean pork is selling at \$50.00 per barrel. The undertone is somewhat easier owing to the softness manifest in the live hog market.

BARRELLED MEATS	
<b>Barrel Pork—</b>	
Canadian short cut (bbl.), 30-40 pieces	57 00
Clear fat backs (bbl.), 40-50 pieces	56 00
Heavy mess pork (bbl.)	52 00
Plate Beef	28 00
Mess Beef	25 00
Bean Pork	50 00

### Poultry Firm; Supplies Light

**Poultry.**—Prices are fairly well maintained on poultry this week, and no definite changes have been noted. Supplies of live poultry are very low at the present time and it is stated that storage stocks are being taken freely into consumption. Quotations are firmly held and there is not expected to be any decline.

POULTRY (dressed)—		
(Selling Prices)		
Chickens, roasting (3-5 lbs.)	0 38	0 43
Chickens, roasting (milk fed)	0 42	0 46
<b>Ducks—</b>		
Brome Lake (milk fed green)	0 46	
Young Domestic	0 42	
Turkeys (old toms), lb.	0 55	
Do. (young)	0 58	
Geese	0 34	
Old fowls (large)	0 38	
Do., (small)	0 32	0 38

### Canadian Eggs in Good Supply

**EGGS.**—Canadian eggs are now in fairly good supply and the market is somewhat easier this week. Canadian new lays are quoted at from 53 to 55 cents per dozen. The undertone indicates that lower prices are probable in the near future.

EGGS—		
New laid	0 53	0 55

### Shortening Still Rules on Steady Basis

**SHORTENING.**—Shortening is steady under fairly active demands and no immediate change is anticipated as far as prices are concerned.

SHORTENING—	
Tierces, 400 lbs., per lb.	0 20
Tubs, 50 lbs., per lb.	0 28½
Pails, 200 lbs., per lb.	0 29
Bricks, 1 lb., per lb.	0 30

### Easier Tone in Local Butter Market

**BUTTER.**—A somewhat easier feeling is manifest in the butter market, although no definite price changes have been effected. Trade, in a wholesale jobbing way, is stated to be fair but the market is very quiet and but little speculative buying is being done. Creamery

prints are offered at from 64 to 65 cents per pound.

**BUTTER—**

Creamery, prints, qual. storage	0 64	0 65
Creamery, solids, quality storage	0 65	0 66
Dairy, in tubs, choice	0 48	0 55
Dairy, prints	0 50	0 50
Bakers'	0 45	

**Lard Quiet;**  
*Unchanged Basis*

**Montreal.**  
**LARD.**—The demand for lard continues to be very fair, but the market is stated to be quiet just now and no changes have been recorded. There are ample stocks to meet the requirements of the moment and prices stand very steady.

**LARD—**

Tierces	0 29½	0 30½
Tubs	0 29¾	
Pails	0 30	
Bricks	0 32	

**Margarine Firm;**  
*Prices Unchanged*

**Montreal.**  
**MARGARINE.**—No important changes have developed in this market since last week. Prices are maintained under demands that are not very heavy and the situation is steady and firm.

**MARGARINE—**

Prints, according to quality, lb.	0 37
Tubs, according to quality, lb.	0 31

**ONTARIO MARKETS**

**T**ORONTO, April 9—No marked change has developed in the market for meats. Beef is steady. Spring lamb is quoted at \$18 to \$24 each. Pork cuts are about one cent per pound higher. There is a shortage noted on hams and consequently the price has advanced one to two cents per pound. Local eggs are arriving freely and the market shows considerable weakness. Fresh-made butter is scarce and supplies just about meet demands. The fish market is quiet. Poultry supplies are light.

**Fresh Meats**  
*Standing Firm*

**Toronto.**  
**FRESH MEAT.**—No marked change has developed in the market for meats. Beef is steady. Spring lamb is quoted at \$18.00 to \$24.00 each. Live hogs are quoted at \$18.75 on the fed and watered basis. Pork cuts are about one cent per pound higher.

**FRESH MEATS**

<b>Hogs—</b>		
Dressed, 70-100 lbs., per cwt.	24 00	26 00
Live off cars, per cwt.		19 00
Live, fed and watered, per cwt.		18 75
Live, f.o.b. per cwt.		17 75
<b>Fresh Pork—</b>		
Legs of pork, up to 18 lbs.	0 35	
Loins of pork, lb.	0 40	
Tenderloins, lb.	0 57	
Spare ribs, lb.	0 25	
Picnics, lb.	0 24	
New York shoulders lb.	0 29½	
Boston butts, lb.	0 32	
Montreal shoulders, lb.	0 29½	
<b>Fresh Beef—from Steers and Heifers—</b>		
Hind quarters, lb.	0 24	0 27
Front quarters, lb.	0 14	0 16
Ribs, lb.	0 24	0 28
Chucks, lb.	0 14	0 16
Loins, whole, lb.	0 32	0 36
Hips, lb.	0 20	0 22
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 24	0 27
Spring lamb, lb.		

**Cheese Still Firm;**  
*No Price Changes*

**Montreal.**  
**CHEESE.**—There is but little movement manifest in the cheese market this week and prices are maintained on an unchanged basis. New (large) is selling at 28½ cents per pound and triplets are quoted at 30 cents.

**CHEESE—**

New, large, per lb.	0 29½
Twins, per lb.	0 30
Triplets, per lb.	0 30
Stilton, per lb.	0 36
Fancy, old cheese, per lb.	0 32

**Fish Markets**  
*Still Hold Steady*

**Montreal.**  
**FISH.**—With the termination of the Lenten season has come a natural falling off of fish trade and things are, today, rather quiet. Practically no price changes have been effected and prevailing quotations rule steady for the time being, although the undertone is somewhat easier. The oyster season is practically over and in consequence local stocks are very low. There is a fairly active demand for lines of frozen fish, particularly halibut, which is quoted at from 20 to 21 cents per pound, (Western, medium).

Yearling lamb	0 30	0 34
Sheep, whole, lb.	0 14	0 20
Above prices subject to daily fluctuations of the market.		

**Hams Higher;**  
*Market Firm*

**Toronto.**  
**PROVISIONS.**—The market for provisions is ruling firm. Hams have advanced from one to two cents per pound. Breakfast bacon is steady at 42 to 46 cents per pound and boneless and skinned backs at 53 to 56 cents per pound according to the trim.

**Hams—**

Medium	0 39	0 40
Large, per lb.	0 32	0 33
Heavy	0 28	0 29
<b>Backs—</b>		
Skinned, rib, lb.	0 49	0 50
Boneless, per lb.	0 53	0 56
<b>Bacon—</b>		
Breakfast, ordinary, per lb.	0 42	0 46
Breakfast, fancy, per lb.	0 48	0 53
Roll, per lb.	0 29	0 30
Wiltshire (smoked sides), lb.	0 33	0 35
<b>Dry Salt Meats—</b>		
Long clear bacon, av. 50-70 lbs.	0 27	
Do., av., 80-90 lbs.	0 25	
Clear bellies, 15-30 lb.	0 22	
Sausages in brine, keg, 35 lbs.	7 35	
Fat backs, 16-20 lbs.	0 30	
Out of pickle prices range about 2c per pound below corresponding cuts above.		

**Barrel Pork—**

Mess pork, 200 lbs.	42 00
Short cut backs, bbl. 200 lbs.	50 00
Picked rolls, bbl., 200 lbs.—	
Heavy	50 00
Lightweight	60 00
Above prices subject to daily fluctuations of the market.	

**Cooked Hams**  
*Have Advanced*

**Toronto.**  
**COOKED MEATS.**—The demand for cooked meats, especially ham, is very active. Supplies of cooked ham are inclined to be light—and have advanced one to two cents per pound; now quoted at 53 to 56 cents per pound.

Boiled hams, lb.	0 53	0 56
Hams, roast, without dressing, lb.	0 54	0 56
Shoulders, roast, without dressing, lb.		
Head Cheese, 6s, lb.	0 13½	
Choice jellied ox tongue, lb.	0 55	0 60
Jellied pork tongue	0 49	0 50
Above prices subject to daily fluctuations of the market.		

**Fresh Made Butter**  
*in Scant Supply*

**Toronto.**  
**BUTTER.**—There are still good supplies of storage butter but a shortage of fresh made is manifest and just about meets the demand.

**BUTTER—**

Creamery prints	0 64	0 67
Dairy prints, fresh, lb.	0 59	
Dairy prints, No. 1, lb.	0 56	

**Egg Market**  
*Continues to Weaken*

**Toronto.**  
**EGGS.**—Large quantities, of local eggs are arriving and the market shows considerable weakness. Prices have not as yet reached the storage level but packers expect to commence buying for storage purposes in another week.

**EGGS—**

Fresh	0 52	0 53
Fresh selects in cartons	0 55	0 56
Prices shown are subject to daily fluctuations of the market.		

**Shortening Market**  
*Remains Unchanged*

**Toronto.**  
**SHORTENING.**—There is no change in shortening. Prices are ruling at 27 to 29 cents per pound on the tierce basis. The demand is steady.

**SHORTENING—**

1-lb. prints	0 30	0 30½
Tierces, 400 lbs.	0 27	0 29

**Lard Market**  
*Holding Steady*

**Toronto.**  
**LARD.**—Lard is selling at a tierce basis of 30 to 31 cents per pound. Business for lard is normal.

Tierces, 400 lbs., lb.	0 30½	0 31
In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.		

