

CANADIAN GROCER

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

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, FEBRUARY 28, 1919

No. 9

Welch's

"THE NATIONAL DRINK"

Welch's Grapelade "The National Spread"

Two pure grape products of highest worth.

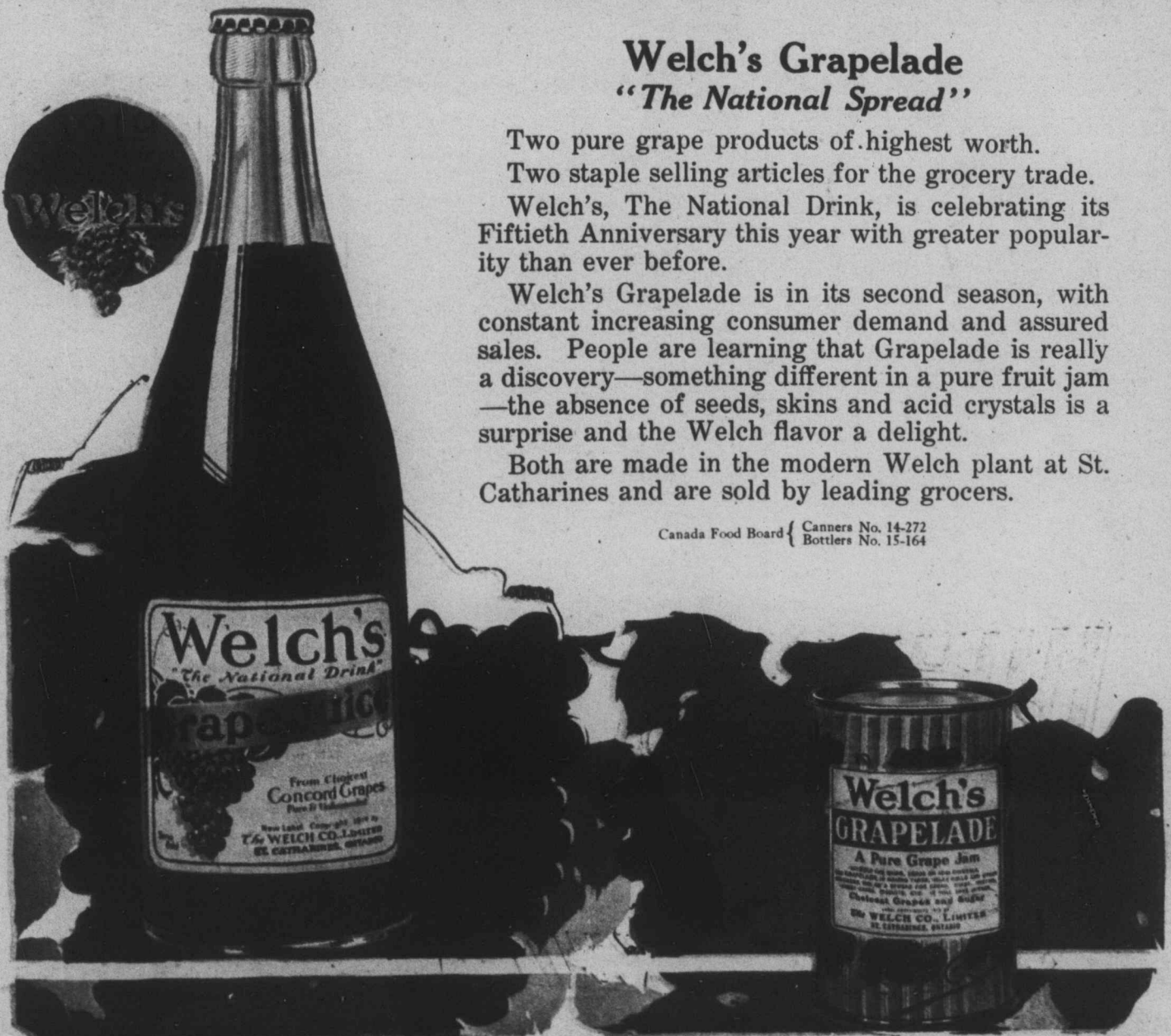
Two staple selling articles for the grocery trade.

Welch's, The National Drink, is celebrating its Fiftieth Anniversary this year with greater popularity than ever before.

Welch's Grapelade is in its second season, with constant increasing consumer demand and assured sales. People are learning that Grapelade is really a discovery—something different in a pure fruit jam—the absence of seeds, skins and acid crystals is a surprise and the Welch flavor a delight.

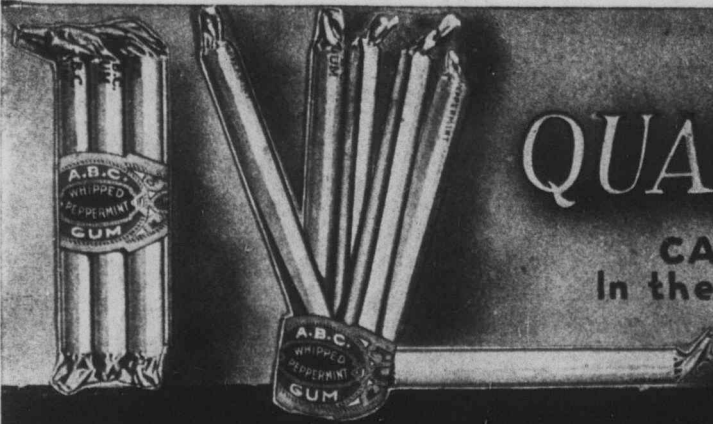
Both are made in the modern Welch plant at St. Catharines and are sold by leading grocers.

Canada Food Board { Canners No. 14-272
Bottlers No. 15-164



The Welch Co., Limited, St. Catharines, Ontario

CANADIAN GROCER



QUALITY & STYLE

CANADA'S QUALITY GUM
In the DISTINCTIVE CYLINDER SHAPE

Buy It by Its Shape —

*It will Sell on its Novelty
and Repeat on its Quality!*

The Novel A. B. C. counter box makes a striking display to gain first attention, the distinctive shape of A. B. C. impresses the customer's memory. But, chief of all, in assuring repeat sales, is Quality. A. B. C. is the smoothest gum made, because it is strained, then steel-rolled — and its flavor, appearance and delicate perfume invite discriminating trade.

America's

Best

Chew

A · B · C

Chewing Gum



Made in Canada by the
Canadian Chicle Co. Limited
Peterboro, Ont.

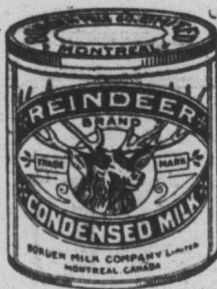
Sales Agents
Harold F. Ritchie & Co. Limited
10 McCaul St. Toronto

Borden's

MILK PRODUCTS LEAD IN QUALITY



Borden's



Borden's



Confidence

When you open up a case of Borden Milk Products you can be positive that every can therein is full of pure, wholesome Borden quality and that every can you sell is going to please the consumer and foster a still wider confidence in the quality of the merchandise you carry.

And back of every Borden display in your store is the powerful sales - creating force of steady consumer publicity.

Do you need fresh stocks?



Borden's



Borden's



Borden Milk Company, Limited

Montreal

Vancouver

Maybe you are still unconvinced of the fact that your bottled goods would sell quickly if sealed with ANCHOR CAPS. Perhaps you are one of the few dealers who fancy certain labels are all sufficient to create bigger sales. But, the fact is daily becoming more apparent that bottled goods sealed with the absolute security of ANCHOR CAPS prove far better sellers than those whose closures leave doubt as to the well-preserved quality and flavor of the contents. Wide-awake grocers everywhere recognize that ANCHOR CAPS materially add to the selling value of bottled goods. Your jobber can supply you with ANCHOR CAPS on any line whatever. *Insist* on same with your next order, you will find it well worth while.

Anchor Cap & Closure Corporation

OF CANADA, LIMITED

FACTORY AND
GENERAL OFFICES



50 Dovercourt Road
TORONTO, ONTARIO

TOMATO CATSUP

AYLMER BRAND

A POPULAR LINE --- STEADY DEMAND --- PROFITABLE

GLASS BOTTLES

8 oz. 12 oz. 17 oz.

2 DOZEN TO CASE

GLASS AND STONE JUGS

1 GAL.

4 TO CRATE

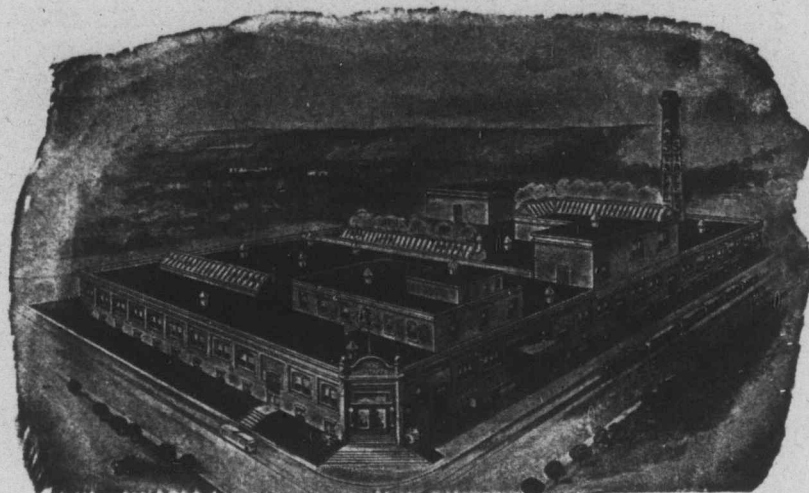
THROUGH YOUR JOBBER OR DIRECT

DOMINION CANNERS LIMITED

HAMILTON, CANADA

Canada Food Board License No. 14-12

Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass

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

WAGSTAFFE'S

NEW SEASON'S 1919

CELEBRATED SEVILLE Orange Marmalade

Now Ready for Delivery

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

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

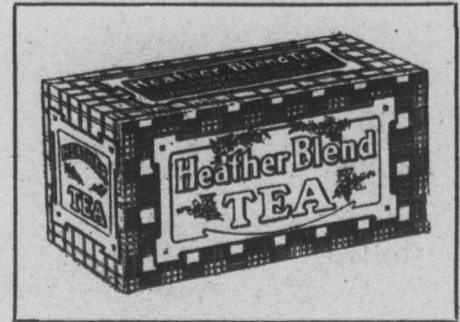
Pure Fruit Preservers

HAMILTON

CANADA

This is the Tea
that we blend
and recommend

BLACKWOOD'S Heather Blend Tea



Selected from the choicest teas grown on the hill gardens of India and Ceylon, and blended by us in a way that enhances its richness and flavor—A tea to please the most critical tea lover.

Get a trial stock of Heather Blend Tea. Take a package home. Taste its quality and its strength. Realize the delicious aroma of it—then you'll feel like recommending it to every one of your customers.

BLACKWOODS LIMITED - Winnipeg, Canada

Chamberlain's Family Remedies



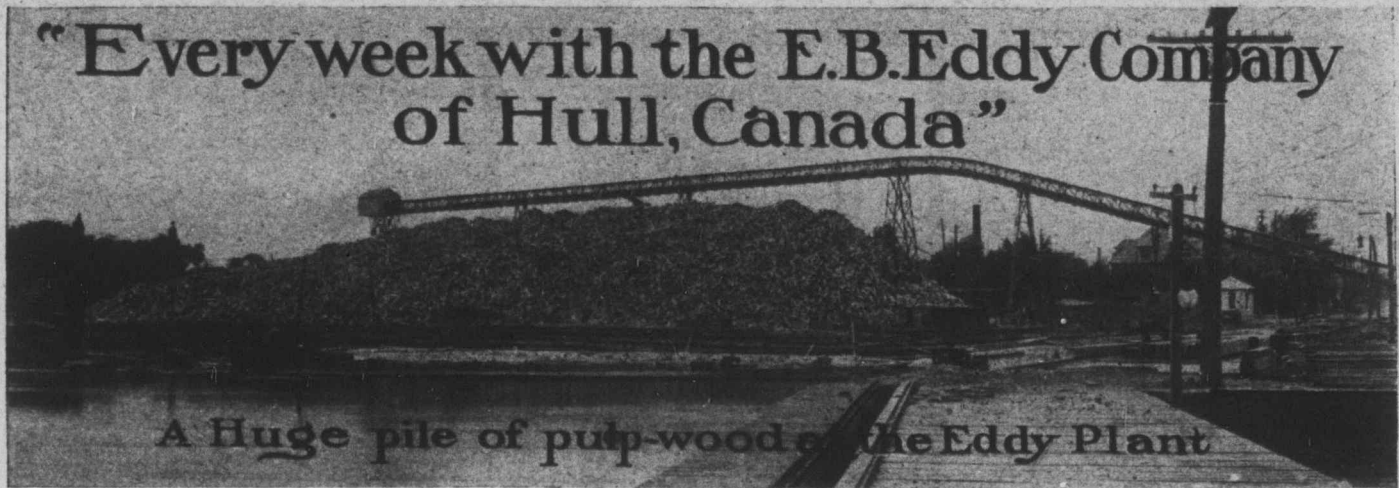
Worth Showing and Recommending

Get a share of the ever present demand for a good Family Medicine by stocking *Chamberlain's*—the Family Remedy par excellence.

Chamberlain's will win you prestige and profit. Order a trial supply.

Chamberlain Medicine Co., Limited
TORONTO, CANADA

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

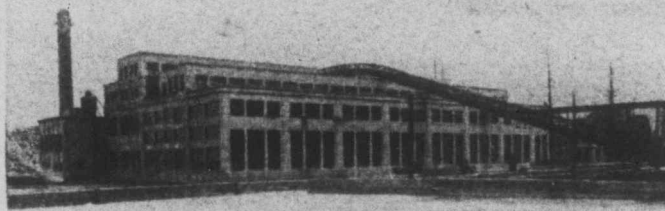


A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated February 28, 1919.

Being No. 23 in the Series.

The E. B. Eddy Co's. Modern Mill for Making Mechanical Pulp



ABOVE is a picture of the modern steel and concrete building within which the E. B. Eddy Company reduce raw logs of spruce and fragrant balsam to pure wood-pulp by the mechanical process. There are two processes for making wood-pulp; the mechanical process is the simpler. In a forthcoming article the more elaborate process also used by the Eddy Company will be described.

Within the building shown there are two main halls. In one—called the Motor Room—there are five 1,200 horse power motors making 240 revolutions per minute. They are each connected to three 3-pocket New England grinders—the formidable machines which in a minute or two can turn a solid log of wood into a gray liquid.

Before they enter the building by way of the long conveyor which you can see sloping up from the right hand side, the logs are cut in two-foot lengths. They come to a ruthless machine which strips the bark from them, and are then dropped into a flume by which they float softly along to the still more terribly ruthless grinders. Driven each by 400 horse power, the grinders in a few minutes reduce solid logs to a thin watery fluid, gray in color—mechanical pulp in fact, in its first stage—which can be strained and pumped through pipes to other parts of the plant.



Special Selling Points of Eddy's Famous "Silent 5" Matches



Eddy's Silent 5 Matches

They are made from selected wood, clear, straight-grained, which will not break off in striking. The wood is clean Canadian White Pine from the Eddy Company's own timber limits.

They are Sesqui tipped, non-poisonous, safe in manufacture and in use, fully conforming to every Government regulation.

They strike silently, and the heads do not fly off dangerously.

They are dipped in a swiftly igniting wax which ensures a clear, strong flame which does not burn down too fast.

They are rendered chemically self-extinguishing by a special process which makes the stick char down to a fibre tough enough to hold the head strongly, even after the match is out, and yet which does not glow red so as to cause risk of fire if dropped on the ground or floor.

Methods of manufacture by which these Special and Successful Selling Points of Eddy Matches are produced will be described in forthcoming articles in this series.



Have you this favorite in your Marmalade Displays?

We are now filling orders as we receive them for the new season's pack of

"CURLING" BRAND SEVILLE ORANGE MARMALADE

If we have not yet filled yours send it along as early as possible and get this well-known label in front of your customers. They know "Curling" Brand to be a label of quality.

St. Williams Fruit Preservers, Limited

SIMCOE AND ST. WILLIAMS, ONTARIO

Distributors

Maclure & Langley, Limited

TORONTO

MONTREAL

WINNIPEG

Fancy Import Specialties

Fancy Florida Tomatoes
 Florida Strawberries
 Fresh Pineapples
 California Cauliflower
 California Celery
 Boston Hothouse Cucumbers
 Boston Head Lettuce
 High-Grade Navels
 Grapefruit, etc.

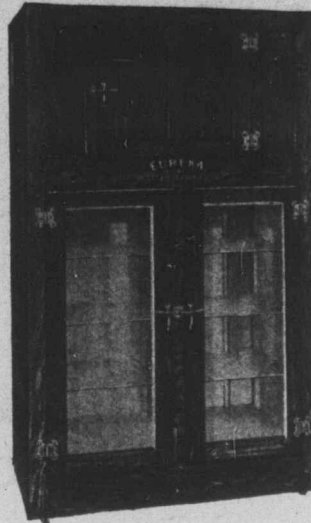
Send in Your Order.

McBRIDE BROS.

House of Quality

35 Church St. - Toronto

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



EUREKA

The Standard of Scientific Refrigeration

SIMPLE!
EFFICIENT!
SAVES ICE!

Eureka Principle Cold Dry Air Circulation

Patented 1886, 1900, 1910, 1914, 1917

Purchase **Now**, we do not want to disappoint you on delivery.

Write for our new Catalog

Eureka Refrigerator Co., Limited

Head Office: Owen Sound

Branches: Toronto, Montreal, Hamilton

PANCAKE TIME NOW!

Tasty, wholesome, delicious pancakes! Was there ever a housewife that didn't delight in treating the family to these healthful, nutritious little cakes? The best pancakes are made with

WHITE SWAN PANCAKE FLOUR

Self-Rising

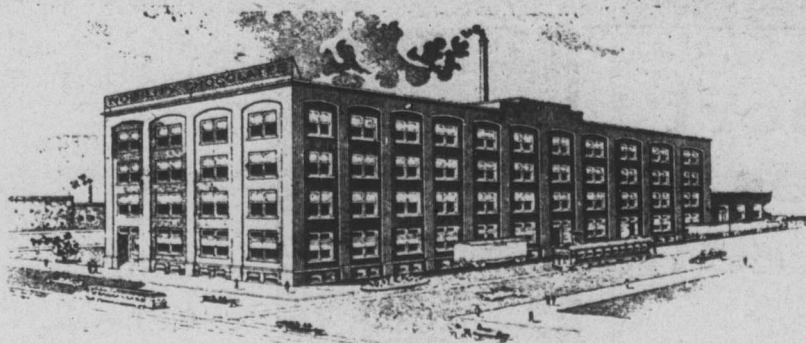
Ready for instant use, requiring only to be stirred up with water or milk to make the most delicious pancakes, muffins or gems.



Get stocked with White Swan Pancake Flour and recommend it.

WHITE SWAN SPICES & CEREALS, LTD.

TORONTO, CANADA



For
Your
Candy
Counter

“Peerless,” “Elgin” and “Nobility” Chocolates

We can make deliveries of all three and also give prompt deliveries on our extensive range of bulk lines.

Good Candy is an easy selling line for the Grocer. Try a small order of our popular lines and see what big business getters they are.

Nobility Chocolates, Limited

ST. THOMAS, ONT.

Maclure & Langley, Limited

Selling Agents:

Toronto

Montreal

Winnipeg

RICE FLOUR

*Healthy
and
Nourishing*

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

*Wholesome
and
Nutritious*

Use anywhere from 10% to 20% Rice Flour.

Mount Royal Milling and Mfg. Co., Limited

Agents:

D. W. Ross Co., Montreal

Mills at

Montreal and Victoria, B.C.

CLARK'S PORK & BEANS

We are living in times, Mr. Grocer, when all your Customers appreciate the importance of **ECONOMY**.

Clark's Pork and Beans spell economy without sacrificing **QUALITY**.



The Best Materials Prepared by The best of Chefs with the most modern appliances

TO THE HOUSEWIFE

No Labor. No. Kitchen Heat. No Worry.

W. CLARK
LIMITED



MONTREAL

PURITY FLOUR

(Government Standard)

*The old reliable brand
that has given satisfaction
for years, and that makes*

"MORE SALES AND BETTER SALES"

as well as

"More bread and better bread, and better pastry"

Western Canada Flour Mills Co., Limited

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



It Keeps on Selling

The popularity of Marsh's never wanes. People who buy it once buy it regularly.

And there's a good profit in every sale.

Are you well supplied?

**The Marsh Grape
Juice Company**
NIAGARA FALLS - ONT.

**The McLaren Imperial
Cheese Co., Limited**
Toronto, Ont.

Ontario Agents:

**ROSE & LAFLAMME
Limited, Montreal, Que.**



She knows and has confidence in Cow Brand Baking Soda

The good results it always gives—the record of satisfaction back of it convinces her that Cow Brand Baking Soda offers her superior value.

Are you stocked?

Church & Dwight, Limited
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.

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

ALEX. BAIRD, LTD.
MANUFACTURERS' AGENTS
300 Montreal Trust Bldg.
WINNIPEG, MAN.
CORRESPONDENCE SOLICITED

WESTERN PROVINCES

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

Williams Storage Co
WINNIPEG
Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street
Owners
C. S. TURNER CO.
147 Bannatyne Avenue
Prompt and Efficient SERVICE
Bonded or Free Storage
Track Facilities Steam Heatin
WAREHOUSING DISTRIBUTING
STORAGE

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
Distri-
bution

Donald H. Bain Co.
WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG
Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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

"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

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

W. H. ESCOTT CO., LIMITED, Fort William, Ont.

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED

Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

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

Write Us



We can market your product in the West

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

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

Scott-Bathgate Company, Limited, Winnipeg

Wholesale Grocery Brokers and Manufacturers' Agents

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

D. J. MacLeod & Co.
*Manufacturers' Agents
and Grocery Brokers*
EDMONTON, ALTA.
Open to negotiate for new lines in Alberta. Our staff deals on wholesale trade and does detail work.

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

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

The McLay Brokerage Company
Wholesale Commission Merchants and Brokers
Manufacturers of foodstuffs who want distribution in Western Canada will secure excellent results by placing their products in our hands.
507 Confederation Life Building,
WINNIPEG

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

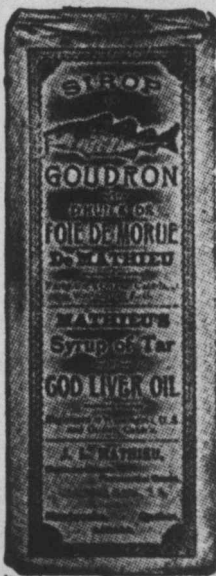
C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg
We represent some of the best manufacturers, of whom the undermentioned are examples. We will give your line the same attention.
Among the lines we represent are products of Pugsley, Dingman Co., Ltd., John Taylor & Co., Ltd., and Quaker Molasses Candy from Port Arthur to the Rockies.

FINEST CRYSTAL GELATINES
Powdered and Sheet
FINE LEAF GELATINE
British Manufacture

GELATINE

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.
SOLE AGENTS FOR CANADA
F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO



The Reliable Cold Chaser
There is always a big year-round demand for a dependable remedy for coughs and colds. The selling results of
MATHIEU'S SYRUP OF TAR and COD LIVER OIL
prove it to be the public's favorite remedy and one in which they have complete confidence. Every dealer featuring this well known body builder knows what quick, profitable sales it produces.
J. L. Mathieu Co.
PROPRIETORS
SHERBROOKE :: QUEBEC

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON GROCERY BROKERS

Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY LIMITED

Manufacturers' Agents
Grocers, Confectioners and Drug
Specialties
12 FRONT ST. EAST, TORONTO

W. F. ELLIOT

Importers & Manufacturers' Agents
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

W. G. A. LAMBE & CO. TORONTO

Established 1885
SUGARS FRUITS

W. G. PATRICK & CO. Limited

Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto

H. D. MARSHALL

Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

Reputation gained by long years of
vigorous, conscientious and successful
work.

Thomas C. Irving General Manager
Western Canada
TORONTO

LOGGIE, SONS & CO.

Merchandise Brokers and
Manufacturers' Agents

Grocery, Drug and Confectionery
Specialties.

Foy Bldg., 32 Front Street W
TORONTO - - ONTARIO

FISH

Pickled Lake Superior
Herring, in kegs, half-
kegs and pails. Trout
and whitefish in kegs.

Frozen Georgian Bay
Trout and Lake Superior
Herring.

We Invite Correspondence

LEMON BROS.

OWEN SOUND, ONT.

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

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

WHEN WRITING TO ADVERTISERS
KINDLY MENTION THIS PAPER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
*Commission Merchants
Grocers' Specialties*
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

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

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

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

Paul F. Gauvreau
Wholesale Broker, Flour, Feed, Provisions
84 Peter Street, Quebec
I am buyer of Peas, Beans and all kinds of
Feeds and Grains.

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

MARITIME PROVINCES

GENEST & GENEST, LTD.
COURTIERS—BROKERS
CORN and CORN PRODUCTS—PEAS
*Grain, Flour and Feed—Wholesale Only
Grocers Specialties*
BOARD OF TRADE BLDG., MONTREAL

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

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

EGGS
can be preserved at a
cost of
2c. Per Doz.
with Flemming Egg Preserver
Simple to use. A child can apply
it. Just rub it on. Eggs can be
left in temperature of 70°
Guaranteed to keep Eggs Fresh
for nine months or more.
A 60c. Box will do 30 doz. Eggs.
Get it from your jobber, or direct from
FLEMMING EGG PRESERVER
COMPANY
166 Craig St. W. MONTREAL

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

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

Do You Need Anything?
If so, Turn to Page 64 and Look it Over
The opportunity you are looking for may not be there. Then
create your opportunity by advertising. It is easily done.
Write a concise description of what you need. Count the words.
The rate is small, 2 cents per word for first insertion and one
cent for each subsequent insertion. If you want your replies
directed in our care the charge for Box is 5 cents per insertion
extra.
CANADIAN GROCER
143 University Ave. Toronto, Ont.

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

105 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
Victoria Vancouver

KELLEY-CLARKE CO. VANCOUVER, B.C. GROCERY AND SALMON BROKERS MANUFACTURERS' AGENTS

Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

The Robert Gillespie Co. Importers and Exporters

323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C.

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

Have you read page
64? It will interest
you.

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

LITTLE BROS. LTD., VANCOUVER, B.C.

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.
We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.



ALBATROSS BRAND
TRADE MARK

CLAYOQUOT-SOUND CANNING CO. LTD.
J. L. BECKWITH, AGENT
VICTORIA, B.C.

FRESH
BRITISH COLUMBIA




PILCHARD

Your Customers Will Like
**ALBATROSS
BRAND
PILCHARD**

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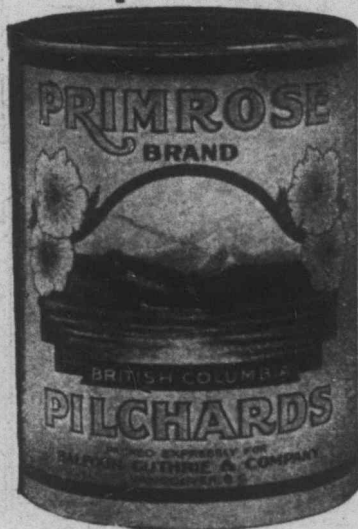
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Try the "Want Ad" Page*

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

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CANADIAN GROCER

ADDRESS

143-153 UNIVERSITY AVE., TORONTO

"The Mysterious German Onions"

On nights when the German air raiders were out, they sent up strange, luminous balls behind their lines and anchored them above the clouds—globes of fire which could be seen for forty miles or more. What these "onions" were, or how they were kept in stationary position above the clouds, is still a profound mystery. The Allies never learned anything about them, but the Allied night bombing crews steered their course to the Rhineland by the luminous buoys thus provided.

