

New Sugar Regulations Explained in This Issue

# CANADIAN GROCER

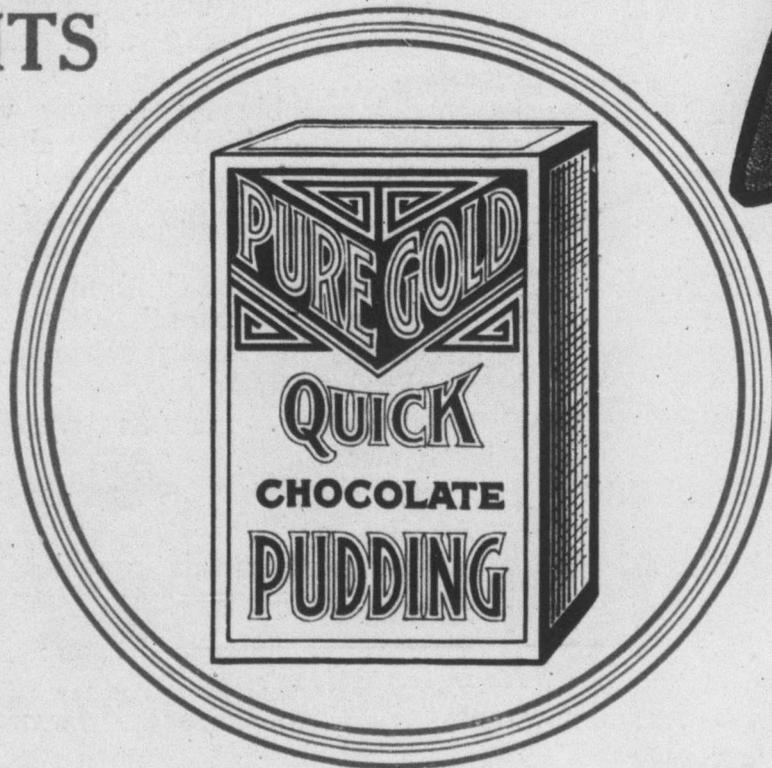
Member of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada  
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV.

PUBLICATION OFFICE: TORONTO, JANUARY 30, 1920

No 5

**GOOD  
PROFITS**



## Business Builders

PURE GOLD Quick Puddings are your safeguard; their absolute purity being dependable.

Try recommending PURE GOLD lines to your customers. You will find the extra effort will repay you.

CHOCOLATE      TAPIOCA      CUSTARD      ARROWROOT

**PURE GOLD MFG. CO., LIMITED**  
TORONTO and WINNIPEG

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

# THE BISCUITS OF HUNTLEY & PALMERS, Limited

## READING AND LONDON

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

Amongst their greatest favourites are the following:—

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

### Representatives :

#### NOVA SCOTIA and PRINCE EDWARD ISLAND

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

#### NEW BRUNSWICK

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

#### QUEBEC

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

#### ONTARIO

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

#### MANITOBA, SASKATCHEWAN and ALBERTA

W. Lloyd Lock & Co.  
179 Bannatyne Avenue East, Winnipeg

#### BRITISH COLUMBIA

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

#### NEWFOUNDLAND and LABRADOR

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

# HUNTLEY & PALMERS, LIMITED

## READING AND LONDON, ENGLAND

---

**T**URNOVER is the one thing  
you don't have to guess  
about when you sell  
*Borden's Milk Products*  
—“leaders of quality.”

When we tell you that a majority of grocers get their best and quickest turnover on Milk Products by selling Borden's, exclusively, we are simply stating an easily proven fact.

Borden Milk Products are the best made, best known brands in the world and housewives know this fact.

A small trial order will prove to you the many selling features—the great popularity of these Borden “Leaders of Quality” and convince you of the truth of these statements.

SIX CANADIAN FACTORIES

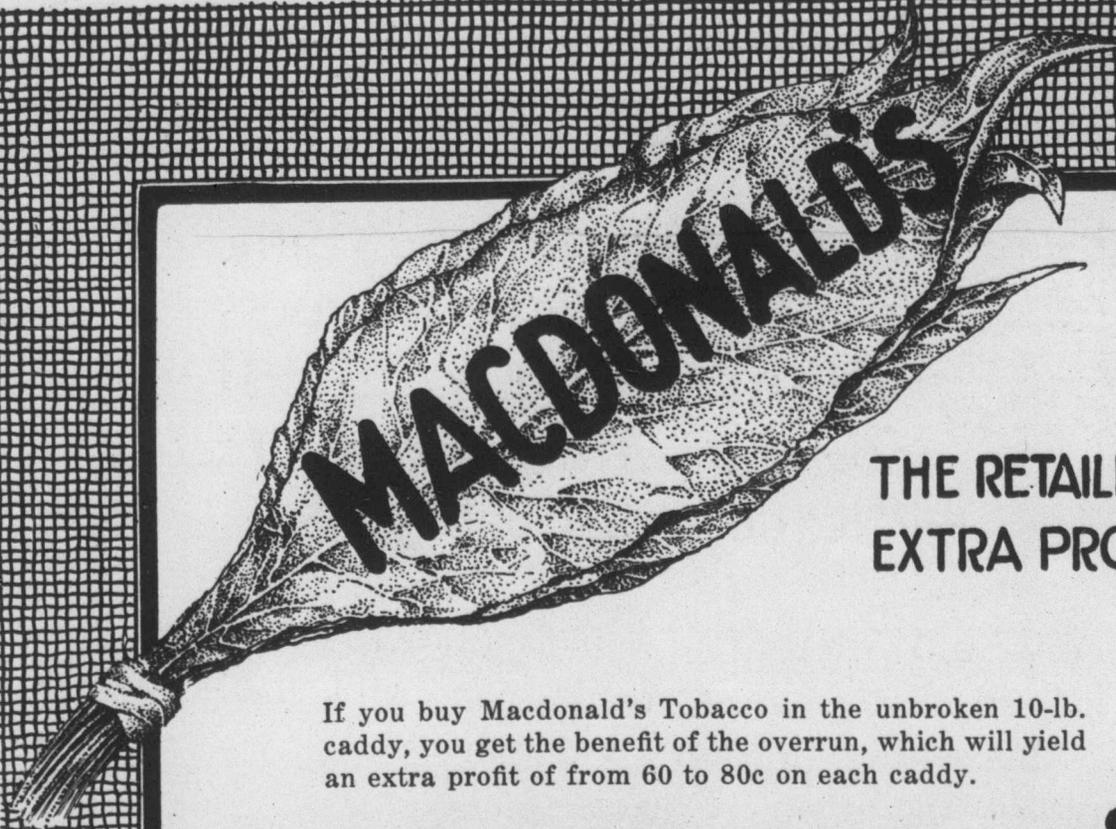
The  
*Borden*  
CO., LIMITED

Leaders of Quality

MONTREAL

VANCOUVER

---



THE RETAILERS  
EXTRA PROFIT

If you buy Macdonald's Tobacco in the unbroken 10-lb. caddy, you get the benefit of the overrun, which will yield an extra profit of from 60 to 80c on each caddy.

# MACDONALD'S TOBACCO

## Smoking and Chewing

*Selling Agents*

Hamilton—Alfred Powis & Son.  
London—D. C. Hannah.  
Manitoba and North-West—The W. L. Mackenzie  
& Co., Limited, Winnipeg.  
British Columbia—George A. Stone, Vancouver.

Quebec—H. C. Fortier, Montreal.  
Nova Scotia—Pyke Bros., Halifax.  
New Brunswick—Scholfield & Beer, St. John.  
Kingston—D. Stewart Robertson & Sons.  
Ottawa—D. Stewart Robertson & Sons.  
Toronto—D. Stewart Robertson & Sons.

W. C. MACDONALD, REG'D, Incorporated, MONTREAL

*"The Tobacco  
with a heart"*

**WE** are in a position to offer the Canadian Trade large quantities of all varieties and grades of California Dried and Canned Fruits for prompt shipment from our New York and San Francisco Warehouse.

We solicit correspondence with Wholesale Grocers throughout the Dominion of Canada.



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

*Canadian Representatives:*

A. T. Cleghorn, Vancouver  
Nicholson-Rankin Ltd., Winnipeg  
Hughes Trading Co. of Canada Ltd., Montreal  
Alex. F. Tytler, London  
Lind Brokerage Co., Ltd., Toronto  
Henry M. Wylie, Halifax  
Dastous & Co., Sherbrooke, Que.  
J. T. Price & Co., Hamilton, Ont.  
James Kyd, Ottawa, Ont.

Representations solicited for the cities of Quebec, Charlottetown, The Sydneys, St. John, Peterboro

## GOOD BREAD

The flour that makes the quality bread,—that gives more bread than any other flour—the baker's favorite is

## Fleur de Lis Flour

*White and Pure as the Lily*

Made from the choicest Canadian wheat. It is particularly rich in gluten which gives to the bread that fine, elastic, delicate texture so much appreciated by everybody.

*Whether you do your baking by hand or mechanically, it will give you quantity, quality and profit.*

FLEUR de LIS FLOUR is sold everywhere in 98 lbs. bags and in barrels of 98 and 196 lbs.

ST. LAWRENCE FLOUR MILLS CO., Limited.  
MONTREAL

# Fleur de Lis Flour

WE SHOW OUR ABSOLUTE CONFIDENCE in the high quality of our "FLEUR DE LIS" Flour by extending our advertising to every newspaper in the Province of Quebec.

The advertisement which we reproduce above will cover the entire field and will create a large demand for this quality flour which makes the best bread and gives more bread than any other flour.

Are you in a position to meet the demand? How is your stock? We are ready to fill your orders.

*On sale everywhere in 98 lbs. bags and in 98 and 196 lbs. barrels*

**St. Lawrence Flour Mills Co., Limited**  
Montreal

# "Curling" Brand —Marrowfat Peas—



**T**HE BIG SELLING SEASON is now on for these choicest of hand picked Japanese green wrinkled peas.

They are tender and full flavored—just the kind that win customer-satisfaction and their profit margin is excellent.

Order now for immediate delivery. They are attractively packaged in 9-oz. cartons. 3 dozen to case, \$1.20 per doz. (less usual trade discount).

**Maclure and Langley, Limited**

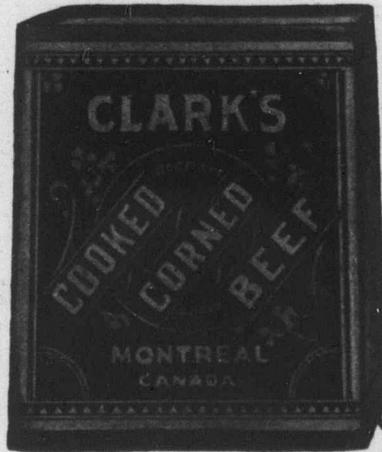
MONTREAL

TORONTO

WINNIPEG

# CLARK'S CORNED BEEF

Ready  
to  
Serve



Easy  
to  
Slice

It will pay you, Mr. Grocer, to carry good Stocks  
of Clark's Corned Beef and to

## DISPLAY THEM

Your customers all know that the CLARK label  
is a guarantee of QUALITY, and you know that  
quality goods mean satisfied customers and in-  
creased business.