**Cheese Quiet;**  
*Prices Are Held*

**Toronto.**  
**CHEESE.**—There is no activity to the cheese market. Stocks held are large been resumed. Prices hold as here listed.

been resumed. Prices hold as listed below.

**CHEESE—**

Large .....	0 27½	0 29
Stilton .....	0 32	0 34
Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.		

**Margarine Holding  
at Unchanged Prices**

**Toronto.**  
MARGARINE.—Business for margarine if anything is rather slow. Prices are ruling steady.

**MARGARINE—**

1-lb. prints, No. 1 .....	0 37	0 38½
Do., No. 2 .....	0 34	0 37
Do., No. 3 .....	0 30	0 34
Nut margarine, lb. ....	0 34	0 35

**Fish Market Quiet;  
Price Maintained**

**Toronto.**  
FISH.—As the spring season is approaching the business for fish is gradually falling off. Prices, however, are maintained, due probably to the surplus stocks being cleared up.

**FRESH SEA FISH.**

Cod Steak, lb. ....	0 11	0 13
Do., market, lb. ....	0 4½	0 07
Haddock, heads off, lb. ....		0 09
Do., heads on, lb. ....		0 09
Halibut, chicken .....	0 15	0 17
Do., medium .....		0 19
Fresh Whitefish .....		
Fresh Herring .....		
Flounders, lb. ....	0 09	0 10

**FROZEN FISH**

Salmon, Red Spring .....		0 24
Do., Cohoe .....	0 20	0 22
Do., Qualla .....	0 10	0 11
Halibut, chicken .....		0 15
Do., medium .....	0 18	0 19
Do., jumbo .....	0 18	0 19
Whitefish, lb. ....		0 13
Herring .....		0 09½
Mackerel .....	0 12	0 13
Flounders .....	0 10	0 11
Frount .....	0 17	0 18
Pickrel, dressed .....	0 14	0 15
Smelts .....	0 15	0 25
Spanish Mackerel .....	0 30	
Pike, round .....	0 08	
Do., headless and dressed .....		0 09

**SMOKED FISH**

Haddies, lb. ....	0 18
Filletts, lb. ....	0 19
Kippers, box .....	2 40
Bloaters, box .....	2 25
Ciscoes, lb. ....	0 20

**Poultry Prices  
Are Now Easier**

**Toronto.**  
POULTRY.—The poultry market has developed an easier tone but supplies of fresh poultry are still light, but however, supplies of storage are still fairly large.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb. ....	\$0 30	\$0 35
Do., young, lb. ....	0 40	0 45
Roasters, lb. ....	0 30	0 35
Fowl, over 5 lbs. ....	0 38	0 38
Fowl, 4 to 5 lbs. ....	0 35	0 35
Fowl, under 4 lbs. ....	0 30	0 30
Ducklings .....	0 40	0 40
Geese .....	0 25	0 28
Guinea hens, pair .....	1 25	1 50
Spring chickens, live .....	0 30	0 35

Prices quoted to retail trade:—

	Dressed
Hens, heavy .....	0 42
Do., light .....	0 28
Chickens, spring .....	0 28
Ducklings .....	0 40
Geese .....	0 33
Turkeys .....	0 50

**WINNIPEG MARKETS**

WINNIPEG; April 9—The demand for most lines of pork products keeps up. Prices have again advanced from half a cent to one cent. Lard is declining while eggs are arriving from all quarters more freely, which has brought about a declining situation. There is more variety in the prices at which creamery butter is being offered, best quality being offered at 69 to 70c per pound, while dairy butter still continues to be very scarce and very little is being offered.

**Hogs Are Ruling  
Quite Firmly**

**Winnipeg.**  
HOGS.—Trade is slated to be fairly good in the hog market this week. Supplies are short and quotations are about the same.

**HOGS—**

Selected, cwt. ....	20 50
Heavy, cwt. ....	18 50
Light, cwt. ....	17 00 18 50

**Cheese Market  
Inclined to be Easy**

**Winnipeg.**  
CHEESE.—There has been very little change in the cheese market since last week. Prices are as listed below:

**CHEESE—**

Ontario, large, per lb. ....	0 31
Do., twins, per lb. ....	0 31½
Manitoba, large, per lb. ....	0 29
Do., twins, per lb. ....	0 31

**Creamery Butter  
Remains Firm**

**Winnipeg.**  
BUTTER.—Creamery butter is very firm, while dairy butter still continues very scarce.

**BUTTER—**

Finest creamery, 1s .....	0 69	0 70
Dairy, finest No. 1, prints .....		0 40
Do., solids .....		
Margarine, 1s .....		0 38

**Fish Market  
Remains Unchanged**

**Winnipeg.**  
FISH.—Fish remains at practically the same price as quoted last week. Supplies are good.

**FRESH FROZEN FISH**

Black Cod, lb. ....	0 14
Brills, lb. ....	0 09½
Herring, Lake Superior, 100-lb. sacks, new stock .....	
Halibut, cases 300 lbs., chicken .....	0 17
Halibut, broken cases, chicken .....	0 18
Jackfish, dressed .....	0 10
Pickrel, case lots .....	0 13
Salmon, Cohoe, full boxes, 300 lbs. ....	0 20½
Do., Cohoe, broken cases .....	0 21½
Do., Red Spring, full boxes .....	0 23½
Do., Red Spring, broken cases .....	0 24½
Soles .....	0 09½
Baby Whitefish or Tulibeas .....	0 09½
Whitefish, dressed, case lots .....	0 12½
Whitefish, dressed, broken cases .....	0 13½

**SMOKED FISH**

Bloaters, Eastern National, ..se. ....	2 60
Do., Western, 20-lb. boxes, box .....	2 40
Haddies, in 30-lb. cases, lb. ....	0 15
Do., in 15-lb. cases, lb. ....	0 16
Kippers, East. Nat., 20 count, per count .....	2 40
Do., Western, 20-lb. boxes, box .....	2 30
Filletts, 15-lb. boxes, box .....	0 20

**SALT FISH**

Steak Cod, 2s, Seely's, lb. ....	0 16
Acadia Strip Cod, 30-lb. boxes, lb. ....	
Acadia Cod, 12-2s, wood boxes, lb. ....	0 16
Acadia Cod, 20-ls, tablets, lb. ....	0 16
Holland Herring, Milklers, 9-lb. pails, per pail .....	1 35
Do., Mixed, 9-lb. pails, per pail .....	1 25
Labrador Herring, 100-lb. bbis., per bbl. ....	8 50

**VANCOUVER MARKETS**

VANCOUVER, April 9—The produce and provision market is rather quiet and changes are not numerous. Beef has shown a slight advance. Local fresh eggs are easier. Butter has developed a firmer tone. The cheese market is ruling quiet under unchanged prices.

**Beef Steers  
Have Advanced**

**Vancouver.**  
FRESH MEAT.—The market for fresh meat, for the most part, is ruling steady. Beef steers have shown a slight advance, now quoted at 24 cents per pound; lamb at 40 and pork at 38 cents per pound.

Beef steers .....	0 24
Do., cow .....	0 21½
Lamb .....	0 40
Mutton .....	0 38
Pork .....	0 38

**Creamery Butter  
is Quoted Higher**

**Vancouver.**  
BUTTER.—The butter market has shown a distinctly firm tone. Supplies are scarce and quotations are higher, fresh creamery butter selling at 74 cents per pound.

**Fresh Eggs Are  
49 Cents Per Dozen**

**Vancouver.**  
EGGS.—Local fresh eggs are more plentiful and the market has considerably declined. Prices are now quoted at 49 cents per dozen.

**Cheese Markets  
Remain Unchanged**

**Vancouver.**  
CHEESE.—The cheese market is still weak and sales are slow. Ontario cheese is quoted on a basis of 33½ cents per pound. British Columbia is quoted on a basis of 31½ cents per pound.

**CHEESE—**

British Columbia .....	0 31½
Ontario, solids .....	0 33½
Do., twins .....	0 33½
Stilton .....	0 38





## Win more trade with these Seasonable Lines!

**F**OR these cool mornings what's better than a hot, savory breakfast of tender Pork Sausage? Introduce your customers to

### Davies' Pork Sausage

and build up a substantial sausage trade in your district. You've no idea how delicious Davies' Pork Sausages are—unless you have tried them yourself. Place a standing order for so many pounds weekly—and watch your sales and profits grow!

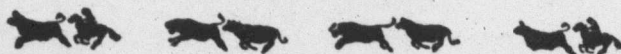
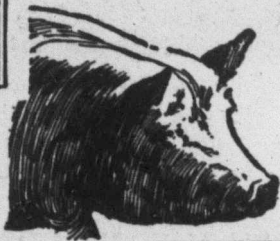
**N**OTHING makes the Provision Window look so bright and seasonable as a choice array of Davies Quality Hams—a line that sells all the time.

### Davies' Quality Hams

We can supply you with quick shipments of any kind of hams you want—S.P. or Smoked—and whether your order be large or small you can depend on us to give you real service. We have an unusually fine line of **Heavy** Hams just now that will interest you.