What is known about the onions is told by Lieut. J. Vernon McKenzie in the course of an article, "Raiding the Rhineland," in MARCH MACLEAN'S. It is an intensely interesting article, telling all about the great reprisal campaign which implanted the fear of war in the German civilian heart.

"NO HOPE FOR THE WETS"

"Already the temperance forces are lined up to stop any possible break in the prohibition dam," writes J. K. Munro, in discussing what is going to happen at the coming session at Ottawa. He predicts that Union Government will hold together, but that the habit it has contracted of promising everything asked is going to make a lively session. He expects:

Dry legislation at the earliest possible moment.
The moral reform forces in control.
No change in the Divorce Law.
Tariff concessions made to the West.

*The March number, in fact, is full of live, up-to-the-minute features.
The famous Canadian Ace, Lieut.-Colonel W. A. Bishop is on the cover.*

Some of the outstanding articles and stories are:

The Transformation (a new serial)—By Frederic S. Isham.

A Canadian King-maker (the story of Lord Beaverbrook in Britain)—By Maurice Woods.

Fitting in the Returned Soldier—By George Pearson.

The Three Sapphires—By W. A. Fraser.

The Strange Adventure of the Nile Green Roadster—By Arthur Stringer.

Fakers—and Others—By E. Ward Smith.

Lend Me Your Title—By Onoto Watanna.

A Shady Deal—By Archie P. McKishnie.

The City of Lost Laughter—By Mary Josephine Benson.

The Voice of Canada Interpreted

A new department starts in this number given over to summarizing and presenting opinion in Canada on outstanding topics, as reflected in the press. In this issue the department is given over to a careful compilation of opinion on the problems of the returned soldier.

Events of the World in the Remaking

Germany Ready for Trade War
Three-Year Marriages in France
No Solution in Ireland Possible?
Controlling Booze in Britain
Is Czar Still Alive?

Did Dr. Diesel Die?
The Secret British Ferry
The Poison That Didn't
The Problem
The German Spy in Holland

The Mysterious Sinn Fein Leader
Why Harrison Fought Lloyd George
Hun Spies Outwitted
Will Trotzky Hire Huns?
The Achievements of Allenby

Over 65,000 Canadian Families Buy

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Guelph, where our distributing centre is located, is ideally situated as a point of quick, satisfactory deliveries.

We guarantee our patrons this service and have always on hand an ample stock of

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from which we can fill your orders on short notice.

You can always rest assured that the quality of our goods is everything you would wish for—everything your customers would wish for, too—the kind that will bring them back to you for further supplies.

Ask us to quote you on the
quantity you require.

OUR SERVICE SATISFIES



HUGH WALKER & SON

GUELPH, ONTARIO

How to Build Up a Poultry Feed Business

The right kind of grocer does not merely "supply his customers"; he thinks for them, plans and works for them. Their success is his success. The real live grocer is eager to get the poultry feeds which will please his customers and develop their patronage. Only the BEST feeds will do. The only feeds that the grocer can GUARANTEE to make bigger chicks and to make hens lay more eggs, are



PURINA

CHICK FEED, CHICKEN CHOWDER, SCRATCH FEED

What excuse can any grocer have for not carrying a stock of Purina Poultry Feeds when they are backed with this guarantee? A few cents difference in cost in the hundred pounds is a mere trifle and not worth considering in view of the genuine superiority of Purina Feeds. Grocers can be of help to their customers if they will read up on Poultry and be able to give advice when asked for it. Our 64-page Poultry Book will be sent you or any of your customers on request.

This Book is authoritative, simple and short, but very practical. Reading it will greatly assist grocers who handle Poultry Feeds.

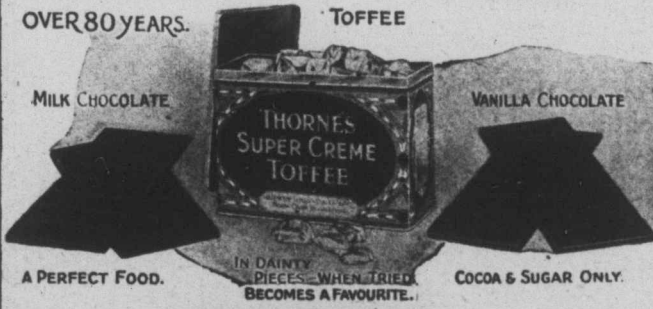
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The Financial Post

This is a business man's paper. It is of interest to every man who has money invested either in his own business or in bonds and securities of various kinds. It is published weekly, and the news is given in very readable form.

Wholesale and retail merchants find it valuable because they are interested in market tendencies and market factors, not only as applied to their business, but also as applying to business in general. They need to know conditions local and remote. They need information to enable them to buy right and sell safely.

And the knowledge they need they can have for the insignificant sum of \$3 annually.

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Please enter me as a regular subscriber, commencing at once. If I am satisfied with the paper, I will remit \$3 to pay for my subscription on receipt of bill.

P&P

Especially Tea

WE all know that both wholesale and retail merchants have a difficult road ahead before prices of commodities are adjusted anywhere near a normal basis; but we shall do our utmost to make the road as easy as possible.

In regard to Tea: Freight rates are falling and shipments which may be made from the East will lay down here at considerably less cost than the stocks now on hand. But stocks in Canada are heavy and very little will be shipped until these stocks are cleared up. So both retail and wholesale merchants should be able to dispose of what they have on hand without much, if any, loss.

The selling plan we adopted the first of this year relieves our customers of any risk of losing anything but the most trifling amounts on Red Rose Tea whenever prices may drop.

Write us and we will be pleased to give you particulars.

T. H. Estabrooks Co., Limited

7 Front St. East, Toronto





This Card is a Money Maker

It pictures the Colman-Keen Products in natural colors and has a powerful selling appeal which will keep your stocks of these quality products moving. We send this card free to dealers anywhere in Canada. Charges prepaid.

Canadian Agents:

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



Urge her to try it just once

Get the good housewife acquainted with the unusual goodness of Ingersoll Cream Cheese and you'll find it a ready seller afterwards.

Ingersoll Cream Cheese comes in neat-looking sanitary cartons that make effective displays. Our stocks are always fresh and big enough to take care of your order promptly.

Send it in to-day.

Ingersoll Packing Co., Limited
INGERSOLL, ONT.

CANADIAN GROCER

normal times.

TORONTO, FEBRUARY 28, 1919

No. 9

No Likelihood of Declines in Soap

Newspaper Comments and Unreasoned Selling to the Contrary—There is no Warrant For the Assumption That Soap is to Decline—Conditions in Soap Product Markets Preclude Such a Possibility

THERE has been some uncertainty as to the future of soap owing to the fact that in some parts of the country wholesalers who were fairly heavily stocked with soap have for some reason concluded that declines in the product were imminent. This opinion was doubtless fostered by the declines in edible fats with which the wholesale trade, in the nature of things, were familiar, and to the spectacular decline in all fats following the signing of the armistice.

The wholesaler generally has been pretty well supplied with soap, which has been purchased on a rising market, so that even at the prices being offered by some of the trade, there is a profit in it for them. It may be that they are anxious to give their customers the advantage of these conditions, but the general inference is that they expect to go on the market again when their stocks are disposed of and replace them at lower figures.

Tallow Market Reacting

Unfortunately, conditions do not appear to warrant any such possibility. It is true that there has been a marked decline in fats on the American market. It was generally concluded that the cessation of hostilities would mean a heavy buying movement from overseas, and this impression gave an added firmness to the tallow market. There were conditions, however, that were not then realized, these referred largely to the strained financial condition of the warring nations and the necessity of stabilizing conditions before any extensive purchases were undertaken. The result of this condition was, of course, that there was a smaller demand than was anticipated, and this naturally had a depressing effect on the market. At the present time, however, there is a reaction taking place, and there has been an advance of 2 cents a pound on these low figures, as the market begins to recover from the depression caused by the failure of these great expectations.

J. E. Ganong, president of Lever Brothers, in speaking of conditions in the laundry soap industry, stated that there was small likelihood of any de-

clines in the near future. The general market conditions were enough to preclude any such possibility. For one thing, manufacturers had been prevented by American embargoes from purchasing American fats, and had for that reason to import from as far away as Africa and Australia, with the high freight charges that such long hauls entailed. Moreover, these purchases had to be made well in advance to assure the arrival of stocks, and as a result, supplies have been arriving from these countries until recently, and manufacturers were carrying considerable stocks of these high-priced fats. They will, in all probability, be forced to take a loss on these products, but a portion at least will have to be borne by the product.

Price Still Far Above Normal

But even apart from this fact, fats, even at their present decline in price are costing over twice what they did in normal times. Rosin, which is a very important component, is two and a half times its normal pre-war figure, and in this one item alone there is an increase of 50 to 60 cents on a box of soap. Chemicals represent an advance of 75 per cent. Freight about 50 per cent., and this applies not only on inward freight, but on outward freights, for soap prices are on a delivered basis. That in itself is an item that the retailer would do well to consider. Then there are the items of coal, labor, boxes, and other incidentals that are all costing approximately twice what they did in normal times.

"There has," said Mr. Ganong, "been an increase in the production costs of soap of 80 per cent., and taking the present weight of laundry soap per box, it would be impossible to make money at present market figures.

Glycerine Market Condition Important Factor

"But the most important factor in stabilizing the market," continued Mr. Ganong, "is the change in the glycerine market. Glycerine is one of the most important by-products of soap, and is an essential component in the manufac-

ture of many high-explosives. During the course of the war, therefore, there was a great demand for glycerine, which therefore reached unheard-of figures. The profits made on glycerine were deducted from the buying price of the fats and the price of the manufactured soap figured on this tallow cost, less the glycerine profit. With the cessation of hostilities, however, the value of glycerine has again become merely nominal. There is no profit in it to figure against tallow prices, and soap has to bear its own production cost.

"Manufacturers of soap," continued Mr. Ganong, "are not making large profits, and during the war they have kept the price as low as was possible under the conditions that prevailed. They would be glad to reduce prices now did conditions justify such action, but they do not. Only very sharp further declines in fats could result in declines, and these are hardly within the realm of possibility. There is a world demand for fats that must make itself felt on this continent sooner or later, and when it does there will be increasing fat prices, that must of necessity be advancing soap costs. The wholesaler who is unloading stocks now will unquestionably have to replace them at higher figures. He cannot possibly stay off the market long enough to assure a decline."

W. F. Bowen, sales manager of the Palmolive Company, and A. P. Taylor, managing director of the John Taylor Company, in dealing with the toilet soap situation, stated that as far as toilet soaps were concerned there was no probability, even remote, of declining prices. During the war there had not been any money made on soap. Not that there had been no money made in the soap business, but it had been made on the by-product glycerine. Mr. Bowen stated that the toilet soap manufacturers had been urged to double their production and had done so as a patriotic duty. It was no easy matter, he stated, to dispose of a doubled production, and for that reason the soap was sold at cost, and the profits that accrued to the manufacturers came entirely from the

Continued on page 42

Dealer Directs Customers' Purchases

Fourth Article of the Series

The Merchant is an Authority on the Quality of Goods.

YOU have got to choose a certain brand of a particular line of goods and more or less feature it where there are a number of brands of the same article on the market, if you want to make a success of its sale and show some profit on the transaction."

This was the statement of F. A. Nixon, who operates two grocery and meat stores on Barton Street, Hamilton, Ont.

"We stock nearly every one of the better known grades of soap, but we specialize on one brand."

"What was the reason for choosing that brand?" was asked.

"There are eight or ten brands of soap that are asked for sometimes by different customers. A dealer may either put in a good stock of all these lines, which would entail quite an outlay and show him no advantage, or he may stock a limited quantity of say eight of these brands, and stock heavily on the ninth. The latter method permits him to get a special price on this line in quantities, cuts down his investment, and so makes it worth while featuring.

"That is the system we adopt. There is no other way of making money we believe on such a line as soap. We do not campaign against any of the other brands. If people insist on a special brand, they get it. But it is a simple matter to call the brand we feature to the customer's attention in a quiet way, pointing out its merits and suggest a trial order. In this way we have developed the largest part of our soap trade on one particular brand. We could have developed the same interest in any other line had we considered it to our interest to do so. We merely chose what we believed to be the best value at the price and devoted our attention to it. In this way we have made some money on soap that we would not have made had we not devoted out selling energy to one particular line."

Grocer's Advice Often Asked

Pollock Brothers, also on Barton St., Hamilton, carry a comparatively full line of soaps. "Where people ask for soaps by name we give them just what they ask for," Mr. Pollock states. "There are a great number of people, however, who ask us to suggest a good brand of soap. We feature two brands, and in such cases we find out just the sort of work for which they require it, and then suggest one or other according to the kind of work for which it is intended. In this way we introduce these lines to the customer, and very often it follows that they find these soaps suit their needs perfectly and ask for them by name when they next order. We find that in this way, by a suggestion now

"I was in another store recently," said a prominent retailer, "and heard a traveller trying to introduce a new line. The merchant was evidently anxious to get rid of the traveller. 'You develop a demand for it,' he stated, 'and I'll stock it.'

"That traveller probably returned to his firm convinced that the retailer couldn't develop sales.

"When I questioned the merchant's wisdom in making such a statement he said: 'There was nothing in it for me, why should I put any effort into selling that line when it would be merely killing the sale of a similar line that I have developed?'

"Then you could sell it?" I asked.

"Certainly I could sell it if it was of any value to me."

"Then why, in the name of all that's good, didn't you tell that traveller the truth?"

The evidence in the case of this and all other articles published in this series is on file in this office.

and then we can readily influence customers without any appearance of trying to substitute lines that we are more anxious to sell."

"Can the dealer sell the kind of soap he wants?" James Dale, Barton and Wellington Streets, Hamilton, was asked. Mr. Dale thought that in the great majority of instances he could. There were some people with whom it was unwise to make any suggestions. Most people, however, were glad to hear the grocer's opinion.

"As an example of what the grocer can do in the way of selling," Mr. Dale continued, "I had a number of cases of a certain brand of soap in my cellar. It was bought some time ago, and consequently at a much better figure than it could be purchased to-day. I am specializing on this soap at the present, and am making some money on it. It was a soap that I had never tried to sell much and consequently it had become buried among other stock. With this inducement of better profit, however, I am specializing on it, and find that I can sell it readily."

These grocers were all situated within a comparatively narrow radius, selling the same trade, yet each had pinned his faith on a different variety of soap. Each was convinced that he was selling an article that would give the customer the very best of satisfaction and was developing a trade in these lines. Yet they were selling to customers who were brought under the influence of the same general advertising mediums, and might logically therefore be expected to demand the same variety of goods.

These retailers all pointed out the value to them of the consumer advertising the soap firms were doing. This

Many Specialize on One Line So That Quantity Price May be Secured.

helped them to successfully push the brand they got behind in each case. But from these advertised brands each selected the one he considered in his best interests to get behind.

Definite Opinions of Quality and Value

When D. Nicolson, Roncesvalles Ave., Toronto, in conversation with a CANADIAN GROCER investigator, was asked about his soap sales, he stated casually that a certain soap was the best value. "What soap do you sell the most of?" he was asked. His reply was, again the name of the soap that he had described as the best value. "Do you tell your customers that this is the best soap?" he was asked. "It isn't the best soap," he replied, "— is the best. But I think it is the best value for the money, and it is as good as the best for most purposes, and I tell people that. If they ask for a more definite opinion I tell them that the other soap is the best. I sell them both, but the great bulk of my soap sales are of the brand I spoke of."

Changing Taste Gives Grocer His Opportunity

"Do people ask for soap by name?" Mr. Nicolson was asked. "In a good many instances they do," he replied, "but they change very frequently. The housekeeper grows tired of certain sorts of soap just as she does of certain brands of tea, and wants a change, and she always asks our advice. It is then that we have the opportunity to tell her just what we know about these soaps. She wants to know about them and is readily convinced, that when we say we think a certain brand is best, usually she will become a steady user of that brand."

Frequent Advertising Builds Sales

The soap trade in Toronto is badly cut up on account of so much price-cutting, particularly on the part of the large department stores. Nevertheless, retailers in one section of the city were found to be pushing sales of different brands of soaps.

In West Toronto, William Rowntree & Son stated they were selling most of a certain brand. This brand had only come to the front so far as their store was concerned within the past year and a half; prior to that they sold most of another familiar brand. Mr. Weeks, salesman in this store, stated, when asked reasons for the big sale of their most popular brand, replied that it was the one they were advertising most frequently on their circulars, and they always took the opportunity to bring it to the front whenever just "soap" was asked for. They considered the line good value, and they knew it was satisfying the majority of their customers.

"Of course," he said, "we sell other brands as well, but not nearly so much of them. Often we get in a good big shipment of another line, and when we advertise it on our bills we have no difficulty whatever in selling it."

M. J. Tobin, also in West Toronto, stated that their sales were fairly large in two kinds of soaps. They used to sell more of some of the other brands, but these two lately had come to the front. By buying in large quantities, Tobin & Co. were in a position to secure a better price, so these were the two lines they were selling when simply "soap" was asked for.

Grocer Forms Customers' Habits

Mrs. Ross, corner Dundas and Humber-side Avenue, West Toronto, had biggest sale in still another brand of soap. Asked as to the reason, she stated it was because this was the brand she got her

customers to purchase months and years ago, and once they got into the habit of using it they came back for it. She sold some of the other lines—all extensively advertised to the general public—but her customers were always willing to accept, generally speaking, the brand that she bought most of.

These three merchants are within a few blocks of one another. Their experience goes to show that the merchant can sell the brand of soap he gets behind as long as he knows it is of good quality. Naturally, if the brand selected depended entirely on the customer, these merchants would have their biggest sales in the same brand of soap. They draw their trade from exactly the same district. In fact it is safe to assume that sometimes consumers buy from one store and sometimes from another.

Mr. Weeks, of the William Rowntree,

stated: "We can sell any good quality line we wish. For instance, if we are selling most of a certain brand of goods and a salesman comes in and offers us one of equal or better quality, and we feel we can make more money on it, we can kill the sales of the first brand in a few weeks' time. We have no difficulty whatever in selling our customers a new brand of any goods. They know us well and have confidence in the store."

No better evidence of the independence of the retailer in selling can be given than the above. The investigations that have been made demonstrate that the retailer is largely influenced in selecting a certain brand of a particular line by his knowledge of its character and quality, its suitability from the customer's standpoint, and the margin of profit he can make on it by purchasing in quantity.

Would Change Adulteration Act Make Manufacturers Liable

By T. M. FRASER, Ottawa, Representative of Canadian Grocer

AT the coming session of Parliament the Adulteration Act will be revised. It is out of date, and, in many respects, inefficient, as those charged with its administration know. The chief analyst, Dr. A. McGill, is preparing certain changes in the act, which, it is hoped, will have the effect of doing away with or lessening much of the sale of adulterated foods which now prevails.

Food inspection in the United States has always been considered to be more effective than in Canada, for well defined reasons. They have required that the inspector shall be qualified, and shall give his whole time to the duties of the office. In Canada the inspection has been performed by officials of the excise department, who get a little extra pay for doing the work, and have always looked on it as a side line. It is not their life business.

Should Restrict Adulterated Goods Getting to Retailer

In the United States, again, they require that when any article is brought into the country or from one state to another, if it is an article covered by the Food and Drugs Act, a sample shall be taken when it is brought in, and sent to a Government laboratory, of which there are 26 in all. The consignment is not delivered to the importer until the analyst has pronounced on its purity. This procedure has the effect of preventing adulterated goods from getting into the country at all. There is no such procedure in Canada.

In discussing the matter with the CANADIAN GROCER, Dr. McGill said: "I have known carloads of pepper shells, exhausted cloves, or spent ginger, which are valueless as articles of food, but useful for adulteration, brought into the Port of Halifax, but which we have got

trace of only when they went into "circulation" in the retail store. Then it was our duty to get after them at thousands of widely scattered points all over the country. They should be stopped at the port of entry." It is expected that this will be one of the points in which the act will be revised.

"I believe the majority of retailers handle adulterated goods, not knowing they are such. The manufacturer who makes the goods knows, of course, that they are adulterated; yet it is the retailer we have to punish."

40 Per Cent. Pepper Adulterated

Whenever adulterated goods are under discussion, the case of pepper naturally comes up. It is the most extensively adulterated spice on the market. Of over 420 bulletins issued from the laboratory at Ottawa since 1887, eleven have been on pepper. Whiskey, apparently, runs it less than half as hard. Maple syrup, judging from the laboratory statistics, and milk, are the only food products which appeal more strongly to the unscrupulous vendor as subjects of adulteration. The average adulteration of pepper throughout Canada during the 33 years from 1877 to 1910, was 40 per cent., but this is much exceeded in certain districts in Quebec, which appears to be a favorite section of the country for the disposal of adulterated goods.

It seems unfortunate that, in this matter of adulterated goods, the habitant, who is usually a pretty keen bargainer, could not be shown that the cheaper price he pays for such adulterated goods is not, in reality, a saving at all. Pure goods are not only better, but cheaper, than compounds. Compound coffee, for example, is never good value. It is very largely made up of stuff like

New measures will probably be forthcoming soon that will make invoice of goods equivalent to a Government warranty, and will place onus for adulteration on the manufacturer.

chicory, roasted grain, or peas. A half pound of good coffee "goes further" than a pound of adulterated, and does not cost any more, if as much. "If it is coffee you want," says the chief analyst, "you do better in every way by buying half the quantity of the pure stuff." The same is true of spices.

Under the Canadian Act we allow compounds and mixtures. The matter is covered by the following sections:

"Sec. 24. Notwithstanding anything in this Act contained, no food or drug shall be deemed to be adulterated in the following cases:

Mixtures

(a) Where any matter or ingredient not injurious to health has been added to the food or drug, in case such matter or ingredient is required for the production or preparation thereof as an article of commerce in a state fit for carriage or consumption, if the same has not been fraudulently added to such food or drug for the purpose of increasing the bulk, weight, or measure thereof, or to conceal its inferior quality, and each package, roll, parcel, or vessel containing every such article of food or drug manufactured, sold or exposed for sale is distinctly labelled as a mixture in conspicuous characters forming an inseparable part of a general label thereon bearing the name and address of the manufacturer;

Patent Medicines

(b) Where the food or drug is a proprietary medicine or is the subject of a patent in force, and is supplied in the state required by the specification of the patent;

Continued on page 30

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

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IS CANADA'S MERCANTILE LIFE PROPERLY RECOGNIZED?

MUCH is heard to-day of the efforts of Canadian statesmen to develop export business for Canadian manufacturers and farmers. The energies of the Trade and Commerce and Agriculture Departments at Ottawa are directed towards the building up of Canadian trade outside of Canada's boundaries. Which is quite alright as far as it goes, but has the mercantile life of Canada ever been given the opportunity to extend and expand as its position in the life and well-being of Canada deserve? Is it possible for one to point to action by our Government towards the betterment of the commercial community?

Most decidedly no! and when one mentions a wholesalers' association, a retailers' convention, or a gathering of the boards of trade, there is a certain element which regard their activities with suspicion—some plan to get the poor consumer's dollar is being hatched. The merchant to-day is looked upon as a necessary evil—as a middleman who renders little or no service and reaps enormous profits.

The mere fact that when John Jones is out of a job for a couple of months, his grocer supplies his foodstuffs and takes a chance on ever getting paid for them; the realization that when crops are bad and money scarce the farmer has an excuse to forestall payment of the hardware he has bought during the season; the undoubted truth that many a spring or fall suit would not be part of milady's wardrobe were it not for her dry goods merchant extending time

payments, are all forgotten when an effort to secure recognition of the vital force in the upbuilding of the country which these and other merchants exert. Retailers and wholesalers must be in league to reap bigger profits—their position is constantly the butt of an uneducated press playing on the credulity of the people.

There are many benefits which have accrued from the associations which the various trades have formed. Discussions on merchandising have brought forth many helpful solutions to the difficulties facing the trade as a whole. However, a step further might be made—a move of distinct advantage to Canada's commercial life—in the appointment of a Governmental bureau, free from political interference, to which a merchant can go when in doubt as to how to conduct any certain phase of his business, or to secure the basic principles of commerce, in the event of a new factor wanting to start up for himself.

What are the difficulties of the beginner? Insufficient capital; lack of knowledge of the business, of how much profit one should earn, how much and of what nature should expenses be, how should books be kept, how should credit be handled, what of buying, selling, does insurance really protect as it should? How many merchants really know that they are protected by the insurance policy in the safe—are they paying a premium for something or nothing?

Isn't it true, that many beginners look on a sale of an article for 25c whose invoice cost was 20c as netting 5c profit? Isn't it just this same ignorance which leads many into the ridiculous price-cutting often indulged in—to make a showing, but eventually to close up shop, leaving behind a distrust in the minds of the consumer as to the integrity of those who carry on successfully?

Isn't there a field then for an Information Bureau open to all where hard, sound facts can be gathered on the basic principles of business? It is to the interests of those merchants now in business that the beginner build his structure on a rock. The commercial life of the country would be better, infinitely so, were such a bureau established.

The establishment of a bureau of information, a clearing house for ideas is practicable. Buying, selling, bookkeeping, credits, insurance, costs—these are factors which can be treated by underlying basic principles and the proficiency of the pupil will determine the increase of success which will be his. Failures are not a good thing for business and if a bureau can be established which will assist in reducing these to a fraction of their present frequency, then should that bureau be established and secure the support of all factors in the business life of Canada.

Wholesalers Discuss Their Problems

Relationship With Manufacturers Among the Important Points on Programme of the Ontario Trade's First Annual Convention—Province Well Represented—Visits to Factories

By Staff Representative

TORONTO, Feb. 26.—H. W. Chamberlain, of the F. J. Castle Co., Limited, Ottawa, presided at the first annual convention of the Wholesale Grocers of Ontario, which opened here in the King Edward this morning.

The address of W. P. Eby, of Eby Blain, Limited, Toronto, chairman of executive committee, was perhaps the feature of the opening session, as it outlined the work the association had been doing and made a number of important suggestions, which will be taken up later.

Zepherin Hebert, president Hudon Hebert, Limited, Montreal, occupied a seat on the chairman's right as a guest, but during the proceedings he put forward his application as an active member.

Mr. Eby pointed out the association had under consideration the relations with the manufacturer—the policy of the manufacturer who takes orders for a portion of his output, either direct or through the salesman, to be shipped direct from factory to the large retail buyer and sells the remainder of his output through the wholesale trade.

"The questions that arise out of this discussion," he said, "I am now submitting for your consideration as follows, and I would suggest you appoint a small committee, who can recommend the proper course to be adopted and report to the convention before its close:

- (1)—Should a manufacturer sell direct to certain large retailers, taking all the margin of profit to himself while he sells the balance of his output through the wholesale trade?
- (2)—Should a manufacturer sell his goods, whether direct or through the wholesale trade to all retailers at the same prices and terms so as to put all retailers on an equal basis as competitors—

OR

- (a)—Should a manufacturer sell large orders to certain retail buyers at lower prices or on more favorable terms than to the small retail buyer? If so, what difference in price should be made, and for what reason?
- (b)—Should a manufacturer sell large orders to certain retail buyers which may be shipped direct to the retailer and charged through the wholesaler, on a lower margin of profit than if the same order were shipped by the jobber from his own stock? If so, what should be the difference in margin?
- (c)—Should a special discount be allowed off the manufacturers' list which shows a stipulated margin on orders for five cases or over, or should the price be the same for any quantity?
- (d)—Is the inducement of freight being paid for the buyer on five cases of any commodity sufficient to convince him it pays him? Corn syrup and starch are good commodities

to bear in mind when considering the question.