DON'T NEGLECT THE  
"OTHER GOOD THINGS"  
ON OUR LIST

W. Clark, Limited



Montreal



THE above illustration shows the sales staff of W. G. Patrick & Co. in session at their annual convention early in January.

Each year the efficient sales staff of this large organization meet in their sample rooms to discuss and formulate plans for better service to the trade.

## W. G. Patrick & Co., Limited

*Manufacturers' Agents  
and Importers*

Halifax

Montreal

Toronto

Winnipeg

# EUREKA

NAME REGISTERED  
PATENTS—1886—1900—1910—1914—1917



Nobody wants to pay for value he doesn't receive.

This applies to all business deals, and business men all want to get as much value as they can on their investments.

If you buy a Eureka Refrigerator, you get full value—and even a little more—for every dollar of your investment.

But if you want to get your order filled promptly so to be ready to meet the first hot days of the coming summer, you should place your order now, as we have a fine stock in

all grocers' models, ready for immediate shipment.

Write for illustrated catalogs.

**Eureka Refrigerator Co.  
Limited**

Head Office: OWEN SOUND

Branches: [Toronto,] Hamilton, Montreal

## A Fish Department! Stocked With Watson's!! Two Good Ideas For This Fall

Every grocer has not the facilities to handle meats, but there is no reason why he could not stock our smoked and pickled fish, and sell every family at least once a week. Many families will buy pails of herring at a time.

<b>SMOKED</b> Kippers Bloaters Boneless Herring Herring Chicks	<b>SPECIAL</b> Feature Herrings in 10-pound pails.	<b>PICKLED</b> Scotch Cured Herring in barrels, half barrels or pails.
--	--	---

The Possibilities in These Lines for You  
are Well Worth Investigating.

Write for Particulars to

**Watson Bros. Fishing and  
Packing Co., Limited**  
Vancouver

Western Representatives  
Donald H. Bain & Co., Winnipeg

Ontario Representatives:  
S. H. Moore & Company, Excelsior Life Bldg., Toronto

## BACK FOR MORE!



Kiddies—and grown  
folks — can't get  
too much of the  
genuine

*Wantmore*

PEANUT  
BUTTER

It not only has a delicious  
flavor but it is more  
nourishing than  
milk or eggs.

Your dealer has it and also  
"Wantmore" Salted  
Peanuts,

R. L. Fowler Company Limited  
Calgary Saskatoon Regina

## We help you sell

Wantmore Peanut Butter with our desire-creating advertising campaign that reaches over two million readers.

In the leading city dailies and farm magazines throughout Canada we are daily telling these two millions of prospective purchasers about the good qualities of "Wantmore" Peanut Butter—"the finest spread for Bread."

Cash in on this big campaign, use one of our cuts in your local advertisements. We'll gladly send you electros.

**R. L. Fowler & Co., Ltd.**

Makers

Calgary

Regina

Saskatoon



# Bring Them Together!

With  
Satisfaction  
and  
Profit For All



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

## DESICCATED COCOANUT

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

### Our agents are:

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

## Dodwell & Co., Ltd.

Importers & Exporters  
VANCOUVER

## The Norcanner Brand



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

## Bravo Brand Sild Sardines

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



Your jobber can supply you.

## NORCANNERS, LIMITED STAVANGER, NORWAY

American Headquarters:  
105 Hudson Street, New York

Canadian Agents:  
A. S. May & Co. Toronto  
Donald H. Bain Co. Winnipeg

## If Herrings Were Silverware!



"Wallace's"  
Would Be the  
Sterling Mark

WALLACE FISHERIES LIMITED  
VANCOUVER

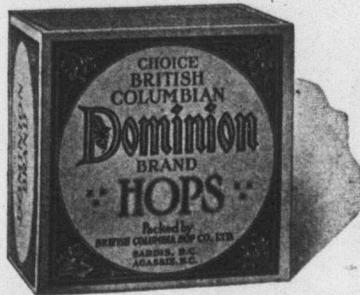


# HOPS

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

Ranches located at  
Sardis, Agassiz,  
B. C.

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



**Largest Hop Growers in Canada**

*Write for Prices—Samples*

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

*You can now make a substantial profit on*

## FLAT FISH SOLES, BRILLS

Specify "Rupert" Brand o Your Wholesaler

**SPEED UP YOUR FISH DEPARTMENT**

It can be made the most profitable one in your store.  
Grocers everywhere are awakening to the value and the  
quick profits to be derived from handling "Rupert"  
Brand Fish. There is no waste time, no trouble when  
you handle "Rupert" Brand Frozen Fish. Caught in the  
clear, cold waters of the Northern Pacific Ocean, cleaned,  
headed, ready-to-cook and rapidly frozen in

*The World's Largest and Most Modern  
Fish Cold Storage Plant*

"Rupert" Brand Frozen Fish, Brills, Soles and Halibut  
will meet with your customers' quick appreciation.

**Retailers East of  
Winnipeg**

Procure your supply of  
"Rupert" Brand Fish  
from Toronto or Hamil-  
ton wholesale Dealers.

**Retailers of Winnipeg  
and Points West**

If you cannot get "Ru-  
pert" Brand Fish from  
your local wholesaler,  
please advise us.

**TO THE RETAIL TRADE:**

Should there be any point on the handling or  
selling of "Rupert" Brand frozen fish, on which  
you desire information, please write us. We  
value your co-operation and stand ready to give  
you all possible support.

**CANADIAN FISH & COLD STORAGE  
CO., LIMITED**

PRINCE RUPERT, BRITISH COLUMBIA

*One Buyer said:*

If there's one firm in Van-  
couver that will supply me  
exactly the

## SALMON

I want,

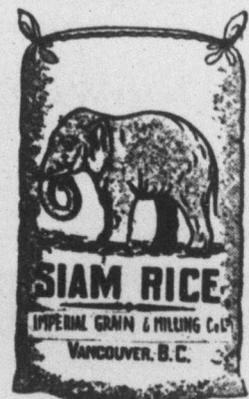
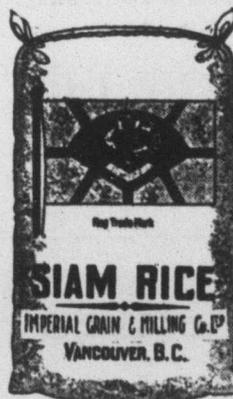
IT'S

**HARRY HALL & CO  
INC.  
SAN FRANCISCO-VANCOUVER  
-U.S.A.- CANADA**



## Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

## Squirrel Brand PEANUT BUTTER

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

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

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



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

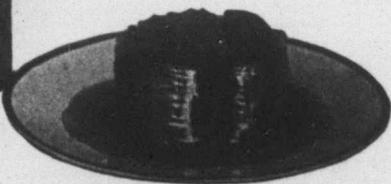
SELLING AND DISTRIBUTING  
EXCELLENT FACILITIES FOR  
**FREE and BONDED  
WAREHOUSE**  
CAMPBELL BROKERAGE CO  
860 CAMBIE ST. - - VANCOUVER

**W. H. Edgett Ltd.**  
Vancouver  
Canada  
Importers — Exporters  
Car Lot Handlers: Beans, Nuts, Potatoes

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



EVERY MORSEL EDIBLE  
AND DELICIOUS



YOU STAKE YOUR REPUTATION ON EVERY SALE YOU MAKE  
THE QUALITY STANDARD WE MAINTAIN ON  
**"ALBATROSS" PILCHARDS**  
WILL NEVER LET YOU DOWN

Clayoquot Sound Canning Co., Ltd.  
VICTORIA:

AGENTS:

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

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

**A. M. Maclure & Co.**MALTESE CROSS BUILDING  
WINNIPEGIMPORTERS, BROKERS  
MAN'F'S. AGENTS  
GROCERY, DRUG AND  
CONFECTIONERY  
SPECIALIES**ALEX. BAIRD LTD.**Manufacturers' Agents  
300 Montreal Trust Bldg.  
WINNIPEG, MAN.  
Correspondence Solicited**THE McLAY BROKERAGE CO.**WHOLESALE GROCERY BROKERS  
and MANUFACTURERS AGENTS*Take advantage of our Service*

WINNIPEG

MANITOBA

**W. L. Mackenzie & Co., Ltd.**

Head Office: Winnipeg

Branches at

Regina, Saskatoon, Calgary, Edmonton

**C. H. GRANT CO.**Wholesale Commission Brokers and  
Manufacturers' Agents

810 Confederation Life Bldg., Winnipeg

We have the facilities for giving manu-  
facturers first-class service.**Richardson & Green**

Manufacturers' Agents

Calling upon the Grocery,  
Hardware and Drug trade.  
Operating in Winnipeg, Re-  
gina, Saskatoon, Calgary and  
Edmonton.

We work the retail trade.

**F. MANLEY**

Manufacturers' Agent

42 Sylvester-Willson Building  
WINNIPEGPLEASE MENTION THIS PAPER  
WHEN WRITING ADVERTISERS

## Donald H. Bain Co.

### WHOLESALE GROCERY COMMISSION AGENTS

**Herewith are Some Facts on Product Marketing**

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field, in a way that it has never before been marketed—with the paramount of success.

Get in touch with us.

**Head Office: WINNIPEG**

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER  
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

**FRANK H. WILEY**  
Mfrs. Agent and Importer  
Groceries and Chemicals  
Bakers' and Candy Manufacturers' Supplies  
533-537 Henry Ave., Winnipeg

MANITOBA  
SASKATCHEWAN

Wholesale Grocery Commission  
Brokers

ALBERTA  
WESTERN ONTARIO

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

Head Office: **WINNIPEG** Manitoba

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



### The Largest in Western Canada

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

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

### 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  
DISTRIBUTION

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

## SCOTT-BATHGATE CO., LTD.

**Service | Reliability | Integrity**

We have founded our business on these three corner stones—Service, Reliability, Integrity. These are the secret of our success in marketing goods in the West.

If your line does not conflict we can give you the same service.

**Scott-Bathgate Co., Ltd.** Wholesale Grocery Brokers and Manufacturers' Agents 149 Notre Dame Ave. E., Winnipeg

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

We represent some of the best manufacturers and will give you the same attention. Pugsley Dingman & Co., Ltd. John Taylor & Co. and John Bull Mfg. Co.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

## The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

ALBERTA

Opportunities  
are offered  
every week  
on this page.

Are you  
making use  
of them?

### B. M. Henderson Brokerage, Ltd.

Kelly Bldg., 104th St., Edmonton, Alta.  
(Brokers Exclusively)

Dried Fruits, Nuts, Beans, Jams,  
Cereals, Fresh Fruits and  
Vegetables

### Western Transfer & Storage, Ltd.

C.N.R. Carters C.P.R.

DISTRIBUTION - STORAGE - CARTAGE

P.O. Box 666, Edmonton, Alta.

Members of the Canadian Warehousemen's Association

### PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty  
Storage and Forwarding Prompt Service

SAY YOU SAW IT  
IN CANADIAN GROCER  
WHEN WRITING TO  
ADVERTISERS

# EL ROI-TAN PERFECT CIGAR

# 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

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

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



TORONTO 32 Front CANADA St. West

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

**W. G. A. LAMBE & CO.**  
TORONTO  
Established 1885  
SUGARS FRUITS

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

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

ESTABLISHED 1899

**We Cover the West**

**SIX BRANCHES with SERVICE that SATISFIES**

We have 20 **SCIENTIFIC SPECIALTY SALESMEN**

Who are anxious to introduce your lines

**W.H. ESCOTT Co. Limited**

WINNIPEG, MAN. Saskatoon, Sask. Regina, Sask. | Calgary, Alta. Ft. William, Ont. Edmonton, Alta.