Ask our Traveller—or Send us a Postcard To-day

THE **DAVIES** COMPANY  
WILLIAM LIMITED  
TORONTO -- MONTREAL



M  
A  
R  
I  
G  
O  
L  
DM  
A  
R  
I  
G  
O  
L  
D

**“The Greatest Seller of Its Kind in the World”**

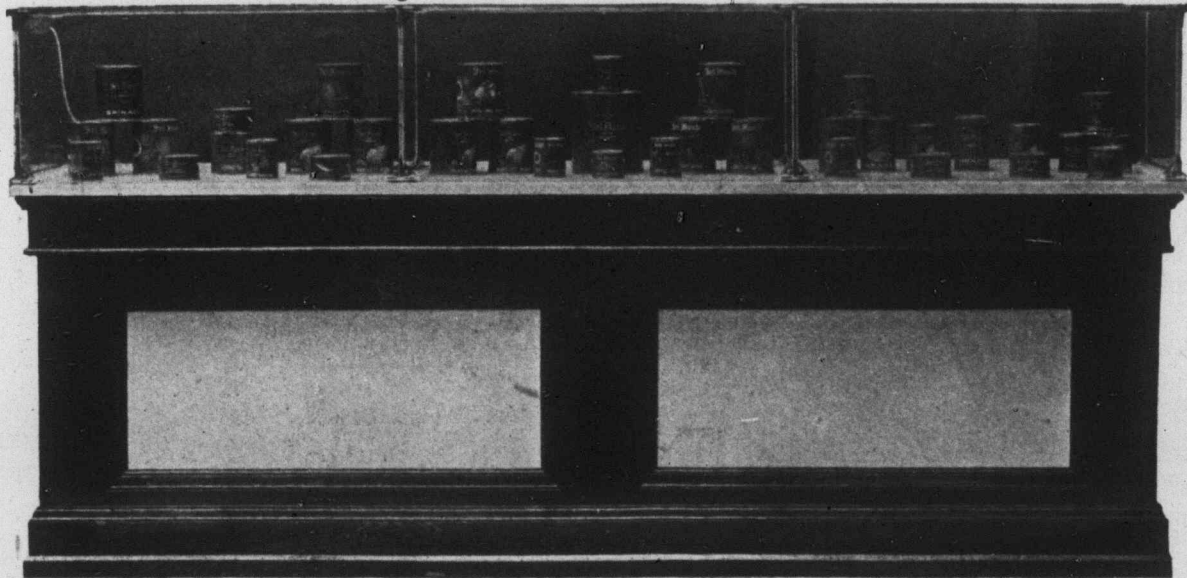
**MORRIS & COMPANY, Chicago, U. S. A.**

CANADIAN DISTRIBUTORS:

**THE BOWES COMPANY, LTD.**  
Toronto and Ontario  
Winnipeg and Manitoba

**JAS. DALRYMPLE & SON**  
Montreal and  
Province of Quebec

**FREEMAN DISPLAY CASES SELL THE GOODS**



Capitalize on your business investment by installing Freeman Display Cases. They are making more money for merchants every day. They will help you build up your business quickly. There's a Freeman Display Case made to meet your individual needs. They are more attractive and durable. Remember: We make refrigerators that use less ice and give better results all round. Write for details.

Grocers', Butchers' and Confectioners' Supplies

**W. A. FREEMAN COMPANY, LIMITED, HAMILTON, ONTARIO**

# Ask Mr. Plunkett!

**Y**OU know him by reputation, perhaps. He is the man who has been demonstrating Canadian food products in a novel manner, providing church suppers and banquets from an all-Canadian list of products, selected for their quality by every possible test.



Plunkett uses Egg-O Baking Powder when he cooks a supper for a Canadian gathering. All his cakes and biscuits and doughnuts get their leavening action from the brand he selected as the best of baking powders.

But more than this, the nature of Plunkett's demonstration means that he must do all the preliminary work possible in connection with his suppers in order that he may be able to do his baking and cooking in time for his church suppers.

And it is here that Egg-O proves such a willing and efficient servant for him, as it is for everyone who uses it.

Plunkett often mixes his cakes or biscuits **hours in advance of cooking**. He always finds that

## EGG-O Baking Powder

leavens in the mixing as well as in the baking. It acts twice and loses no strength in either operation.

Plunkett has mixed batches of biscuits at his home, carried them 20 miles in his car and baking them hours afterward, has produced the lightest, most tempting biscuits—biscuits that made people ask "what baking powder made these?"

Plunkett has allowed a batch of biscuit dough to stand for a night, using it the following day with the same satisfactory results.

The grocer will realize that we use this practical incident to reveal the merit of Egg-O Baking Powder rather than appear in the witness stand in our own behalf.

Egg-O is making its own customers every day, not only customers, but friends. And not only friends for the company that makes it, but for the grocer who sells it. It ends the baking powder complaint for the grocer and it directs baking powder sales where they should go—to the grocery store.

**For sale by all jobbers.**

**The Egg-O Baking Powder Co., Limited**  
Hamilton, Canada

# Pumpkin Pie Without Eggs

Canned Pumpkin is one of the cheapest canned foods on the market.

Sale has been restricted owing to the popular opinion that pumpkin pie requires eggs.

A first-class *Pumpkin Pie* can be made *without eggs* with the following recipe:—

1 Can Pumpkin  
1 Cup Milk  
 $\frac{3}{4}$  Cup Sugar  
1 Tablespoon Flour mixed with the milk  
Salt and Spices to taste.

ASK FOR DOMINION BRAND CANNED PUMPKIN

Every tin guaranteed by

## DOMINION CANNERS LIMITED

HAMILTON, CANADA

### UPTON ADVERTISING WORKS FOR YOU IN YOUR OWN NEIGHBORHOOD

Co-operate  
with  
it



Upton advertising is interesting customers of yours in

### UPTON'S Jams and Marmalades

and a big demand is being created for these quality products. Display Upton's in a prominent place in your store — people who once try Upton's become regular buyers. Keep a good supply on hand.

**The T. Upton Company**  
Limited  
Hamilton, Canada

*Selling Agents:*

S. H. Moore & Company  
Toronto, Ont.

Rose & Laffamme Ltd.  
Montreal, Que.

Scott-Bathgate Co. Ltd.  
Winnipeg, Man.

Gaetz & Company  
Halifax, N.S.

Schofield & Beer  
St. John, N.B.

P. H. Cowan & Co.  
St. John's, Nfld.



## Canned Sea Foods of Established Quality Mean Larger Profits for Dealers.

Brunswick Brand Sea Foods because of their sterling qualities and appetizing wholesomeness will prove a splendid line to handle. They will mean satisfied customers and steady, increasing profits resulting therefrom.

## Brunswick Brand Sea Foods

Our sanitary packing plant with its modern equipment is located near the finest fishing grounds in the world. For this reason we are able to select the finest catches, carefully process them, and ship them at once to dealers.



Now is the time to make the most out of your fish department. Look over your stock and order your requirements to-day.



**Connors Brothers**  
 Limited  
 Black's Harbor, N.B.

**A REAL LIVE SELLING LINE**

The bright, live, aggressive advertising which we are doing is sending the people to the store for H. P. Sauce.

**STOCKS MELT LIKE SNOW**

Try a bottle yourself on your own table, and you will see why it's selling so freely.

**H.P. SAUCE**

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

57

57



Heinz Pickles in bottles are especially cultivated cucumbers, cured when fresh from the vines and preserved in fine old Heinz vinegar.

A half century of pickling experience is embodied in every bottle of Heinz Pickles.

**H. J. HEINZ COMPANY**  
 Pittsburgh Toronto Montreal

57

57

*It's Profitable Because—*



**100%  
PURE**

**COSGRAVE'S  
PURE MALT  
Vinegar**

Better to sell this branded, bottled vinegar than the bulk article. No waste—no loss—no deterioration. Easily handled—makes fine display. Quality guaranteed.



**RETAILS  
15c and 25c**

**WELL ADVERTISED**

Write us or ask your jobber for trade prices.

**Have No Hesitation**

in choosing

**'Bluenose' Butter**

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.



**SMITH  
AND  
PROCTOR**

SOLE PACKERS

Halifax - N.S.

# WHITTALL CANS

for

**Meats  
Syrup**

**Vegetables  
Fish      Paint**

**Milk  
Etc.**

**PACKERS' CANS**

**Open Top Sanitary Cans**

and

**Standard Packer Cans**

**with Solder-Hemmed Caps**

## A. R. Whittall Can Company Ltd.

Sales Office:  
202 Royal Bank Bldg.  
TORONTO  
G. A. Willis, Sales Mgr.  
Phone Adel. 3316

MONTREAL

*Established 1888*

Sales Office:  
806 Lindsay Bldg.  
WINNIPEG  
Repr.: A. E. Hanna



Order from your wholesaler.

## Master Mason



### Canada's joy smoke

For a real good smoke recommend to your customers Master Mason.

Made from the finest leaf, fully matured, perfectly aged tobacco.

You can build up a good tobacco trade by selling Master Mason.

## Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG

# British Chocolates *and* Sweets *for* Canada

In the days of the war the Canadian Contingent purchased large quantities of candy made by James Pascall, Ltd., London, England. These Pascall chocolates and sweets were so greatly enjoyed by thousands of our boys in the Expeditionary Forces that they would readily welcome the opportunity of again sampling their old favorites. Good business awaits all who are prepared to stock and push these Pascall specialties. Are *you* ready to do so? If so, why not get in touch with Pascall's representative who is visiting Canada immediately after Easter?

If you will communicate with any of the firms mentioned below an appointment will be arranged to suit mutual convenience.