- (e)—Should a wholesaler handle the manufacturer's goods who sells part of his product direct to the retail buyer, allowing the jobber no profit?
- (f)—Should a wholesaler have a fixed margin of profits according to the character of the goods, so as to work out a fair average basis for doing business?
- (g)—Should the margin of profit allowed by the manufacturer be a rebate or discount off the selling price to the retail trade, or an advance on the cost of the goods to the wholesaler with a fixed selling price?
- (h)—Should we lay down a rule that special prices for quantity orders of proprietary lines, say in five case lots, should get a better discount than the single case buyer?
- (i)—If certain wholesale houses sell to certain retail buyers at a discount off the jobber's stipulated margin, would it be better to allow the manufacturer to reduce his margin to a smaller discount and enable him to lower his price so as to be able to meet competition if necessary in the interest of the manufacturer as a temporary expedient?

"In the new order of things we now find associations being formed, all of which seem to be aimed at increasing the profits of their own trade without proper consideration for the wholesale grocery trade—in fact, the tendency of these associations seems to be to squeeze the jobber down to the lowest possible margin that he will accept without declining to handle the goods. Among them, I might mention the Jam Makers' Association, the Paper and Paper Bag Association, the Confectioners' Association, the Biscuit Makers' Association, the California Dried Fruit Association, and many others, and unless we have a strong organization to look after our interests our margins are going to be cut down until the business becomes unprofitable.

"As illustrations, only recently the confectioners reduced their cash discounts from 2% to net thirty days. The jam makers in the association, I understand, have reduced the margin of the wholesale trade from 15% to 12½%. The biscuit makers have reduced the cash discount from 3% to 2%. The California Dried Fruit Packers have abolished the cash discount of 1¼% which was formerly allowed for cash payment on arrival and the different canners in Ontario who used to allow a cash discount of 1½% have, by agreement, abolished this discount and made the terms net 30 days. All of these changes, gentlemen, have been made without regard to and without consulting the wholesale grocery trade, and go to show the necessity of our getting together so that we can be properly represented in the discussion with such organizations of the question of our interests in the distribution of their products.

"May I suggest that you give some consideration and appoint a committee to report on the following items which at present are on an unsatisfactory basis as far as the wholesale grocery trade are concerned:

- (1)—LEAKS AND SWELLS IN SALMON—Purchased in British Columbia. At present no provision has been made by the packers for this contingency, and losses incurred from leaks and swells and bad tins are borne entirely

by the wholesale grocery trade.

- (2)—ALLOWANCE FOR LEAKS AND SWELLS ON CANNED GOODS—At present the allowance of ¼ of 1% is not, in my opinion, sufficient compensation for the claims made by the retail trade. I would suggest that this allowance be increased to at least ½ of 1% to cover leaks and swells, except in instances of defective goods, in which case the entire loss should be borne by the packer.
- (3)—LEAKS AND SWELLS IN LOBSTERS—While the majority of the packers guarantee their goods free from leaks, swells and black tins, under the present system it is necessary for the wholesale house to keep track of every individual tin returned, some of which are open and have to be thrown out, and a small percentage of them actual swells. Some proposal should be made to the lobster packers along lines that would provide for a uniform allowance on each invoice to provide for contingencies of this kind. Only recently I had a conversation with a large lobster packer, who made the statement that in shipping lobsters for export, it was customary to deduct 1% from the invoice to cover leaks, swells and black tins. No allowance, as far as I know, has been made to Canadian buyers.

A committee was appointed to consider the points suggested in Mr. Eby's address.

A. C. Pyke, the secretary, submitted his first annual report, which will be reviewed in next issue, together with the other addresses.

The convention delegates were the guests of Lever Bros. at a most enjoyable luncheon in the King Edward at noon, and after lunch visited by motor car the factories of Lever Bros., Christie Brown & Co., Ltd., and Robertson Bros.

Complete report will appear in next issue.

Delegates Present

A. B. MacLean, A. B. MacLean & Son, Welland; W. D. Martin, Stratford Wholesale Grocery Co., Stratford; A. M. MacLean, Hunter & Co., Pembroke; W. G. McLauchlan, McLauchlan & Son, Owen Sound; J. H. Simpson, The Simpson Co., Guelph; J. H. Illing, Randall & Ross, Kitchener; E. J. McDowell, McDowell & Morris, Oshawa; J. Harding, The Harding Co., St. Thomas; John E. Davy, Robertson Grocery Co., Kingston; S. W. Somerville, Bristol Somerville Co., Hamilton; O. E. Truesdale, Geo. Foster & Son, Brantford; W. T. Harris, W. T. Harris & Co., Owen Sound; J. W. Charles, Woolnough-Marland Co., Niagara Falls; L. H. Major, L. H. Major and J. Soubliere, Ottawa; H. L. McNally, National Grocers, Ltd., North Bay; A. G. Olive, Geo. Foster & Son, Brantford; A. Per-ras, S. J. Major, Ltd., Ottawa; St. Clair Balfour, Balfour, Smye & Co.; H. C. Beckett, W. H. Gillard & Co.; Samuel

Continued on page 42

THE CLERKS' DEPARTMENT

HOW THE CHEESE TRADE WAS LOST

While standing admiring the grocery windows of a prominent grocer in Western Ontario, a customer came out, accompanied by another lady. Their conversation had started on the inside and the writer just caught the ending, which was: "Yes, what you say is true, they keep nice goods, deliver promptly and are obliging, but they do keep a dirty cheese counter, scales and knives, and that is the reason I do not buy my cheese there."

BAD 'PHONE SERVICE LOSES A CUSTOMER.

"I am not going to call that grocer up again," a woman was heard to remark recently after getting in touch with her grocer for some goods.

The trouble was that a clerk got on to the other end of the line who had never been trained to answer the phone and who could not get the order unless the customer repeated each item four or five times, many of them had to be spelled.

Every retail salesman should know how to use a telephone before he or she attempts to take an order over the phone.

THIS IS NOT SALESMANSHIP

A woman was heard to remark recently that she had purchased an article from a store at 25c whereas her own grocer had been charging her 45c for the same thing. She immediately thought her dealer had been robbing her. Upon enquiry it was found that the dealer who was selling this article at 25c was losing money. It had been handed out by a clerk who evidently did not know the price of the goods. Not only was he losing money for his employer but his action was placing discredit on a merchant who knew something about his costs and knew what he should get for every article. Salesmanship is often defined as selling products at a profit. It is not salesmanship to hand out an article at 20c less than its proper price.

THE CLERK CAN MAKE THE FRUIT STAND

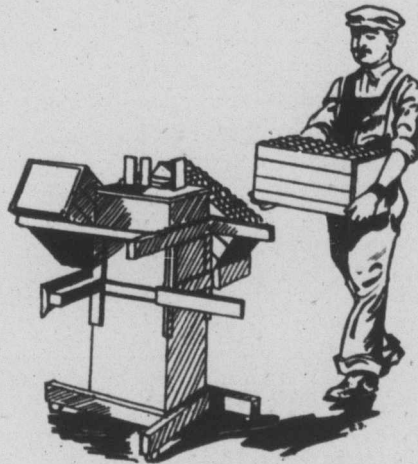
A convenient wheeled support for boxes in which fruit or other material has been packed, or is being packed, consists of a square central column, from each side of which project two arms placed at different levels to hold a packing box at an incline. Four legs, projecting horizontally from the sides of the central column at the base, in the same manner as the supports already mentioned, are provided with castors on which the fixture can be moved

To the Clerk

This department has been started to tell little incidents that may prove of real interest to the clerk. It is devoted entirely to the interests of clerks. CANADIAN GROCER, in inaugurating this department is confident that a page devoted entirely to the employees of the store should be of unusual interest. It is hoped, too, that clerks in all parts of the country will consider this page their own, and will submit ideas that may be of interest to other clerks, or suggestions that may be discussed.

How about getting together on this matter and making this page a real success?

about. A tray for holding packing paper is mounted on the top of the stand.



Packer's Wheel-Mounted Truck, or Stand, Which Holds Four Boxes at a Convenient Angle.

WOULD CHANGE ADULTERATION ACT

(Continued from page 27)

(c) Where the food or drug is unavoidably mixed with some extraneous matter in the process of collection or preparation;

Compounds

(d) Where any articles of food not injurious to the health are mixed together as a compound, and sold or offered for sale as such, with each package, roll, parcel or vessel containing such articles distinctly labeled as a mixture in conspicuous characters forming an inseparable part of a general label bearing the name and address of the manufacturer.

"Suppose that you, as a consumer buy pepper," said Dr. McGill. "The retailer is the only man you are dealing with; and, for the purposes of the Act, he is the only man who has defrauded you; but we should be able to get at

the manufacturer, who is, usually, the guilty party. The present Act nominally protects the retailer, as it provides a form of warranty, which the dealer may demand; and if the dealer holds this, he can bring in the manufacturer as a party, and possibly prove that the guilt lies with him. But in actual practice the retailer does not get this one time out of one hundred, and in many cases he would have trouble getting it if he wanted to. His stock is often, if he is a small dealer, practically owned by the wholesaler who supplies him."

The matter of warranty is dealt with in section 33 of the Act:

"If the person accused proves to the court before which any prosecution is brought for selling, offering or exposing for sale any article of food or drug that has been adulterated, that he purchased the article in question for and as an article of the same nature, substance and quality as that demanded of him by the purchaser or inspector, with a warranty to that effect according to the form in the third schedule to this Act, and also produces said warranty at the trial had on such prosecution, and also proves that he sold it in the same state as when he purchased it, and that he could not, with reasonable diligence, have obtained knowledge of its adulteration, he shall be discharged from such prosecution, etc."

It is probable that Parliament will be asked to so amend this that if the retailer can produce an invoice covering the goods, it will be sufficient as a warranty, and the onus will then revert to the party issuing the invoice.

"Our desire is," says Dr. McGill, "to protect the retailer, if innocent, as I believe he usually is. There are occasions when the retailer is induced by a traveller to buy goods which are verbally guaranteed to be pure. When the goods arrive, the invoice shows that the pepper, say, is a compound. If he has a witness to the transaction, the blame must revert to the seller."

"We are anxious that the public should take an interest in this question, because they are most concerned, and such amendments as we propose should be made in the Act will be for the benefit of both the dealer and the public."

On October 1st, the Inland Revenue Department, under which this matter comes, was transferred to the Customs Department. The system of inspection has been reorganized. Canada is now divided into 25 districts, each under an inspector, who will give his whole time to the work, and be competent to perform its duties. The Proprietary and Patent Medicines Act is also to undergo revision.

CURRENT NEWS OF THE WEEK

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

Maritime

Currie & Robinson, general merchants, Penobsquis, N.B., have sold to Robinson & McLeod.

Quebec

J. A. Hobbs, general store, Devizes, sold to T. E. Pitt.

T. Clarke, grocer, Toronto, has sold out.

R. J. Quinlan, grocer, Basingstoke, is dead.

Wm. Kellett, groceries and hardware, Toronto, is discontinuing business.

W. H. Kerr, London, has sold to J. Brown, who will take possession March first.

Brady & McQuiggan, general merchants, Straffordville, have dissolved partnership.

Leonard Bros., general merchants, Mond, are closing their Crean Hill Mine branch.

G. W. Buzzell & Co., general merchants, Abbotsford, have dissolved partnership.

J. J. Clifford, of Canadian Fisheries Liverpool, N. S., was in Montreal this week calling on the wholesale fish trade.

J. L. Patenaude, president of the firm Patenaude, Carignan, Ltee., Montreal, is starting on a business trip in the principal cities of the United States.

The Kavanagh Provision Co., corner Ontario and Bleury streets, Montreal, have expanded their business here through the purchase of a shop at 232 Laurier avenue, and where they will considerably extend their retail selling.

S. G. Bendon Utility Co., Montreal, Que., have opened a branch in England at Spitalfields Market, London. This branch, it is understood, will be under the direction of Mr. S. G. Bendon's brother. They also are extending their operations to South Africa and a suitable connection is being arranged there for handling various lines carried on a brokerage basis.

One of the bigger milk sellers of Montreal experienced some difficulty last week with its drivers. As a result some 50 men are reported to have left their various rounds and as a consequence about 10,000 consumers, it was stated, were temporarily without a regular milk supply. The difficulties have now been adjusted and the men are back at their work.

C. Green, vice-president of Carter, Macy, of Canada, Ltd., Montreal, is leaving for Europe. Mr. Green will be away for several months and will visit the principal centres of Denmark, Norway, Sweden and Finland. In his absence, for part of the time at least, A. V. Junius, the company's China buyer will be

at the Montreal office, before returning to China.

Ontario

M. Stein, Sarnia, has sold to H. Rotzsky.

Geo. Copeland, Creemore, is selling out.

Jas. R. Cutt, Blyth, has suffered loss by fire.

Sarah Kingham, grocer, Toronto, has sold out.

F. A. Campbell, Toronto, has sold to J. E. Tress.

Nelson Perry, Dresden, has sold to Archie Currie.

H. Harding, Hamilton, has sold out to T. S. Marsh.

Benjamin Franklin, Toronto, has been succeeded by L. Dubinsky.

Louis C. Hudson, general merchant, Arva, has sold to Geo. Kew.

Mark Wild, general merchant, Elimville, has sold to Thomas Bell.

Gregor & Davis, Toronto, have been succeeded by Frederick H. Davis.

McKenzie & Co., general merchants, Thedford, have sold to A. M. Crawford.

Findlay & Nichols, Port Stanley, have dissolved partnership. A. J. Nicholas continuing after March 1st.

Findlay & Nicholas, general merchants, Port Stanley, have sold their dry goods stock to J. S. Kingston & Co.

B. A. Coupal, general merchant, St. Jovite, succumbed in the fire that swept the section in which his store was located.

W. B. Crooke, Victoria Harbor, has purchased the butcher and provision business of C. Steer, and will take charge Monday.

G. W. Laing, Ridgetown, who purchased the Leitch grocery stock last week, is moving it across the road to the old Caron store.

A. F. Choate, of A. F. Choate & Son, general merchants, Warsaw, Ont., is in Toronto this week. He was a visitor at the office of CANADIAN GROCER.

Wilmott E. Coates, for many years with the late Stephen Deeves, Brampton, Ont., has bought the business of A. H. Milner of the same town. "Wilmott" is a Brampton boy, and is deservedly popular with a large and growing circle of friends who are delighted to see him take hold of one of the oldest established grocery stores in the town.

Western

Peter Unger, Beaver Flats, Sask., has sold out.

S. Haddad, general merchant, Melav, Sask., has sold out.

Surdia & Oltman, general merchants, Assiniboia, Sask., have dissolved partnership.

The estate of J. T. Cairns, general store, Keloe, Man., has sold to J. H. Cairns.

W. L. Bannister, general merchant, Stephenfield, Man., has sold to Gladstone Bros.

Surdi & Oltman, general merchants, Limerick, Sask., have been succeeded by Oltman Bros.

H. C. Andrews, Calgary manager for the D. H. Bain Co., was in Winnipeg last week attending the Rotary Club convention.

Todhunter-Mitchell Coffee Co., of Winnipeg, Man., has moved from York, and Smith streets to new premises at 97 Higgins ave., Winnipeg.

W. D. Watson has been appointed manager for Western Grocers, Ltd., Vancouver, formerly known as Leeson, Dickie, Gross, Ltd.

STARTING THE SEVEN O'CLOCK CLOSING IN OTTAWA

Move Proves Very Successful, and No Falling Off in Business Resulted

On Saturday night, Feb. 15, a few of the most progressive grocers of Ottawa closed their establishments at seven. The general opinion expressed from the trade seems to be strongly in favor of the new hour. It seems likely that next week-end will find a large number of recruits falling into line until all the larger stores will be shut tight at seven.

R. E. Powell, 290 Elgin street, was very pleased with the way his customers took the earlier closing. The general wish seemed to be to assist the stores as far as possible. Things worked smoothly and he considered that from all points of view, the idea was good.

A. P. Johnson, 368 Bronson avenue, was glad to see the idea gaining ground. He was really quite a pioneer of this earlier closing, because, after the epidemic, he found that there was every bit as much business to be done by seven as by nine o'clock. Since the early part of December, he has never gone back to the old hour and he is most emphatic about his determination to keep up the good work.

Duncan Bell & Co., 310 Bank street, broke the ice for the Bank street merchants and was very pleased with the result. The happy expression on the faces of the staff was good evidence that the movement was highly in favor from their side of the question.

Good results were obtained by B. G. Crabtree, Ltd., 333 Elgin street. The rush was a little heavier than usual, but, thanks to the extra two hours' rest, the greatest satisfaction was felt by all concerned.

WHOLESALE GROCER DIRECTOR OF FIRE COMPANY

J. Leon Patenaude was recently elected to the directorate of the British Colonial Fire Insurance Company, Montreal.

Mr. Patenaude is the founder and president of Patenaude & Carignan,



J. LEON PATENAUDE
Canadian Newspaper Service Photo

Ltd., wholesale grocers, Montreal, and is also interested in many other activities. He is president of LeBerger, Ltd., manufacturers of French pastes; president of the Corona Realty Co., Ltd.; president, Le Cie des Jardins de St.-Isidore, Ltd.; and a member of the Montreal Board of Trade.

W. F. ELLIOT REPRESENTS MASON AND HICKEY AT FT. WILLIAM

W. F. Elliot, grocery broker of Fort William, has joined his business to that of Mason and Hickey, Winnipeg, and



W. F. ELLIOT
Manager for Mason & Hickey at Fort William

will act as the manager of their Fort William branch, which they have opened from the office used by Mr. Elliot. Mr. Elliot is retaining his old lines for the firm, the only difference being that the business, instead of being run under Mr. Elliot's name, will be under that of Mason and Hickey. Mr. Elliot was associated with Mason and Hickey at Winnipeg for four years prior to coming to Fort William.

W. R. Drynan, secretary-treasurer, Dominion Cannery, Limited, Hamilton, Ont., is on a business trip to the Old Country.

J. M. Schneider Sr., of the firm of J. M. Schneider and Sons, Kitchener, is on a two month's pleasure trip to California.

O. Kenzie, of the Walker Bin Co., Kitchener, is on a business trip to the Maritime Provinces.

Important Subjects For Discussion by Dominion Board R.M.A.

Subjects That Will Be Introduced For Discussion and For Decision as to a General Line of Policy

The annual meeting of the Dominion Board of the Retail Merchants' Association of Canada is to be held at the Chateau Laurier hotel at Ottawa, Can., on Monday and Tuesday, March 17 and 18, 1919. Under the heading of Legislation, the subjects which will come up for consideration are in part as follows:

All merchants to keep books from the time they start in business.

That the cost of carrying parcels by mail, as well as catalogues, be paid out of the cost of the same, and no portion be charged to the letter service.

That the distribution of all catalogues when sent by mail be governed by the same rules, regulations and zones that govern the letter service.

Certain amendments to the present proposed Bankruptcy Act.

Certain amendments to the Fire Insurance Act.

Amendments to the Weights and Measures Act.

Amendments to the present Order-in-Council whereby the maintenance of selling prices on trade marked goods is made a legal offence, and amend the clauses regarding the powers given to Fair Price Enquiry Committees.

Legislation to enable retail merchants to sell any article left for repairs.

Proposed amendments to the False Advertising Act.

Legislation to have Thanksgiving Day fall on November 11 of each year.

Legislation to provide for an Inland Trade Commission for the purpose of considering all inland trade matters, similar to the manner in which the Dominion Railway Board deals with all railway matters.

Legislation to abolish the giving of coupons by manufacturers, and the abolishing of all guessing contests.

Legislation to prevent civil servants from having special protection under the Garnishee Act, especially now that the Government has taken over so many lines of railway and employ so many railway employees.

Amendment to the War Stamp Tax Act, so as to remove the present system of having war stamps placed on patent medicines and other articles by retail merchants.

Consider the present or any proposed legislation regarding the Business Profits War Tax.

Consider legislation to compel all persons who sell damaged goods to mark the same accordingly.

An amendment to the Lord's Day Act, making the purchaser of goods sold on the Sabbath day equally guilty with the seller.

No. 1. All merchants to keep books from the time they start in business.

No. 2. Amendments to the Adulteration Act so as to give more protection to retail merchants, as well as to the public.

No. 3. Amendments to the Weights and Measures Act.

No. 4. Legislation fixing the weight of the contents of cereals, etc., in sealed cartons, and also regulations concerning the wrapping paper on hams, etc.

No. 5. Legislation so that the name and address of all those who make butter will appear on the wrapper.

No. 6. Consideration of legislation to have all fruit and vegetables sold by weight.



ZEPHERIN HEBERT
President and Managing Director, Hudon, Hebert & Co., Ltd., Wholesale Grocers and Wine Merchants, 18 De Bresoles Street, Montreal, who was recently appointed Director, Montreal City & District Savings Bank.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

OAP is ruling with a very firm undertone, and there is no indication of any immediate recession in values. Wholesalers, in many instances with heavy stocks which they wish to unload, are cutting prices, but the figures they are naming in some cases are considerably below replacement values.

Manufacturers have stocks of the ingredients used in the manufacture of soap, bought at the high level of prices, and can see no prospect of lower levels being named for some time to come. There is always the possibility that competition may enter into the situation and result in a slaughtering of values, but the opinion is strongly held by best informed factors in the trade that there is no justification at present for a decline. Higher prices, which some claim are really warranted, will probably not be effected, but market conditions do not tend for a lower scale of quotations at the present time.

MONTREAL—There are a few declines this week, the most outstanding being reductions for bulk peanut butter, beans in tins, and beans in bulk. Potatoes also are easier in price. Some varieties of lettuce also are less in price, while curly lettuce is up.

There is a rather quiet condition still all around. Dried fruits are quiet but steady, and the supplies are said to be none too large. Coffee is steady, and also cocoa. Tea sales are made on a steady basis, but there is room for an improvement in the movement. Cereal markets are steady and firm, although pearl hominy is easier and is quoted at \$4.75 to \$5.00.

Barley feed is firm and oats somewhat easier. Gluten feeds have declined in price.

The apple markets are very high, and as much as \$12 per barrel is asked for spies. Box apples of best varieties are selling at \$4.25 per box.

TORONTO—Fresh fruits occupy perhaps more attention in the markets this week than any other item. Oranges are firmer and give no indication of much, if any, lower levels to come. Grapefruit is also high, supplies now coming being mostly Cuban, though some Florida is still available. Bananas are up 1/2c per pound, with supplies none too plentiful. Lemons show a somewhat easier tendency, though prices as yet are not affected.

Wholesalers report considerable activity in dried fruits, and indications now point to a cleaning up of stocks well before replacement from new crop goods can be effected. This is a condition generally applicable to prunes, raisins, peaches and apricots. Evaporated apples show a firming tendency.

WINNIPEG—A good demand is reported for all lines of dried fruit, with prices tending to higher levels. Beans are weak, and market has sagged somewhat, with indications that even lower prices may become effective.

There are evidences that stocks of jam are becoming cleaned up pretty well, and the feeling has been expressed that new crop goods may be pretty high in price.

Live hogs are slightly easier. Butter is steady and unchanged. Eggs are coming along in plentiful supply, and prices are tending towards slightly lower levels.

QUEBEC MARKETS

MONTREAL, Feb. 26.—There is a continued condition of light selling in small lots on most grocery lines. It is expected that the usual improvement will come in due course as the spring season approaches. Stocks are in good shape.

Peanut Butter, Beans Down; Salt, Herbs Up

Montreal.

VARIOUS LINES.—Lower prices are named for peanut butter, various brands selling at a reduction of one to three and a half cents per pound for bulk. Prices are quoted at 22c-23c per lb.

Various baked beans are selling down, too. One line of three-pound talls is quoted at \$2.45 plain, and at 90c per doz. for the 1's.

Celery salt is revised in price and selling at \$1.40 in small glass shakers. A line of dried herbs is up 5c per dozen.

Better Sugar Sale; Supplies Large

Montreal.

SUGAR.—Jobbers are inclined to buy sugar more freely, and there is probably a greater demand from their trade, which makes this necessary. In any case, the movement shows improvement, and there is a steady undertone with no change made and no promise of any declines coming. The basis for all refined grades is held at \$9.95.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 95
icing, barrels	10 15- 10 30

Iceing (25-lb. boxes) 10 56-10 70
Iceing (50-lb. boxes) 10 35-10 50
Do., 1-lb. - 11 05
Yellow, No. 1 9 75-9 55
Yellow, No. 2 (Golden) 9 45-9 65
Yellow, No. 3 9 35-9 45
Powdered, barrels 10 05-10 20
Powdered, 50s 10 15-10 50
Powdered, 25s 10 35-10 60
Cubes and Dice (asst tea), 100-lb. bxs 10 55-10 65
Do., 50-lb. boxes 10 65-10 75
Do., 25-lb. boxes 18 85-10 95
Do., 2-lb. pack 11 95-12 05
Paris lumps, barrels - 10 55
Paris lumps (100 lbs.) - 10 65
Paris lumps (50-lb. boxes) - 10 75
Paris lumps (25-lb. boxes) - 10 95
Paris lumps (cartons, 5-lb.) - 11 70
Do., (cartons, 2-lb.) - 12 45
Crystal diamonds, barrels - 10 55
Crystal diamonds (boxes 100 lbs.) - 10 65
Crystal diamonds (50-lb. boxes) - 10 75
Crystal diamonds (25-lb. boxes) - 10 95

More Ocean Freights For Canned Goods

Montreal. CANNED GOODS.—There is now more promise of securing required space for the shipment of canned goods of various kinds. This will mean a larger movement to Europe of canned fruits and vegetables, and some supplies are going forward regularly from week to week. One large shipper stated that canned fruits were getting short, for some varieties. The reduction of rates for trans-Atlantic shipment is bound to stimulate export.

No price changes have been made, but there is an apparent desire to stimulate selling of tomatoes, and fair prices are available on these.