**Wholesale Grocery Brokers and Importers**

Consignments solicited. Write or wire us.

**Sell the Best**

"**B**ETTER be sure than sorry."  
OCEAN BLUE is the highest standard attainable in a Laundry Blue.

True, it sells at only a few cents a packet, but nothing has been sacrificed to bring it down to a popular price.

As you want to please ALL your customers sell them

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

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

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

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QUEBEC

## ROSE & LAFLAMME LIMITED

*Commission Merchants  
Grocers' Specialties*

MONTREAL TORONTO

## EPPS COCOA

*From now on*

J. C. Thompson Co. F. E. Robson Co.  
Montreal Toronto

## AGENCIES WANTED

For Food Products, Confectionery, etc.  
For the Dominion. Best References.

H. S. JOYCE,  
Room 903 Southam Bldg., Montreal

## PAUL F. GAUVREAU WHOLESALE BROKER

Flour, Feeds and Cereals

84 St. Peter Street, - QUEBEC

If you need potatoes wire or write me for prices.  
Will quote good prices delivered your Station.

Established 1889

HOWE, McINTYRE Company  
Grocery Brokers, Importers and Manufacturers' Agents.

91-93, Youville Square,  
MONTREAL - CANADA

## Manufacturers' Agents

with an energetic sales force covering all Eastern Canada, selling to wholesalers, want lines of canned goods, jams or any other similar lines on commission basis. Address Dominion Sales Company, 412 Birks Bldg., Montreal.

## WANTED

Agencies for food products for the City of Montreal, best references.

SILCOX & DREW  
33 NICHOLAS ST., MONTREAL

## MANUFACTURERS

Place your merchandise with a modern up-to-the-minute Agency in 1920.

O. M. SOLMON  
MANUFACTURERS' AGENT, IMPORTER,  
EXPORTER, COMMISSION MERCHANT  
Is open to represent several new progressive manufacturers in the New Year.  
4492 St. Catherine St. W., Montreal

MARITIME PROVINCES

## GAETZ & CO.

MANUFACTURERS' AGENTS AND  
GROCERY BROKERS

47-49 Upper Water St., Halifax, N.S.

## BRITISH GUIANA

Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?

McDAVID & CO.

*Manufacturers' Representatives*

41 Robb Street, Georgetown, Demerara,  
British Guiana

Exporters: Coconuts, Coffee, Rice, Cocoa.

## W. J. SHEELY

Grocery Broker and  
Commission Merchant

AGENCIES WANTED  
CONSIGNMENTS SOLICITED

Bankers: Home Bank of Can.

St. Nicholas Bldg., Montreal

WHEN WRITING TO ADVERTISERS

KINDLY MENTION NAME OF THIS

PAPER

## REX PRODUCTS

are now being sold in all parts of Canada.  
Are you selling them?

Rex Cedar Oil

Rex Floor Wax Rex Furniture Cream

Rex Washing Powder

Order from your Jobber or Wholesaler.

REX CHEMICAL CO.

103 Wellington St., MONTREAL

McDONALD ADAMS  
WINNIPEG

S. H. MOORE & CO.  
TORONTO

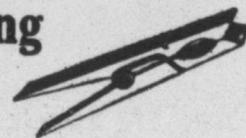
KING & SOUTHCOT  
VANCOUVER

GAETZ CO.  
HALIFAX

W. S. CLAWSON CO.  
ST. JOHN

J. N. DION  
Q'EBEC

## Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

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



# CHAMBERLAIN'S FAMILY REMEDIES

## Good Profits

Because Chamberlain Remedies are famous for their curative powers, they require little selling effort and the profit on every sale is unusually good.

The name "Chamberlain" stands for pure, harmless drugs, efficiency and dependability.



## Satisfaction

There's a 100% satisfaction on every Chamberlain sale because Chamberlain remedies never fail to live up to their reputation. They are pleasant to take and most natural and effective in their action.

Send for the Chamberlain price list. It contains a list of many medicinal preparations that mean big profits for you. Write to-day.

Chamberlain Medicine Co., Limited  
TORONTO

## VLIT THE TIME AND LABOR-SAVING FURNITURE POLISH

Vlit  
Lessens  
Indoor  
Toil

Prevents dry rot  
and fills hair cracks

Improves all wood-  
work



Best and

Sold only through  
Wholesalers and Jobbers

R. C. HANNAN, Manager  
(Formerly with Thomas J. Lipton)



Velvet Finish  
Lighter Labor  
Instantaneous  
Troubles Over

A genuine furniture  
food

Contains no kerosene  
nor acids

Non-inflammable



Goes Farthest

Order Today

THE VLIT MANUFACTURING  
CO., LTD.

223 McGill St. MONTREAL  
Main 4927

# TEA—

## Make Quality Teas a Feature of Your Store

Your tea sales will increase with better profits and greater satisfaction to your customers.

Talk quality to your customers, sell them high-grade, full flavored teas, the higher price is more than compensated by the greater number of cups to the pound, and the enjoyment of drinking fine tea is obtained without cost.

If you give closer attention to your tea trade and feature and handle the finer qualities—you will be pleased with the returns from the free advertising your store will receive “over the tea cups.”

The demand for fine quality tea is steadily increasing. Secure and hold your share of this profitable business by confiding your tea orders to a firm of long standing experience who specialize in “quality teas.”

Our brands are well known to the trade and every package is guaranteed to give satisfaction to your customers or we stand the consequences.

“KILLARNEY” “THISTLE” “BOUQUET”  
“PREMIER” “KAY-BEE”

Allow us the opportunity to advise and assist you in building up a better tea trade. Prompt attention to your request for samples, prices, or other information.

## KEARNEY BROS., Limited

Tea Importers

33 St. Peter St.

Established  
1874

Montreal



## The Grocer Can Increase His Business By Reducing Living Costs of Customers!!

**YOU**—Mr. Grocer! hold the key to a normal scale of Living Costs. You have the means to save every customer an important percentage of food costs, and at the same time make a *better margin* of profit for yourself—and *enjoy a larger trade*. The method in question is to

### Sell Bulk Goods Wisely

**MAKE 12%  
more profit**

This is the average additional profit you make on your bulk goods as compared with the same merchandise sold in packages. Even more important in its influence upon your future welfare is the fact that you save your "By the Pound" customer 38%, which is the average gain to the customer. The great point is that you should *utilize* this fact to stimulate and increase your own business.

**SAVE Your  
Customers  
38 Per Cent**

We have prepared a very interesting and useful pamphlet suggesting how the Grocer can "cash in" on this by a little *home advertising* of the right sort. The title of this pamphlet is—"Handling the H.C.L. with Gloves."

It is prepared for our customers; but we will have some extra copies for all who write for it.

Cut Out This Coupon and MAIL to us.

THE SHERER-GILLETT COMPANY  
Dept. 57, Guelph, Ont.

Kindly send us pamphlet mentioned in your ad—and also information about the counter.

Name .....

Store Name .....

Street Address .....

City ..... Province .....

**Nearly 70,000  
Now in Use**

The Sherer Counter has made the selling and buying of bulk groceries profitable and highly desirable.

It *Sells* through the attractive *display* of 31 little show-windows; offering its appetizing suggestions; a silent salesman.

It *Protects* from Dust, Dirt, Handling, Evaporation—and from animals.

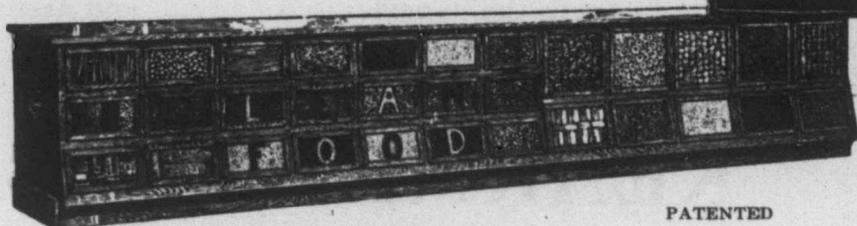
*Saves Space* by its Compactness and Capacity.

*Saves Time* of Clerks because every Commodity is quickly accessible.

#### SHERER SANITARY GROCERY DISPLAY COUNTER

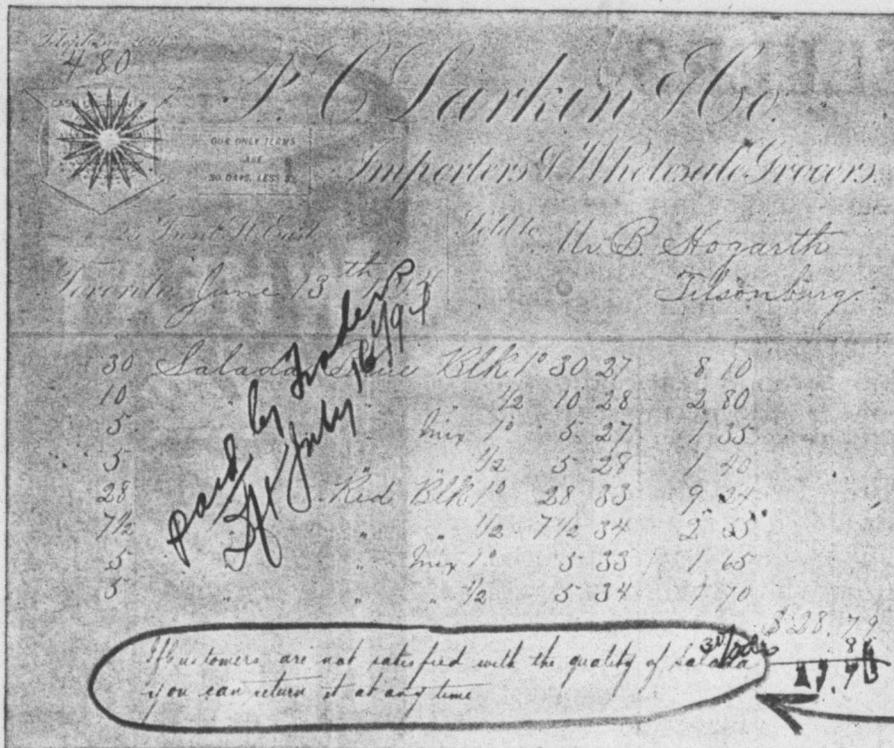
*Displays and Sells Bulk Goods—Making Them More Attractive in Price and Appearance than Package Goods.*

**By the  
Pound**



PATENTED

**SHERER-GILLETT COMPANY**  
Patentees and Manufacturers  
Guelph, Ont.



**Here is an interesting relic of twenty-five years ago!**

In sending us an unsolicited letter of congratulation accompanied by the actual invoice we have reproduced above, Mr. B. Hogarth, of Tilsonburg, says: "The guarantee on the bottom appealed to me as the basis on which, no doubt, Salada has built its remarkable growth . . . . we do not ever remember having a package of Salada returned to us in all this time" (25 years).