*Pascall*  
*Confectionery*

ANGEVINE & MCLAUCHLIN, P.O. Box 5, St. John, N.B., and  
P.O. Box 820, Truro, N.S.

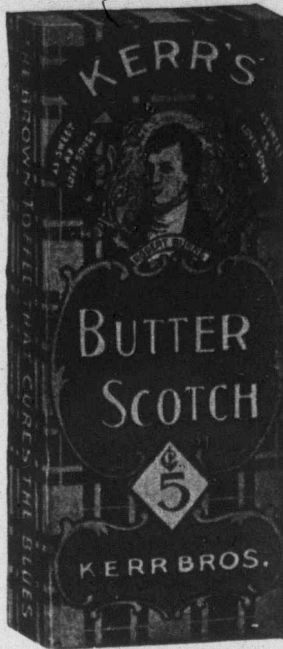
DAVIES, IRWIN Ltd., 301 Read Bldg., 45 Alexander St., Montreal  
The HARRY HORNE Co., Ltd., 1297-99 Queen St. West, Toronto

W. H. ESCOTT Co., Ltd., 181-3 Bannatyne Avenue, Winnipeg and at  
Regina, Sask., Saskatoon, Sask., Calgary, Alta and Edmonton, Alta.

OPPENHEIMER BROS. Ltd., Vancouver, B.C.

**JAMES PASCALL, LTD. London, S.E. 1**  
ENGLAND





## Kerr's

HAS WON  
ITS FAVOR  
THROUGH  
ITS FLAVOR

This is a line that need only be displayed to prove that your customers like the handy pocket-size package and the delicious goodness to be found in every package will mean a good, steady repeat business for your Confectionery Department.

TRY THIS LINE TO-DAY AND BE CONVINCED  
Sold by all Wholesale Grocers and Confectioners

# KERR BROS.

TORONTO ONTARIO

Agents:

F. D. COCKBURN CO., Winnipeg  
DAVID BROWN, 167 Cordova W., Vancouver, B. C.  
STEVENS & CO., 9 St. Nicholas St., Montreal

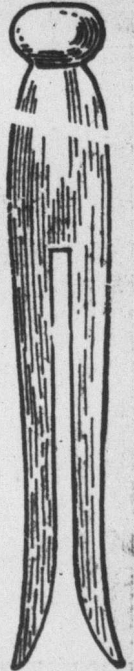
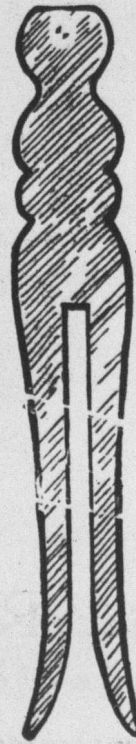
## The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins



### Lake Megantic, Que.

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



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



## Oakey's

### "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.  
Sankey & Manson, 839 Beatty Street, Vancouver.

## "The Pink of Perfection"

# CASCADE SALMON

EVERY TIN IS GUARANTEED



Pounds and Half Pounds

British Columbia Packers' Association

Vancouver, B.C.

## 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.

# A Sugar of Peerless Quality



In 2 and 5-lb. cartons;  
10, 20 and 100-lb. bags;  
half-barrels and barrels.

When you consider the uniform goodness of Royal Acadia Sugar, when you remember that "Every Grain is Pure Cane," you can readily understand the reason for its continued popularity.

Royal Acadia Sugar is put up in 2 and 5-lb. cartons, 10, 20 and 100-lb. bags, half-barrels and barrels.

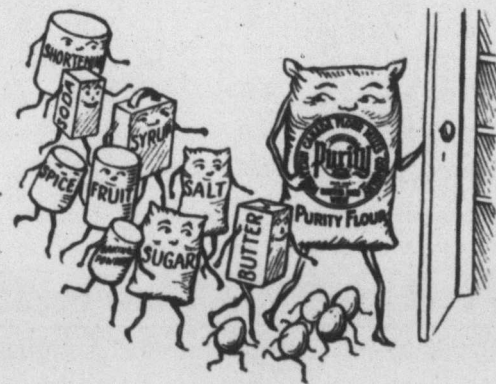
The  
**Acadia Sugar Refining Co., Limited**  
HALIFAX, CANADA

# Flour Opens The Door

A MULTITUDE of other groceries from your store get entry into the kitchen and the pantry of the customer when you sell Purity Flour—butter, eggs, sugar, shortening, fruits, flavorings, etc., etc.

## PURITY FLOUR

makes permanent friends. It is a carefully milled Western wheat flour of perfect uniformity. Push it—it will help your sales.



**Western Canada Flour Mills Co., Limited**

Head Office: - Toronto, Ont.

Branches at: Victoria, Nanaimo, Vancouver, Prince Rupert, New Westminster, Victoria, Courtenay, Rossland, Calgary, Edmonton, Brandon, Winnipeg, Goderich, Ottawa, Montreal, St. John, N.B.

# Your Part in Selling LANKA

Every dealer has a part in the successful Lanka selling campaign.

We guarantee Lanka to be the finest quality of tea which Ceylon's hill gardens can produce. It sells at the retail price of 75 cents a pound.

Backing this quality and this popular price is our irresistible selling campaign in the magazines, newspapers and farm papers of Canada.

Beautiful advertisements appear in continuous succession to over a million circulation and about five millions of readers telling them how much they will enjoy Lanka.

Your part is—display Lanka on your shelves—put the Lanka window card prominently in your window—use the store sign which we provide.

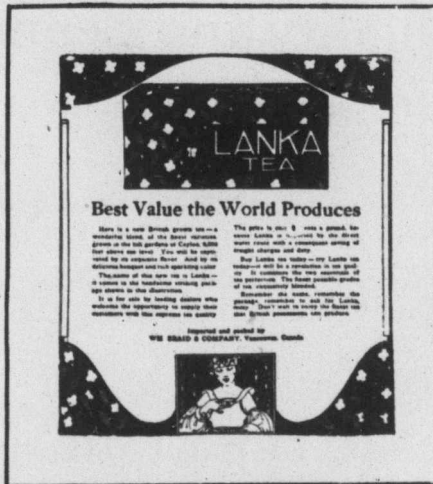
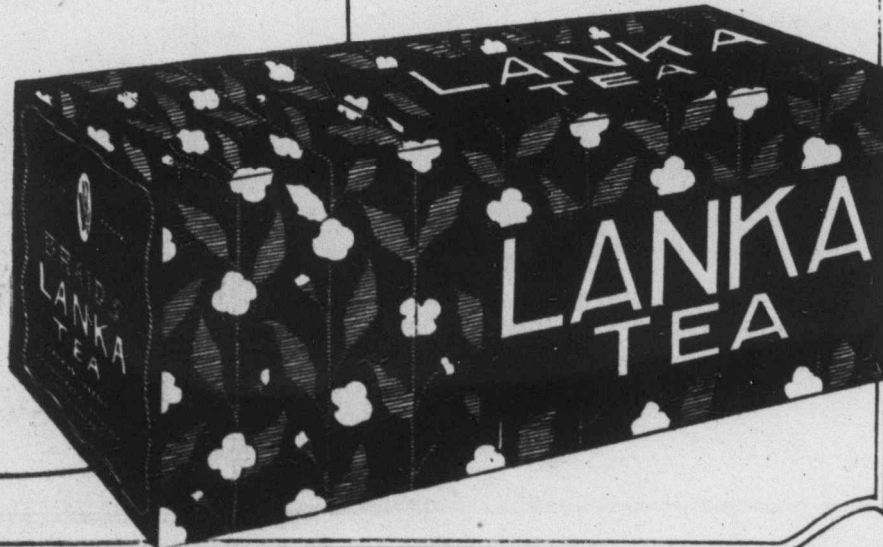
Remind your customers when they order that you can supply them with Lanka, the tea that they have been reading about. This is the co-operation to put the campaign over and assure your profits in Lanka.

The popularization of Lanka assures a steady demand of satisfied customers who compliment you on supplying them with the best.

So be sure your stock is ample and well displayed. Order from your dealer today.

Lanka is imported and packed by  
**WM. BRAID & COMPANY**  
 Vancouver, Canada

Ontario Agents  
**S. H. Moore & Company**  
 704 Excelsior Life Bldg.,  
 Toronto





## Junket

MADE with MILK

### Quality and Economy

Junket is a delicious, economical dessert that is highly nutritious and quickly prepared.

It is sold in a 10-tablet package that retails at 15c with an excellent profit.

Junket can be prepared in an almost endless variety of dainty, wholesome dishes.

### Junket Powder (NESNAH)

is a Junket in powdered form, the quick dessert—made in a jiffy. Comes in four flavors in attractive packages, retailing for 15c. Its great economy and deliciousness will appeal to your customers.

**Chr. Hansen's**  
Canadian Laboratory  
Toronto, Canada

SELLING AGENTS FOR CANADA:  
**LOGGIE, SONS and CO.**  
32 FRONT ST. WEST, TORONTO



*"It has the Nip"*

The safest line to  
recommend

## White Swan Mustard

Here is an "All Canadian" MUSTARD that costs less than any imported lines and is superior in strength and flavor.

WHITE SWAN MUSTARD has won a reputation with Canadian women through its great strength and flavor—a reputation that is winning big profits for "WHITE SWAN" dealers.

*See advertisements in  
daily papers*

**White Swan Spices & Cereals Ltd.**  
Toronto, Can.



## Brodie's XXX Self-Raising Flour

will prove one of your greatest sellers. It is a thoroughly dependable line that has forged to the front through sheer merit and has won the hearts of Canadian housewives by adhering to high standard, purity and quality year in and year out.