Salmon— "Clover Leaf," 1/2-lb. flats 2 45 2 80
Sovereign, 1-lb. flats 4 62 1/2
Do., 1/2-lb. flats 2 80
1 lb. talls, cases 4 doz., per doz. 4 50 4 80
1/2 flats, cases 8 doz., per doz. 1 50 2 00
Chums, 1-lb. talls 2 05 2 17 1/2
Do., 1/2s, flat 1 17 1/2 1 25
Pinks, 1-lb. flat 2 25
Pinks, 1-lb. talls 2 60 2 75
Pale, 1/2-lb. doz. 1 37 1/2
Pale, 1 lb., doz. 2 37 1/2
Pinks, 1/2-lb. doz. 1 62 1/2
Cohoos, 1-lb. talls 3 75
Cohoos, 1-lb. flats 2 25
Cohoos, 1/2 lbs., flat 1 75
Herrings, kippers, dz. (4 dz. case) 2 25
Herrings (tomato sauce), doz. 2 25
Haddies (lunch) (1/2-lb.) 1 00
Red Springs, 1-lb. talls 4 00
Red Springs, 1/2 lb. 2 45
White Springs (1s) 2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz. 2 25
Labrador salmon, 1-lb. flat 3 60
Pilehards, 1-lb. talls 1 90
Whale Steak, 1-lb. flat 1 90
Canadian sardines (case) 6 75 7 00
Norwegian sardines, per case of 100 (1/2s) 22 00 20 00
Lobsters, 1/4-lb., doz. 2 25
Do., 1/2-lb. tins, doz. 3 60 3 75
Do., 1-lb. talls 6 90 7 00
Do., 3/4-lb., doz. 6 00
Do., 1-lb. flats 7 00
Sardines (Amer. Norweg'n style) 14 50
Sardines (Gen. Norwegian) 22 00
Sardines—Canadian brands (as to quality), case 7 00 16 50
Sardines, French 32 00
Scallops, 1-lb. doz. 3 25
Scotch Snack, No. 1, dz., Montreal 2 50
Do., Eastern trade 2 65
Do., Winnipeg and Western 2 85
Scotch Snack, No. 2, doz. 4 60
Shrimps, No. 1 2 25
Crabs, No. 1 (es 4 doz.) 6 75
Clams (river) (1 lb.), doz. 2 25
Canned Vegetables and Fruits—
Asparagus (Amer.) mammoth green, doz. 4 00
Corn (2s) 2 10 2 35
Carrots (sliced), 2s 1 45 1 75
Corn (2 1/2s) 2 45
Corn (on cob), gallons 7 50
Tomatoes, 1s 0 95
Tomatoes, 2s 1 25
Tomatoes, 2 1/2s 1 75
Tomatoes, 3s 1 85 1 90

Tomatoes, gallons 6 00 7 02 1/2
Peas, standards 1 40 1 47 1/2
Peas, early June 1 57 1/2 1 60
Peas, extra fine, 2s 2 30 2 35
Do., fancy, 20 oz 1 57 1/2
Potatoes, Can. sweet, 2 1/2-lb tins 2 75
Do., 2-lb. tins 2 75
Specialties Per gal.
Olive oil (pure), 1 gal. tins 7 50
Do., 1/4 gal. tins 8 00
Do., 5 gal. tins 7 00
Tomato Paste, 100 tins (case) 32 00
Do., 200 tins (case) 33 00
Do., 12-10 lbs. 39 00
Salad oil (bbls. 50 gals.), gal. 2 50
Olives (in bis, 49 wine gals.), gal. 1 35
Olives, Queen, gal. 1 45

Beans at \$4.50 Sell Better

Montreal. BEANS, PEAS.—The price of Canadian beans and of other varieties is still tending downward and several firms are offering supplies at \$4.50 per bushel. There is a better movement than for some time, and it may be that the order received from Roumania for certain foodstuffs will absorb some of the Canadian excess stocks.

Peas—
Canadian, hand-picked, bush. 4 50 5 00
British Columbia 4 50 5 00
Brown Beans 4 50 5 00
Japanese 5 00 5 50
Yellow Eyes 5 50 6 00
Rangoon beans, per bushel 5 50 6 00
Lima, per lb. 0 17 0 19
Kidney beans 7 50 8 00
Peas, white soup, per bushel 3 00 3 50
Peas, split, new crop (98 lbs.) 6 00
Peas (blue) 0 08 0 09
Barley (pot), per bag 98 lbs. 4 00
Barley, pearl, per bag 98 lbs. 7 25

Quiet Molasses and Syrup Markets

Montreal. MOLASSES, SYRUPS.—There is not as much movement of either molasses or syrups as the trade would like to see. Probably weather conditions are somewhat responsible, for it has not been cold. There is a steadiness of the price basis on each brand of syrup and molasses is unchanged.

Corn Syrup—
Barrels, about 700 lbs. 0 06 1/2
Half bbls. 0 07
Kegs 0 07 1/2
2-lb. tins, 2 doz. in case, case 4 55
5-lb. tins, 1 doz. in case, case 5 15
10-lb. tins, 1/2 doz. in case, case 5 85
20-lb. tins, 1/4 doz. in case, case 5 80
2-gal. 25-lb. pails, each 2 00
3-gal. 38 1/2-lb. pails, each 3 15
5-gal. 65-lb. pails, each 5 25
White Corn Syrup—
2-lb. tins, 2 doz. in case, case 5 05
5-lb. tins, 1 doz. in case, case 5 65
10-lb. tins, 1/2 doz. in case, case 6 85
20-lb. tins, 1/4 doz. in case, case 5 30
Cane Syrup (Crystal) Diamond—
2-lb. tins, 2 doz. in case, per case 7 00
Barrels, per 100 lbs. 9 75
Half barrels, per 100 lbs. 10 00
Glucose, 5-lb. cans (case) 4 80

Barbadoes Molasses— Island of Montreal
Punchoons 1 08
Barrels 1 06
Half barrels 1 08
For outside territories prices range about 3c lower.

Rice May Find Export; Is Steady

Montreal. RICE, TAPIOCA.—Local selling of rice is steady, but on the light side, the volume of business not totalling large. Some expect that this reliable food will figure in exports of the immediate future, from United States points at least, and some may go from here. The

local sale and consumption is just fair.
Ice Drips—Japan (per 100 lbs.) 11 25
Carolina 12 50 15 00 16 50
Siam, No. 2 8 50 9 00
Siam (fancy) 10 50 11 00
Rangoon "B" 8 70 9 25
Rangoon CC 8 40 8 85
Mandarin 10 00
Pakling 8 60 8 70
Tapioca, per lb. (seed) 0 13 1/2
Tapioca (pearl) 0 13 1/2
Tapioca (flake) 0 12 1/2

Not Many Orders Taken For Nuts

NUTS.—From local and country sources the demand for nuts is of a limited nature, and yet there has been quite a lot of selling to outside buyers. The general price basis is held unchanged, but, as stated recently in these reports, peanuts are inclined to rule on a slightly better basis. The range on large and medium grades is reduced this week.

Almonds (Tara), per lb. 0 28 0 31
Almonds (shelled) 0 50 0 53
Almonds (Jordan) 0 70
Brazil nuts (new) 0 25 0 30
Brazil nuts (med.) 0 15 0 17
Filberts (Sicily), per lb. 0 20 0 25
Filberts, Barcelona 0 23 0 24
Hickory nuts (large and small), lb. 0 10 0 15
Peanuts (roasted)—
Extra large 0 20 0 21
Large 0 16 0 17
Medium 0 14 0 15
Shelled, No. 1 Spanish 0 16 0 16 1/2
Salted Spanish, per lb. 0 23 0 24
Shelled, No. 1 Virginia 0 15 0 15 1/2
Do., No. 2 0 14
Peanuts (salted)—
Fancy wholes, per lb. 0 40
Fancy splits, per lb. 0 35
Salted Spanish, per lb. 0 25 0 27
Pecans (new Jumbo), per lb. 0 28 0 32
Pecans, large, No. 2, polished 0 28 0 32
Pecans, New Orleans, No. 2 0 21 0 24
Pecans "paper shell," extra large Jumbo 0 60
Walnuts (Grenoble) 0 29 0 35
Walnuts (new Naples) 0 16 0 18
Walnuts (shelled) 0 77 1/2 0 80
Walnuts (Spanish) 0 30 0 33
Note—Jobbers sometimes make an added charge to above prices for broken lots.

Dried Fruit Quiet; But No Declines

Montreal. DRIED FRUITS.—A quiet condition locally has not in any way weakened the general tone of the dried fruit market. There has been a readiness to buy up any available supplies of evaporated apples for export for the past ten days and good prices are offered here and there for round lots. It is probable even that prices may be higher for this line.

Prunes are steady and quiet. There is a reported shortage of various dried fruits in the States, and if so, local supply will not be improved at this time. Export demand is anticipated in some quarters.

Apricots—
Choice 0 26 0 28
Slabs 0 24 1/2 0 25
Fancy 0 30
Apples (evaporated) 0 17 0 19
Peaches (fancy) 0 21 0 23
Faced 0 19
Choice 0 20 0 24
Extra choice 0 21 0 24
12 oz., per pkg. 0 16 0 18
Pears 0 24 0 25
Drained Peels (old)—
Citron 0 46
Lemon 0 40
Orange 0 41 0 43
Drained Peels (new)—
Lemon 0 40 0 41
Orange 0 43 0 43
Citron 0 47 0 48
Cut mixed (1-lb. cartons), doz. 4 10 4 20

In 36 lb. case	12 76
Out, 10-lb. boxes (lb.)	9 48
Raisins—	
Malaga, table box of 22 lbs., 3-crown cluster.	\$8.76.
Crown, \$7.50; 6 crown cluster, \$7.00—	
Cal. seedless, cartons, 16 oz.	0 14 1/2
Malaga Raisins (5 1/2-lb. boxes), 3 cr.	1 75
Do., 5 cr.	2 25
Muscatsels, loose, 3-crown, lb.	0 15
Do., 4 cr.	2 00
Muscatsels, loose, 2-crown	0 14
Do., 6 cr.	2 75
Choice seeded, 12 oz.	0 10 1/2
Fancy seeded, 16 oz. pkgs.	0 14
Choice seeded, 16 oz. pkgs.	0 13
\$5.50; 4-crown cluster, \$6.50-\$6.75;	5
Valencias, selected	0 11 1/2
Valencias, 4-crown layers	0 11 1/2
Sultanas (bleached) 50-lb. boxes	0 16 1/2
0 20	
Currents, old pack, 15 oz.	0 29
0 23	
0 24	
50-lb. boxes, loose	0 28
Cartons	0 32
15 oz. pkgs.	0 23
0 24	
Pkgs. 8 oz. (20 pkgs.)	2 00
2 60	
Pkgs. 6 oz. (50 pkgs.)	3 60
4 75	
Pkgs. 4 oz. (70 pkgs.)	3 70
5 00	
Muscatsels, 4-crown, lb.	0 13
80 lb. Ainslia	0 28
0 26	
12 oz.	0 22
0 22	
Do., new	0 22
Cal. currants (loose)	0 18
0 20	
Cal. "Kurrants," 15 oz. pkgs.	0 20
Dates, Excelsior, per case (36-10s)	7 00
Do., Dromedary (36-10 oz.)	8 00-8 50-8 64
Packages only, Excelsior	0 20
0 24	
Packages only	0 19
0 20	
Do., Dromedary	0 22
0 22	
Figs (new), 100 to case	11 00
Figs (layer), 10-lb. boxes	1 90
2 75	
Figs (mats)	0 16
0 18	
Fruites—	
Santa Clara	0 80-0 90-0 15
California, 40-50s	0 19
0 25	
50-lb. boxes, 80-90s	0 14 1/2
0 14	
90-100s	0 13
0 14	
20-30s	0 25
0 20	
30-40s	0 20
0 20	
25-lb. cases, 50-60s	0 18
0 20	
60-70s	0 16
0 17	
70-80s	0 15
0 16	
80-90s	0 14
0 15 1/2	
90-100s	0 13
0 13	
100-120s	0 10 1/2
0 13 1/2	
Oregon, 30-40s	0 18 1/2
0 18 1/2	
50-60s	0 18 1/2
0 18 1/2	
60-70s	0 17 1/2
0 17 1/2	
70-80s	0 16 1/2
0 16 1/2	

**Few Spice Orders;
Enough Supply**

Montreal.
SPICES.—Prices are maintained in a general way on spices and the quotations at which sales are made here are said to be lower, in some cases, than these lines could be bought for in present markets, freight added. The markets are very quiet, but prices are maintained.

	5 and 10-lb. boxes
Allspice	0 20 0 22
Cassia (pure)	0 40 0 45
Cloves	0 75 0 77
Cream of tartar	0 95 1 00
Ginger	0 30 0 40
Ginger (Cochin or Jamaica)	0 30 0 30
Mace	0 80 1 00
Mixed spice	0 30 0 32
Nutmegs, whole	0 45 0 65
Do., ground	0 70 0 80
Pepper, black	0 42 0 45
Pepper, white	0 48 0 50
Pepper (Cayenne)	0 25 0 27
Pickling spice	0 25 0 27
Paprika	0 65 0 70
Turmeric	0 28 0 30
Tartaric acid, per lb. (crystals or powdered)	1 30
Cardamon seed, per lb., bulk	2 00
Caraway, Dutch, nominal	0 80 0 90
Cinnamon, China, lb.	0 30
Cinnamon, per lb.	0 35
Mustard seed, bulk	0 25 0 40
Celery seed, bulk (nominal)	0 85 0 90
Shredded cocconut, in pills	0 21 0 23
Pimento, whole	0 20 0 22
For spices packed in cartons add 3 1/2 cents a lb. and for spices packed in tin containers add 10 cents per lb.	

**Big Supply Honey;
Little Maple Sugar**

Montreal.
HONEY, MAPLE PRODUCTS.—There is said to be more honey in this part of the country than was anticipated some few months ago. And this in the face of large shipments being made to outside points from time to time. Notwithstanding the movement, prices have not sagged any, and there is no inclination of an immediate change.
Maple sugar is reported scarcer and syrup, too, is none too plentiful. The basis is probably a trifle easier, on the approach of the sap-running season.

Maple Syrup—	
10-lb. cans, 6 in case, per case	\$15 10
5-lb. cans, 12 in case, per case	17 10
2 1/2-lb. cans, 24 in case, per case	18 50
Maple Sugar (nominal)	0 28 0 30
Honey, Clover—	
Comb (fancy)	0 30
Comb (No. 1)	0 28
In tins, 60 lbs.	0 26
30-lb. pails	0 27
10-lb. pails	0 28
5-lb. pails	0 25
Honey—Buckwheat, tins or bbls.	0 23

**Coffee is Steady
Here and Outside**

Montreal.
COFFEE, COCOA.—The advances made for coffee last week are thought to have been very moderate, one importer stating that costs of supplies now justified larger advances being made. In the meantime a steady undertone prevails, and the outlook is that a firmness will characterize the market.

Cocoa is steady and in good demand, but the quoted basis is unchanged.	
Coffee, Roasted—	
Bogotas, lb.	0 38 0 41
Jamaica, lb.	0 32 0 35
Maraicao, lb.	0 34 0 36 1/2
Mecha (types)	0 37 0 41
Mexican, lb.	0 37 0 39
Rio, lb.	0 30 0 32
Santos, Bourbon, lb.	0 35 0 37
Santos, lb.	0 34 0 36
Cocoa—	
Bulk cocoa, 200-lb. bbls. (lb.)	0 24
Do., 100-lb. bbls. (lb.)	0 25
Do., 50-lb. cans (lb.)	0 26

**More Movement
Tea Very Soon**

Montreal.
TEA.—While there has been evidence of tea activity coming, this has not developed greatly yet. It will come, very probably, within the next few weeks. With the strong probability of prohibition becoming effective, there will develop, in due time, a larger tea movement in this province.
The hinted increase in tax is of interest here, but there seems to be no definite information on this.

Ceylon and Indias—	
Pekoe, Souchongs, per lb.	0 45 0 47
Pekoes, per lb.	0 49 0 52
Orange Pekoes	0 53 0 55
Japan Teas—	
Choice	0 65 0 70
Early Picking	0 58 0 58
Javas—	
Pekoes	0 39 0 41
Orange Pekoes	0 44 0 47
Broken Orange Pekoes	0 41 0 43
Small lots	11 20
Inferior grades of broken teas may be had from jobbers on request at favorable prices.	

**Cereals Are Steady;
Pearl Hominy \$4.75**

Montreal.
CEREALS.—While the state of trade is not very brisk, prices on oatmeal, rolled oats, and cornmeal are maintained, and some are asking a trifle more than the prevailing prices of last week. One large cornmeal miller stated that supplies were adequate, but not excessive, and that there was every reason to look for a continued steady basis for some weeks.

3-lb. pkgs., doz.	2 85
5-lb. pkgs., doz.	5 60
Cornmeal, Gold Dust	5 00 5 40
Cornmeal	3 20 4 15
Barley, pearl	6 50 7 00
Barley, pot, 98 lbs.	4 00
Barley (roasted)	7 50
Buckwheat flour, 98 lbs.	6 75 7 00
(As to grade)	
Cornflour, white	4 60 4 60
Rice flour	8 75 9 00
Hominy grits, 98 lbs.	5 75 6 50
Hominy, pearl, 98 lbs.	4 75 5 00
Graham flour	5 50 5 60
Oatmeal (standard-granulated and fine)	
Oatmeal (packages) fine cut	4 75 5 00
Oats, Canadian, boiling, bush	4 00 5 50
Split peas (per 98 lbs.)	6 00 6 50
Rolled oats, 90-lb. bags	4 30 4 50
Rolled oats (family pack.), case	5 60
Rolled oats (small size), case	2 00
Rolled wheat (100-lb. bbls.)	7 10 8 00
Porridge Wheat—	
Packages, 36 in case	6 00
Packages, 20 in case (family pack.)	5 80
Rye flour (Can.), 98 lbs.	5 75 6 05 6 25
Tapioca flour, lb.	0 15 0 16

**Flour Men Expect
Better Business**

Montreal.
FLOUR.—While there is a great deal of room for improvement, the sale of flour is fair. That it will be better is expected, that is, the distribution of orders among the millers for filling on account of the Wheat Export Company will keep the mills operating for a great part of the time, and domestic business will perhaps improve as the season advances. No price changes are made.

Wheat Flours—	
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	11 00
Per bl., in (2) cotton bags, 98 lbs.	11 15
Small lots, per bbl. (2) cotton bags, 98 lbs.	11 35

**Barley Feed Firm;
Glutens Are Down**

Montreal.
FEEDS.—The demand for shorts and bran is fair, although there is still room for improvement. Prices remain unchanged.
Barley markets are firmer and the feed price firm. Gluten feeds, on the other hand, are reduced \$4 per ton.

FEEDS	
Shorts—	
Mixed cars	\$42 25
Straight cars	\$44 50 47 00
Bran—	
Mixed cars	40 25
Straight cars	43 00 45 00
Crushed oats	54 00 60 00
Barley chop	47 00 55 00
Gluten Feed (22% Protein)—	
F.O.B. Cardinal	56 00
F.O.B. Fort William	51 00

**Hay Markets Slow;
Oats Lose 1/2c-1c**

Montreal.
HAY, STRAW, ETC.—There is a

somewhat quieter position on hay, demand being lighter, but prices are without change.

A decline of one-half to one cent per bushel is made for feed oats, while barley is advanced three cents per bushel.

HAY, STRAW, GRAIN
(Wholesale prices on car lots)

Good No. 2, per ton (2,000 lbs.)	\$24 00	\$25 00
No. 2	22 00	23 00
No. 3	20 00	21 00
Oats—		
No. 2 C.W. (34 lbs.)	0 82½	
No. 3 C.W.	0 77	
Extra feed	0 78	
No. 1 feed	0 74	
No. 2 feed	0 70	
Barley—		
No. 3 Ontario (48 lbs.)	0 99½	
No. 3 Extra	1 00½	

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

Potatoes Down;
Parsley, Cress Up

Montreal.
VEGETABLES.—Potatoes are selling fairly well, and the basis, while fluctuating somewhat, is lower in some quarters, some New Brunswick selling at \$1.50 per bag this week. It is stated that the local variety are popular and these are selling at from \$1.55 to \$1.65 per bag.

Lettuce is lower in price and Brussels sprouts, parsley, watercress and curly lettuce are higher. A quiet condition is manifest.

Artichokes (bag)	2 25	
Beans, new string (American)		5 00
basket	0 75	1 00
Beets, bag	0 25	0 25
Brussels - prouts, quarts	1 00	1 00
Brussels Sprouts (doz.)	6 00	6 00
Cucumbers, Boston (doz.)	3 50	3 50
Cauliflower (imported), doz.	1 50	1 50
Cabbage, bbl.	1 00	1 00
Cabbage, doz.	1 00	1 00
Carrots, bag	11 00	12 00
Celery, California (6-7 doz.)	0 20	0 20
Horseradish, lb.	2 75	2 75
Lettuce (curly), box (3-4 doz.)	3 50	3 50
Lettuce, Boston, box	3 50	3 50
Leeks	0 60	0 60
Mint	1 25	1 25
Mushrooms, lb.	3 00	3 00
Basket (about 3 lbs.)	1 50	2 00
Onions, Can., bag (75 lbs.)	1 50	1 75
No. 1 Yellow (75 lbs.)	1 50	1 75
No. 1 Red (75 lbs.), crate	0 40	0 50
Onions, Spring (Imported), doz.	0 75	0 75
Oyster Plant	1 50	1 50
Parsnips, bag	0 75	0 75
Parsley (Canadian)	1 50	1 50
Parsley (American)	1 55	1 65
Potatoes, Montreal new (90-lb. bag)	1 50	1 75
Potatoes (New Brunswick), bag.	3 50	
Potatoes (sweet), hamper	0 50	
Romane	1 00	
Spinach, box	4 00	
Spinach, bbls.	1 50	
Turnips, per bag, Montreal	1 75	
Turnips, Quebec	0 40	
Tomatoes (hothouse), lb.	10 00	
Tomatoes, crates	0 60	
Watercress (Can.)		

Oranges and Apples
Ruling Firmer

Montreal.
FRUITS.— There is a very decided firmness of undertone to the apple market and prices asked for the better apples are running as high as \$12 per barrel. Boxed apples are also firmer at \$4.25.

Oranges, while on the same basis as last week, are firm.

Ben Davis	9 00	9 50
Baldwins	8 00	10 00
Baldwins, No. 1	5 00	5 50
Blenheims	8 00	10 00
Greenings	4 50	5 50
Gravensteins, No. 1		

Spys	8 00	12 00
Russets	8 00	8 00
Kings, No. 1	8 00	10 00
Do., No. 2	8 00	8 00
Wagners	8 00	8 00
Apples (in boxes)	4 25	4 25
Winesaps (box)	4 75	4 75
Bananas (fancy large), bunch	4 50	6 00
Cranberries, bbl.	20 00	25 00
Do., gal.	1 00	1 25
Grapes—		
Spanish Almeria, keg (heavy)	16 00	

Do., (med.)	7 50	8 00
Emperor, keg	7 50	7 50
Grapefruit (fancy Porto Rico)	4 75	5 00
Lemons (fancy new Malagas)		6 00
Lemons (California)	5 25	5 50
Pears, Cal., eating, small box		4 00
Pears, California (110 size)		5 50
Oranges, Porto Rico	4 50	5 00
Oranges, Florida		5 00
Oranges, Calif. (200 size)		6 00
Oranges, Calif. (100-126)		5 25
Oranges (Mexican)		5 00

ONTARIO MARKETS

TORONTO, Feb. 26.—An easier price is noted in some quarters on pork and beans, but apart from some indefinite shading of prices on odd lines, the markets generally are quite steady. Oranges are showing strength, and the same condition prevails in apples, bananas and grapefruit. Lemons show an easier tendency. Business is reported as improved, and conditions generally are considered much better.

Demand For
Sugar Better

Toronto.
SUGAR.—Refiners report a better demand for sugar than that noted during the weeks just passed. Supplies are now coming to hand quite freely and it is hoped that a steady increase in the amount marketed will be shown. Prices remain steady and unchanged at the figures shown herewith.

Atlantic, extra granulated	\$10 27
St. Lawrence, extra granulated	10 27
Aecidia Sugar Refinery, extra granulated	10 27
Can. Sugar Refinery, extra granulated	10 27
Dom. Sugar Refinery, extra granulated	10 27
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.	
Aecidia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.	

Some Soap
Goes Higher

Toronto.
SOAP.—There has been an advance this week in the price of White Knight Soap. In less than five case lots the price is \$7.60 per case; and in five box lots the price is \$7.55 per case, and in ten box lots the price is \$7.50 per case. Other lines report no change although the market generally is considered very firm.

Small Movement
Molasses; Syrups

Toronto.
MOLASSES, SYRUPS.—There is only a very limited amount of molasses moving to the trade. Supplies seem to be available in ample quantities, but there does not seem to be much buying interest manifest throughout the trade. There have been no particularly new developments in regard to syrups, there being a fair movement to the trade and prices holding steady without change.

Corn Syrups—		
Barrels, about 700 lbs., yellow,		\$0 06½
per lb.		
Half barrels, ¼c over bbls.; ¼ bbls., ¼c over bbls.		
Cases, 2-lb. tins, white, 2 doz.	5 05	

Cases, 5-lb. tins, white, 1 doz. in case	5 65
Cases, 10-lb. tins, white, ½ doz. in case	5 35
Cases, 2-lb. tins, yellow, 2 doz. in case	4 55
Cases, 5-lb. tins, yellow, 1 doz. in case	5 15
Cases, 10-lb. tins, yellow, ½ dz. in case	4 85

Cane Syrups—		
Barrels and half barrels, lb.	0 08	
Half barrels, ¼c over bbls.; ¼ bbls., ¼c over bbls.		
Cases, 2-lb. tins, 2 doz. in case	7 00	

Molasses—		
Fancy Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, bbls., gal.		0 44
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 5-lb. table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., ½ doz. to case, Barbadoes		5 20
Tins, 2-lb., baking grade, case 2 doz.		5 50
Tins, 3-lb., baking grade, case of 2 doz.		7 40
Tins, 5-lb., baking grade, case of 1 doz.		
Tins, 10-lb., baking grade, case of ¼ doz.		
West Indies, 1½s. 48s.		6 95

Lower Prices on
Pork and Beans

Toronto.
CANNED GOODS.— Lower prices have been named in some quarters this week on Clark's pork and beans—quotations which are now named to the trade on 1's being \$1.10 per dozen; 1½'s, \$1.75 per dozen; and 2's, \$2.00 per dozen.

It is reported that an English buyer was in the market last week and picked up some stocks of salmon; Pinks, Chums and some Cohoes it is understood were bought. Indications are that canned vegetables are in very fair demand for overseas shipment.

Salmon—		
Sockeye, 1s. doz.	4 00	4 50
Sockeye, ½s. doz.	2 40	2 50
Alaska reds, 1s. doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s. doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s. doz.	1 35	1 50
Cohoes, ½-lb. tins	1 35	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s. dozen	2 30	2 35
Labsters, ¼-lb. doz.		8 75
Whale Steak, 1s. flat, doz.	1 75	1 90
Pitchards, 1-lb. talls, doz.	1 90	2 15
Canned Vegetables—		
Beets, 2s.	1 90	2 30

Tomatoes, 2 1/2s	1 75
Peas, standard	1 50
Peas, early June	1 67 1/2
Beans, golden wax, doz.	2 00
Asparagus tips, doz.	3 42 1/2
Asparagus butts	2 00
Corn, 2s, doz.	2 40
Pumpkins, 2 1/2s	1 90
Spinach, 2s, doz.	2 55
Do., 2 1/2s, doz.	2 52 1/2
Do., 10s, doz.	10 00
Succotash, 2s, doz.	2 30
Pineapples, sliced, 2s, doz.	3 20
Do., shredded, 2s, doz.	3 00
Rhubarb, preserved, 2s, doz.	2 07 1/2
Do., preserved, 2 1/2s, doz.	2 65
Do., standard, 10s, doz.	4 50
Peaches, 2s	2 87 1/2
Plums, Lombard, 2s	1 97 1/2
Plums, Green Gage	2 17 1/2
Raspberries, 2s, H.S.	4 50
Strawberries, 2s, H.S.	4 50
Blubberies, 2s	2 10
Preserved Fruits, Pint Sealers—	
Peaches, pint sealers, doz.	3 40
Jams—	
Apricot, 4s, each	0 84
Black currants, 16 oz., doz.	3 90
Do., 4s, each	0 98
Gooseberry, 4s, each	0 84
Peach, 4s, each	0 92
Red currants, 16 oz., doz.	3 45
Raspberries, 16 oz., doz.	3 90
Do., 4s, each	0 98
Strawberries, 16 oz., doz.	3 90
Do., 4s, each	1 08

Activity Noted in Dried Fruits

Toronto. DRIED FRUITS.—There seems to be better enquiry for dried fruits, and all lines are showing more activity than they have for some time past. Prices are holding quite steadily and it does not look at the present time as though stocks will be any more than ample to carry through until new crop goods arrive.