THAT SAME GUARANTEE IS IN FORCE TO-DAY AND HAS BEEN EVER SINCE WE STARTED THIS BUSINESS IN 1892. Undoubtedly this "sure-sale" policy was responsible for much of the co-operation we received in those pioneer days and while the need for such a guarantee is not so pressing nowadays, yet every sale is and will be accompanied by this guarantee:—

**WE GUARANTEE**

that we will, at any time, take back any "SALADA" purchased from us that you may wish to return for any reason AND REFUND YOU YOUR PURCHASE MONEY IN FULL.

It is interesting to note that while the price of Blue Label in those days was 27 cents less 3%, the sales for the year 1894 only amounted to 69,301 pounds. LAST YEAR with Brown Label at 60 cents net, the sales amounted to 7 3/4 million pounds; which means that we now sell TWICE AS MUCH EVERY WEEK as we sold in the whole year of 1894.

**SALADA TEA COMPANY OF CANADA, LIMITED**

## RAPID SELLERS

"The Mustard with the Kick"



These two "White Swan" leaders are daily growing more popular. Their "high-standard" quality wins satisfaction and makes for speedy turnovers.

**White Swan Wheat Flakes** are made from the finest rolled White Winter Wheat.

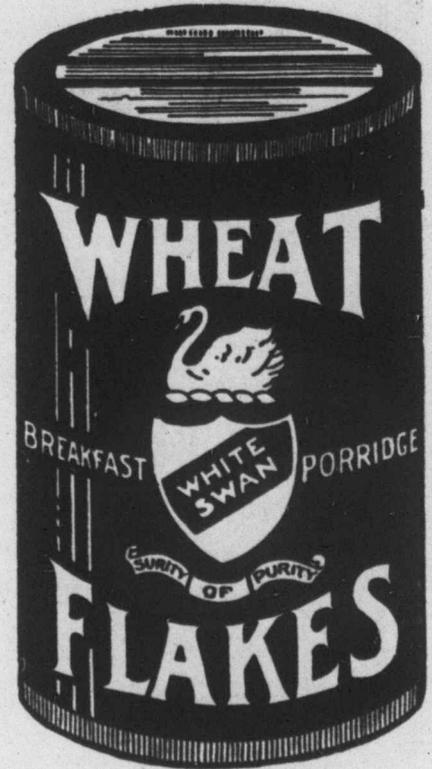
**White Swan Mustard** is a Canadian-made brand, stronger and better flavored than any imported lines.

Packed in

1/4 pounds ..... \$2.25

1/2 pounds ..... 4.00

**White Swan Spices and Cereals, Limited**  
TORONTO, CANADA



# WHITTALL CANS

for

**Meats  
Syrup**

**Vegetables  
Fish      Paint**

**Milk  
Etc.**

**PACKERS' CANS**

**Open Top Sanitary Cans  
and**

**Standard Packer Cans  
with Solder-Hemmed Caps**

## A. R. Whittall Can Company Ltd.

Sales Office:  
202 Royal Bank Bldg.  
TORONTO

G. A. Willis, Sales Mgr.  
Phone Adel. 3316

MONTREAL

Established 1888

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

# Hip-o-Lite

MARSHMALLOW  
CREME.

(Ready-to-use)

*Now Made in Canada by  
Bowron Bros.*



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



32 oz.  
Screw Top Jar,  
1 doz. to case.  
\$5.50 doz.



16 oz.  
Mason Jar Screw Top  
1 doz. to case.  
\$3.50 doz.



1 Pt.  
Fibre Carton,  
1 doz. to case.  
\$2.60 doz.



Half Pint.  
Fibre Carton,  
4 doz. to case.  
\$1.75 doz.

ALL SIZES QUOTED ARE IMPERIAL MEASURE

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

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

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

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

## BOWRON BROS., Limited

Hamilton, Canada



You would do well  
to keep your stock of

**Robinson's  
"Patent" Barley**

and

**Robinson's  
"Patent" Groats**

constantly renewed.

Steady "repeats" will convince you that ROBINSON'S  
Barley and Groats are worth pushing.

MAGOR, SON and COMPANY, LIMITED  
30 CHURCH STREET, TORONTO

191 ST. PAUL ST. W., MONTREAL

# Abbey's EFFERVESCENT SALT

Makes Life  
WORTH LIVING

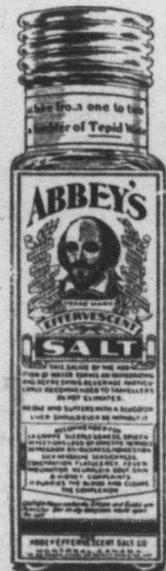
## The Big Season Is Here!

Sugar sells all the year round—yet when preserving starts, there is a big increase in the demand for sugar.

ABBEY'S SALT sells all the year round—yet when winter blends into spring, there is a big increase in the demand for this reliable family saline.

And this demand steadily increases throughout the spring and summer. Take advantage of this advance information and stock up on Abbey's Salt. The big season for it is here.

The Abbey Effervescent Salt Co., Montreal





three pounds of sugar, and at once he has to enter into an explanation. The average grocer will rather lose the quarter or half cent, rather than waste the time explaining why he will not sell less than four pounds. Then, again, with sugar so hard to get, as is the case at present, and has been now for some time, two and three pounds are all we can allow one customer. I certainly think the amendment shows a lack of good judgment, and really is of little benefit to the grocer."

#### A Lot of 2-Lb. Sales

D. W. Clark, Avenue Road, Toronto, declared to CANADIAN GROCER, that it was his opinion that the Board of

Commerce is more concerned in making it difficult for the retailer to do business than any other class. "At the present cost of sugar in Toronto," Mr. Clark stated, "we should be permitted to charge at least 17 cents per pound for it. The people already have got the idea that sugar is sixteen cents per pound, and if the grocer starts charging them 65 cents for four pounds, there will soon be a complaint. We sell most of our sugar in two, four and eight pound lots, and this latest ruling means that we either have to stop selling two pounds, or continue to lose the half cent, as represented by the freight charge. But the grocer does not pay the freight

charge, and that is where confusion will come. The grocer pays the wholesaler a certain price, and what the Board of Commerce should do is to allow the retailer to figure a reasonable profit, according to his cost. I don't think the plan will work out satisfactorily at all."

#### More Complication

W. R. McCaw, Roncesvalles avenue, Toronto, was also of the opinion that it was not a practical plan, and would only further complicate matters. "In these days, when sales of sugar are only in small amounts, the fact that we cannot sell any amount under four pounds above sixteen cents, is really not going to benefit the grocer very much."

## WINNERS OF THE CANADIAN GROCER CHRISTMAS WINDOW CONTEST

### CLASS A

Cities of over 10,000 inhabitants.

1. McLean Grocery, Moose Jaw, Sask., dressed by Harold Crone.
  2. Halpenny & Co., Ottawa, Ont., dressed by H. M. Richardson.
  3. Nation and Shewan Ltd., Brandon, Man., dressed by E. C. Stuart.
- Honorable Mention—The Edmonton City Dairy, dressed by J. Browning.

### CLASS B

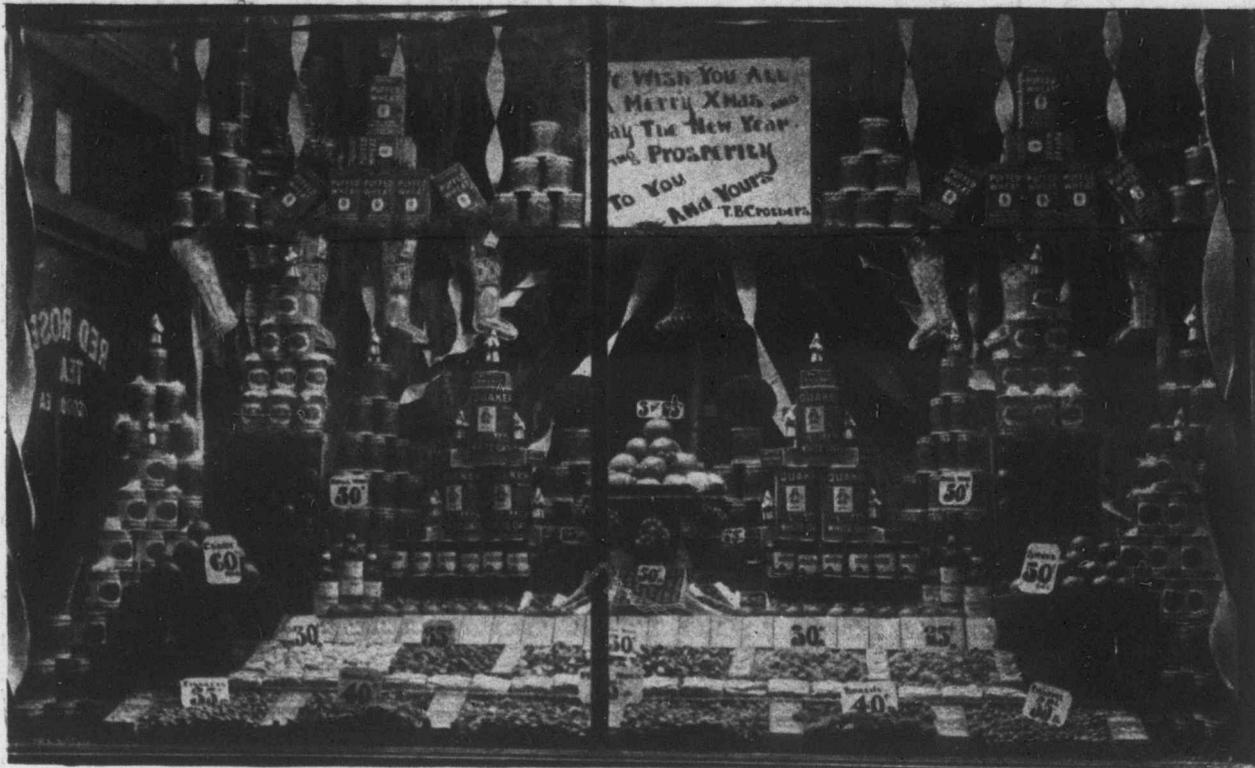
Cities of under 10,000 inhabitants.

1. T. B. Crothers, Oshawa, Ont., dressed by Glen Piper.
  2. Hope Bros., Preston, Ont.
  3. J. H. Wells, Grimsby, Ont.
- Honorable Mention—A. W. Tibbett, Bracebridge, Ont.

The entries in this contest have all been of a very attractive character, and all must have meant a good deal in the way of stimulating business during the Christmas season. The practical nature of the windows, as a means of inducing sales, is a feature of the winners. The non-prize windows will be shown in future issues, with comment.



Winner of the first prize in Class A in the Christmas Window Contest. This window must have been the means of selling a lot of goods. It is a splendid selling display showing nuts, candies, and grapefruit in the front row and figs, oranges in cheese box lids, cranberries and chocolates with olives and boxes of cigars at the top.



Winner of the first prize in Class B of the Christmas Window Contest. It is arranged with nuts separated by packaged raisins, with a background of packaged figs. The centre row is candies, with background of raisins, and in the back row, box chocolates, figs, grapes and Christmas wines.