**Brodie & Harvie, Limited**  
BLEURY STREET, MONTREAL

*—the all-Canadian Leaders*



That Malcolm purity and quality combined with Malcolm delicious goodness and undoubted economy have been appreciated by Canadian housewives is evidenced by the fact—that in spite of keen competition they have become the all-Canadian leaders in their line.

Now, as never before, it is the duty of every merchant to keep Canadian money in Canada. That's why we urge you to buy Malcolm's Milk products—the All-Canadian—Canadian-made products on the market.

**The Malcolm Condensing Co., Limited**  
ST. GEORGE, ONT.

# Displaying Profitable Bulk Goods As a Means of Stimulating Sales



**One Clerk  
Serving Over a  
SHERER COUNTER  
Does the Work  
of Two**

*All the goods are directly in front, handy to scales and cash register. The clerk stands directly behind the counter. He removes the goods from the drawer onto the scale without waste motion.*

**WE HAVE A PLAN** outlined whereby you make 12% on certain bulk goods by following suggestions we make.

Write immediately for the outline.

We take all the risk.

**SHERER-  
GILLETT Co.**  
Guelph, Ont.  
Dept. 57

Mail the  
Coupon  
To-day

Please send us without obligation on our part your plan for making 12% or more on certain bulk goods.

Name .....

Town .....

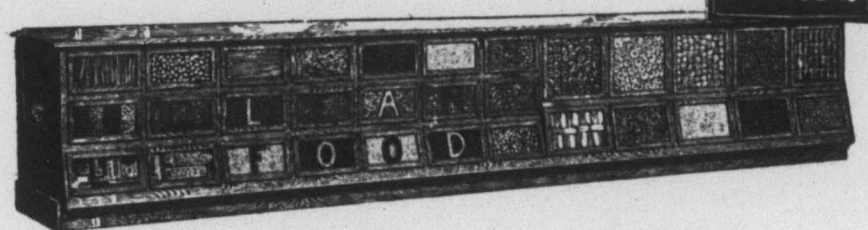
Province .....

**T**HROUGH housing compactly in a special display counter, you can concentrate 2000 pounds of bulk goods near the scale, within easy reach of clerk. Without moving more than two or three steps, he can serve twice as many customers.

## *The Sherer Counter Is a Reliable Salesman*

Because there are 31 little show windows making a constant appeal to the strongest desires in the average person—a natural desire for good things to eat—you will find that this counter presents a steady invitation to buy more and leads to building up a bigger trade and selling more goods. Back of the display pockets are the drawers holding 31 kinds of bulk goods, kept clean, sanitary and fresh; these always assure the customer that he is getting the very best goods.

**You save the price of fancy printed labels on package goods and become more of a merchant by selling goods on their own merit and not on the beauty of the package.**



**SHERER-GILLETT Co.**  
GUELPH, ONT.



# All the Newspapers Carry the Story of MACDONALD'S TOBACCO

172 of Canada's leading newspapers and periodicals tell of the quality of the "Tobacco with a Heart."

The dealer who sells Macdonald's sells an article which has maintained a standard of quality for 60 years—and moreover it is one of the most profitable lines in the Tobacco Trade.

**PLUG SMOKING**  
**BRIER**  
**INDEX**  
**BRITISH CONSOLS**



**PLUG CHEWING**  
**PRINCE OF WALES**  
**CROWN**  
**BLACK ROD (Twist)**  
**NAPOLEON**

Selling Agents :

Hamilton—Alfred Powis & Son.  
 London—D. C. Hannah.  
 Manitoba and North-West—The W. L. MacKenzie & Co., Limited, Winnipeg.  
 British Columbia—George A. Stone, Vancouver.

Quebec—H. C. Fortier, Montreal.  
 Nova Scotia—Pyke Bros., Halifax.  
 New Brunswick—Schofield & Beer, St. John.  
 Kingston—D. Stewart Robertson & Sons.  
 Ottawa—D. Stewart Robertson & Sons.  
 Toronto—D. Stewart Robertson & Sons.

**W. C. MACDONALD REGD.**  
 INCORPORATED  
**MONTREAL**

# SHORT OF HELP TOO BAD!

Yet the man you need is somewhere—probably behind a counter or desk, and in the grocery business, wholesale or retail. He'll go to you if the call is loud enough.

Perhaps you can get him with a whisper. Never can tell what makes some men restless.

It's clearly up to you to use a dollar or two to advertise. Use CANADIAN GROCER—3 cents a word. If you know any better paper, use it.

All we know is that CANADIAN GROCER gets into 5,600 grocery stores and establishments all over Canada. No one daily newspaper—no other publication—can make, truly, the same statement.

The chances are that you'll find the man you want in a grocery store or office. If he's there now, and you get him, he'll probably be a trained man, and you'll get value out of him from the start.

Don't rest on one insertion. It isn't experience to get what you're after the first crack out of the box. The best men are hardest to budge.

Make your advertisement explicit. Make it brief. Use a box number if you like. The big thing is to try, and try and try.

Our business is to carry your advertisement to likely men. It isn't our business to get replies for you. Yet the chances are that you'll get replies—first week of trying.

Rates—3c per word first insertion, and 2 cents per word each subsequent insertion. Five cents extra per insertion if replies are to be sent in our care to a Box Number. Invariably in advance.

## CANADIAN GROCER

143-153 University Avenue  
TORONTO

### QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$2.20  
PER INCH EACH INSERTION PER YEAR

#### JAMS

DOMINION CANNERS, LTD.  
Haiton, Ont.

"Aylmer" Pure Jams and Jellies,  
Guaranteed Fresh Fruit and  
Pure sugar only.  
Screw Vac. Top Glass Jars, 16 oz.  
Strawberry ..... \$5 15  
Currant, Black ..... 5 05  
Pear ..... 4 40  
Peach ..... 4 40  
Plum ..... 4 20  
Apricot ..... 4 50  
Cherry ..... 4 55  
Gooseberry ..... 4 50

#### "AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2	
doz. in case	3 25
16 oz. Glass, Screw Top, 2	
doz. in case	3 95
16 oz. Glass, Tall, Vacuum,	
2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate,	
per pail	1 00
5's Tin, 8 pails in crate, per	
crate	1 25
7's Tin or Wood, 6 pails in	
crate	1 74
30's Tin or Wood, one pail in	
crate, per lb.	0 24

#### 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 85
1's Pork and Beans, Tall,	
Tomato or Chili Sauce, 4	
doz. to the case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain,	
2 doz. to the case	1 50
2's Pork and Beans, Tomato	
or Chili Sauce, Tall, 2	
doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 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.
¼ Pts., Aylmer Quality	\$1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	\$1.65
	Per doz.
Pints, Delhi Epicure	\$2.75
½-Pints, Red Seal	1 25
Pints, Red Seal	1 90
Qts., Red Seal	2 40
Gallons, Red Seal	6 45

#### BORDEN MILK CO., LTD.

180 St. Paul St. West,  
Montreal, Can.

#### CONDENSED MILK

Terms—Net 30 days

Eagle Brand, each 48 cans	\$11 00
Reindeer Brand, each 48 cans	10 50
Silver Cow, each 48 cans	10 00
Gold Seal, Purity, ea. 48 cans	9 85
Mayflower Brand, each 48 cans	9 85
Challenge Clover Brand, each	
48 cans	9 35

#### EVAPORATED MILK

St. Charles Brand, Hotel, each	\$7 15
24 cans	
Jersey Brand, Hotel, each	45
cans	7 15
St. Charles Brand, tall, each	48
cans	7 25
Jersey Brand, tall, each	43
cans	7 25
Peerless Brand, tall, each	48
cans	7 25
St. Charles Brand, Family, 48	
cans	6 25
Jersey Brand, Family, each	48
cans	6 25
Peerless Brand, Family, each	48
cans	6 25
St. Charles Brand, small, each	48
cans	3 30
Jersey Brand, small, each	48
cans	3 30
Peerless Brand, small, each	48
cans	3 30

#### CONDENSED COFFEE

Reindeer Brand, large, each	24 cans	6 75
Reindeer Brand, small, each	48	6 50
cans		6 25
Cocoa, Reindeer Brand, large,		6 25
each 24 cans		6 25
Reindeer Brand, small, 48 cans		6 50

W. B. BROWNE & CO.  
Toronto, Ontario.

Wheatgold Breakfast Cereal.  
Packages, 28-oz., 2 doz. to  
case, per case ..... \$5 30  
98-lb. jute bags, per bag ..... 7 00  
98-lb. jute bags, with 25  
3¼-lb. printed paper bags  
enclosed, per bag ..... 7 50

HARRY HORNE & CO.,  
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz.	
in case)	4 20
Cooker Brand Popping Corn	
(3 doz. in case)	4 20

#### COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	\$2 00
D.S.F., ½-lb.	5 30
D.S.F., 1 lb.	10 40
F.D., ¼-lb.	Per jar

Durham, 1-lb. jar, each	\$0 60
Durham, 4-lb. jar, each	2 25

#### CANADIAN MILK PRODUCTS, LIMITED,

Toronto and Montreal

#### KLIM

8 oz. tins, 4 dozen per case	\$12.50
16 oz. tins, 2 dozen per case	11.50
10 lb. tins, 6 tins per case	25.00
Prices f.o.b. Toronto.	