Tea Outlook Remains Same

Toronto. TEAS.—The market is without material change this week. There is some demand noted and orders are being taken care of quite satisfactorily by the trade. The question of a tax on tea is occupying the attention of some dealers but the feeling prevails that if same comes why there is nothing to do but to take care of it, although some factors think it not likely to be made.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 60
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	0 50	
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Coffee Holds at Firm Levels

Toronto. COFFEE.—No easing away in coffee prices is noted as yet. Primary markets report a very strong tone and there is no factor in evidence up to the present time likely to bring about a decline. As a matter of fact as the opportunity for export to Europe improves it is thought the market will grow even stronger. Business locally is very fair with prices ruling around the following figures:

Java, Private Estate	0 45
Java, Old Government, lb.	0 38

Bogotas, lb.	0 87	0 38
Guatemala, lb.	0 38	0 37
Maracaibo, lb.	0 34	0 35
Mexican, lb.	0 38	0 39
Jamaica, lb.	0 33	0 34
Blue Mountain Jamaica	0 48	
Mocha, lb.	0 38	0 39
Mocha, Arabian, lb.	0 40	
Rio, lb.	0 27	0 32
Santos, lb.	0 32	0 33
Santos, Bourbon, lb.	0 34	0 36
Ceylon, Plantation, lb.	0 33	0 39
Chicory, lb.	0 30	0 33
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 20	0 24

Steady Tone Noted in Spices

Toronto. SPICES.—Generally steadiness marks the situation in spices. There is some price-cutting, but taking pepper as an instance the price to import is higher than present basis on spot stocks. This may result in slightly higher prices when present supplies are cleaned up as the signing of peace will it is believed open up opportunities for business with European countries now unable to secure adequate quantities.

Nut Markets Without Feature

Toronto. NUTS.—No particularly new feature has entered into the situation this week to cause any excitement. Primary markets are holding quite steadily and stocks locally are being reduced to a comparatively small compass. It is understood that shipment of new Brazils is now on the way to American ports and these should be available for the trade around the middle of March, or first of April.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	0 08	
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenoble, lb.	0 28	0 30
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 19	0 20
Peanuts, lb.	0 30	0 30
Cocconuts, Jamaica, sack	7 50	
Peanut, Jumbo, roasted	0 20	0 21
Brazil nuts, lb.	0 30	0 32
Shelled—		
Almonds, lb.	0 45	0 50
Filberts, lb.	0 38	0 45
Walnuts, lb.	0 78	0 80
Peanuts, Spanish, lb.	0 16	0 17
Do., Chinese, 30-32 to oz.	0 14	0 16
Brazil nuts, lb.	0 16	0 85

Rice Holds in Steady Position

Toronto. RICES.—There is very little new to report in the situation on rice. The trade are only buying their immediate requirements but the tendency on prices is for a fairly steady level. The price-cutting which was in progress for some time has played itself out to a large extent and quotations generally rule around the following figures:

Weakness Noted in Bean Markets

Toronto. BEANS.—The market is decidedly weak and No. 1 hand-picked beans are being quoted as low as \$3.50 per bushel in bags containing two bushels. There is also what is called a prime white bean being quoted at \$3.00 per bushel. It is very hard to determine what the market actually is at the present time, and

no doubt if offers on large stocks were asked for, these would probably be obtainable at even lower levels than prices shown herewith.

Ontario, 1-lb. to 2-lb. pickers, bu.	\$ 4 00
Do., hand-picked	4 50
Japanese Kotoshi, per bush.	5 50
Rangoons, per bushel	3 75
Limas, per pound	0 14

Package Goods Ruling Steadily

Toronto. PACKAGE GOODS.—The situation is without any particular change this week. Peerless Oat Flakes offered to the trade this week in family size, square, 20's, at \$5.10 per case. This is a new line being put on this market. It is understood that on five case lots the freight is prepaid to Ontario points east of Sudbury on the G. T. R. and C. P. R. There have been no new developments in regard to other lines of package goods, although a lower price is being quoted on the Good Health Breakfast Food in cases of three dozen, at \$3.60 per case.

PACKAGE GOODS	
Rolled Oats, 20s round, case	\$5 60
Do., Do., 20s square, case	5 10
Do., Do., 36s, case	4 00
Do., Do., 18s, case	2 00
Corn Flakes, 36s, case	4 25
Shredded Wheat, 36s, regular, case	4 50
Porridge wheat, 36s, regular, case	6 00
Do., Do., 20s, family, case	5 80
Cooker Package Peas, 36s, case	4 35
Wheat Flakes, 24s	5 20
Cornstarch, No. 1, lb. cartons	0 11 1/4
Do., No. 2, lb. cartons	0 10 1/4
Laundry Starch, in 1-lb. cartons	0 11 1/4
Do., Do., in 6-lb. tin canisters	0 12 1/2
Do., Do., in 6-lb. wood boxes	0 12 1/2
Potato Flour, in 1-lb. pkgs.	0 20

Honey in Dull Position; Maple Syrup

Toronto. HONEY, MAPLE SYRUP.—The market on honey is still dull and without any particular feature of interest. Prices are decidedly in the buyer's favor and quotations shown below are really only nominal. There is nothing of particular interest to be noted in regard to maple syrup this week.

Honey—	
Clover, 2 1/2-lb. tins	\$0 28
5-lb. tins	0 27
10-lb. tins	0 25
60-lb. tins	0 25
Buckwheat, 60-lb. tin, lb.	0 21
Comb, No. 1, fancy, doz.	3 75
Do., No. 2, doz.	3 00
Maple Syrup—	
No. 1, 10-lb. tins, 6 to case	15 10
No. 2, 5-lb. tins, 12 to case	17 10
No. 3, 2 1/2-lb. tins, 24 to case	18 50
No. 3, 32-oz. bottles, 24 to case	16 70
Gallon tins, Imperial, per gal.	2 25
5-gallon tins, Imperial, per tin	10 50
Barrels, 25 or 40 Imp. gals., gal.	2 00

Oranges Firmer; Apples, Grape Fruit

Toronto. FRUITS.—Oranges are showing considerable strength with only a fair amount moving to the market. Some factors feel that the cold weather has influenced the quality of the crop to some extent and that this may be a factor to hold prices up around fairly high levels. Fresh supplies of Mexicans are coming along all the time. Porto Rico bitter oranges are being offered at \$6.50 per box for 126's. In regard to apples, it would appear that there are very few

to sell. The market on boxed apples since the first of the year has shown an advance of about \$1.50 per box. The market on grape fruit is stronger and about the only supplies which are now coming are the Cuban, which are arriving from New York. There are no Porto Rico grape fruit expected as these are showing too much waste on arrival at New York harbor. It is stated that the Cubans are showing some waste too. There is very little Florida grape fruit now offering. California lemons are in good supply and prices are somewhat easier. The price on bananas shows a little stronger tone and it is indicated that supplies are none too plentiful.

Apples—			
Do., Rome Beauty, box	3 25	3 50	
Do., Winesaps, box	3 50	4 25	
Do., Spys, box		3 50	
Do., in Barrels.	No. 1	No. 2	No. 3
Greenings	8 00	7 00	
Baldwins	7 50	7 00	
Spys	10 00	9 00	
Bananas, per lb.			0 07½
Grapes—			
Do., Malagas, bbl.	13 00	14 00	
Grapefruit—			
Florida, 46s	4 75	5 50	
Do., 54s	5 00	5 75	
Do., 64s	5 50	6 00	
Do., 70s, 80s, 96s, 126s	5 75	6 00	
Cuban, 54s	4 50	5 25	
Do., 64s	5 00	5 50	
Do., 70s	5 25		
Do., 80s, 96s, 126s	5 50		
Oranges—			
California navels, 100s	5 00	5 50	
Do., 126s		5 50	
Do., 150s		5 50	
Do., 176s		5 75	
Do., 200s, 216s, 250s		5 75	
Do., 288s		5 75	
Lemons, Cal., 300s, case		5 00	
Pears, Cal.		5 50	
Strawberries, box		1 00	

Export Inquiry

Noted for Onions

Toronto. VEGETABLES.—Dealers report some enquiries from the United States markets for onions. This will have a tendency to steady the market and even firm it up a little bit locally. As far as can be learned shipment of Spanish onions, which was expected in New York some time ago, has not yet arrived, and with a scarcity of stock in the United States markets it seems quite likely that this shipment will be absorbed quite easily over there. Potatoes are very weak and there does not seem to be any prospect of prices advancing very much, if any, over their present level. Supplies are ample and the demand is at least no more than normal. The market on cabbage locally is none too strong, while the situation in the United States is just the reverse; there, prices are comparatively high on cabbage, while here they are fairly low and the supply seems to be just a little bit ahead of the demand at all times.

Beets, bag	0 65	
Cabbage, Can., bbl.	\$ 1 75	
Do., Cal., crates	4 50	
Carrots, bag	0 65	
Cauliflower, Cal., case	4 50	
Celery—		
Do., California, 6 to 8 doz.	12 00	13 50
Cucumbers, doz.		4 00
Endives, dozen		0 85
Lettuce, head		
Do., Do., Florida, large hampers	7 00	8 00
Do., leaf, dozen	0 30	0 35
Onions, Can. Yellow, 100-lb. bag	2 25	
Do., green Shallots, doz.	1 00	
Parsley, jumbo bunches, doz.	0 65	0 75
Parsnips, bag	0 65	
Potatoes, sweet kiln dried, hamper	3 50	
Potatoes, Ontario, bag	1 15	1 25

Do., N.B., Delawares, bag	1 75
Spinach, Louisiana, bush, hamper	3 00
Turnips, bag	0 65

Fair Movement

Exists for Flour

Toronto. FLOUR.—There is a fair movement of flour to the domestic trade and whereas some mills look on export business as fair others again consider total as disappointing. Price is unchanged for the week.

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

Mill Feeds

in Good Demand

Toronto. MILL FEEDS.—There is a very good demand for mill feeds reported and mills generally are in a somewhat better position as regards deliveries. Prices hold at figures noted last week as follows:

In carlots, track	
Bran, per ton	\$40 25
Shorts, per ton	\$42 00

Cereals Remain in Unchanged Position

Toronto. CEREALS.—The market generally shows little change with the trade within rather a small compass at the present time. Cornmeal prices are slightly stiffer than figures shown last week as will be noted below.

Single Bag Lots		
F.o.b. Toronto		
Barley, pearl, 98s	\$6 00	\$6 25
Barley, pot, 98s	4 50	4 75
Barley Flour, 98s		4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s		4 25
Do., fancy yellow, 98s		3 75
Corn flour, white, 98s		4 50
Do., Government standard, 98s		4 25
Hominy grits, 98s		4 50
Hominy, pearl, 98s		4 25
Oatmeal, 98s	4 70	4 90
Oat Flour		4 50
Rolled Oats, 90s	4 25	4 45
Rolled wheat, 100-lb. bbl.	6 50	7 00
Rice Flour, per 100 lbs.		8 00
Rye Flour, 98s	6 50	7 25
Peas, split, 98s		5 50
Blue peas, lb.		0 10
Linseed Meal, 98s	8 00	8 50

Above prices give range of quotations to the retail trade.

WINNIPEG MARKETS

WINNIPEG, Feb. 26.—Evaporated apples show a slight advance this week. A good demand is experienced for prunes, and supplies reaching the market are quickly absorbed. The bean market shows weakness, and rice is also ruling with an easier undertone. The zone system applying to feeds has been abolished by millers generally.

Sugar Plentiful;

Market Steady

Winnipeg. SUGAR.—Supplies of sugar are now plentiful on the market and no shortage is expected, owing to larger receipts of raws coming into Canada. Prices are firm at high levels. Refiners expect the sugar market to be stationary for about three months. Refineries are all holding heavy stocks and can fill immediately all orders received.

SUGAR	
Granulated—	
Best, in barrels	\$11 00
Best, in 100-lb. bags	10 95
Best, in 50-lb. bags	11 05
Best, in bales of 5x20-lb. bags	11 20
Best, in bales, 10x10-lb. bags	11 35
Best, 5-lb. packages, 20 in case	11 40
Best, 2-lb. packages, 50 in case	11 50
Light Yellow—	
In barrels	10 50
In 100-lb. bags	10 45
In 50-lb. bags	10 55
Lump Sugar—	
Hard, 100-lb. cases	11 90
Hard, 25-lb. boxes	12 15
Tea Cubes, 25-lb. boxes	11 90
Tea Cubes, 100-lb. boxes	11 60

Syrup Supplies

Still Small

Winnipeg. SYRUP.—The local syrup market still shows a scarcity of supplies. Prices are unchanged this week.

Syrup—	
24 by 2 lb. tins, case	\$6 00
12 by 5 lb. tins, case	7 00
6 by 10 lb. tins, case	6 60
3 by 20 lb. tins, case	6 50
Quart sealers, 1 doz. case	5 10

No Surplus Stocks

Canned Goods

Winnipeg. CANNED GOODS. — With reports coming from Canadian canners to the effect that they are practically cleaned up, buying is now being done on a very conservative scale. The spring demand is expected to be heavy owing to lower prices, and the fact that no surplus stocks are being carried over. Jobbers report a heavy demand for canned fruits even at prevailing high prices.

Outlook for High-

Priced Jams

Winnipeg. JAM.—Next year's prices on jams are expected to be just as high, or higher, than those now prevailing. Pure jam is very scarce on this market. Some low priced blended varieties are being offered.

Climax Jam—	
Apple and strawberry, 4s, tins.	
1 doz. case, case	\$8 25
Apple and raspberry, 4s, tins.	
1 doz. case, case	8 25
Apple and assorted, 4s, tins.	
1 doz. case, case	8 25
L. & B. Jam—	
Apple and raspberry, 4s, 12 to case, per tin	0 62
Apple and assorted, 4's, 12 to case, per tin	0 62
Apple and black currant, 4s, 12 to case, per tin	0 62
St. Williams Pure Jam—	
Raspberry, 4s, 12 to cs, per tin	0 95
Black currant, 4s, 12 to case, per tin	0 95

Gooseberry, 4s, 12 to case, per tin	0 90
Raspberry and red currant, 4s, 12 to case	0 90
Red currant, 4s, 12 to case, per tin	0 90
Peach, 4s, 12 to case, per tin	0 82
Plum, 4s, 12 to case, per tin	0 82
Cherry, 4s, 12 to case, per tin	0 88
Assorted, 4s, 12 to case, per tin	0 85

Prunes in Active Demand; Raisins

Winnipeg.
DRIED FRUITS.—There is a large demand for prunes on this market and shipments received are quickly turned over. Higher prices on prunes are expected in the spring. The Oregon variety are preferred to California prunes in view of the damage to the latter variety by rains. A slight decline in peaches and apricots has been made, while a very small advance has been made on Ontario evaporated apples.

Raisins now being offered on this market are much below standard. This condition exists even in the fancy brands, in which considerable grit and sand is found.

Prunes—	
40-50s, 25-lb. boxes, per lb.	0 18 1/4
50-60s, 25-lb. boxes, per lb.	0 16 3/4
60-70s, 25-lb. boxes, per lb.	0 15 3/4
70-80s, 10-lb. boxes, per lb.	0 16
80-90s, 25-lb. boxes, per lb.	0 14 1/2
70-80s, 25-lb. boxes, per lb.	0 15 1/2
Pears, choice, 10-lb. boxes, faced, lb.	0 20
Evaporated Apples, Ontario, 50s	0 17
Peaches, choice, 25-lb. boxes	0 21
Apricots, choice, 25-lb. boxes	0 25
Do., standard, 25-lb. boxes	0 22
Raisins—	
Muscatsels—	
1 Crown, 25-lb. boxes	0 12 3/4
Seeded—Bulk, 25-lb. boxes	0 12 1/4

Package Teas Hold Unchanged

Winnipeg.
PACKAGE TEAS.—No change in prices have been recorded on package teas this week from the following quotations, which allow for the big decline registered two weeks ago. It is stated that even though there has been a big reduction in freight rates, new Java teas cannot be laid down in Canada at present prices for this variety. A decidedly firm market was shown at the tea auction in London on Feb. 6, and the general feeling is that there will be no further decline for some time.

TEAS	
Black, Bulk—	
Broken Pekoe, No. 15, chests, lb	0 46
Do., Orange Pekoe, No. 19, chests, lb.	0 48
Less than chests, one cent per pound more.	
Choice broken Pekoe, No. 10, black, 30 x 3-lb. wooden boxes, lb.	0 50
Blue Ribbon, Black—	
Red Label, 1's, cases and 1/2 cases, lb.	0 48
Red Label, 1/2's, cases and 1/2 cases, lb.	0 49
2 1/2-lb. pkgs., 24 and 36 in case, package	1 10
Red Rose, Black—	
Green Label, 1s, lb.	0 50
Green Label, 1/2s, lb.	0 51
Blue Label, 1s, lb.	0 58
Blue Label, 1/2s, lb.	0 59
2-lb. pkgs., 36 in case, pkg.	1 00

Spot Stocks Coffee Selling

Winnipeg.
COFFEE.—The coffee market is on a

much firmer basis, having rallied considerably. Prices are steady at last week's quotations, though this condition may not last long. Spot stocks are being rapidly bought up and prices may shortly advance in line with those being quoted in New York.

Green Coffee—	
Rio, No. 7	0 21 1/2 0 23
Santos, fine old crop	0 28 0 30
Bourbon	0 29
Mexican	0 34
Bogota A	0 34
Costa Rica	0 38

Nut Markets Tending Lower

Winnipeg.
NUTS.—Holders of large stocks of nuts in New York are feeling the result of decrease in freight rates. As predicted, the nut market is weak and cheaper prices may be expected soon. Peanut prices are unchanged this week as follows: Fancy roasted, 16c per lb.; Jumbo roasted, 22 to 23c a lb.

Bean Market Shows Weakness

Winnipeg.
BEANS.—Some Ontario beans are being offered at reasonable prices. The market continues to decline. Heavy reductions in freight are proving a big factor in the situation.

Beans—	
Fancy Kootenashi, 100-lb. bag.	\$10 00
Manchurian (hand picked) 100-lb. bag	8 25

Easier Undertone Noted in Rice

Winnipeg.
RICE.—As predicted, the rice market is becoming very weak and present stocks held by millers are being cleared up as rapidly as possible.

Rice—	
Extra fancy, Japan, 100-lb. bags	0 12 1/4
Fancy Japan, 100-lb. bags	0 11 3/4
Siam, 100-lb. bags	0 08 1/4
Tapioca, lb.	0 12 1/4
Sago, lb.	0 10 1/4

Heavy Receipts Oranges Expected

Winnipeg.
FRUITS.—Expected heavy receipts of California oranges and grapefruits, as predicted in these columns two weeks ago, will arrive in one week's time, according to local dealers. Higher prices on these fruits can then be expected. The fruit market is quiet, there being a fair supply of Manitoba hothouse rhubarb selling at 18c. Strawberries are too high-priced for local dealers to handle in any quantity at present. Some reduction in price is looked for shortly.

Fruits—	
Strawberries, Florida, quart.	0 90
Oranges	5 50 7 00
Lemons, Cal.	7 00
Bananas, lb.	0 09
Grapefruit, case	6 50 7 50
Oranges (marmalade)	5 50 6 00
Strawberries, Florida, quart	0 85 0 90
Cawsaba melons, per lb.	0 12
Japanese bitter oranges	5 50
Apples—	
Jonathans, case	3 35
B.C. Spies, No. 1, case	3 50
B.C. Spies, No. 2, case	3 00
Ontario, bbl., No. 1	7 00
Ontario, bbl., No. 2	6 00

Tomatoes Go to Higher Levels

Winnipeg.
VEGETABLES.—Shipments of vegetables are coming on this market in larger quantities, owing to the mild weather. Prices are steady, with a few advances recorded: Florida tomatoes have advanced to from \$16.00 to \$18.00 a case. This market is very fluctuating at present, prices having attained \$21 a case last week, compared with our quotations of \$12.00 a case in Feb. 14 issue of CANADIAN GROCER.

Vegetables—	
Cucumbers, doz.	4 50
Cabbage, lb., local	0 04
Beets, with heads on, hampers.	4 00
Carrots, with heads, hampers.	4 00
Head Lettuce, per doz.	3 50
Turnips, cwt.	2 00
Onions, silvers and yellows, lb.	0 03 1/2
Radishes, doz.	0 30
Parsley, imported, doz.	0 90
Tomatoes, Florida, case	16 00 18 00
Celery, lb.	12 00
Cauliflower, doz.	0 16
Potatoes, 10-20 bush. lots, bush.	3 50 0 90

Zone System on Feeds Abolished

Winnipeg.
FLOUR, FEEDS, CEREALS.—The flour and cereal market has been quiet during the past week with a somewhat easier feeling notable. Feeds continue to show an upward tendency, though the prices quoted herewith combine a goodly margin of freight charges when compared with those quoted in Feb. 14 issue of CANADIAN GROCER. The zone system has been abolished by some millers and the prices quoted herewith are the demand prices on feeds anywhere in Manitoba, Saskatchewan and Alberta. Feeds are very scarce:

Government Standard Flour—	
Cash carload price	\$10 40
To bakers and flour and feed dealers	10 40
To storekeepers paying cash or 30 days, ton lots	10 60
Do., less than ton lots	10 70
Credit Prices—	
Manitoba points	10 50
Saskatchewan points	10 40
Cereals—	
Rolled oats, 80s	3 50
Rolled oats, pkgs., family size	5 65
Cornmeal, 98's	4 85
Oatmeal, 98's	4 75
Feeds—	
Bran, per ton	37 00
Shorts, per ton	41 00
Bran, B.C. and Vancouver Isld.	43 00
Shorts, B.C. and Vancouver Isld.	47 00
Barley—	
Pearl, Ontario, 98-lb. bags, per bag	6 30
Pot, 98-lb. bag, per bag	4 35

The Montreal Chambre de Commerce has selected the following as members of its Groceries and Alimentary Products Committee: Jos. Ethier, Armand Chaput, Nap. Gendreau, Eugene Couvrette, J. H. E. Pellerin, P. Daoust, L. O. D'Argencourt, J. A. Paulhaus and J. I. Lussier. On the Expansion of Commerce committee, C. H. Catelli and L. N. Patenaude were selected.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Feb. 25.—British Columbia beans are now being offered from 8 and 8½ cents upwards. Split peas have dropped to as low as 8c in some quarters. Supplies of local new laid eggs are rather short on account of the cold spell, quotations are anywhere from \$13.50 to \$15.50. Gallon apples are from \$2.60 to \$3 per case to-day. Evaporated apples 25s are from 18c to 18½c. Grapefruit \$7.25 to \$7.75. Pot and pearl barley are slightly cheaper. Some sizes of prunes are 1c per pound higher.

Beans, Calif. Lima, med.	0 15½
Beans, B.C.	8 50 10 00
Flour, 98s, per bbl.	10 50
Rye flour, 49s, per bbl.	11 20
Cornmeal, 24s, per bbl.	11 00
Rollod oats, 80s	3 80 3 90
Rice, Siam, cwt.	8 00 10 00
Rice, China mat., No. 1	4 80
Do., No. 2	4 10
Tapioca, lb.	0 10½ 0 12½
Sago, lb.	0 10½ 0 12½
Sugar, pure cane, granulated, cwt.	11 02
Cheese, No. 1, Ontario, large	0 29 0 31
Butter, creamery, lb.	0 60
Do., dairy, lb.	0 35 0 40
Lard, pure, 3s, per case	17 60
Compound, 3s	14 70
Eggs, new-laid, case	13 50 15 50
Eggs, No. 1 storage, case	15 00
Eggs, fresh, Washington, case	15 00
Candied peel, lemon, lb.	0 34½
Do., orange, lb.	0 36½
Do., citron, lb.	0 39½
Tomatoes, 2½s, stand. case, spot.	3 60 4 25
Tomatoes, 2s	2 90
Corn, 2s, case	4 80 5 00
Peas, 2s, standard case	8 40 8 50
Apples, gals., Ontario, case	2 60 3 00
Strawberries, 2s, Ontario, case	8 10 8 75
Raspberries, 2s, Ontario, case	8 40 8 75
Cherries, 2s, red, pitted	6 40
Apples, evaporated, 50s, lb.	0 18
25s, lb.	0 18½ 0 29
Apricots, evaporated, lb.	0 26 0 29
Peaches, evaporated, lb.	0 18 0 20
Peaches, 2s, Ontario, case	4 75
Salmon, pink, tall, case	9 00 10 25
Salmon, sockeye, tall, case	16 50 18 75
Do., halves	18 50 19 00
Potatoes, per ton	33 00 36 00
Oranges, navels	5 00 6 50
Oranges, Florida	6 00
Oranges, bitter, Japanese, 50 pd. case	6 00
Lemons, case	6 00 6 50
Grapefruit	7 25 7 75

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Feb. 25.—No change in grocery list. Olive oil arriving in small lots. Small sizes prunes scarce. Oranges \$5. Lemons \$5 to \$5.50. California grapefruit \$3.75. Bananas \$9 to \$9.50. Winesap apples \$4; Newtons and Spitzenburgs, \$3.75. New Zealand butter 52c; Alberta, 48c. Flour, Government standard 24s, \$11.20; 49s, \$11; 98s, \$10.80.

BRITISH COLUMBIA:

Sugar, granulated	9 40	\$10 05
Do., yellow	10 45	
Do., icing	4 40	
Rollod oats, 80s, each	11 20	
Flour, Govt. standard, 24s	11 00	
98s	10 80	
Cornflour, 98s, per bbl.	13 50	
Cornmeal, 98s	11 50	
Barley, pot, 98s	0 05½	
Do., pearl	0 06½	
Beans, lima, Manchurian, 100s	0 18½	
Do., lima, California	0 18	
Do., white, 100s	0 08	
Do., Kootenashi, 100s	0 08	
Rice, Siam, No. 1, per ton	160 00	
Do., Do., No. 2, per ton	160 00	
Do., China, No. 1, per 40 mats	160 00	
Do., Do., No. 2, per 40 mats	135 00	
Tapioca, 140s	0 10¾	
Sago, 140s	0 10½	
Canned tomatoes, 2½s, doz.	2 00	
Do., peas, stand., 2s, doz.	1 80	
Do., early June, 2s, doz.	1 95	
Do., corn, 2s, doz.	2 45	
Do., beans, green, doz.	2 25	
Do., Do., yellow	2 25	
Do., raspberries, 2s, doz.	4 10	
Do., strawberries, 2s, doz.	4 25	
Do., peaches, 2½s, doz.	3 75	
Do., plums, 2s, doz.	2 10	
Do., pineapple, 2s, doz.	3 25	
Do., pumpkin, 2½s, doz.	1 40	
Do., salmon, sockeye, 1s, tall, per case	17 60	
Do., cohoes	14 00	
Do., pinks	10 00	
Do., chums	9 50	
Do., pilchards	8 25	
Dried Fruits—		
Choloe peaches, 25s	0 25	
Do., apricots	0 22	
Do., apples	0 21	
Do., prunes, 70-80, 55s	0 17½	
Oranges, run, per case	5 00	
Lemons, per case	5 00 5 50	
Grapefruit, per case	4 25	
California	3 75	
Bananas, lb.	0 09 0 09½	
Apples—Yellow Newtons, per box	3 75	
Do., Winesaps, per box	4 00	
PRODUCE		
Dressed hogs	0 18 0 20	
Breakfast bacon, medium	0 44 0 47½	
Hams, medium	0 34 0 38	
Pure lard, tierce basis	0 32	
Do., compound	0 25	
Butter, New Zealand prints	0 52	
Do., Alberta Cr., prints	0 48	
Margarine, prints	0 36	
Eggs, fresh	0 18	
Do., storage	0 31	
Cheese, large	0 31½	
Do., twins	36 00	
Potatoes, Lillooet, per ton	36 00	
Fish—		
Frozen Halibut, per lb.	0 16	
Salmon, Qualla, per lb.	0 10	
Salmon, Cohoe, per lb.	0 16	
Salmon, Spring, per lb.	0 17	

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Feb. 25.—Business in rural districts is very quiet; city business is fair. Staples show no changes of importance. California fruits are slightly lower. Egg receipts are heavier and prices declining. Fluctuations in Japanese rice market had no effect locally as practically the only rice used here is Siam. Paper continues to advance, and dealers look for decline of some articles used largely for war purposes.