## Higher Sugar Advances Many Lines

A Number of Articles in Which Sugar is a Component Part Are Now Being Quoted at Stronger Levels

**M**OST commodities in which sugar forms a part of their make-up are rapidly advancing in price. Sugar enters very largely into the manufacture of a large percentage of articles sold by the retail grocer, and, naturally, with the higher cost of sugar, these lines must go higher. Condensed milks have already advanced to higher prices.

Quick puddings and jelly powders are higher, also canned fruits and jams. One manufacturer told CANADIAN GROCER that the higher prices have had no effect on the selling of their lines. Merchants are buying quite freely, and they state that consumers are doing the same.

Frank Sherriff, of the Imperial Extract Company, in an interview with CANADIAN GROCER, stated that the prices on this season's make of marmalade would depend absolutely on the price of sugar. "Of course," he stated, "there are other things that are the cause for higher prices. Labor, for instance, is higher; glass containers are also up in price; but these are a mere trifle compared with the big increase in the cost of sugar. This one item has already increased the price of marmalade about ten per cent., and if sugar goes higher, marmalade must follow."

When asked in regards to the future prices of jelly powder, Mr. Sherriff stated that prices must necessarily be higher,

as sugar forms a great part of the material used in making jelly powders; he also stated that the present increase in sugar warrants an advance of about ten cents a dozen on jelly powder. Cocoa, chocolate and nut chocolate bars are all higher in price. The popular five-cent bar of nut chocolate is now costing the retailer one dollar ten cents a box of twenty-four bars, and will probably sell for six or seven cents.

Present sugar prices will also affect price of sweet pickles and many other lines.

## St. Thomas Merchants Form Organization

Grocers and Butchers Are Endeavoring to Make the Wednesday Half-Holiday a Permanent Affair

St. Thomas, Jan. 28.—The retail grocers and butchers of St. Thomas have organized for the purpose of making Wednesday half-holidays a permanent fixture the entire year and also with the object of abolishing Saturday night delivery. The movement was launched a few days ago at one of the best attended and most enthusiastic meetings ever held by this body of merchants, and success is practically assured. With the exception of two firms, the grocers and butchers are unanimous for the intro-

duction of both these greatly desired changes, but it has been deemed advisable to conduct an educational campaign among the trade before adopting either.

Wednesday early closing has been in force in about half the groceries and butcher shops of the city for more than a year, but has not been entirely satisfactory on account of so many others remaining open. Now, however, with the custom becoming general, the prime movers are quite confident that there will be no losses sustained nor cause for dissatisfaction.

## FEDERAL TRADE COMMITTEE MAKE NEW ORDER

According to reports from Washington, the Cole-Conrad Co. of Chicago has been ordered by the Federal Trade Commission to "cease and desist" selling combinations of groceries with sugar at cut prices as the bait. Decision also applies to coffee and sugar combinations, etc. Complaint was made by the National Association of Retail Grocers and leading grocery trade journals in the U. S. A. against concerns found guilty.

## EGGS SOLD BY WEIGHT

When the suggestion of the British Imperial Association that legislation be obtained making it compulsory to sell vegetables and fruit by weight, Alderman F. W. Johnston, of the Toronto city council, asked that "eggs" be included. "At the present time," he said, "the first customer picks out all the big ones."

City Solicitor Johnston said that at present the Government recognized selling by weight or measure.

# Should be Less Criticism of Retailers

So Claim Speakers at Banquet of London Grocers—Service Merchants Perform is Not Understood Properly—Wholesalers and Manufacturers Join With the Retailers

Reported by Canadian Grocer staff correspondent

LONDON, Ont., January 28th.—The Retail Grocers' Association of this city held a most successful banquet on Wednesday last, in the Dining Hall of the Tecumseh House. London, Ont., has always been noted for its organization of retail grocers, and there were a hundred or more retailers and friends in attendance on this occasion.

J. T. May, president of the Association, presided as toast master. The important address of the evening was given by H. C. Beckett, wholesale grocer, Hamilton, Ont., on the subject "The Consumer, the Retailer vs. The Octopus." This appears on the opposite page.

When the King had been duly honored, Mr. May introduced the various speakers. The Retail Grocers' Association of this city are boosters for their home town, so that it is not surprising there were a couple of civic officials present to tell what every merchant might do to assist further in the betterment of his native city. George M. Reid, President Chamber of Commerce, responded to the toast "A Bigger London."

## A Service Unequaled

Wm. Turnbull, president of Edwards, Adams & Co., wholesale grocers, London, Ont., responded to the toast "Our Wholesaler." Mr. Turnbull believed there was no trade that was more abused than that of the retail grocery trade. It gives a service that no other trade gives, and he believed if the public understood better this service there would be less criticism. Labor men were talking of starting a number of chain stores in Canada, and he maintained that they would make one of the mistakes of their lives when they come to figure their cost of doing business. Mr. Turnbull claimed that years ago when the labor man was getting a dollar or so a day, he would pass the fancy windows and stores with perhaps a glance or two, and he usually kept his money in his pocket for essentials. To-day, when he is getting five and six times as much, he is spending it more freely on things that are not absolutely necessary, with the result that when the end of the month comes he finds his regular bills can't always be met. Then he complains about the high prices.

Alderman John Bridge, manager of the Neal Bread Co., responded to the toast "Our Manufacturer." He referred to the orders that had been handed out by "that man O'Connor," and criticized some of these regulations. He thought there were many questions in common between the retailer and the manufacturer. Retail prices and how they affect the manufacturers, and right of the

manufacturer to fix retail prices, were a couple of these questions. The manufacturer can and does serve the retailer and consumer by establishing prices, providing he can see that they are upheld. Public confidence is destroyed or maintained according as the goods are handled by the retailer. If ten merchants out of three hundred cut an established price, the two hundred and ninety be-



J. T. MAY  
President of the London Retail Grocers' Association who presided at the banquet.

come discouraged and more readily handle competitive lines. He thought that the manufacturer should refuse to sell the cutter, and give the advantage to the honest merchant.

## What Overhead Means

"In arriving at the margin of profit, the retailer should take into consideration invoice cost, freight, exchange, cartage and overhead expenses. Overhead expenses should include a fair wage for the proprietor himself equal to the wage paid under similar circumstances to a manager or that a competitor would receive. These facts must be carefully considered, and after that the merchant has a right to add a fair margin for net profit."

P. H. Ranahan, first vice-president of the Association, responded to the toast to the London Retail Grocers' Association. In the interest of the organization, he urged the elimination of fault-finding, particularly on the part of those who did not attend the meetings. He believed the time had come when the retail grocer had to fight for his

existence against co-operative stores, farmers' clubs, etc., in addition to the outcry against the high cost of living, the biggest part of which was laid at the door of the retailer. There was no business giving the service the retailer gives to-day, he maintained.

Mr. Ranahan urged the retailers to be loyal to the London wholesale grocers, who were giving the trade a good service and who were prepared to back them up. He cited, however, a case where one of his customers had reported the sale of a 100-pound sack of sugar direct from a wholesale grocer. He thought that was something that should not exist in London. He had also a good word to say about some of the travellers calling on the retail trade. Some of them help merchants by giving them good advice on market problems, etc., but there were others who sometimes do not know the difference between a retailer and consumer. He thought that every wholesale grocer should inform his men that not one dollar's worth of goods would in future go out of the warehouse except to a bona fide retailer.

Alderman O. I. Cunningham responded to the toast "The City of London." The various speeches were interspersed with vocal solos by Chris. Pink and Fred Dowling, with F. Fitzgerald as accompanist.

## The Men Behind

The officers of the London Association are: President, John T. May; first vice-president, P. H. Ranahan; second vice-president, Thos. McCormack; treasurer, H. B. Rosser; secretary, Frank D. Pierce; executive, Alderman G. Drake, Thomas Shaw, Harry Harley, E. Noel and M. A. Young.

A number of representatives of the manufacturers were present, including R. K. McIntosh, manager Battle-Creek Toasted Corn Flake Co., London; Mr. Wells, of S. F. Lawrason & Co., in addition to John Bridge and others.

One of the London Association's old friends was also there in the person of Ed. Ryan, who eight or ten years ago was one of the most enthusiastic organizers. He is now a travelling salesman, but he always has a warm spot in his heart for his former associates.

Tom Shaw, a veteran London grocer and curler, was there. Mr. Shaw forsook the roarin' game for the night to be present with the grocers.

Alderman Gordon Drake, one of the distinguished city fathers and a grocer for many years, seems to get younger as the years go by, in spite of having the interests of the city as well as his store to look after.

# Fight Unethical Trade Conditions

Speaker Includes Fake Advertising, Unfair Competition, Secret Rebates, Unfair Methods of Some Manufacturers, Crooked Order Takers and Crooked Wholesale Houses—The "Octopus" in Business Defined

From address by H. C. BECKETT, at London Grocers' Banquet

**T**HE consumer is the one who wonders why prices are so high, and does not know the reason.

The consumer justly kicks at the high prices but fails to realize that supply and demand is almost invariably the real cause for the tremendous advances in practically every article necessary to our daily needs. He fails to realize that in the production of almost all articles the labor factor represents probably over 80% of the cost.

Raw material has only advanced in price because of the increased cost of labor producing it. Iron ore, coal, petroleum, timber, etc., are still in and on the earth, but when labor, skilled and otherwise, gets its proper share for the service performed in fashioning raw materials into finished products, you can see clearly how a why the ultimate cost to the consumer is increased.

## Demand Controls Price

So it is with all lines handled by the wholesale and retail grocery trade. The farmers want, and are getting, more for farm products. The demand keeps up the price; when the demand ceases down comes the price.

When the natives of Ceylon and India who are picking tea for the magnificent sum of about fifteen cents a day get wise and form a tea pickers' union, up goes the price of tea. So you see, if the people would only think rationally about these things they would not be so ready to put the blame on the innocent and hard-worked retail grocer and the long-suffering and much-abused wholesaler.

The independent and legitimate retail grocer is generally known as a modest, obliging, good-hearted, good-natured, hard-working individual, simple in his tastes, and the friend of many a family and farmer when in a tight fix or a little credit is needed to tide over temporary financial embarrassment.

The octopus is the selfish, grasping, enterprising monopolist, never satisfied, always reaching out for everything in sight, whose god is making money and getting control, and is always blowing about it, getting advantages that others do not enjoy and usually at the expense of his honor and at the expense of his competitors, and finally at the expense of the consumer.

Now the fight is on. Get into condition and go to it.

The handwriting has been on the wall for some years back, but we were perhaps either too busy, too blind, or too indifferent to read it.

Now, what is the handwriting on the wall, so far as it concerns trade, commerce, and the prosperity of Canada?

This is what it says:

"Wake up, fight the good fight, for honor in business and prosperity of Canada."

## What The Contest Is

I have tried briefly to visualize a contest. You have now arrived at the stage when you are entered for a contest whether you like it or not. You must either fight or lay down and let the consumer suffer. Well, my dear good people, I for one am not going to lay down. I don't want to appear egotistical, but I must say this—I have been conscientiously training for the coming contest for some years and am brimming over with confidence—confidence that

right is might and that truth shall flourish out of the earth.

Now, what is this contest to be, what is it all about?