#### THE CANADA STARCH CO., LTD.

Manufacturers of the  
Edwardsburg Brands Starches  
Laundry Starches—  
Boxes Cents  
40-lbs., Canada Laundry... \$0 10½  
100-lb. kegs, No. 1 white... 0 11¼  
200-lb. bbls., No. 1 white... 0 11¼  
40 lbs., Edwardsburg Silver  
Gloss, 1-lb. chromo pkgs... 0 12½  
40 lbs. Benson's Enamel,  
(cold water), per case... 3 50  
Celluloid, 45 cartons, case... 4 95  
Culinary Starch...  
40 lbs., W. T. Benson & Co.'s  
Celebrated Prepared... 0 12½  
40 lbs. Canada Pure or  
Challenge Corn... 0 11  
20 lbs. Casco Refined Potato  
Flour, 1-lb. pkgs... 0 16  
(20-lb. boxes, ¼c higher, except  
potato flour.)



# RICE

The continual stream of large and small export shipments has slowly but surely absorbed practically all of the better grades of rices and what is left on hand at the mills is inferior in color and higher in price. With the big rice consuming season near at hand we would advise you to build up your stock. For your approval we are listing the following rices which are very fine quality:—

Dainty Blue Rose Java Style	100 <sup>s</sup>	18 $\frac{1}{4}$
Snow Japan	100 <sup>s</sup>	17 $\frac{1}{4}$
XX Special	100 <sup>s</sup>	15 $\frac{1}{4}$

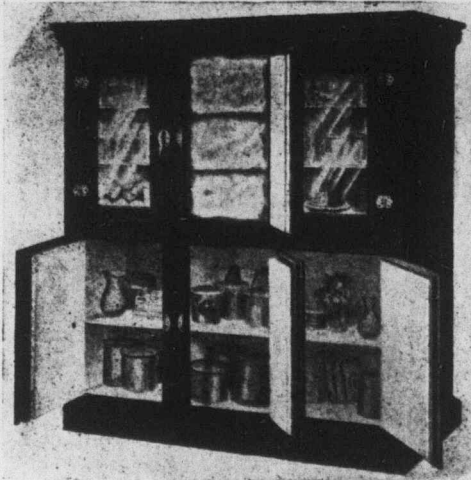
If you have any Chinese trade you can make a clean up on

Pakling (Straw Mats)	50 <sup>s</sup>	17 $\frac{1}{4}$
----------------------	-----------------	------------------

*Send us an order.*

**H. P. ECKARDT & CO**  
**WHOLESALE GROCERS**  
 CHURCH STREET & ESPLANADE TORONTO

**HANSON'S**  
GROCER OR INSTITUTION REFRIGERATORS



**Perfect Refrigeration**

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries.

**The J. H. Hanson Co., Ltd.**  
244 Paul St. West MONTREAL

**TURKISH DELIGHT**  
*HAREM BRAND*

The only genuine Turkish Delight.  
Packed in 10 lb. Wooden Boxes, 100 lbs. to the Case.  
Plain or with nuts.

Mail us your order.

**DOMINION SALES COMPANY**

General Sales Agents  
ROOM 412, BIRKS BLDG. MONTREAL, QUE.

**TOMATO PASTE**

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

**P. PASTENE & CO., LIMITED**

240 ST. ANTOINE STREET - - - MONTREAL, QUE.

**LILLY WHITE CORN SYRUP**  
2-lb. tins, 2 doz. in case....\$5 90  
5-lb. tins, 1 doz. in case.... 6 85  
10-lb. tins, 1/2 doz. in case.. 6 55  
20-lb. tins, 1/4 doz. in case.. 7 10  
(Prices in Maritime Provinces 10c per case higher)  
Barrels, about 700 lbs. .... 0 09  
Half bbls., about 350 lbs.... 0 09 1/4

**CROWN BRAND CORN SYRUP**  
2-lb. tins, 2 doz. in case.... 6 50  
5-lb. tins, 1 doz. in case.... 7 45  
10-lb. tins, 1/2 doz. in case.. 7 15  
20-lb. tins, 1/4 doz. in case.. 7 20  
(5, 10, and 20-lb. tins have wire handles.)

**GELATINE**  
Cox's Instant Powdered Gelatine (2-qt. size), per doz... \$1 75

**INFANTS' FOOD**  
**MAGOR, 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

**BLUE**  
Keen's Oxford, per lb. .... 0 24  
In cases, 12 12-lb. bxs to case. 0 25

**NUGGET POLISHES**  
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each .....\$1.25  
Doz. ....\$2.00

White Cleaner (liquid).....\$2.00  
Card Outfits—Black, Tan, Toney Red, Dark Brown ..... 4.80  
Metal Outfits—Black, Tan, Toney Red, Dark Brown.... 5.60

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

Rialk Watch, 10s, lb. .... \$1 20  
Bobs, 12s ..... 1 18  
Currency, 12s ..... 1 18  
Stag Bar, 9s, boxes, 6 lbs. ... 1 00  
Pay Roll, thick bars ..... 1 30  
Pay Roll, plugs, 10s, 6-lb. 1/4 caddies ..... 1 25  
Shamrock, 9s, 1/2 cadd., 12 lbs., 1/4 cadd., 6 lbs. .... 1 25  
Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes ..... 1 00  
Forest and Stream, tins, 9s, 2-lb. cartons ..... 1 44  
Forest and Stream 1/2s, 1/4s, and 1-lb. tins ..... 1 00  
Master Workman, 2 lbs. ... 1 25  
Master Workman, 4 lbs. ... 1 25  
Derby, 9s, 4-lb. boxes ..... 1 20  
Old Virginia, 12s ..... 1 70  
Old Kentucky (bars), 9s, boxes, 5 lbs. .... 1 25

**THE COWAN CO., LTD.**  
Sterling Road, Toronto, Ont.

**COCOA AND CHOCOLATE**

**COCOA**  
Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. ....\$6 25  
Perfection, 1/4-lb. tins, doz.... 1 70  
Perfection, 1/2-lb. tins, doz.... 3 25  
Perfection, 10s size, doz.... 1 25  
Perfection, 5-lb. tins, per lb. 0 42  
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box, doz. .... 3 25  
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. .... 0 30  
**UNSWEETENED CHOCOLATE**  
Supreme Chocolate, 12-lb. bxs, per lb. .... 0 47  
Supreme Chocolate, 10c size, 2 doz. in box, per box.... 2 35  
Perfection Chocolate, 10c size, 2 doz. in box, per box.... 2 00

**SWEET CHOCOLATE**

Per lb.  
Eagle Chocolate, 1/4s, 6-lb. boxes ..... 0 38  
Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case.... 0 38  
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case 0 38  
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 38  
Diamond Crown Chocolate, 28 cakes in box..... 1 30

**CHOCOLATE CONFECTIONS**

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb..... \$0 49

Milk Medallins, 5-lb. boxes, 30 boxes in case, per lb.... 0 49  
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. .... 0 49  
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. .... 0 49  
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.... 0 49  
Milk Croquettes, 5-lb. boxes, No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.... 0 49  
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.... 0 45  
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.... 0 45  
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.... 0 45  
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.... 0 45  
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.... 0 42  
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. .... 0 45  
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb... 0 60  
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb... 0 60

**NUT MILK CHOCOLATE, ETC.**

Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per box ..... 2 35  
Nut Milk Chocolate, 1/2s, wrapped, 4-lb. box, 36 boxes in case, per box..... 2 35  
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb. .... 0 47  
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box..... 2 44  
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.... 0 47  
Fruit and Nut Milk Chocolate Slabs, per lb. .... 0 47  
Milk Chocolate Slabs, with Assorted Nuts, per lb.... 0 47  
Plain Milk Chocolate Slabs, per lb. .... 0 47

**MISCELLANEOUS**

Maple Buds, fancy, 1 lb., 1/2 doz. in box, per doz. .... \$6 25  
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz. .... 3 35  
Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz. .... 6 27  
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz. .... 3 35  
Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz. .... 4 50  
Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 50  
Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per box ..... 2 05  
Triumph Chocolate, 1/4s, 4-lb. boxes, 36 boxes in case, per box ..... 2 05  
Triumph Chocolate, 1/2-lb. cakes, 4 lbs., 36 boxes in case, per box..... 2 05  
Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross ..... 1 15  
20-1c Milk Chocolate Sticks, 60 boxes in case ..... 0 80

**W. K. KELLOGG CEREAL CO.,**

Battle Creek, Mich. Toronto, Canada.  
Kellogg's Toasted Corn Flakes, Waukegan ..... 4 18  
Kellogg's Toasted Corn Flakes, Ind. .... 2 00  
Kellogg's Dominion Corn Flakes ..... 4 18  
Kellogg's Dominion Corn Flakes, Indiv. .... 2 00  
Kellogg's Shredded Krumbles, Ind. .... 2 00  
Kellogg's Shredded Krumbles, Ind. .... 2 00  
Kellogg's Krumbled Bran .... 1 25

**BRODIE & HARVIES, LTD.,**

14 Bleury St., Montreal  
XXX Self-Raising Flour, 6 lbs. packages, doz. .... \$6.00  
Do., 3 lbs. .... 3.05  
Superb Self-Raising Flour, 6 lb. .... 5.80  
Do., 3 lb. .... 2.95  
Crescent Self-Raising Flour, 6 lb. .... 5.90  
Do., 3 lb. .... 3.00  
Perfection Rolled Oats (55 oz) 3.00  
Brodie's Self-Raising Pancake Flour, 1 1/2 lb. pack., doz.... 1 50  
Brodie's Self-Raising Buck-Flour, 1 1/2 lb. pkg., doz... 1 50

FRESH ARRIVALS DAILY OF

# New Vegetables

FROM THE SOUTH

Cabbage Celery Tomatoes  
Cauliflower Head Lettuce

## ORANGES

California Sunkist Navels  
Florida Sealdsweet Oranges

## GRAPE FRUIT

Florida and Cuban—All sizes

## NEW MAPLE SYRUP AND SUGAR

(Guaranteed Pure)

We are now booking orders for shipment as soon as possible after sugaring begins. Ask for quotations. All size Tins—Bottles and 15 gal. Kegs

*The House of Quality*

# Hugh Walker & Son

Limited

Guelph

Established 1861

Ontario

# Cranberries

A late shipment of very fine late Homes just to hand. Sound, fine color and cheap. Packed in half-barrel cases. Just the thing for pies, sauces, etc.