Beans, small white Japans, bu.	5 60
Beans, Lima, per lb.	0 14
Flour, standard, 98s	5 45
Rollod oats, bails	4 35
Rice, Siam, cwt.	8 75
Sago, lb.	0 12
Tapioca, lb.	0 13
Sugar, pure cane, gran., cwt.	10 99
Cheese, No. 1 Ontario, large	0 30
Butter, creamery	0 50
Lard, pure, 3s, per case	18 75
Bacon, lb.	0 47
Eggs, new-laid	0 60
Eggs, storage	0 65
Pineapples, case	5 75
Tomatoes, 3s, standard case	4 25
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18½
Strawberries, 2s, Ont., case	8 60
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	10 25
Salmon, pink, tall, case	41 00
Pork, American clear, per bbl.	59 00
Onions, ton	1 15
Potatoes, bushel	2 90 3 00
Apples, Washington, box	4 00
Pears, Washington, box	7 50
Grapefruit	15 00
Cranberries, bbl.	6 50
Florida oranges	6 50
California oranges	5 75
Pineapples	8 00
Lemons	8 00

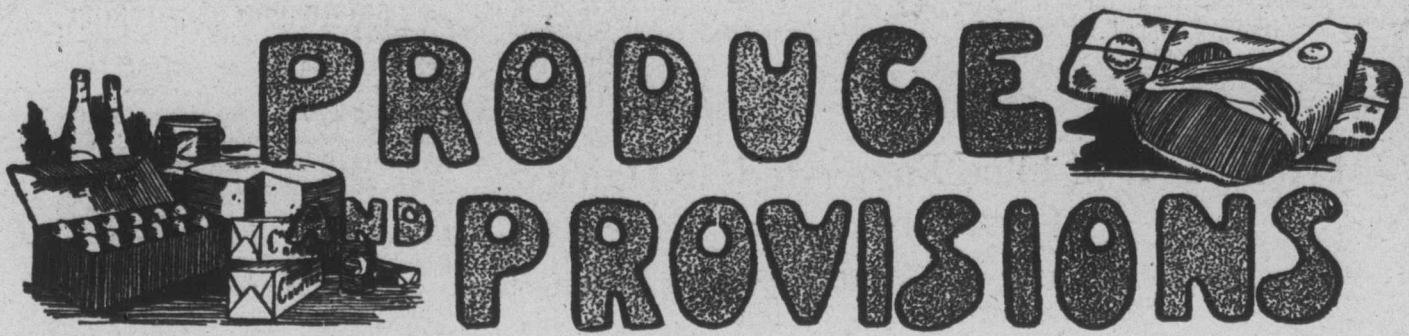
New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Feb. 25.—Markets are steady this week, with no changes reported in any line. Business continues steady but on conservative lines. Steadying of prices have slightly improving effect on demand.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	\$12 50	
Cornmeal, gran., bags	6 50 6 75	
Cornmeal, ordinary, bags	3 25 3 30	
Rice, Siam, per 100	9 00 9 10	
Molasses	0 92 0 95	
Sugar—		
Standard, granulated	10 25 10 30	
No. 1, yellow	9 75 9 80	
Cheese, N.B., twins	0 29 0 30	
Eggs, fresh, doz.	0 50 0 55	
Eggs, case	0 50	
Breakfast bacon	0 80 0 88	
Butter, creamery, per lb.	0 50 0 52	
Butter, dairy, per lb.	0 45 0 48	
Butter, tub	0 42 0 45	
Margarine	0 33 0 35	
Lard, pure, lb.	0 30 0 30½	
Lard, compound	0 27 0 27½	
American clear pork	56 00 59 00	
Beef, corned, 1s	4 90	
Tomatoes, 3s, standard, case	4 40	
Raspberries, 2s, Ont., case	8 80	
Peaches, 2s, standard case	6 00	
Corn, 2s, standard case	4 90	
Peas, standard case	3 30	
Apples, gal., N.B., doz.	4 00	
Strawberries, 2s, Ont., case	8 20	
Salmon, Red, spring, cases		
Pinks	11 00 11 50	
Cohoos	14 50 15 00	
Chums	8 50	
Evaporated apples, per lb.	0 16½ 0 17	
Peaches, per lb.	0 18½ 0 19½	
Apricots, per lb.	0 18½ 0 19½	
Potatoes—		
Natives, per bbl.	3 00	
Onions, Can., 75-lb. bags	1 75 2 00	
Lemons, Cal.	7 00 7 50	
Oranges, Cal., case	6 00 7 00	
Oranges, Florida	7 00 7 50	
Grapefruit, case	7 00 7 50	
Bananas, per lb.	0 09 0 10	
Apples, N.S.	2 00 7 00	



PRODUCE AND PROVISIONS

Asks for Offerings of Canadian Bacon

British Ministry of Food Asks For Quotation on Reserve Stocks in Packers' Hands
—Relief From Present Situation Will Probably Result—Expect
Withdrawal of Export Restrictions

THE present difficulties that have been facing the packing trade seem likely to be removed, says the Financial Post. The British Ministry of Food have requested the packers to make offers on such stocks as they have on hand. This has been done, and it is confidently believed that this will result in relieving the packers of their present surplus. The British Ministry of Food evidently feels in a measure under obligation to the Canadian packers, and is taking this method of assisting them. It is generally felt, however, that this is the last assistance to be expected from that source, as the British Ministry of Food will undoubtedly buy from now on in the best market offering.

With present accumulations disposed of, however, the packers are in a much better position to face the changing conditions that must inevitably arise. That this readjustment will be made at some loss to the industry is probable, but the feeling is general that the sooner this period is over, and the losses assumed, the better it will be.

No Depression Felt

There is no feeling of depression prevailing among the trade as it is felt that with restrictions removed, and business more or less returned to normal, there is the opportunity in the British market to increase shipments on domestic account to care for any decline in Government business.

As a matter of fact the Canadian packer has not been up to the present a large factor in this, his one large export market. Britain imports annually pork products to the extent of 1,261,082,032 pounds, of which Canada supplied only 130,304,900 pounds. In beef, the opportunity is even larger, Canada at present supplying only 29,680,000 pounds of a total importation of 1,077,154,000 pounds. At the present time of course there is in existence an embargo against import into Britain of pork products from any source. The

British Ministry of Food is however meeting this week to consider these restrictions, and it is hoped that these will be withdrawn, and the market once again be opened to the trade.

The European Market

It is felt by some of the large packers that there should be a market in France and Belgium for some time to come, but Canada has made no effort to introduce her packing house products on these markets in the past, and it is felt that it would be a large task, and one that would require considerable outlay. As all this machinery is already in existence on the British market it is felt that efforts can probably be more

advantageously devoted to enlarging that field.

As an indication that these conditions do not affect Canada alone, but represent a change that is facing the whole industry, the United States Food Administration has advised the packers that there will be no further governmental backing of the packers after present contracts lapse. The Food Board is also advising the smaller packers to combine in their efforts to secure export business, as this will not be provided for them by the Government from now on. The larger packing plants have their own plants in England, and consequently are in a good position to look after their own interests.

Protest Use of Word "Egg" on Substitutes

Delegation Representing Produce Industry — Protests the Indiscriminate Use of Word, and Urges Legislation Prohibiting Such Use—Other Matters Considered

THE representatives of the different branches of the produce trade, produce dealers and educationalists met recently at Ottawa at the call of J. S. Grisdale, Deputy Minister of Agriculture, to consider and discuss matters of interest to the industry. Among the other points raised was the use of the word "Egg" on products used as substitutes for the natural article, and it was strongly urged that the use of the word for such purposes be prohibited by law.

The legislative committee of the delegation, under the chairmanship of A. H. Wilford, of the Saskatchewan Co-operative Creameries, Limited, presented the following list of suggestions to the Deputy Minister and urged their adoption. The Minister in reply promised to give the suggestions every consideration. The suggestions were as follows:

That all shelled eggs imported into Canada be inspected in accordance with the Canadian standards for eggs.

That standards be prepared for the inspection of all egg products not in the shell.

That all products advertised as egg substitutes may not have the privilege of using the word "Egg." We believe that there is no substitutes for "eggs."

That no person, firm, corporation, or association, shall receive or demand payment for bad eggs, and, as far as possible, eggs shall be paid for on a quality basis.

That Government inspectors place a grade identification mark on the egg case of the eggs inspected, as well as giving a certificate of grading.

That egg buyers should be urged to make use of the inspector when country shipments show a heavy shrinkage, and that the inspector be authorized to make suggestions over his own name the shipper that will assist the shipper in improving the quality of "Canadian eggs."

That Government inspectors, as many as are required, be placed permanently in each province to give instruction in the handling of eggs and poultry.

Other points taken up were regard-

ing ways and means of increasing production, and methods of increasing the consumption of eggs. It was practically decided to launch an advertising campaign with this end in view.

Prohibition of Oleo Suggested at Dairy Convention

Speaker at Manitoba Dairy Association Suggests That the Government Ban Margarine

MAYOR Chas. F. Gray, of Winnipeg, in welcoming the delegates attending the Manitoba Dairy Association, held recently in Winnipeg, stated:

"You are here to-day to discuss the ways and means of improving the dairy situation in Manitoba, and I am right behind you in this."

Alex. MacKay, president, reviewed the dairy conditions, and spoke on the future of dairying in Canada. He was of the opinion that the Government should not allow the sale of oleomargarine in Canada. Margarine was of inferior value as a food in comparison with butter. It is manufactured of scrap fats, whereas butter is pure," he asserted.

Mr. MacKay urged members of the association to seek legislation to deal with the sale of oleomargarine in the Dominion.

"Our country is practically in its infancy, and so is every industry in it. We do not yet need substitutes for anything when we can produce the original article in sufficient quantities to feed our people," he declared.

I. Villeneuve, instructor in cheese making, Manitoba branch, reviewed the cheese industry and the production of milk.

L. A. Gibson, dairy commissioner for the province, reported on dairying in Manitoba.

Prof. R. W. Brown, of the dairy husbandry division at the Manitoba Agricultural College, was the only other speaker at the morning session.

Following the speeches, the nomination committee was appointed to select sub-committees for the ensuing years. The personnel of the committee follows:

H. J. Coyle, Alex. MacKay, James Stainton, I. Villeneuve, F. Gostick, T. H. Rumball.

Dairy conditions throughout the Dominion were reviewed at this afternoon's session.

A. P. Slade, Vancouver; C. W. Thacker, Montreal; C. Marker, dairy commissioner for Alberta; George H. Barr, chief of the dairy division, Ottawa, reported on conditions in their respective territories.

The convention will close with a session Thursday morning.

McKay Named President

The dairymen's association, Tuesday evening, passed a constitution and drafted by-laws. Alex. McKay, Winnipeg, was chosen president for the ensuing year, James Stainton is vice-president.

The executive personnel is as follows:

F. Gostick, Dauphin; John Tunland, Brandon; E. Farthingham, Brandon; J. Henderson, Morden; D. Hough, Rossburn; T. H. Rumball, Miami.

Manitoba won highest honors for creamery butter making in four out of five events, it was announced at the evening session.

COFFEE MARKET ADVANCES DUE TO IMPORTERS' COSTS

It has been pointed out for some time that the coffee market was an advancing one, and the views of various importers, as given in CANADIAN GROCER from time to time, have been borne out in subsequent market changes.

This week there has been an advance of from one-half to one cent lb. on several grades. A large importer said:—"There has been no reaction of the market, and nearly every operator has been selling under the market. Coffee must sell on the basis of roasted quotations, and, of course, the consumer must also pay the special import tax. This may be retained more or less permanently, and at any rate there is no indication of its being rescinded now. There is no possible chance of a decline coming on coffees in the next few months, for there is but a very limited supply in Canada or United States points. The bulk of this was also bought at the peak of the market."

STIR IN EVAPORATED APPLES; MANY CARS SOLD THIS WEEK

A considerable movement was effected early this week in the evaporated apple market. The demand for supplies for export was responsible and a great deal of interest was manifest on the part of brokers and jobbers. "I have sold our stock out and could sell more if we had it," said one large wholesaler. "There is a demand right here in Montreal now for anywhere around 15 cars, if they could be had."

This has naturally firmed the market, for several lots changed hands, CANADIAN GROCER is informed, at around 15½c to 16c per lb., and this was for full carloads of standard grade. The apples are for shipment to Europe through New York, and the undertone for gallon apples also has strengthened materially. There has been a considerable movement of the latter on export account.

SUGAR PRICES TO HOLD

"There is an utter impossibility of any drop in sugar prices for some months to come," said George W. Brown, assistant general manager for the Atlantic Sugar Refineries, Ltd., Montreal, to CANADIAN GROCER.

Mr. Brown pointed out that there had been no reduction in the basis of coastal freight rates, although trans-Atlantic freights had declined. Raws, therefore, were costing as much as before and there could be no lowering of prices for the refined sugar. Rates have been fixed for the raw sugar by the Sugar Commission. "It is not at all probable that this Commission will permit the basis to be changed while the supplies of sugar for which contracts have been given are in effect. All indications point to prices being steady for some months to come."

NO DECLINES IN SOAP

(Continued from page 25)

glycerine. Now this source of revenue was withdrawn, and the soap would have to pay its own way. With conditions such as they were, this absolutely did away with the possibility of declining prices.

Mr. Taylor Emphatically Corroborated These Statements

World conditions unquestionably bear out the contentions of the soap manufacturers. It is possible to pick out some item used in soap manufacture that has declined, but to base upon that one item an argument that soap is bound to decline is to deceive the trade. There are a large number of components used in the manufacture of soap, and there are many changing conditions governing its market. There are none of them, however, at the present time that of themselves warrant the supposition that soap will decline. There is no likelihood of such a possibility, and the retailer should govern himself accordingly.

WHOLESALE DISCUSS PROBLEMS

Continued from page 29

Vila, Jas. Turner & Co., Ltd.; A. McPherson, Elliot Marn Co., London; W. F. Smith, J. B. Escott Co., London; A. M. Masuret, M. Masuret & Co., London; A. M. Smith, A. M. Smith & Co., London; R. J. Carson, R. J. Carson, Kingston; J. A. W. Craig, W. G. Craig & Co., Kingston; H. D. Robertson, Geo. Robertson & Son, Kingston; C. J. Markle, J. Kenney & Co., Sarnia; W. E. Warwick, J. Kenney & Co., Chatham; H. Y. Telfer, Telfer Bros. Ltd., Collingwood; Geo. Watt, Geo. Watt & Son, Brantford; Albert Gilmour, Gilmour & Co., Brockville; H. W. Chamberlain, F. J. Castle Co., Ottawa; Alex. Lerner, E. M. Lerner & Son, Ottawa; A. J. Major, S. J. Major, Ltd., Ottawa; A. Alexander, H. N. Bate & Son, Ottawa.

Thos. G. Daye, flour and feed merchant of Avonmore, Ontario, was in Montreal on Tuesday last.

O. C. Bissell, sales manager of the Atlantic Refineries, Ltd., Montreal, is in Ontario points this week.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Feb. 25.—There is a decidedly big change again in egg prices, new-laid being as low as 48c. Selects are down to 40c. The butter market is firm, and cheese, too, is steady and fairly active. Lard has firmed and may go up more, export business having developed. Shortening is firmer, but not changed to any extent.

Poultry is very firm, there having developed recently, a large export enquiry. Sales are quite satisfactory and supplies adequate.

Cured meats and cooked are steady, and bacon is in popular demand. There has been quite a revision in fish prices, some declines being noted. Fish markets are more active.

Hog Market Firm, Steers Also Held

Montreal.

FRESH MEATS.—Markets are stronger this week and the activity more pronounced. There has been a steadier sale for most lines, and the tendencies are to firmness, although the spread on dressed hogs narrowed but is within the quoted price of last week. Cows and steers are unchanged quotably, but there is a firmness of undertone to the market generally.

Hogs, Dressed—			
Abattoir killed, small	\$24 50	\$25 00	
Sows	21 00	22 00	
Hogs (country dressed)	19 00	21 00	
Hogs, live		18 00	
Fresh Pork—			
Leg of pork		0 32	
Loins		0 34	0 36
Tenderloin, lb.		0 42	0 44 1/2
Spare ribs		0 20	
Trimmed shoulders		0 24 1/2	0 25
Fresh Beef—			
(Steers and Heifers)		(Cows)	
\$0 22	\$0 30	\$0 20	\$0 25
0 15	0 19	0 14	0 16
0 30	0 35	0 25	0 28
0 20	0 28	0 20	0 26
0 15	0 17	0 14	0 16
0 22	0 26	0 17	0 22
Calves (as to grade)		0 27	0 26
Lambs—fresh killed		0 26	0 28
Do., frozen		0 26	0 27
Sheep			0 20

Bacon a Seller; Hams Rather Quiet

Montreal.

CURED MEATS.—There is a steady and active selling of bacon. This is in greater demand than any other item on the list and the prices for various grades are without change. Hams, while sold to some extent, are not considered active.

Hams—			
Medium, smoked, per lb.—			
(Weights) 10-16 lbs.		0 36	
16-20 lbs.		0 36	
20-35 lbs.		0 34	
Bacon—			
Plain	0 43	0 44	
Boneless, per lb.	0 46	0 47	
Bacon—			
Breakfast, per lb. (as to qual.)	0 38	0 45	
Roll, per lb.	0 33 1/2	0 34 1/2	
Dry Salt Meats—			
Long clear bacon, ton lots	0 28	0 28 1/2	
Long clear bacon, small lots	0 28 1/2	0 29	
Fat backs, lb.	0 29 1/2	0 30	
Barrel Pork—			
Canadian short cut (bbl.)	52 00	54 00	
Clear fat backs (bbl.)	56 00	58 00	
Short cut clear pork (bbl.)	50 00	52 00	

Heavy mess pork (bbl.)	49 00
Bean pork (bbl.)	47 00

Little Sale For Cooked Meats

Montreal.

COOKED MEATS.—The cooked meat market is less changed than any other, prices ruling steady. The market movement is not heavy and sales through the retail trade are reported light.

Head cheese	0 15
Meat loaf with macaroni and cheese, lb.	0 29
Choice jellied ox tongue	0 48
Ham and tongue, lb.	0 32
Veal and tongue	0 25
Hams, roast	0 50
Shoulders, roast	0 46
Shoulders, boiled	0 44

Lard Higher 1 1/2c, Export Business

Montreal.

LARD.—There is considerable strengthening of the lard market, orders having developed, it is said, for export. Tierce price is quoted at 27 1/2c at this writing and this is 1 1/2c per pound over the quotation of last week. It is said that Belgium is a buyer and that supplies are also wanted for the British market. The undertone is firm and higher prices still will not be a big surprise.

Lard, Pure—			
Tierces, 400 lbs., per lb.	0 27 1/2	0 28	
Tubs, 50 lbs., per lb.	0 27 3/4	0 28 1/4	
Pails, 20 lbs., per lb.	0 28	0 28 1/2	
Bricks, 1 lb., per lb.	0 29	0 29 1/2	

Shortening Holds But is Firmer

Montreal.

SHORTENING.—The undertone of the market is firmer, but there was no quotable change, excepting that a little wider range is made in some quarters. If lard continues it, strength it is not improbable that shortening may advance again.

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

Little Margarine is Moving Here

Montreal.

MARGARINE.—The local market conditions are on the same basis as that

obtaining for several weeks past. Best grades are selling at 34c, and the lower at 32c and 33c per pound.

Margarine—			
Prints, according to quality, lb.	0 32	0 34	
Tubs, according to quality, lb.			0 30

Butter Sale Large, Supply Smaller

Montreal.

BUTTER.—The supplies of best butter are constantly decreasing, and receipts from outside points are dwindling from week to week. The demand is for best creamery, and on this the market holds steady and firm, with other grades also unchanged.

Butter—			
Creamery 1 ints (storage)		0 53	
Creamery solids (storage)		0 52	
Dairy prints, choice	0 44		
Dairy, in tubs, choice	0 42		

Cheese Popular, is Held Steady

Montreal.

CHEESE.—There is a steady and popular demand for cheese, and the market holds firm, with no quotable change. Records show a falling off of 120,156 boxes in the last year as compared with the season previous, and supplies are consequently on the light side, export having been large.

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

Eggs Drop to 48c For New-Laid

Montreal.

EGGS.—At a price of 48c per dozen, new laid eggs are again becoming very popular as a daily article of diet. Supplies gathered from the Canadian hen are ample to supply this big market with all its requirements, many of the produce men not bringing forward any United States eggs at all. Selects are quoted at 40c and there will be further declines if the weather should remain favorable.

New-laid	0 48	0 50
Selects		0 40
No. 1		

Export Inquiry Firming Poultry

Montreal.

POULTRY.—While there has been no advance this week for dressed or live poultry, there is a steadily firming feeling in the markets. Export business is very likely to develop in the immediate future, and this being the case it will not be surprising if advances come. The selling here is fairly well maintained.

Chickens, roast (3-5 lbs.)	\$0 35
Chickens, roast (milk fed)	0 45
Broilers (3-4 lb. pr.)	0 45
DUCKS—	
Brome Lake	0 47
Young Domestic	0 40
Turkeys (old toms), lb.	0 43
Turkeys (young)	0 45
Geese	0 30
Old fowls	0 35

Large 0 32
Small 0 30

Fish Prices

More Favorable

Montreal.

FISH.—Prices are inclined to be more favorable, supplies being ample for all requirements, although not so large as some have anticipated. There will be a good deal of activity in the coming week, it is expected, the arrival of Lent on March 4 being looked to as the beginning of larger sales for some weeks to come. Already frozen fish has been more active. Pickled and salt varieties of fish are selling better, but oysters in the shell and in bulk are in less demand. Quite a number of revisions in the list are made.

FRESH FISH	
Haddock	0 09 0 10
Steak Cod	0 10 0 12
Market Cod	0 08 0 09
Flounders	0 09 0 10
Prawns	0 28
Live lobsters	0 65 0 70

FROZEN FISH	
Halibut, large and chicken	0 20 0 21
Halibut, medium	0 22 0 23
Haddock	0 07 0 07 1/2
Mackerel	0 15 0 16
Dore	0 14 0 15
Salmon Cohoes, Hd. and Dd.	0 21 0 22
Salmon Cohoes, round	0 17 1/2 0 18
Salmon, Qualla, Hd. and Dd.	0 12 0 13
Gaspe Salmon, per lb.	0 24 0 25
Whitefish	0 15 0 16
Whitefish, small	0 11 0 12
Pike, Headless and Dressed	0 10 0 11
Market Cod	0 06 1/2 0 07 1/2

ONTARIO MARKETS

TORONTO, Feb. 26.—Live hogs are slightly easier again this week, while the tendency on fresh cuts of pork is slightly firmer. Market on beef is strong. Lard shows a stronger tendency in view of inquiries for export, and outlook generally seems somewhat brighter. Butter is holding without change, and eggs tend downward, though unchanged early in the week.

Undertone to Fresh

Pork Firmer; Beef Too

Toronto.

FRESH MEATS.—A somewhat firmer tone is noticeable in both fresh pork and fresh beef, though little actual price change has been recorded. Live hogs are somewhat easier, while live beef is showing strength. No actual orders have been signed yet, it is understood, for renewal of export business, but there seems to be strong hopes that these will be forthcoming.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt. \$23 80		\$24 00
Live, off cars, per cwt.	17 25	
Live, fed and watered, per cwt.	17 50	
Live, f.o.b., per cwt.	16 50	
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 27 0 31	
Loins of pork, lb.	0 34 0 37	
Tenderloins, lb.	0 43	
Spare Ribs, lb.	0 20	
Picnics, lb.	0 20 0 21	
New York shoulders, lb.	0 24	
Montreal shoulders, lb.	0 25	
Boston butts, lb.	0 31 0 32	
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 22 0 28	
Front quarters, lb.	0 17 0 18	
Ribs, lb.	0 22 0 28	
Chucks, lb.	0 13 0 16	
Loins, whole, lb.	0 28 0 30	
Do., short, lb.	0 32 0 35	
Hips, lb.	0 20 0 22	
Cow beef quotations about 2c per lb. below		quotations.
Calves, lb.	0 25 0 26	

Lams, whole, lb.	0 27
Sheep, whole, lb.	0 18 0 20
Above prices subject to daily fluctuations of the market.	

Market Steady

in Cured Meats

Toronto.

PROVISIONS.—There is a steadier feeling in all lines of cured meats with a stiffer tendency developing. Business is fairly good but could be brisker.

Hams—	
Medium	\$0 31 \$0 33
Large, per lb.	0 29 0 31
Bacon—	
Skinned, rib in	0 45 0 46
Boneless, per lb.	0 49 0 50
Bacon—	
Breakfast, ordinary, per lb.	0 38 0 40
Breakfast, fancy, per lb.	0 44 0 46
Roll, per lb.	0 29 0 31
Wiltshire (smoked sides), lb.	0 34 0 35
Dry Salt Meats—	
Long, clear bacon, av. 50-70 lbs.	0 27 0 28
Do., aver. 70-100 lbs.	0 25 0 26 1/2
Fat backs, 16-20, lb.	0 30
Out of pickle, prices range about 2c per pound below corresponding cuts above.	
Barrel Pork—	
Mess pork, 200 lbs.	42 00 45 00
Short cut backs, bbl., 100 lbs.	50 00 54 00
Pickled hams, bbl., 200 lbs.	48 00 52 00
Above prices subject to daily fluctuations of the market.	

Cooked Hams

Firmer; Sausage

Toronto.