This fight is to be a contest.

For honor in business; against fake advertising; against unfair competition; against secret rebates; against the disreputable and unfair methods of some manufacturers, and the short-sighted policy of others; against the crooked order taker; against the crooked wholesale house; a fight to give every man in business an equal chance to compete;

—a fight to insist that every retail grocer in the country gets his goods on the lowest basis as to cost so that he can serve the consumer to advantage and give the consumer goods at the lowest possible price,

—a fight against a grasping monopoly of the distributing trade of this Canada of ours,

—a fight against ways that are dark and tricks that are vain,

—a fight right out in the open,

—a fight to improve conditions in all the towns and villages throughout Canada,

—a fight to make the towns and villages throughout Canada more prosperous, and thus encourage the younger generation to stick to farming pursuits,

—a fight for greater production in farm products,

—a fight against the fateful disease of dry rot in almost every town and village in Canada, caused almost entirely by the mail order menace.

This will be a good fight because your cause is a just one, founded on Christian principles. In this fight you will save the consumers from monopoly and benefit this fair Canada of ours. The U.F.O. or "Us for Ourselves" policy is not the policy of all the retail or wholesale grocers. Our policy is to build up Canada, build up solidly for the rising generation, leave to posterity a condition of things that will redound to your credit, intelligence and honesty of purpose.

Fight in the open. Don't do things in the dark, let your light shine so that men may see your good works, be torch bearers for the truth; beware of the Bolshevik policy in business so prevalent in Canada to-day. You who have been in trade and commerce for years know there is something radically wrong in this country as well as other lands. The world is upset with a lot of crazy ideas in the minds of agitators, and it is your business and mine to apply our knowledge and experience for a better understanding.

Trade is an intricate, complicated, artificial condition that the superficial thinker does not understand, therefore, use your efforts to enlighten those who need more light, whether it be lawyers, politicians, selfish people, farmers, newspaper men, or any other class of the community. There is no class of men in business to-day so closely in touch with the general chaotic condition of trade as the thoughtful wholesale grocer, and yet, generally speaking, he is not given credit for knowing enough to come out of the rain. It's time to speak out and say something. We cover Canada from the Atlantic to the Pacific every two weeks year in and year out. We should, therefore, know more about conditions in

Canada than most people give us credit for.

There has been very little deep thinking. The editorials in many of the daily papers show a woeful lack of knowledge of trade conditions or trade ethics. This does not apply to Hamilton, the ambitious city.

## Praise for Board of Commerce

Much education is needed and now at last, thank God, in all sincerity we have a Board of Commerce specially appointed to study trade conditions and trade ethics. The Board of Commerce has been roundly abused by selfish and unthinking people. The big interests have been trying to mould public opinion against the Board of Commerce.

Every dog has his day, and don't you forget it. The big interests cannot dominate the trade of this country, if the great mass of merchants all over this fair Dominion get up on their toes, and hit out for all they are worth.

Be sure you're right, then go ahead.

Whatever you do, do it with all your might.

Remember, if you go into this fight armed with a correct knowledge of the trade situation as it exists to-day, you will win out. But if you do not dig deep down and get at the fundamentals of trade and commerce, you will be a long time in stamping out the disease of business trickery and unfair methods so prevalent in Canada to-day.

Look what the wholesale grocers accomplished in a few months in the United States.

The legitimate trade there, both wholesale and retail, was confronted with a gigantic monopoly, an octopus which was getting control not only of production markets, but of the distributing trade as well. Did the wholesale grocers lay down in the face of this menace? No, they fought it like the men they are.

They put the whole situation clearly and logically before President Wilson and the Federal Trade Board at Washington. An investigation was held, and what has happened?

This is what has happened:

The big interests of the United States, the big monopolists, have had a perpetual injunction decree entered against them to this effect, viz., that they must disassociate themselves from all unrelated businesses, and must stick to their regular business, viz., meats and provisions.

Now, what is the trade of Canada doing to protect their interests? Not very much. I am sorry to say. We are gradually becoming more and more alive to the menace that confronts this country and to the evils that have existed in the past, but we have not after all thought very deeply.

Of one thing you can be certain, the Board of Commerce will think deeply, and they won't let the big interests do the thinking for them. The Board of Commerce is a tribunal for the business man to go to and point out the evils that at present exist, and that confront the welfare of the country and the consumer in particular.

You are not making proper use of the Board of Commerce. Why? They are a fine body of men, logical, sincere, and fair minded, and what is more they will be fearless in their criticism of unfair methods, monopolies, and dishonest practices.

The Board of Commerce is the most advanced legislation Canada has ever had, and was opposed tooth and nail by the big interests. You should know this.

# Trowern's Answer to Beckett Charges

Former Says Retailers Across Canada Are Up in Arms Against Rulings of Board of Board of Commerce—Claim Wholesalers Have Benefited From Regulations—Wholesale Trade Going Out of Its Way

**H.** C. BECKETT, of W. H. Gillard & Co., wholesale grocers, Hamilton, Ont., has sent a letter to Hon. Sir Geo. E. Foster and other members of the Cabinet condemning the action of those who are criticizing the rulings of the Board of Commerce and who are urging a change in the personnel of it.

In this letter he says:

"The recent agitation and action of Mr. Trowern and others at Ottawa has not escaped the attention of the great majority of business men and consumers throughout Canada. Hundreds of thoughtful business men and consumers are amazed at such action. Hundreds of business men at subsequent largely-attended meetings have expressed surprise, amazement and strong disapproval of such unwarranted action in trying to stir up a feeling of antagonism against the Government, the Board of Commerce, and some of its members.

"We have yet to learn of a justified complaint from any consumers for the reason that the consumer is pretty well satisfied with the efforts of the Board of Commerce. The consumer needs much enlightenment because, as a rule, he is a superficial thinker and does not concern himself by going very deeply into trade matters, which, as every man (consumer included) should know, are very complicated and can only be understood by years of study, practical experience, and contact with trade conditions. I have no hesitation in making the statement that I am qualified to speak, not only with very considerable first-hand knowledge (having devoted many years to the study of trade ethics) but that I represent the views of thousands of thoughtful consumers and business men in Canada.

"The opinion is that the Board of Commerce, as constituted, will prove to be a blessing to Canada.

"It is the most outstanding statesman-like move since Confederation, and now some few vindictive people start out to create trouble before even giving the Board an opportunity to get a line on trade conditions.

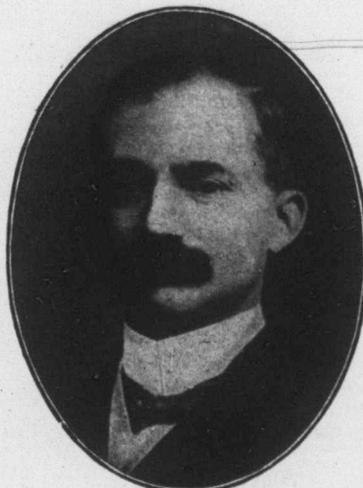
"As a matter of fact the Board of Commerce was never intended to deal with the high cost of living except that it would incidentally do so and prevent profiteering at the expense of the consumer, and be the means, through its report, of educating the consumer that supply and demand largely regulate prices.

"Instead of the Board of Commerce being given an opportunity to get thoroughly informed, there was such a rush, demand and clamor for a reduction in prices (and rightly so, since the people did not seem to understand the reason for high prices) that the Board tried to

do something in the shortest time possible—to be of some quick benefit to the consumer. The Board discovered some instances of excessive profits—which may yet need investigation to protect the consumer in the future, but on the whole they found in the great majority of complaints investigated that there was very little profiteering, and they said so openly. The consumer was suspicious, and is yet in some cases, so the idea was to allay the unrest by speedy action.

"The Board has been and will be fair to the man in business, and, so far, no man in business has been hurt as much as is the consumer of limited income by reason of high prices.

"Why, then, this opposition? It



E. M. TROWERN  
Dominion Secretary of the R. M. A., who replies to H. C. Beckett's letter.

comes from a section who think they may be curbed in unfair practices so prevalent in Canada to-day. The opposition is secretly fanned by the monopolistic interests. The Board has already proved it will not be swayed by any particular class in Canada, and in this respect the Board is entitled to the highest praise that man can have. They are honest—and they have ability. They are endowed with the qualifications so necessary in occupying such important positions. It shows the wisdom of the present Government, who appointed them, and also the Government's honesty of purpose to make real and lasting progress for the betterment of Canada.

"Already the big interests, under a cloak, are arranging their forces and spreading their propaganda to, if possible, block the Federal Government in this, the wisest legislation since Confederation. They are fighting to change the personnel of the Board so that some putty men will hold the seat of judgment. It is believed, however, that the Board of Commerce Act provides that trade experts may be called to assist the

Board. Such experts could be of great assistance to the Board, and could be selected or appointed by Provincial Governments and thus protect provincial interests, provided, of course, the men appointed were big enough and unselfish enough to be independent."

## MR. TROWERN'S VIEWS

CANADIAN GROCER asked E. M. Trowern for his views in connection with Mr. Beckett's letter and the attitude of the Retail Merchants' Association toward this Board.

Mr. Trowern maintained that the facts regarding the manner in which the Board of Commerce has treated the retail trade are too apparent to require any defence by him. "The retail trade," he said, "from one end of Canada to the other, are up in arms as to the various orders that have been made by the Board of Commerce and applied to them. No such absurd orders have been made regarding the wholesale trade, and whatever orders have been made have been made for their benefit, so that there is no wonder that the wholesale trade wish to retain the present board, and are now rushing to their defence.

"The retail trade everywhere recognize that the wholesale trade are acting with selfish motives, and no amount of argument will convince them differently. At the special meeting of the Dominion Board, which was held in Ottawa on January 13 and 14, members came from every province in the Dominion, and they would not have come that distance if there was no justification for it, and the retail trade feel that the wholesale trade are going out of their way in an endeavor to tell the retail trade what they should do.

"Our organization was formed for the purpose of protecting the retail merchant, and we feel that we understand our conditions better than any other class in the community, and consequently we resent any dictation."

In an address by Mr. Trowern before the Dominion Board of the Retail Merchants' Association at Ottawa recently, he pointed out that the merchants did not want the Act under which the Board of Commerce operated abolished, but they thought the manner under which it is being operated should be changed. Space does not permit the running of this address this week, but it will appear next.

Dr. R. J. McFall, former Cost of Living Commissioner, and more recently Chief of the Inland Trade Division of the Department of Trade and Commerce, who has just resigned from the public service, has accepted a post with the Massachusetts Agricultural College, which is located at Amherst, Mass.

# An Accounting Grocer

Man Who Digs Out New Facts Almost Every Month—With Assured Profit to Himself

**H**ERE is a grocer whose figures I have reviewed before and whom it is my privilege to have met in my travels; hence the chatty character of his present letter and its reference to previous correspondence:

Canada, Dec. 16, 1919.

Dear Sir:—I am again sending you my figures so you can go carrying on your condemnation thereof!

Regarding report I sent last year and which you did not fully understand, what I meant by "prop stuff" was such items as telephone, business taxes, etc., which are paid for once a year but which I apportion equally over the entire 12 months. The figures I now send are actual with the exception of depreciation.