*Florida Tomatoes, Celery*

*"Stripes" Brand*

*Florida Grape Fruit*

*Oranges — Valencias, Seedlings and Navels.*

*SPECIAL — California Lemons very cheap now.*

## White & Co., Ltd.

TORONTO

*Wholesale Fruits and Vegetables*

Owing to the high freights prevailing

CONTINUE TO IMPORT supplies of

# SPRATT'S

DOG CAKES

POULTRY FOODS

CANARY & PARROT MIXTURES

Etc.,

through SPRATT'S

PATENT (AMERICA) LIMITED  
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED

24-25 Fenchurch St., London, E.C. 3, Eng.

*Wrapping*

# Paper

*and*

# Twines

*Write Us—*

## Walter Woods & Co.

Hamilton and Winnipeg

**BACK FOR MORE!**



**“FOWLER’S PRODUCTS ARE BETTER!”**

Kiddies—and grown folks — can’t get too much of the genuine

**Wantmore PEANUT BUTTER**

It not only has a delicious flavor but it is more nourishing than milk or eggs.

Your dealer has it and also “Wantmore” Salted Peanuts,

R. L. Fowler Company Limited  
Calgary Saskatoon Regina

An extensive advertising campaign in Canadian dailies and Farm publications is constantly telling over two million readers why “Fowler products are better.” Key up your local advertising with this big campaign by sending for free electros.

**“Wantmore” sales are good-will sales**

because every can of “Wantmore” Peanut Butter is made from the best varieties of selected peanuts, perfectly roasted and carefully blended to produce that distinctive “Wantmore” flavor. Grocers everywhere find it a rapid selling line—a winner of satisfaction and good-will.

**R. L. Fowler & Co., Ltd.**

Manufacturers

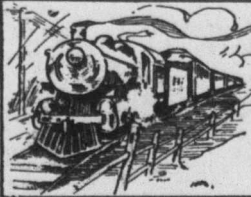
CALGARY

SASKATOON

REGINA

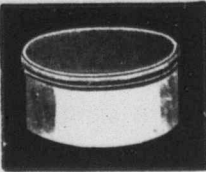
**INDEX TO ADVERTISERS**

<b>A</b>		<b>M</b>	
Abbey Salt Co. ....	26	McArthur-Irwin, Ltd. ....	22
Acadia Sugar Refining Co. ....	64	McDavid & Co. ....	16
Aron & Co., Inc., J. ....	3	McLaughlin, J. K. ....	15
<b>B</b>		McLay Brokerage Co. ....	12
Bain & Co., Donald H. ....	12	Macdonald Regd., W. C. ....	69
Baker & Co., Ltd., Walter ..	76	Mackenzie, W. L. ....	12
Borden Milk Co. ....	1	Maclure & Co., A. M. ....	12
Bowron Bros. .... Inside front cover		Maclure & Langley ....	15
Braid & Co., Wm. ....	65	Magor, Son & Co., Ltd. ....	26
Brantford Scale Co. ....	70	Malcolm Condensing Co. ....	67
British Col. Packers' Assoc. ....	63	Mann & Co., C. A. ....	75
British Columbia Hop Co. ....	9	Marsh Grape Juice Co. ....	19
Brodie & Harvie ....	67	Marshall, H. D. ....	15
Browne & Co., W. B. ....	23	Mathieu & Co., J. L. ....	19
Bute, Regd., Argyll ....	25	Megantic Broom Co. ....	63
<b>C</b>		Mickle, George T. ....	75
California Assoc. Raisin Co. ....	9	Midland Vinegar Co. ....	60
Canada Milk Products ....	2	Moore & Co., R. M. ....	75
Canada Nut Co. ....	11	Morris Co., C. ....	15
Carnation Milk Co. ....	8	Morris & Co. ....	56
Clark Ltd., W. ....	4	Mount Royal Milling Co. ....	16
Clayoquot Sound Canning Co. ....	10	Mowat & McGeachle ....	12
Climax Baler Co. ....	23	Mueller Co., Ltd., The Chas. ....	75
Columbia Macaroni Co. ....	11	<b>N</b>	
Connors Bros. ....	59	Nagle Mercantile Agency ....	76
Cosgraves Pure Malt Vinegar ....	60	National Biscuit Co. ....	11
Cowan Co., Ltd. .... Back cover		Nelson, C. T. ....	11
Cruickshank & Guild ....	15	Norcanners, Ltd. ....	14
<b>D</b>		North West Trading Co. ....	11
Davies Co., Wm. ....	56	<b>O</b>	
Diamond Dyes ....	21	Oakey & Sons, Ltd., John ....	63
Dodwell & Co. ....	9	Olivier & Co., G. F. ....	75
Dominion Cannery Ltd. ....	58	<b>P</b>	
Dominion Sales Co. ....	72	Pacific Cartage Co. ....	11
Duncan & Son, C. ....	14	Parke & Parke, Ltd. ....	76
<b>E</b>		Pastene, P. ....	72
Eckardt & Co., H. P. ....	71	Patrick & Co., W. G. ....	15
Edgett Ltd., E. ....	11	Pennock & Co., H. P. ....	13
Egg-O Baking Powder Co. ....	57	Perry & Co., H. L. ....	13
Escott Co., Ltd., W. H. ....	14	Pretty, John ....	11
Estabrooks, T. H. ....	25	<b>R</b>	
Eureka Refrigerator Co. ....	19	Red Rose Tea ....	25
<b>F</b>		Richardson & Green ....	12
Farquhar Trading Co., Ltd., The ....	10	Rock City Tobacco Co. ....	61
Fidelity Collection Agency ..	75	Rose & Lafamme ....	16
Fowler & Co., R. L. ....	74	<b>S</b>	
Freeman & Co., W. A. ....	56	St. Arnaud Fils Cie ....	15
<b>G</b>		Salada Tea Co. ....	23
Gaetz & Co. ....	16	Sarnia Paper Box Co. ....	75
Gauvreau, Paul F. ....	16	Scott-Bathgate Co., Ltd. ....	14
Gipe-Hazard ....	76	Scott & Thomas ....	15
Grant Co., C. H. ....	12	Sherer-Gillett Co. ....	68
Gray & Co., John ....	21	Silcocks & Drew ....	15
Griffiths & Co., Ltd., Geo. W. ....	12	Sloan & Co., John ....	17, 18
Grimble & Co. ....	19	Sloan & Co., J. C. ....	15
<b>H</b>		Smith & Proctor ....	60
Hall Co., Harry ....	10	So-Clean, Ltd. ....	75
Hansen's Lab., Chris. ....	66	Solman, C. M. ....	15
Hanson & Co., J. H. ....	72	Spratt's Patent, Ltd. ....	73
Hargraves, Ltd. ....	15	Swift Canadian Co. ....	
Hay, A. H. M. ....	16	<b>T</b>	
Henderson Brokerage, B. M. ....	11	Tanglefoot ....	75
Heinz Co. ....	60	Thompson & Co., J. C. ....	16
Herald Brokerage ....	12	Toronto Pottery Works ....	75
Hillock & Co., John ....	24	Toronto Salt Works ....	75
Hooten Chocolate Co. ....	6	Trent Mfg. Co. ....	75
Howe, McIntyre & Co. ....	24	<b>U</b>	
Huntley & Palmers, Ltd. ....	20	Uptons, Ltd. ....	58
<b>I</b>		<b>W</b>	
Imperial Grain & Milling Co. ....	9	Wagstaffe, Ltd. ....	5
Imperial Tobacco Co. .... Front cover		Walker & Son, Hugh ....	73
<b>J</b>		Wallace Fisheries, Ltd. ....	10
Joyce, S. H. ....	16	Watson & Truesdale ....	13
<b>K</b>		Wells & Richardson, Ltd. ....	21
Kerr Bros. ....	63	Western Canada Flour Mills Co., Ltd. ....	64
Kraft & Co., G. L. ....	8	Western Transfer & Storage, Ltd. ....	11
<b>L</b>		White & Co. ....	73
Lanka Tea ....	65	White Cottell's ....	75
Lawrason & Co., S. F. ....	38, 39	White Swan Spices & Cereals Co. ....	66
Lea & Perrins ....	7	Whittall Can Co., A. R. ....	61
Lemon Bros. ....	10	Williams Storage Co. ....	13
Levant Amer. Mercantile Co. ....	16	Wiley, Frank H. ....	13
Loggie, Sons & Co. ....	15	Woods & Co., Walter ....	73
Lund & Co., Peter ....	11		



# BUYERS' MARKET GUIDE

## Latest Editorial Market News



### STONEWARE JARS

Place order for crocks before the season opens. They are going to be hard to get later. Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.  
**The Toronto Pottery Co. Limited**  
 Dominion Bank Bldg.  
 Toronto, Canada

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

**60-62 JARVIS ST.**

**TORONTO SALT WORKS**

GEO. J. CLIFF

### WHITE-COTTELL'S

*Best English Malt Vinegar*

### QUALITY VINEGAR

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

Agents:

W. Y. COLCLOUGH, 592 Kingswood Road  
 Beach 2170 Toronto

J. E. TURTON, Board of Trade Building,  
 Montreal

OPPENHEIMER BROS., LTD.  
 Vancouver, B.C.