COOKED MEATS.—A firmer feeling is reported in cooked hams, and prices

Sea Herrings	
.....	0 07 1/2 0 08
Streak Cod	
.....	0 08 1/2 0 09
Smelts, No. 1, per lb.	
.....	0 17 0 18
Smelts, No. 2, per lb.	
.....	0 14 0 15
Smelts, extra large	
.....	0 24
Lake Trout	
.....	0 19 0 20
Tom Cods, per bbl.	
.....	5 00
Lake Herrings, bag, 100 lbs.	
.....	6 50
Alewives	
.....	0 07 0 07 1/2
SALTED FISH	
Codfish—	
Codfish, large brl., 200 lbs.	\$20 00
Codfish, No. 1, medium, brl., 200 lbs.	20 00
Codfish, No. 2, 200 lb. barrel	18 00
Pollock, No. 1, 200 lb. barrel	15 00
Codfish, strip boneless (30-lb. boxes), lb.	0 20 0 25
Codfish (boneless) (24 1-lb. cartons)	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18
Boneless cod (2-lb.)	0 23
Shredded codfish (12-lb. box)	2 50
Dried codfish (100-lb. bbl.)	20 00
PICKLED FISH	
Herrings (Scotch cured) barrel	13 00
Scotia, barrel	14 00
Do., half barrel	7 25 7 50
Mackerel, barrel	34 00
Salmon, Labrador (200 lbs.)	27 50
Salmon, B.C. (200 lbs.)	25 00 26 00
Sea Trout (200-lb. bbls.)	25 00
Turbot (200 lbs.)	18 00
Codfish, tongues and sound, lb.	0 15
Eels, lb.	0 16 0 17
OYSTERS	
Cape Cod, per barrel	\$15 00
Batouche, per barrel	15 00
Scallops, gallon	4 00
Can No. 1 (Solids)	2 50 2 60
Can No. 3 (Solids)	7 25 7 50
Can No. 5 (Solids)	12 00
Can No. 1 (Selects)	3 00
Can No. 3 (Selects)	8 40
SUNDRIES	
Crushed Oysters Shell, 100-lbs.	\$1 60
Paper Oyster Pails, 1/4-lb. per 100.	2 25
Paper Oyster Pails, 1/4 per 100.	1 75

are up 1c per pound. Some sources report a revision downward in sausage of 1c per pound all around. Business is within rather narrow compass just at the moment.

COOKED MEATS

Boiled Hams, lb.	\$0 50	\$0 51
Hams, roast, without dressing, lb.	0 51	0 52
Shoulders, roast, without dressing, per lb.	0 48	0 49
Head Cheese, 6s, lb.	0 16 1/2	
Meat Loaf with Macaroni and Cheese, lb.	0 29	
Choice Jellied Ox Tongue, lb.	0 52	0 54
Ham and Tongue, lb.	0 32	
Veal and Tongue, lb.	0 25	
Above prices subject to daily fluctuations of the market.		

Lard Goes

Higher by 1/2c

Toronto.

LARD.—Whereas large quantities of lard may be bought around 27c, the quotations on usual lots range about 27 1/2c to 28c per pound, or an advance of 1/2c over last week's figures. Business shows up somewhat better and an export enquiry is now noticeable, which may develop into actual orders, finds tone to market improved.

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

Steadiness Marks

Shortening Market

Toronto.

SHORTENING.—Conditions remain about the same in respect to shortening. The demand is rather small, supplies ample and outlook considered satisfactory. Prices have held without change. The tierce basis, per pound, being: Easifirst, 26 1/4c; Domestic, 26c; Peerless, 25 1/2c; Cotasuet, 25 1/2c to 25 3/4c. Range for other brands follows:

Shortening, tierces, 400 lbs., lb. \$0 25 1/2 \$0 26
In 60-lb. tubs, 1/4-1/2c per lb. higher than tierces; pails, 1/4-1/2c higher than tierces, and 1-lb. prints, 1 1/4-1 1/2c higher than tierces.

Margarine Holds

Without Change

Toronto.

MARGARINE.—There have been no new developments this week of particular interest in respect to margarine—the price remains steady and the demand is within narrow limits.

Margarine—	
1-lb. prints, No. 1	0 34 0 35
Do., No. 2	0 31 0 33
Do., No. 3	0 27 0 28
Solids, 1c per lb. less than prints.	

Export Inquiries

May Firm Butter

Toronto.

BUTTER.—The market on butter is holding steady. There are some export inquiries, and if these develop into orders, as it seems quite likely that they may, stocks on hand will be reduced appreciably. Prices show no change for the week from those which have been in effect for the past 10 days.

Butter—	
Creamery prints (storage)	\$0 52 \$0 53
Creamery solids (storage)	0 51 0 52
Creamery prints (fresh made)	0 54 0 55
Creamery solids (fresh made)	0 52
Dairy prints, fresh separator, lb.	0 46 0 47
Dairy prints, No. 1, lb.	0 44 0 46

Eggs Tend to

Lower Levels

Toronto.

EGGS.—No quotable change was shown in the price of new laid eggs early in the week, but it was anticipated that lower levels would be reached before the week was out. Supplies are coming to hand quite freely and dealers report that storage stocks are practically cleaned up now.

Eggs—

New-laid, in cartons, doz.	\$0 54
New-laid, doz.	0 50
Storage, No. 1, doz.	0 45
Splits and No. 2, doz.	0 45

Cheese Remains

in Steady Position

Toronto.

CHEESE.—New developments are lacking in respect to the cheese market. Prices are holding steadily and the demand is considered only fair. Prices rule at the following levels:

Cheese—

New, large	\$0 28¼	\$0 29
Stilton (new)	0 30¼	0 31
Twins, ¼c lb. higher than large cheese. Triples 1¼c higher than large cheese.		

Little Fresh

Poultry Coming

Toronto.

POULTRY.—Receipts of fresh killed poultry and also live stock are comparatively small. There is a very good movement of frozen stock to the consuming public, and this condition is expected to prevail for some time to come. Buying prices on live roosters and chickens, under five pounds, have advanced 2c per pound. The range of quotations follows:

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	\$ 0 32	\$ 0 32
Geese, lb.	0 15-0 20	0 20-0 25
Turkeys, old, lb.	0 28-0 30	0 35-0 36
Do., young, lb.	0 32-0 35	0 38-0 40
Roosters, lb.	0 22	0 25
Fowl, 4 to 5 lbs., lb.	0 25-0 27	0 28-0 30
Fowl, over 5 lbs., lb.	0 30	0 30
Fowl, under 4 lbs., lb.	0 23-0 25	0 23-0 25
Chickens, under 5 lbs., lb.	0 25	0 28
Chickens, over 5 lbs., lb.	0 25-0 27	0 30
Chickens, over 5 lbs., milk fed, lb.		0 32

Prices quoted to retail trade:

	Dressed
Hens, light	\$0 30
Do., heavy	0 32
Chickens, spring	0 33
Ducks	0 35
Turkeys	0 45
Geese	0 25

Fish Sales

Better; Prices Hold

Toronto.

FISH.—Dealers report the sale of fish during the past week as much improved, and the opening days of this week started off very well. Prices show no change from the figures formerly in effect which are repeated herewith:

FRESH SEA FISH		
Cod Steak, lb.	\$0 09	\$0 11
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 09	0 10
SMOKED FISH		
Haddock, lb.	0 08	
Bloaters, 40 Count, box	1 50	2 00
Cod, smoked, lb.	0 11	
Ciscoes, lb.	0 16	0 17
Digby Chicks, bdl.	1 85	1 90
Boneless Digbys, box	2 50	
Haddies, chicken	0 08¼	0 09
Do., fillets, lb.		0 16

Do., Finnan, lb.	0 12	0 14
Herring, Kipper, box	1 50	2 75
Shrimps, can	1 75	
Cod Steak, lb.	0 09	0 09½
Do., market, lb.	0 05	0 07½
Flat Fish, B.C., lb.	0 10	0 10½
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 06	0 07
Haddock, headless, lb.	0 08	0 10
Do., heads on, lb.	0 07½	0 08
Do., small, case, 200 lbs., lb.	0 05	
Do., medium, lb.	0 22	0 23
Do., chicken, lb.	0 21	0 22
Do., large, lb.	0 21½	0 22
Herring, lb.	0 06	0 07
Mackerel, lb.	0 14	0 14
Salmon, Cohoe, lb.	0 20	0 22
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25
Do., Gaspe, lb.	0 24	0 25
Smelts, No. 2, lb.	0 08	0 08
Do., No. 1, lb.	0 12	
Do., Extra, lb.	0 25	0 25
Tomcods, lb.	0 07	0 07

FROZEN LAKE FISH

Herrings, Lake Superior	0 04	0 05
Mullets, lb.	0 07	0 08
Pickarel, lb.	0 14	0 15
Pike, round, lb.	0 09	0 10

Trout, lb.	0 17	0 18
Tulibeas, lb.	0 10	0 10½
Whitefish, lb.	0 14	0 15
DRY AND PICKLED FISH		
Cod, Acadia Strip, box	6 50	7 00
Do., Acadia Tablets, 1 lb., 20 to case	3 00	4 00
Do., Acadia Tablets, 2 lb., 12 to crate		5 25
Herring, Labrador, bbl.		13 75
Do., Do., keg.	7 00	7 25
Do., Do., No. 4 size		5 00
Do., Do., No. 2 size		2 90
Do., Lake, keg	7 00	7 25
Imperial, 25 lbs., loose, case ..	3 00	3 50
Mackerel, salt, 20-lb. kit	4 15	4 50
Quail on Toast, 24 1-lb. tablets, cs.	4 10	4 20
Shrimps, headless, No. 1 size, tin	1 60	1 75
Do., Do., No. 3 size, tin		4 20
Skinless Fish, 100s, lb.	0 15	0 19
Sea Trout, keg		12 00
Whitefish, No. 1, keg		13 50
OYSTERS, No. 3 size package (2½ gallons)		9 50
Do., No. 5 size package (4 1-6 gallons)		15 50
Do., No. 1 size package		3 30
Shell Oysters, 800 count, bbl.		14 50
Do., Do., 1,000 count		13 00

WINNIPEG MARKETS

Hogs Decline; Eggs, Butter Steady

Winnipeg.

PROVISIONS.—After a strong showing last week the hog market shows a decline and a further drop is anticipated. To-day hogs are quoted at 16½c, with prospects of prices dropping still lower. The fluctuations of the hog market are attributed to the variations of price on an export basis.

EGGS.—Receipts of eggs are becoming heavier with the continuance of mild weather. Prices are steady at 47-48c doz.

BUTTER.—The butter market has remained very steady during the past week, with prices stationary.

Little credence is given reports in the Winnipeg press to the effect that butter in Chicago has advanced 15c a lb. as result of the placing of an order for 3,000,000 lbs. for the Allied Governments overseas, though admittedly such an order would greatly disturb the butter market in this country.

CHEESE.—Though there is a general scarcity of cheese supplies, it is possible there will be some decline in prices from present levels.

Other lines of provisions are being quoted this week as follows:

Hams—		
Light, lb.	0 34	0 36
Medium, per lb.		0 34
Heavy, per lb.		0 33
Bacon—		
Breakfast, select, lb.	0 40	
Backs	0 44	0 55
Dry Salt Meats—		
Long clear bacon, light	0 29	
Backs	0 33	
Barrelled Pork—		
Mess pork, bbl.		52 00
Lard, Pure—		
Tierces	0 30	
20s	6 30	
Cases, 5s	18 52	
Cases, 3s	18 60	

Compound—		
Tierces	0 25½	
Tubs, 50s, net	12 87	
Pails, 20s, net	5 40	
Cheese—		
Ontario, large fresh		
Manitoba, large fresh		
Butter—		
Dairy	0 33	0 34
Fresh made creamery, No. 1 cartons		0 45
Fresh made creamery, No. 2		0 43½
Margarine	0 31	0 32
Eggs—		
New-laid, doz.	0 47	0 48

Fish Supplies Good; Fair Demand

Winnipeg.

FISH.—The fish market is well stocked with all kinds of fish as result of a good catch of lake fish, and heavy receipts from the Pacific Coast and other sources of supply. Demand continues good and prices are steady, with a few slight changes:—

LAKE FISH		
Whitefish (cleaned), lb.		0 13¼
Whitefish (frozen), lb.		0 12¼
Pickarel, lb.		0 13
Pickarel Fillet, lb.		0 35
Frozen Trout, lb.		0 18
Round Jackfish, lb.		0 09
Dressed Jackfish, lb.		0 09½
Frozen Goldeye, lb.		0 07¼
Speckled Trout, lb.		0 35
SEAFISH		
Frozen Halibut, lb.		0 22
Fresh Halibut, lb.		0 23
Frozen Salmon, lb.		0 18
Frozen Mackerel, lb.		0 09¼
Red Carp, lb.		0 12
Sable Fish, lb.		0 10
Haddock, lb.		0 08
Soles, lb. (50-100)		0 08½
Soles (less)		0 08
Plaice, lb.		0 08
Skate, lb.		0 18
Smelt, lb.		0 16
White Salmon, lb.		
SMOKED FISH		
Finnan Haddie (30-lb. boxes), lb.		0 16
Finnan Haddie (15-lb. boxes), lb.		0 16¼
Smoked Goldeye, lb.		0 17
Smoked Codfish, lb.		0 20
Smoked Fillet (15-lb. boxes), lb.		0 22
Bloaters (25-lb. boxes), case		2 85

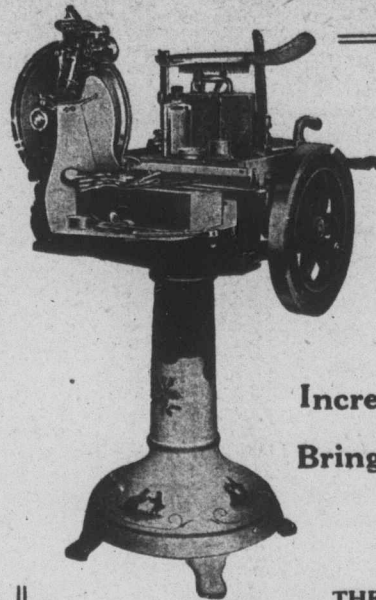
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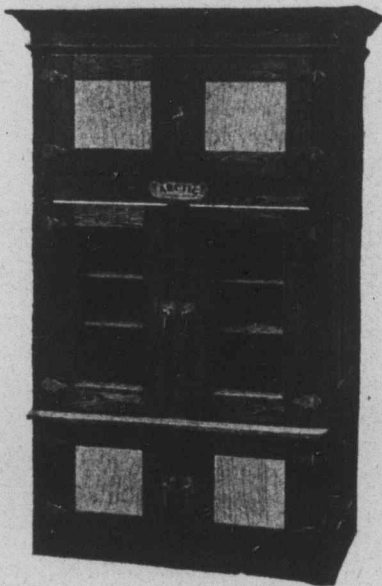
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Winnipeg

Edmonton

(Canada Food Board License No. 13-170, 13-171, 13-172)





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.

Something New in Appetizers—

MAROMA

Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

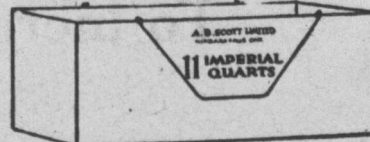
E. W. Jeffress, Ltd.

WALKERVILLE, ONT.

BUY

BUTTER BOXES, EGG CRATES
and
BASKETS

Your customers will buy them if you take the trouble to introduce them.

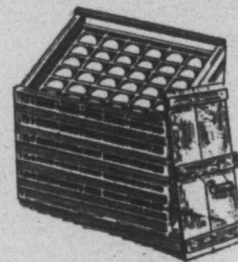


3-qt., \$4.50; 6-qt., \$6.50; 11-qt., \$8.00 per 100.
Send for trial order.

A. B. SCOTT, LIMITED, Niagara Falls, Ontario

EGG CASE FILLERS and EXTRA FLATS

For
30 Doz.
Egg
Cases



And
12 Doz.
Egg
Crates

The 12 Dozen Crate

THE MILLER BROS. CO., LTD. 20-38 Dewd St. Montreal, Que.

Man Left You, Did He?

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

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding

a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

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

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

Canadian Grocer Want Ads. 143-153 University Avenue
TORONTO



*A New Indian Chief
Brand Line*

Prepared Herring

Sound, well-selected fish prepared by our well trained and expert girls in a clean, sanitary factory.

A special system of processing reduces the bones of these fish to a degree of softness where they are hardly noticeable. From their natural element until they are sealed in the cans labeled "Indian Chief" Brand Prepared Herring is but a matter of a very few hours.

Show this line in your Canned Fish displays. Their quality and convenience will appeal to every customer.

Shaw & Ellis

Pocologan, Charlotte Co., N.B.

Canadian Food Board License No. 1-718



BRUNSWICK BRAND

*Nothing but the
choicest pick of the
season's catches*

The Seal of Brunswick Brand is a rock-fast guarantee of unstinted quality and certain repeat sales.

You can build up your fish department — build it up on the firm basis of Quality and Value—by selecting a stock of Sea Foods from the attached list and by showing them regularly in your displays:

- ¼ Oil Sardines
- ¼ Mustard Sardines
- Finnan Haddies
(Oval and Round Tins)
- Kipper Herring
- Herring in Tomato Sauce
- Clams

Connors Bros., Limited

BLACK'S HARBOR, N.B.

License No. 1-603

Do Your Bit!



DO not think patriotic work is a thing of the past. The great need to-day is to repatriate the returned soldier, and to promote Prosperity so as to solve the problem of the War Burden.

The Dominion of Canada requires your help.

You can be a vital factor in the Government's plan to sell War-Savings Stamps by getting your customers to buy Thrift Stamps.

If they buy the Thrift Stamps from you, they will soon be War-Savers, helping themselves and the country in the great work of Reconstruction.

Put up your Thrift signs, get your stock of stamps, and push the sale among your customers.

Every Bank and Money-Order Post Office carries Thrift Stamps.

**SELL
THRIFT STAMPS]**

Field & Co.

(Fruit Merchants) Ltd.

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

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

Direct Shippers



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

Proprietors of

Turban
BRAND BUSREH
Dates



IN CARTONS. Cases each 60 nominal pounds

Turban
COMPLETE
Puddings



Whole Rice Custard
Barley Flake Custard
Sago Custard

Ground Rice Custard
Tapioca Custard
Semolina Custard

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

OBAYO
REAL
SARDINES



The Elite of the Sea

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

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

Special quotations upon Application

JAPAN TEAS

- ☛ Imports of Japan teas from 1918 crop are only fifty per cent. of average imports in previous years.
- ☛ Only very small quantities of the finer grades are available and we advise our customers to complete their purchases for the next six months' trade at once.
- ☛ No further imports will arrive until the new crop is available in July next. Present stocks are not equal to the normal consumption.

Higher prices are inevitable

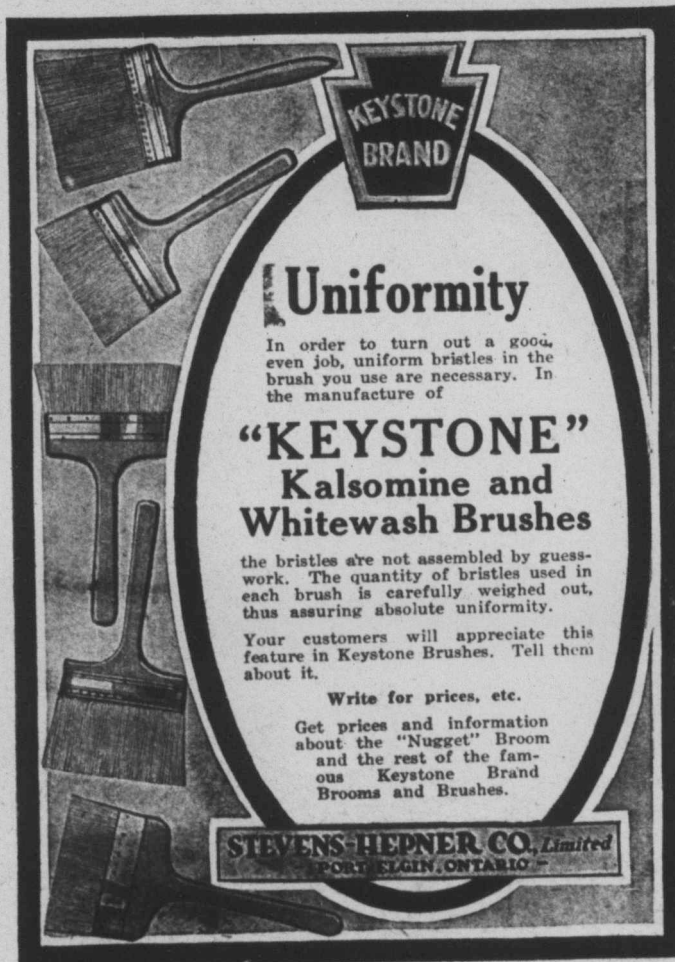
KEARNEY BROS., LIMITED

Wholesale Tea Merchants

33 St. Peter St.

ESTABLISHED 1874

MONTREAL



**KEYSTONE
BRAND**

Uniformity

In order to turn out a good, even job, uniform bristles in the brush you use are necessary. In the manufacture of

**“KEYSTONE”
Kalsomine and
Whitewash Brushes**

the bristles are not assembled by guess-work. The quantity of bristles used in each brush is carefully weighed out, thus assuring absolute uniformity.

Your customers will appreciate this feature in Keystone Brushes. Tell them about it.

Write for prices, etc.

Get prices and information about the “Nugget” Broom and the rest of the famous Keystone Brand Brooms and Brushes.

STEVENS-HEPNER CO., Limited
PORT ELGIN, ONTARIO

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.

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

CONFECTIONERY MARZIPAN CHOCOLATE



Agents

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

Lind Brokerage Co., Ltd., Toronto

KING GEORGE'S NAVY

CHEWING
TOBACCO

Is Always a Dependable Repeater

First sales of King George's Navy are always the beginning of regular "repeats." The quality of this delicious chew, coupled with the aggressive consumer advertising consistently maintained keeps the dealer's stock moving rapidly.

Ask your wholesaler
to ship you.



Rock City Tobacco Co., Ltd.



THE DISH THAT CARRIES DISTINCTION

Consider the package in which the **Riteshape** dish reaches you. A strong wooden crate made from wood useless for any other purpose. No materials are used to crate **Riteshapes** that would serve any more desirable purpose. Those parts of the log that do not make **Riteshapes** make the crates the **Riteshapes** are packed in. No other industry is robbed.

Each crate contains two stacks of **Riteshapes**.

Each stack is wrapped and sealed in strong kraft.

You open one stack at a time—the other stack remains protected from dust and dirt.

The open crate affords no place for animals or vermin to sleep or make nests.

The crate takes up the minimum amount of space under your counter and in your store room.

It is easy to take a dish from the stack, no fumbling in a box where a lot of dishes are rattling around in the dust where the cat was sleeping.

Riteshapes are full counted. Count and quality absolutely and unqualifiedly guaranteed.

You get what you buy and it's worth what it cost when you buy a crate of **Riteshapes**.

Ask Your Jobber, or

The Oval Wood Dish Co., Inc.

Manufacturers
TUPPER LAKE, N.Y.

Victoria Paper & Twine Co.

Distributors
TORONTO, MONTREAL, HALIFAX



That pure, good
Salt that your good
customers want—

Century SALT

Made by improved vacuum
process. Well advertised.
Well liked everywhere.

For "something special" offer SIFTO—it
flows freely in all weathers.

If your jobber cannot supply you, write to
DOMINION SALT CO., LTD., SARNIA, ONT.
Manufacturers and Shippers

Y & S STICK LICORICE in 10c Cartons



Everything in Licorice for all
Industries using
LICORICE
in any form.

Made in Canada by

National Licorice Company
MONTREAL

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$83.20
PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and
Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$ 35
Currant, Black	3 90
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	\$1 90
Pts., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality 1 62½	
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe,
Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's. ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$10.	

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans ..	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED,
MONTREAL.

Compressed Corn Beef—½s, \$0.90; 1s, \$4.90; 2s, \$9.25; 6s, \$34.75.	
Lunch Ham—1s, \$7.40; 2s, \$14.80.	
Ready Lunch Beef—1s, \$4.90; 2s, \$9.80.	
English Brawn—½s, \$2.90; 1s, \$4.90; 2s, \$9.90.	
Boneless Pig's Feet—½s, \$2.90; 1s, \$4.95; 2s, \$9.90.	
Ready Lunch Veal Loaf—½s, \$2.45; 1s, \$4.45.	
Ready Lunch, Beef-Ham Loaf—½s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef Loaf—½s, \$2.45; 1s, \$4.45.	
Ready Lunch Asst. Loaves—½s, \$2.50; 1s, \$4.50.	
Geneva Sausage—1s, \$4.40; 2s, \$9.40.	
Roast Beef—½s, \$2.90; 1s, \$4.80; 2s, \$9.25; 6s, \$34.75.	
Roast Mutton—\$7.25; 2s, \$14.50; square cans, \$48.00.	
Roast Mutton—1s, \$7.25; 2s, \$14.50; 6s, \$48.	
Boiled Beef—1s, \$4.80; 2s, \$9.25; 6s, \$34.75.	
Jellied Veal—½s, \$3.25; 1s, \$4.80; 2s, \$9.25.	
Cooked Trips—1s, \$2.90; 2s, \$4.90.	
Stewed Ox Tail—1s, \$2.40; 2s, \$4.40.	
Stewed Kidney—1s, \$4.40; 2s, \$8.40.	
Mince Collops—½s, \$1.90; 1s, \$3.85; 2s, \$6.90.	
Sausage Meat—1s, \$3.90; 2s, \$7.80.	
Corn Beef Hash—½s, \$1.90; 1s, \$3.90; 2s, \$5.90.	
Beef Steak and Onions—½s, \$2.90; 1s, \$4.90; 2s, \$8.90.	
Jellied Hocks—2s, \$9.90; 6s, \$39.00.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.40; 2s, \$8.40.	
Boneless Chicken—½s, \$5.90; 1s, \$9.00.	
Boneless Turkey — ½s, \$5.90; 1s, \$9.00.	
Ox Tongue—½s, \$3.90; 1s, \$8.40; 1½s, \$13.40; 2s, \$17.20; 3½s, \$29.70; 6s, \$45.	
Lunch Tongue—½s, \$3.90; 1s, \$6.90.	
Beef Suet—1s, \$6.40; 2s, \$12.40.	
Mince Meat (Tins)—1s, \$2.90; 2s, \$4.90; 5s, \$12.90.	
Mince Meat (Bulk)—5s, 19c; 10s, 18c; 25s, 17c; 50s, 16c.	
Chateau Brand Pork and Beans with Tomato Sauce—Ind., \$1.10 1s, \$1.75; 2s, \$2.55; 3s, \$3.85. With Plain Sauce—Ind., \$1; 1s, \$1.65; 2s, \$2.40; 3s, \$3.40.	
Chateau Brand Concentrated Soups —Celery, \$1.25; Consommé \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mulligatawny, \$1.45; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Vege- table, \$1.25; Chicken, \$1.45; Mock Turtle, \$1.45; Tomato, \$1.25; Vermicelli Tomato, \$1.25; Assort- ed, No. 1, case, \$1.35; Soups and Bouilli, 6s, \$18.25.	
Clark's Pork and Beans, Tom. Sauce, Blue Label—Ind., 90c; 1s, \$1.25; 1½s, \$1.90; 2s, \$2.50; 3s, tall, \$3.85; 6s, \$12; 12s, \$30. Plain Sauce, Pink Label—Ind. 85c; 1s, \$1.15; 1½s, \$1.65; 2- \$1.95; 3s (talls), \$2.95; 6s, \$10; 12s, \$18.	

JAPAN TEA



—lends genuine distinction to hospitality. Each cup contains the delicate aroma of the blossoms of Japan and the flavor that comes only from tender leaves, properly cured.

The Japan Tea Growers' Association and the Government of Japan place their guarantee on each pound — a guarantee of absolute purity.

"Tea is a medium of no inconsiderable amount of nutriment."
—Enc. Britannica.

18

***Ads like this in the big Dailies
Keep the Grocer's Stock of Japan Tea Moving***

Dealers handling Japan Tea have come to regard this delicious stimulant as one of their best selling lines—one that retains old customers and attracts new.

You, too, will find Japan Tea an excellent addition to your tea department. Try it.



Put a Cane Canadian Pencil Display Stand on your counter and win extra sales and profits

Here is a splendid selling proposition, Mr. Dealer.