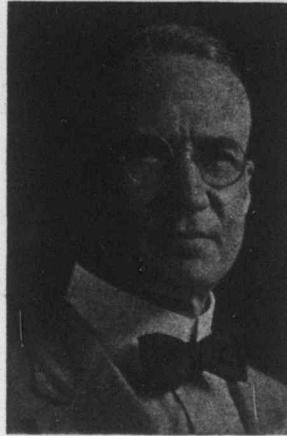
I have allowed 1 per cent. for bad debts, which is away beyond any expectation, because during two years I have had very small actual losses; one-quarter per cent. would be more in line with actual conditions. I have depreciated very heavily on fixtures and delivery equipment. Further, I now have figured my own salary at 2½ per cent. of turnover which will mean about \$3,000 a year for me. That is charged to buying, management and office expense.

The delivery expense is high, in fact, too high. The wages of sales force is also too high because I have one extra returned soldier on, but I have to get my staff in shape for the time when I will be taking a three or four months' trip next year. The wrapping expense is another item which is away up in the sky. I have charged up the capital, or surplus, used in the business at 8 per cent.

I spoke to you this summer about stock depreciation and said that I had not been able to get down to actual figures for mark-downs and stock losses and would like to know if the figures you give—.006 per cent.—are actual or only an estimate. As I explained to you, we send back to jobbers all cans which are blown or swelled, and often get credit for fruit which is spoiled or spoiling, but, as we are all aware, there still are leaks. I may get down to a system whereby all mark-downs or losses will be reported to me and kept tab of so as to get down to a more scientific method of figuring expenses.

The retailers in Canada have been before the Board of Commerce lately regarding the fixed price of sugar and, as I remember one or two of your articles regarding a fair margin on sugar. I would appreciate another on this subject in the near future.

I have gone through the last Harvard Bulletin very carefully and cannot altogether agree that the cost of doing business is less than in the 1915 period. A good many items in our expense bill are considerably higher than in that period. I will let you have a more complete chart after stock-taking on January 31,



Henry Johnson, Jr.

showing all expense and other items regarding the business development during 1919.

## Expenses, Feb. 1 to Oct. 1, 1919

	%
Wages of Salesforce.....	3.62
Advertising .....	.50
Wrappings, etc. ....	.75
Depreciation on Delivery Outfit.....	.50
Wages of Delivery Force.....	1.65
Other Delivery Expenses .....	1.52
Telephone .....	.125
Buying, Management, Office .....	2.50
Office Supplies, Postage .....	.125
Interest on Capital .....	.50
Rent .....	1.54
Heat, Light, Water .....	.25
Taxes (except income tax) .....	.125
Insurance (all kinds) .....	.125
Repairs to store equipment.....	.02
Depreciation store equipment.....	.25
Miscellaneous .....	.12
Bad Debts (not actual) .....	1.00

15.22%

We have had a very successful year with our fruit department. We handled about 500 cases of raspberries, besides other preserving fruits. We were handicapped for sugar late in the fruit season or we could have sold a lot more peaches, pears, etc. We expect our apple sales to beat our record of last year, which as you know was no small record.

## Little Comment Necessary

Just as was the case in my former review, there is little in this letter to comment upon. When a merchant takes pride and pleasure in digging deeply into his business as this man does, he cannot go far wrong in any direction. When he sent me his first statement, it did not include any salary for himself; and he said so. He said he charged to his own account everything he used, instead. But I indicated that such was not sound practice, though probably not harmful in his case, and now he has changed it. This not only is good as business practice, but a resource of unexpected value is apt to develop therefrom; for, when he takes that money home to his wife regularly, she will make it go round and will save.

There is another item in this letter worthy of our reflection and careful note: This Canadian merchant is English

by birth. He "came out" some dozen years ago, went to work in the store he now owns, experienced its being run into the ground by poor management, loaded himself with first an interest in it and then the whole thing, with a deficit of \$3,000. He has worked out the debt, is now in comparatively secure circumstances, and is planning to "go home" for a visit during next summer.

No single evidence of good management is more significant than that he feels entirely easy about leaving his business in the hands of his organization for three to four months. And no single thing he has done or written evinces greater wisdom than his decision thus to take some relaxation, get without the four walls of his store, look again at his old homestead and the environment of youth from the vantage point of maturity and wider experience. As he compares and contrasts conditions there with here and with his recollection of them, he cannot help expand and grow in mental stature and business capacity. So he will return invigorated, refreshed and additionally educated.

## Interest Charges Liberal

Note the 8 per cent. charged for interest on invested capital. This is in line with other charges in its liberality, yet it is not wider than it should be.

As may be noted from certain recent stories of mine, the question of adequate accounting for depreciation, shrinkages and leaks in stock is one which is engaging the attention of merchants everywhere. Any number of points of accounting are as yet not covered by retailers' systems. But study is gradually evolving methods which promise to enable a grocer to know not only what his general overhead is apt to be, what it must not exceed to be safe, but also the constituents whereof the general expense is made up.

I have not at hand the data necessary to write another sugar story now, so I cannot do it nor can I give all details. In general, I can say that the cost of handling sugar, including all charges for rent, labor, packaging, interest and other items, does not exceed 7 per cent. in a well-regulated store where any fairly representative volume of business is done. Hence, any margin over 7 per cent. is profit—net. Thus a margin of 10 per cent., which generally is accepted as proper, puts sugar into the class of preferred profit earners.

## Expense Ratio Higher or Lower?

I incline to believe that the Harvard statement that expense now is lower on the average than in 1915 is, as a general statement, accurate. I have in mind a grocery jobber who deals in nothing but staples. He has no tea and coffee depart-

Continued on page 45

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS  
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN . . . . . President  
H. T. HUNTER . . . . . Vice-President  
H. V. TYRRELL . . . . . General Manager

## THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

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CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1108 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1133 Broadway (corner 26th Street), New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable address, Atabek, London, England.

SUBSCRIPTION—Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c., invariably in advance.

PUBLISHED EVERY FRIDAY

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

VOL. XXXIV. TORONTO, JAN. 30, 1920 No. 5

### ANOTHER SUGAR RULING

EVIDENTLY impressed with the unfairness of the sugar ruling, making a uniform price of sixteen cents per pound throughout Canada, the Board of Commerce has realized the error of its ways. It has made an amendment to the regulation. According to the new judgment of the Board of Commerce, "the maintenance throughout Canada of a flat price of sixteen cents per pound for granulated sugar at retail is impossible by reason of freight conditions," and the amendment order provides for sales of sugar at sixteen cents per pound plus freight.

The continuous manœuvring of the Board in wrestling with the fixing of prices of sugar, is another indication of its unbusinesslike attitude in matters of this kind, and is most unfair to the retail grocer, who is handling sugar at a margin which at the best is only fractional. The new ruling does not permit of more than a cent and a half on a pound of sugar, which is a little more than nine per cent. on the selling price. This, in view of the fact that it costs the average grocer sixteen to eighteen per cent. to do business, renders sugar a rather unprofitable commodity, particularly when supplies are limited.

### NEEDLESS WRAPPING

IN these days of high prices, in which the retail grocer is possibly affected as much as any individual, there is urgent necessity for elimination of all waste. There is no doubt but the merchant in

many ways can do a great deal to lessen costs. One method of conserving supplies, with special application to the retail grocer, is that pertaining to the wrapping of goods. The marked advances that have taken place in the cost of all paper renders the expenditure on paper and paper bags a very considerable item in the year. The reader will recall a recent article in CANADIAN GROCER setting forth comparative prices of paper bags at the present time, and those of three and four years ago. It is evident that rapid and substantial increases have taken place in these values. Where a merchant could purchase 1,000 two-pound bags in 1915 for 67 cents, he has to-day to pay \$1.86. Similar advances have taken place in larger bags and also in wrapping paper.

Too often the grocer needlessly wastes bags and paper by wrapping articles that could very well be delivered without. Then, again, in numerous instances, twice as much paper is used as is really necessary. Why wrap a canned or packaged article? In the delivery of a long list of groceries to customers, these lines could be sent as they are packed without impairing in any degree efficient service.

The suggestion that conservation in wrapping be followed by the average retail grocer appears to be a sane one in view of the sharp upward trend of the paper market.

### WHAT IF THIS WERE YOU?

FIRE swept a Canadian town not long ago. Two dealers in the same line suffered heavily. Both lost their stock. Both were determined to get back into business again just as quickly as possible. But there was one thing that blocked their progress—settlement with the insurance adjusters.

One merchant had kept complete records of everything he had. The other was never able to tell just exactly where he stood, even at the end of the year when a general inventory should have been taken.

In less than a day the adjusters effected a settlement with the merchant who knew about his stock. It was a satisfactory settlement too. The other man labored for three weeks before he was able to reach an agreement. Even then he did not get nearly as much as he believed was coming to him.

Because of a little system, just plain, ordinary business system, the first merchant was able to be back into business again three whole weeks before his competitor. Besides this he was satisfied that he had got all that was coming to him in the way of settlement of claims.

The lesson was rather a bitter one for the second man, but he was wise enough to see that it pays to know just where you stand, and he is keeping records now just as carefully as the other man.

# CURRENT NEWS OF THE WEEK

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

## MARITIME

George A. Robertson, Moncton, N.B., has disposed of his grocery and hardware business to Sutherland Bros., also of Moncton.

## QUEBEC

H. R. Gray, of the Gunn, Langlois Co., Montreal, was in Toronto last week.

M. I. Beattie, buyer, of Stanbridge E., Que., is on a business trip to Montreal.

O. Millette, grocer, has sold his business on 270 Dufresne St., Montreal, to V. Pelletier.

R. Daniel, grocer, has sold his business on 31 Laurier Street W., Montreal, to V. and L. Brosseau.

Contu Frere has purchased the grocery business of E. LaCasse on 2693 St. Hubert Street, Montreal.

W. M. Pretlow, representative of the American Peanut Corporation, Norfolk, Va., is in Montreal on business.

Mr. McCormack, of McCormack and Zutzman, of St. John, N.B., is on his yearly business trip to Montreal.

The Lalonde Departmental Stores, situated on 950 St. Denis St., Montreal, have been sold to J. O. Lemieux.

J. Ethier, manager of Laporte Martin Ltee., Montreal, has been obliged through sickness to absent himself from business for the present.

The Laurier Provision Co. has recently purchased the business of the Kavanagh Provision Co., of 235 Laurier St. W., Montreal.

The many friends of I. Genest, of Hudon, Hebert et Cie, Montreal, will be glad to know he has fully recovered from a recent illness and is back at his desk.

## ONTARIO

The United Farmers will open a co-operative store in Guelph, Ont., shortly.

The Dresden Flour Mills, Ltd., Dresden, Ont., recently suffered a loss by fire.

The merchants of Tilbury, Ont., have decided to close their places of business on Wednesday evenings in future.

Alberta Saw, residing near Petrolia, Ont., has purchased a grocery and dry goods business in Kerwood, Ont.

The U.F.O. are busy making preparations for the opening of a co-operative store in St. Marys. Two locations are at present receiving consideration.

John F. Schwarz, cigar manufacturer, of Hamilton, Ont., passed away in that city on Tuesday of last week at the age of 62 years.

The grocers of Guelph will close their stores on Wednesday afternoons throughout the year, with the exception of the month of December.