BAIRD & CO., Merchants, St. Johns

Order from your jobber to-day.

### "SOCLEAN"

the dustless sweeping compound

### SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

### THE CHARLES MUELLER COMPANY

Limited

Barrels and Kegs  
 Oak, Ash and Gum  
 From 5 Gals. to 50 Gals.

Waterloo - - - Ontario

### Olivier's Cream Toffee

5 cent bars

O.K.—Almond—Cocoanut

The finest made

Brokers

Man. & Sask. - Watson & Truesdale  
 Calgary - Clarke Brokerage  
 B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVIER (the toffee man)  
 MEDICINE HAT

### HIGHER PRICES ON SALMON LIKELY

Prices for the new pack of canned salmon will likely be higher, but it is too early to get any definite idea yet. The advance in raw material and the rate of exchange, which amounts to a large sum on cans bought in the U.S. will probably mean a considerable advance.

The pack of sockeye cannot possibly be as large as last year, but packers are looking for a fair run in northern rivers and expect a good run of cohoes and pinks, though the price of the two latter will no doubt be considerably advanced.

## FOR SALE

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

**C. A. MANN & CO.**  
 LONDON, ONT.

Phone 1577

**BREAK NO FEARS IT'S AN R.M.M. FLEXIBLE**

**GAS MANTLES.**  
 THE MANTLES THAT YOU... CAN TIE IN A KNOT WITHOUT DAMAGE. SUPERSEDE ALL OTHER STYLES FOR INSERTED GAS LIGHTS.

**R.M. Moore & Co., Ltd. Vancouver, B.C.**  
 PACIFIC COAST MANTLE FACTORY

The SARNIA PAPER BOX CO., Ltd.  
 SARNIA, ONT.

Manufacturers of:

- Ice Cream Cartons, Parafined.
- Butter Cartons, Parafined.
- Egg Cartons: Special Egg Fillers.
- Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mince-meat, etc.

## BEANS

Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgeway, Ont.

30 DOZ. CASE FILLERS  
 ONE DOZ. CARTON FILLERS  
 1/4-INCH CUSHION FILLERS  
 CORRUGATED FLATS

The TRENT MFG. CO., LTD.  
 TRENTON - - - ONTARIO

### Fidelity Collection Agency Ltd.

Canadian Bank of Commerce Bldg., Winnipeg

Collections and Adjustment

"We collect anything anywhere"

References: Can. Bank of Commerce and Molsoms Bank

**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 \$2.20 per insertion if used each issue in the year.

# Wanted

## Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent.

Where answers come to our care to be forwarded, 5 cents must be added 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.

Will party who had replies addressed to Box 70 please call at Canadian Grocer office for reply.

## AGENCIES WANTED

COMMUNICATION WITH MANUFACTURERS desiring Alberta representative. To any interested firms I will be pleased to forward particulars and references. Box 108, Canadian Grocer, 153 University Ave., Toronto, Ont.

## FOR SALE

FOR QUOTATIONS ON PURE MAPLE SYRUP, new crop, communicate with Chs. Ed. Léonard, Ste. Monique des Deux-Montagnes.

WHOLESALE GROCERY BUSINESS, WELL established in a good locality, in Montreal, doing good business. Full particulars given upon request. Replies confidential to P.O. Box 265, Montreal.

A PORK CURING BUSINESS AND PLANT for sale. H. Coleman, Kincairdine, Ont.

ICE CREAM AND CONFECTIONERY BUSINESS, low rent; good reasons for selling; splendid opportunity for the right person. Apply Box 665, Preston, Ont.

FOR SALE—BOWSER STEEL OIL TANK, 100 gallons; in use one year only. Going out of business. Price \$100. G. W. Flewelling, P.O. Box 56, Fairville, N.B.

FOR QUICK SALE, CORNER STORE, FIXTURES and stock of groceries. Suitable for large general business; also large dwelling house. Will sell separate or in block. Apply to owner W. G. Howes, Tamworth, Ont., Box 176.

SWEET CLOVER SEED.—BUY YOUR SEED direct from heart of the sweet clover district. We offer selected re-cleaned stock per bushel, fancy, \$24.50; choice, \$23.50; fair, \$20; timothy No. 2 (No. 1 purity), \$17 cwt. A. S. Hunter & Son, Durham, Ont.

GENERAL STORE FOR SALE IN GOLD MINING camp. Buildings alone or will sell with stock. Reason for selling other business. Would take young man in who cared to invest. Box 110, Canadian Grocer, 153 University Ave., Toronto, Ont.

SOUR ORANGE PULP TO SELL—APPLY TO Belgian Pulp Manufacturer of Alora, Malaga, Spain.

## MAPLE SYRUP

CROP OF APPROXIMATELY FIVE HUNDRED Imperial gallons evaporated pure maple syrup for sale. Three dollars per gallon f.o.b. Parry Sound district. Box 112 Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—GROCERY STORE, DWELLING, small payment down, good business. Particulars. Apply 1722 Third Ave. E., Owen Sound, Ont.

## 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.

## Baker's Cocoa and Chocolate



REGISTERED TRADE-MARK

## MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited  
Montreal, Can.      Dorchester, Mass.

Established 1780

## WANTED

WANTED—OUTSIDE GASOLINE TANK AND pump in good condition, also refrigerator suitable for bottled goods. Send full particulars. Sawyer Bros., R.R. No. 5, Guelph.

WANTED—A GROCERY BUSINESS, OUTSIDE city limits, or within 75 miles of Toronto. Give valuation of property and stock. Box 62, Canadian Grocer, Toronto.

## COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent.-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

Opportunities are offered every week on this page

Watch them



## PRICE'S RENNET WINE

makes the best  
**JUNKET**

A most delicious dessert, one teaspoonful is enough for a pint of milk.

Retails, 25c per bottle

Wholesale price, \$2.25 per dozen, \$24.30 per gross.

Manufactured by  
**PARKE & PARKE**  
Limited

Macnab St., and Market Sq.  
HAMILTON, ONT.

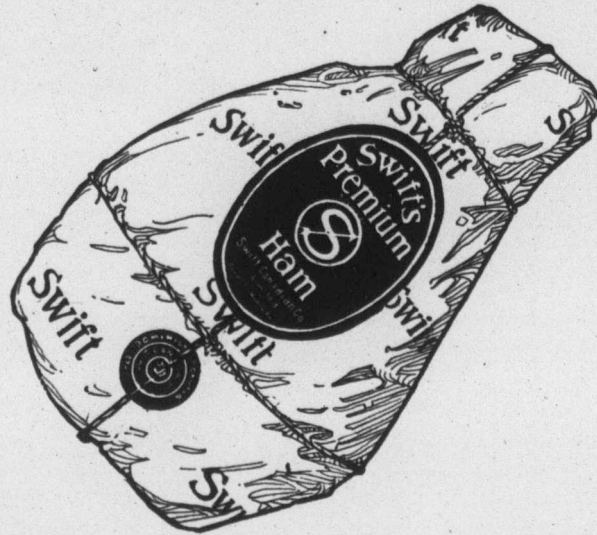
## COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency  
La Prairie (Montreal) Que.



## Keep up the Sales Momentum!



**T**HROUGH our special Easter advertising, thousands of new customers have learned to appreciate Swift's Premium Hams and Bacon. By a little effort on **your** part, these newly-made friends, and **their** friends, as well as the **old** ones—can be kept coming to your store all through the year. A good meal is **always** welcome—and there's none better than

## Swift's Premium Hams and Bacon

Keep up the momentum—by keeping your stocks complete—by making prominent displays—and by suggesting Premium Hams and Bacon.

The result will be more satisfied customers, and a steady increase of profitable business.

Order from our Traveller, or write direct.

**Swift Canadian Co.**  
Limited

TORONTO WINNIPEG EDMONTON

# COWAN'S PERFECTION COCOA

TO PROGRESSIVE DEALERS

**P**UT this Canadian Brand on the firing line, and watch it capture a big trade for you. Display it prominently on your shelves. It is a line that adds prestige to any store. Recommend Cowan's Perfection Cocoa because you know it is purest and best. One sale makes a permanent customer.

**T**HIS illustration shows a cluster of Cocoa Pods as they are found on the tropical tree "Cacao Theobroma." After the beans are removed and dried, they are shipped to Cowan's, where by a special process of roasting, their fragrant aroma and delicious flavor are retained, and may be enjoyed by users of Cowan's Perfection Cocoa.



MADE IN CANADA AT COWAN'S SUNLIT PLANT  
TORONTO