An attractive eye-catching counter display containing half a gross of good, easy-writing CANADIAN-MADE pencils, every one tipped and priced to retail at 5c each. You get the whole assortment for \$2.40 and the display stand will sell them for you without any extra trouble at all.

Get your share of this profit. Ask your wholesaler or write direct to

The
Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.

For the working men of your town

in fact for every man because practically every man needs a good, roomy, serviceable pair of working gloves.



TAPATCO
REGISTERED BRAND TRADE MARK



You can get this profitable extra trade by stocking the Tapatco lines—There's a style and a weight to suit every requirement.

Your jobber can supply Tapatco Gloves.

The American Pad and Textile Company
Chatham, Ontario

- Chili Sauce (red and gold label)—Ind., 90c; 1s, \$1.25; 1½s, \$1.90; 2s, \$2.30.
- Vegetarian Baked Beans and Tomato Sauce—2s, \$2.25.
- Sliced Smoked Beef—½s, \$2.40; 1s, \$3.40; 4s, \$24.
- Canadian Boiled Dinner—1s, \$2.40; 2s, \$5.90.
- Army Rations—Beef and Vegetables. 1s, \$3.40; 2s, \$5.90.
- Spaghetti with Tomato Sauce with Cheese—½s, \$1.40; 1s, \$1.90; 3s, \$3.30.
- Tongue, Ham and Veal Pates—½s, \$2.35.
- Ham and Veal Pates—½s, \$2.35.
- Smoked Vienna Style Sausage—½s, \$2.45.
- Pate De Foie—¼s, 75c; ½s, \$1.40.
- Plum Pudding—½s, \$2.40; 1s, \$3.90.
- Potted Beef Ham—¼s, 75c; ½s, \$1.40.
- Beef—¼s, 75c; ½s, \$1.40.
- Potted Tongue—¼s, 75c; ½s, \$1.40.
- Potted Game (Venison)—¼s, 75c; ½s, \$1.40.
- Potted Veal—¼s, 75c; ½s, \$1.40.
- Potted Meats (Assorted)—¼s, 85c; ½s, \$1.45.
- Devilled Beef Ham—¼s, 75c; ½s, \$1.40.
- Devilled Tongue—¼s, 75c; ½s, \$1.40.
- Veal—¼s, 75c; ½s, \$1.40.
- Devilled Meats (Assorted)—¼s, 80c; ½s, \$1.45.
- In Glass Goods**
- Fluid Beef Cordial—20 oz. bottle \$10; 10 oz., \$5.
- Ox Tongue — 1½s, \$14.50; 2s, \$19.70.
- Lunch Tongue (in glass)—1s, \$9.90.
- Sliced Smoked Beef (in glass)—¼s, \$1.80; ½s, \$2.80; 1s, \$3.90.
- Mincedmeat (in glass)—1s, \$3.25.
- Potted Chicken (in glass)—¼s, \$2.40.
- Ham (in glass)—¼s, \$2.40.
- Tongue (in glass)—¼s, \$2.40.
- Venison (in glass)—¼s, \$2.40.
- Meats, Assorted (in glass)—\$2.45.
- Chicken Breast (in glass) — ½s, \$8.90.
- Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.
- Chili Sauce—10 oz., \$3.25.
- Spaghetti with Tomato Sauce—½s, \$1.40; 1s, \$1.90; 3s, \$3.30.
- Peanut Butter—¼s, \$1.40; ½s, \$1.90; 1s, \$2.30; in pails, 5s, 29c; 12s, 27c; 24s, 26c; 26c, 28c.

COLMAN'S OR KEEN'S MUSTARD.

- | | |
|----------------------------|---------------|
| | Per doz. tins |
| D. S. F., ¼-lb. | \$2 50 |
| D. S. F., ½-lb. | 5 20 |
| 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, Ltd.,
Toronto and Montreal.

KLIM

- Hotel \$15 50
- Household size 8 25
- Small size 6 75
- F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

- Manufacturers of the Edwardsburg Brands Starches
- | | |
|--|-------|
| Laundry Starches— | Cents |
| Boxes | |
| 40 lbs. Canada Laundry ... | .09¼ |
| 40 lbs., 1-lb. pkg., Canada White or Acme Gloss... | .09¼ |
| 48 lbs., No. 1 White or Blue Starch, 3-lb. cartons ... | .10¼ |
| 100-lb. kegs, No. 1 white... | .09¼ |
| 200-lb. bbls., No. 1 white... | .09¼ |
| 30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. | .11¼ |
| 48 lbs., Silver Gloss, in 6-lb. tin canisters ... | .12¼ |
| 36 lbs., Silver Gloss, in 6-lb. draw lid boxes ... | .12¼ |
| 100 lbs., kegs, Silver Gloss, large crystals ... | .10¼ |
| 40 lbs., Benson's Enamel, (cold water), per case... | 3.25 |
| Celluloid, 45 cartons, case... | 4.40 |

Culinary Starch

- 40 lbs., W. T. Benson & Co.'s Celebrated Prepared 11¼
- 40 lbs. Canada Pure or Challenge Corn 10¼
- 20-lb. Casco Refined Potato Flour, 1-lb. pkgs. 20
- (20-lb. boxes, ¼c higher, except potato flour)

GELATINE

- Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1 50
- Knox Plain Sparkling Gelatine (makes 4 pints), per doz... \$2 00
- Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. 2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND

CORN SYRUP

- Perfect Seal Jars, 3 lbs., 1 doz. in case \$4.00
- 2-lb. tins, 2 doz. in case ... 4.55
- 5-lb. tins, 1 doz. in case ... 5.15
- 10-lb. tins, ½ doz. in case... 4.85
- 20-lb. tins, ¼ doz. in case.. 4.80
- (Prices in Maritime Provinces 10c per case higher)

- Barrels, about 700 lbs. \$0.06¼
- Half bbls., about 350 lbs.07
- ¼ bbls., about 175 lbs.07¼
- 2-gal. wooden pails, 25 lbs... 2.16
- 3-gal. wooden pails, 38½ lbs. 3.25
- 5-gal. wooden pails, 65 lbs.. 5.25

LILY WHITE CORN SYRUP

- 2-lb. tins, 2 doz. in case... \$5.05
- 5-lb. tins, 1 doz. in case ... 5.65
- 10-lb. tins, ½ doz. in case.. 5.35
- 20-lb. tins, ¼ doz. in case.. 5.30
- (5, 10 and 20-lb. tins have wire handles)

INFANTS' FOOD

MAGOR, SON & CO., LTD

- Robinson's Patent Barley— Dos
- 1 lb. \$4.00
- ½ lb. 2.00
- Robinson's Patent Groats—
- 1 lb. \$4.00
- ½ lb. 2.00

NUGGET POLISHES

- Polish, Black, Tan, Toney Red and Dark Brown \$1.10
- Card Outfits, Black and Tan... 4.10
- Metal Outfits, Black and Tan... 4.20
- Creams, Black and Tan 1.20
- White Cleaner 1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH

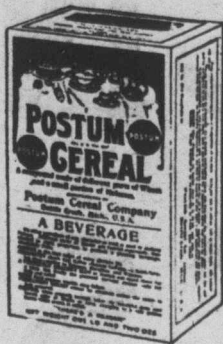
- Black Watch, 10s, lb. \$1.20
- Bobs, 12s 1.00
- Currency, 12s 1.00
- Stav Bar, 9s, boxes 6 lbs.. 1.08
- Pay Roll, thick bars, 1.25
- Pay Roll, plugs, 10s, 6-lb. ¼ caddies 1.25
- Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. 1.08
- Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes ... 1.12
- Forest and Stream, tins, 9s, 2-lb. cartons 1.44
- Forest and Stream, ¼s, ½s and 1-lb. tins 1.50
- Forest and Stream, 1-lb. glass humidors 1.75
- Master Workman, bars, 7s 3½ lbs. 1.20
- Derby, 9s, 4-lb. boxes 1.08
- Old Virginia, 12s 1.50
- Old Kentucky (bars), 8s, boxes, 5 lbs. 1.25

WM. H. DUNN, LTD., Montreal
BABBITS

- Soap Powder, case 100 pkgs... \$5 65
- Cleanser, case 50 pkgs. 3 10
- Cleanser (Kosher), case 50 pkgs. 3 10
- Pure Lye, case of 4 doz. 5 95

The Gauge of Popularity

In no other way is the test of popularity so exactly shown as by the **Sales Record**. Gauged by this test, **Postum** is going strong! Every day, too, some new friend expresses delight and satisfaction by letter or word of mouth over this really delicious cereal drink. You, Mr. Grocer, are strictly in line for increased sales and profits by careful display of Postum packages on shelves and counters and in window-trim.



Consistent Sales Policy, Heavy Advertising, and Guaranteed Sale are behind



POSTUM

Canadian Postum Cereal Co., Ltd., Windsor, Ontario



Look for the Macdonald Trade Mark

Every package we ship carries the above Trade Mark—it's your guarantee that the tobacco was manufactured by W. C. Macdonald Reg'd, established over 60 years.

PLUG SMOKING

- "BRITISH CONSOLS"
- "INGOTS" (Rough and Ready)
- "BRIER"
- "INDEX"

PLUG CHEWING

- "PRINCE OF WALES"
- "NAPOLEON"
- "CROWN"
- "BLACK ROD" (Twist)

Distributed by Leading Wholesalers.

W. C. MACDONALD, REG'D.

Established Over 60 Years

TOBACCO MANUFACTURERS

MONTREAL

--Speed up

Your Spring Sales with

CHICKEN

(LILY BRAND)

HADDIES

REGISTERED

A delicious fillet of tender young fish from the salt waters of the Atlantic.

Order from your wholesaler to-day.

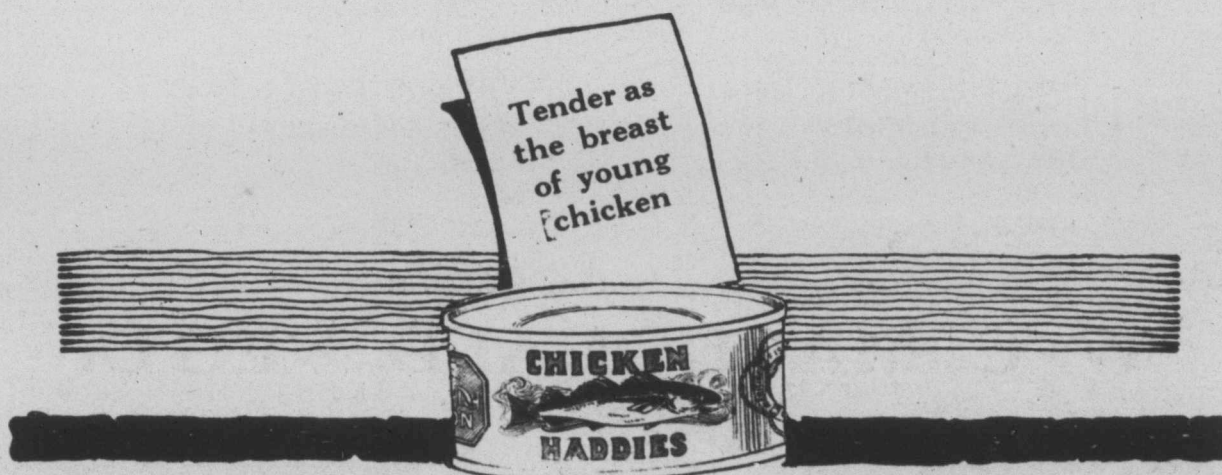
Packed at Canso, N.S., by the

MARITIME FISH CORPORATION, Limited

Head Office and Sales Dept.
MONTREAL

Plants at
CANSO, N.S. and DIGBY, N.S.

Packers of the Celebrated Maple Leaf Canned Codfish Flakes



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

The Value of the Business Press to Business Men

"Business men do not realize the value which trade journals and technical magazines may have for them in increasing the efficiency of their factories and in giving them a broad and comprehensive view of their business.

"Our foreign competitors read almost every article published upon their business with great care and thoroughness. Many of them have duplicate copies of their favorite trade paper sent to their homes so that they may read them away from the business without being disturbed. Many foreign manufacturers contribute articles to these journals on phases of the business with which they are most familiar. Such articles are bound to be helpful and have a constructive effect.

"Our trade journals and technical papers are the best in the world, and they should be supported and encouraged by our business men.

"Copies should be placed where employees can see them and they should be urged to read and study them.

"These papers are preaching the gospel of sound business on practical lines and are helpful not only to business but to the country as a whole.

"If the suggestions made by them in the past had been followed by our business men it would not be necessary at this time to point out some of the fundamental weaknesses in American business."

—Edward N. Hurley, formerly Chairman of the Federal Trade Commission, in "The Awakening of Business."

The following is list of the MacLean publications. Every publication is a leader in its field. Write us for any information you may desire with regard to the field covered, advertising rates, etc.

TRADE NEWSPAPERS

Hardware and Metal
Men's Wear Review

Canadian Grocer
Bookseller and Stationer

Dry Goods Review
Sanitary Engineer

TECHNICAL PAPERS

Canadian Machinery
Power House

Canadian Foundryman
Printer and Publisher

Marine Engineering

MAGAZINES

MACLEAN'S MAGAZINE

FARMERS' MAGAZINE

Financial Post—Weekly Commercial Newspaper

The MacLean Publishing Company, Limited

153 University Avenue, Toronto

Southam Bldg., 128 Bleury Street, Montreal

1207 Union Trust Bldg., Winnipeg, Man.

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

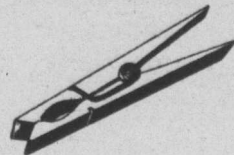
ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE A.B.C. Codes used, 4th & 5th Editions. LONDON, E., Eng.

Canadian Agents: **HUGH LAMBE & CO., TORONTO**
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

DOMINION SPRING CLOTHES PINS

For Sale by all Wholesale Grocers and Jobbers



The J. H. Hanson Co., Ltd.
 244 St. Paul St. West, Montreal

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS
 FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing 1/4, 1/2 or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec
 15 STE. THERESE ST. - MONTREAL

DONALD H. BAIN CO.
 AGENTS FOR THE CANADIAN NORTH-WEST



Oakey's "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:

Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

JELL-O

Made in Canada

Assorted case, contains 4 doz. \$5 40
 Lemon, 2 doz. 2 70
 Orange, 2 doz. 2 70
 Raspberry, 2 doz. 2 70
 Strawberry, 2 doz. 2 70
 Chocolate, 2 doz. 2 70
 Cherry, 2 doz. 2 70
 Vanilla, 2 doz. 2 70
 Weight, 8 lbs. to case. Freight rate second class

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz. \$2 70
 Chocolate, 2 doz. 2 70
 Vanilla, 2 doz. 2 70
 Strawberry, 2 doz. 2 70
 Lemon, 2 doz. 2 70
 Unflavored, 2 doz. 2 70
 Weight, 11 lbs. to case. Freight rate second class

"AYLMER" PURE ORANGE MARMALADE

Per doz.
 Tumblers, Vacuum Top, 2 doz. in case 2 00
 12-oz. Glass, Screw Top, 2 doz. in case 2 40
 16-oz. Glass, Screw Top, 2 doz. in case 2 95
 16-oz. Glass, Tall, Vacuum, 2 doz. in case 2 95
 2's Tin, 2 doz. per case 4 45
 4's Tin, 12 pails in crate, per pail 0 76
 5's Tin, 8 pails in crate, per pail 0 90
 7's Tin or Wood, 6 pails in crate 1 26
 30's Tin or Wood, one pail crate, per lb. 0 17 1/2

BLUE

Keen's Oxford, per lb. \$0 22
 In cases 12-12 lb. boxes to case 0 21 1/2

COCOA AND CHOCOLATE THE COWAN CO., LTD.

COCOA—

Perfection Cocoa, lbs. 1 & 2 doz. in box, per doz. \$4 60
 Perfection, 1/2-lb. tins, doz. 2 45
 Perfection, 1/4-lb. tins, doz. 1 25
 Perfection, 10c size, doz. 0 95
 Perfection, 5-lb. tins, per lb. 0 27
 Supreme Breakfast Cocoa, 1/2-lb. jars, 1 & 2 doz. in box, doz. 2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb. 0 30
 Supreme Chocolate, 10c size, 2 doz. in box, per box ... 1 80

Perfection chocolate, 10c size, 2 doz. in box, per doz. 0 90

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, 1/4, 6-lb. boxes 25 boxes in case 0 30
 Diamond Chocolate, 1/4, 6 and 12-lb. boxes, 144 lbs. in case 0 30
 Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 32
 Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case 0 30
 Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box 1 20

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. 0 40
 Milk Medallions, 5-lb. boxes in case, per lb. 0 40
 Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 55
 Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 55

6c. LINES

Toronto Prices Per box
 Filbert Nut Bars, 24 in box, 60 boxes in case \$0 95
 Almond Nut Bars, 24 in box, 50 boxes in case 0 95
 Puffed Rice Bars, 24 in box, 50 boxes in case 0 95
 Ginger Bars, 24 in box, 50 boxes in case 0 95
 Fruit Bars, 24 in box, 50 boxes in case 0 95
 Active Service Bars, 24 in box, 50 boxes in case 0 95
 Victory Bar, 24 in box, 60 boxes in case 0 95
 Queen's Dessert Bar, 24 in box, 50 boxes in case 0 95
 Regal Milk Chocolate Bar, 24 in box, 50 boxes in case. 0 95
 Royal Milk Cakes, 24 in box, 50 boxes in case 0 95
 Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box 1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz. \$0 95
 Medallions, 10c, 1 doz in box, 50 boxes in case, per doz. 0 95

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans. \$9 25
 Reindeer Brand, each 48 cans. 8 75
 Silver Cow, each 48 cans. 8 40
 Gold Seal, Purity, each 48 cans 8 25
 Mayflower Brand, each 48 cans 8 25
 Challenge Clover Brand, each 48 cans 7 75

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.

FISH

Be ready for the increased demand during Lent. We offer:

- Fresh Frozen Halibut
- Red Springs Cohoe and Qualla
- Salmon
- Steak and Medium Cod
- Haddock and Pollock
- Lake Superior and Sea Herrings
- Labrador Salt Herrings
- Finnan Haddie

Get our prices. We can save you money.

DUNCAN'S LIMITED

NORTH BAY, ONT.

Branches: Sudbury, Cobalt and Timmins

New Arrivals

California Pears

Winter Nelles
and
Easter Bueries

California Cauliflower

California Celery

Also fresh shipments arriving every few days.

Florida Grapefruit

Stripes Brand

Finest Quality Shipped

WHITE & CO., LIMITED

Importers of Fancy Fruits and Vegetables

TORONTO

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead

When buying

insist

on this brand

Canada Food Board License No. 14-128



Give
Little Miss Vi
a Welcome.

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

beverage is springing up all over the Dominion.

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

Vi-Cocoa

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

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

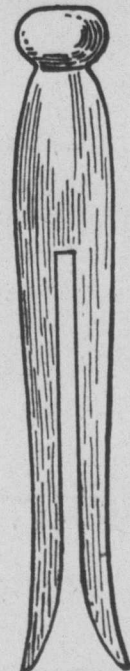
The Megantic Broom Mfg., Co., Ltd.
Manufacturers of Brooms and Clothes Pins



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



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WAR CONDITIONS

necessitate the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

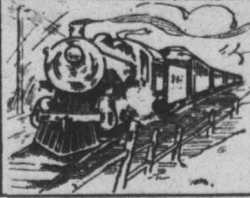
DOG CAKES

POULTRY FOODS, CANARY AND PARROT MIXTURES

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
 Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
 24-25 Fenchurch Street, E.C. 3.



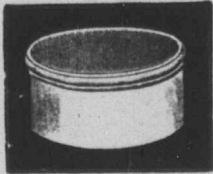
BUYERS' MARKET GUIDE

Latest Editorial Market News



Vogans Overseas CAKE

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



STONEWARE
Buy Now—Butter Cocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.
The Toronto Pottery Co. Limited
Dominion Bank Bldg. TORONTO

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

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S Best English Malt Vinegar

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

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

The LV PICKLE

Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St., (Place Royale), Montreal.

All these ads will have position on a live page each week containing reading matter.

SOAP TO HOLD

There has been a considerable amount of price-cutting taking place on soap. This has been largely induced through the heavy stocks carried by some wholesalers who wish to unload. When replacement of stocks so sacrificed becomes necessary it will be found that replacement values are in many cases higher than what stock has been sold for.

This is the situation as outlined by the manufacturers, who see no present prospects of lower prices. Heavy stocks of high-priced materials are on hand and unless competition enters into the situation to bring about a general reduction of prices, present figures will be maintained for some time to come. It is stated by factors conceded to be most closely in touch with the situation, that there is no justification for slaughtering stocks, and market conditions at the present time do not warrant a general decline from to-day's values.

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.

E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.
TRENTON - - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO



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

BOWMAN FISH CO.
66 Jarvis Street, Toronto

GROCERS & BUTCHERS

Buy the Best
FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER

C. A. MANN & CO.

LONDON, ONTARIO

"Canada Food Board License No. 7-078"

BREAK NO FEARS IT'S AN IRREFLEXIBLE

GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE—SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS-LIGHTS.

R. M. Moore & Co., Ltd. Vancouver, B.C.
PACIFIC COAST MANTLE FACTORY

Ship us your
BUTTER, EGGS, POULTRY
Etc.

We pay highest wholesale prices
KAVANAGH PROVISION CO.
Bleury Street, Montreal

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

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

Wanted

CLASSIFIED ADVERTISING

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

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

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

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

WANTED

WANTED—GOOD CASH REGISTER; ALSO two show cases or silent salesmen. Deloro Trading Co., Ltd., Deloro, Ont.

A LARGE PACKING HOUSE REQUIRES THE services of a real, live progressive salesman 23 to 28 years old for country territories. Good opportunity for one who has initiative and selling ability. Reply in own handwriting, stating age, experience, salary expected and personal description. Box 500, Canadian Grocer.

SITUATIONS WANTED

GROCERY CLERK OPEN FOR POSITION, 16 years' experience. Live salesman, experienced buyer. References. Box 504, Canadian Grocer, Toronto, Ont.

FOR SALE

JEWEL WASTE PAPER BALER, FIRST-CLASS condition. Ten dollars. Trout Creek Store Co., Ltd., Trout Creek, Ont.

FOR SALE—A GOOD COUNTRY GENERAL merchandise business about 40 miles north of Regina. Present stock \$9,000.00, but will be reduced to suit purchaser. Turnover \$28,000.00. \$2,500.00 will handle. Buildings will be either rented or sold. Apply Box 496, Canadian Grocer, Toronto, Ont.

MR. CLERK, HAVE YOU EVER THOUGHT you would like to be able to print up-to-date show cards? Our system by correspondence is thorough and complete, and it takes only a short time to complete the course. Free outfit and easy terms. Write the Art Card Writing Studio, 1766 Hamilton St., Regina, Sask.

WHITE COTTON
SUGAR LINERS
E-PULLAN
TORONTO

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

AGENCIES WANTED

TWO LIVE SALESMEN WITH GOOD connections among Grocers, Bakers, and Butchers, are desirous of going into the commission business in British Columbia and are open for good Agencies in that Territory. Apply Box 502. Canadian Grocer, Toronto, Ont.

MERCHANTS' STATIONERY

150 EACH — LETTERHEADS, ENVELOPES, Statements and Shipping Tags—postpaid anywhere in Ontario, \$5.00. Other provinces, \$5.25. The Farmer's Printery, Beaverton, Ont.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

EMPTY BAGS FOR SALE

EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax, N.S.

EXPERIENCED LADY DESIRES POSITION IN Village General Store. Apply Box 508, Canadian Grocer, Toronto, Ont.

UP-TO-DATE GROCERY BUSINESS, CORNER Nile and Brunswick Sts. Splendid locality, close to Romea Ward School. Large store and dwelling, two stories high, brick. Price on application. Can reduce stock if required. Good reason for selling. Albert W. Lloyd, 84 Nile Street, Stratford, Ont. Phone 222w

WANTED — 200-ACCOUNT McCASKEY Account register, second-hand; wanted second-hand Cash Register, counter size. L. Blsley, R.R. No. 1, Campbellville, Ont.

COLLECTIONS

Now is a most opportune time to go over your books and send your list of outstanding accounts to us.

The many letters we have on file from satisfied clients testify to the thoroughness of our service, our integrity and fair treatment. Let's get acquainted.

NO COLLECTION—NO CHARGE.

THE NAGLE MERCANTILE AGENCY
Westmount (Montreal) Que.



*Give your customers an opportunity
to taste Maypole Oleomargarine*

OTH you—and they—will be delighted at the excellence of this product—the most delicate and delicious brand of oleomargarine you could ever wish to buy.

Untouched by hand—made from pure, healthful materials—this is more than a butter SUBSTITUTE. It is an actual COMPETITOR of butter.

Besides consisting of the finest fats and oils, Maypole Oleomargarine contains a large percentage of creamery butter. This accounts for its fresh, sweet, butter-like flavor. In fact, in appearance, taste and consistency it is very difficult to distinguish it from “finest creamery.”

Send TO-DAY for a trial order of Maypole Oleomargarine. Your customers will appreciate it and it will prove one of the best sellers you have in your store. Give your order to our Traveller when he calls—or drop us a postal card.

THE WILLIAM **DAVIES** COMPANY LIMITED

MONTREAL

TORONTO

HAMILTON

CANADIAN GROCER

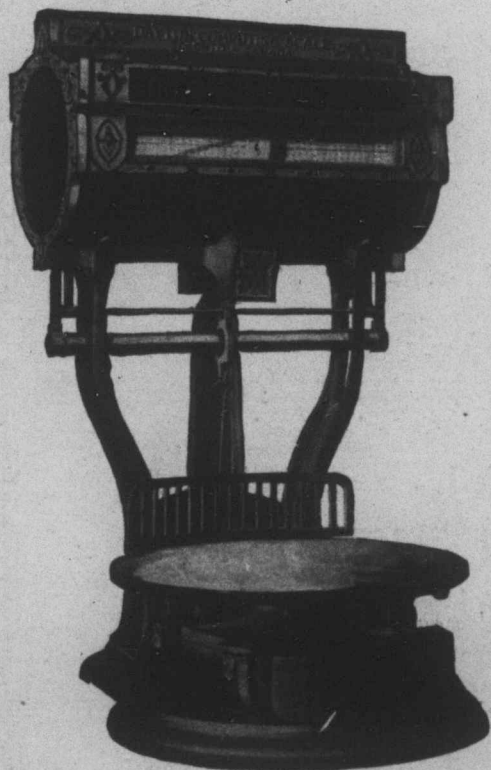
DAYTON

Automatic Scale

The modern scale of Justice



The Dayton---Made in Canada



"RECONSTRUCTION" BUSINESS

In the "reconstruction" period competition will be keen, but business and profits will go to the efficient store as surely as iron to the magnet.

No store is more efficient than its weighing machines will permit it to be. Put in Dayton Computing Scales and you are absolutely sure that you get paid for every fraction of weight of everything you sell. That is a mighty big
be sure of.



There is no use in making a present to your customers of the "down weight" every time you weigh anything. The customer doesn't appreciate it, doesn't always know he is getting it, thinks you are "soft" for giving it. The "down weight" belongs to you. Absolute justice both to you and your customers demands that you install the Dayton Computing Scale. The greenest clerk can get the same results as the veteran storekeeper.

Let us send you our latest catalogue.

Dayton Computing Scales

Royce and
Campbell Avenues
Toronto, Ont.

The International Business Machines Co., Limited, Toronto, Frank E. Mutton, Vice-President and General Manager, Manufacturers Dayton Scales, International Time Recorders and Hollereth Electric Tabulating Machines