R. Blackburn, W. G. Patrick & Co., Winnipeg, who has been in Toronto for some time attending the annual sales convention of the staff, is returning to Winnipeg.

Charles and Thomas Sandlos, of Hanover, Ont., have taken over the grocery business of their father, John Sandlos. The firm name will now be John Sandlos and Sons.

E. W. McLaren, travelling salesman for Eby-Blain, wholesale grocers, Toronto, died at his home in Collingwood last week, following an attack of pleuropneumonia.

A. Goodbow, for many years a general merchant at Medina, Ont., has sold his business to John Clark, of St. Marys, Ont. Mr. Goodbow will reside in Rochester. His successor is a returned soldier.

J. C. Henderson, who, for many years, conducted a general store in Norwich, Ont., succumbed to an attack of pneumonia last week. He was 68 years of age, and spent all his life in the region of Norwich. He was prominent in Conservative and municipal politics.

Huether & Todd, Guelph, have dissolved, J. B. Huether taking over the St. George Square meat market. A. H. Todd and H. H. Todd taking the provision and grocery store on Wyndham Street. The firm will be known as Todd Bros.

An order winding up the People's Dairy Co., of Toronto, was recently made by Mr. Justice Middleton, for the purpose of reorganizing. The order was made on the application of a creditor, Peter Smith, of Brampton. The nominal capital stock is \$100,000, of which \$40,000 is subscribed and \$30,000 paid up.

S. Grandmaison, special representative of H. D. Marshall, Ottawa and Montreal, left Saturday evening for a prolonged trip through Western Canada, opening up new territory on Kingnut oleomargarine. Mr. Marshall will leave Ottawa in the course of the next few days with the same purpose in view. Mr. Grandmaison was in the recent wreck on the C.P.R. Transcontinental train near North Bay, but fortunately escaped without any mishap.

## BUSINESS CHANGES

Omer Racine, Roxton Pond, Que., has disposed of his stock

Jacob Switzer, Golden Lake, Ont., has been succeeded by Hambly Bros.

A. S. Phillips, Windsor, Ont., has sold his grocery business to Mailloux and Parent.

Francis M. Gettings, Montreal, has disposed of his stock.

C. H. Lucas, Middlemiss, Ont., has sold his general store to J. A. McDonald and W. J. Richards.

John Law, 497 Perth avenue, Toronto, has sold his business to U. J. McCague.

M. Gleeson, Greenwood, Ont., has disposed of his general store to A. E. Harvey & Son, of the same place.

J. H. Conn, Kennore, Ont., recently suffered loss by fire.

John Bambrick, Ottawa, Ont., recently suffered damage by fire in his grocery premises.

## An "At Home" For The Returned Men

Recently the employees of Cowan's Company, Ltd., Sterling Road, Toronto, gave an "At Home" in honor of the returned soldiers of the concern. Three hundred people were present, and the evening was spent in cards and dancing. The occasion was an official welcome to the members of the staff who had served overseas. H. N. Cowan, president of the company, was chairman. An address was also given by Rev. W. A. Cameron, Toronto, and during the evening an illuminated address of appreciation was read to Mr. Cowan by A. W. Pengally, on behalf of the returned men. Married men, who had left the company to serve in the war, had their wages paid in full during their absence, and single men had half pay. R. M. Fahey referred to the fact that the company had taken out group insurance policies for all who had been in the employ over three months. These policies range in value from a minimum of \$500 to a maximum of \$1,500 for ten years' service or over.

## EMPLOYEES GET 5 PER CENT. BONUS

The Board of Directors of the North American Dye Corporation, manufacturers of Sunset soap dyes, have voted a bonus of 5 per cent. to each employee based on the amount received by each individual during the year 1919. This action was prompted by the desire of the company to show their appreciation of the spirit of co-operation displayed by the employees during the past year. The main office of the company is at Mt. Vernon, N. Y. The officers of this company are: Charles L. Ketchen, president; Harry R. Patten, vice-president; George B. Currier, treasurer; Charles A. Loring, secretary.

# A Message to the and Manufact

## The Transoceanic Trading Company, Limited

with offices at LONDON, England, PARIS, France  
ANTWERP, Belgium, AMSTERDAM, Holland and  
CORRESPONDENTS in the EAST and FAR EAST

*has pleasure in announcing the opening of a*

### CANADIAN OFFICE

at 10 Banque d'Hochelaga Chambers, WINNIPEG, Man.

This company represents many of the LEADING AND OLD-ESTABLISHED HOUSES in the most important centres of the world and will shortly be in a position to offer natural and manufactured food products of every description at most competitive prices.

We are also prepared to accept the representation of reliable CANADIAN MANUFACTURERS and EXPORTERS, desirous of extending their connections overseas.

We have an efficient and modern organization, energetic and capable men in charge of our foreign offices, a competent sales force working the Canadian trade, both wholesale and retail and any business therefore entrusted to our care will reap the advantage which these facilities offer.

# Wholesale, Retail uring Trade

WE ARE IMPORTERS OF:—JAVA, SIAM, PATNA, RANGOON and Carolina rices; Teas from Java and Ceylon; Coffees from Java, Ceylon, Santos and Rio; Spices from the Far East; Sugar from East and West Indies; Holland Herrings, Holland Cheese, Holland Cereals; Sardines from France, Portugal and Spain; Pates de Foie Gras, Delicious French meat preserves of every description; nuts, such as almonds, from Spain, French Walnuts, Bordeaux Halves, Marbots and Grenobles, French and Italian Olive and Essential Oils; currants from Greece, raisins from Spain and California, etc., etc.



## WE ARE EXPORTERS OF---

Canned Fruits and Vegetables, Canned Salmon, Condensed Milk, Pork and Beans, Jams, Apples, Dried Fruits, Flour, Oats, Meats and Meat Preserves, Bacon, Cream Cheese, and all lines suitable for export.

## Transoceanic Trading Co., Limited

Winnipeg

*IMPORTERS--Write us about your requirements*

*EXPORTERS--Let us know what you can offer for foreign markets.*

# NEWS FROM WESTERN CANADA

## WESTERN

Elmer Nelson, Moose Jaw, Sask., has discontinued business.

J. H. Craig, Rouleau, Sask., has been succeeded by Craig, Sons & Co., Ltd.

The Leader Store Co., Ltd., Leader, Sask., has been taken over by L. Hirt.

Ross and Bruce, Provost, Alta., have been succeeded in business by Jacob Bruce.

R. Young and Co., Stranrear, Alta., have sold their business to A. J. Saunders.

McBrides, Ltd., and the Veteran Grocery, Weyburn, Sask., have put their businesses on a strictly cash basis.

Otto Bros., corner of College and MacGregor Streets, Winnipeg, have sold their provision and grocery business to Freedman and Chesin.

F. W. Smith, of F. W. Smith, Ltd., Weyburn, Sask., leaves for his annual buying trip to Chicago and other Eastern points about February 1st.

H. B. Urquhart, grocery manager of F. W. Smith, Ltd., Weyburn, Sask., expects to visit his parents in New Brunswick for a short time, leaving about March 1st. Mrs. Urquhart will accompany him.

J. W. Smith, Ltd., and McKinnons, Ltd., Weyburn, Sask., two large departmental stores, have decided to close their places of business every Thursday at 12.30, except in the months of October, November and December.

F. W. Smith, Ltd., Weyburn, Sask., report their January clearance sale to be the best in the history of the business. The grocery department disposed of a whole carload of apples in the fifteen days of the sale.

The Saskatchewan Co-operative Creameries are putting up a creamery and cold storage plant in Weyburn, Sask. The Saskatchewan Creamery Co., of Moose Jaw, are also putting up a creamery and cold storage plant.

The Canada Nut Company, Vancouver, has added a ton a day to its output of "Squirrel" salted peanuts by the installation of additional machinery.

Geo. Stone leaves Vancouver about February 1 for a trip East. Mr. Stone sells the "Tobacco with a Heart" in the B. C. field, among other accounts.

King & Southcott have been appointed B. C. distributors for "Sure Catch" fly catchers, manufactured at Woodstock, Ont.

Chas. C. Herald, of the Herald Brokerage Co., Winnipeg, and R. B. Strange, Calgary, representatives, have returned to the West after a business trip to Baltimore, New York, Pittsburgh, Chicago and Toronto.

Work on construction of the cold storage plant at Melfort, Sask., is proceeding in spite of the zero weather that has been prevalent most of the time

during its erection, and work on the building has progressed so far ahead that a false roof was put on it to enable the contractor to finish the roof. The building stands on the best piece of trackage property in Melfort. It is 100 feet by 44 feet, with an addition that will be used as a shipping room, 18x32.

## RICHARDSON, GREEN, LIMITED, SUCCEED OPPENHEIMER BROS. AND RICHARDSON

Ross Richardson announces the formation of a joint stock company, to be known as Richardson, Green, Limited. The new company takes over the agencies and business of Oppenheimer Bros., as conducted in Manitoba, Saskatchewan and Alberta. Fred J. Green has been managing the Alberta affiliation known as Oppenheimer Bros. & Green, and will continue to reside in Calgary, supervising the Alberta end of the business.

Mr. Richardson also announces that Jas. G. McCully has been appointed manager of their Regina office. Mr. McCully has represented the Cudahy Packing Company for the past six years, and is known throughout Western Canada. Richardson, Green, Limited, will continue to represent such lines as "Elkhorn Cheese," "Aromints," "Repetti Tabs," "Rit Dye," "Johnson's Floor Wax," "King's Dehydrated Fruits," "Council Meats" and "Goderich Salt."

## NEW BROKERAGE BUSINESS FOR WINNIPEG

The Transoceanic Trading Co., Limited, have opened offices at number 10, Bank de Hochelaga Chambers, Winnipeg. The company has offices in London, Paris, Antwerp and Amsterdam, as well as correspondents in the East and Far East. They are not only importers and exporters of foodstuffs, but will carry on a general merchandising business, comprising many lines.

The president and general manager of the company is George M. Serlui. He has had business experience in France, England and Holland and has connections in many of the principal centres of the world. He is the son of the managing director of one of the banking institutions in Holland and has been in charge of the foreign department of various foreign banks. Associated with Mr. Serlui are Henry W. Lay and W. N. Allan.

Mr. Lay has been a resident of Western Canada since 1883. He has been manager of the Aetna Life Insurance Company for a number of years and has had experience in mail order business. He will have charge of the sales department of the company. Mr. Allan, formerly of Newcastle-on-Tyne, has also

extensive connections in the Old Country and will be secretary and assistant office manager for the Winnipeg office.

## GET AGENCY FOR GUMMED PAPER MACHINE

The Herald Brokerage Co., Winnipeg, have secured the agency for the three Prairie Provinces of the American Mfg. Co. of Maryland, Baltimore, Md. This firm manufactures a machine through which gummed paper is run for tying parcels. This takes the place of twine. The machine also prints the merchant's advertisement on the gummed paper.

## BUSINESS CHANGES IN B. C.

A. E. Wedd succeeds J. R. Anthony at 3731 Broadway East, Vancouver.

T. Catherwood has bought out the Hatzic Trading Co., Hatzic, B.C.

The Oyama Store, Oyama, B.C., owned by F. A. Rimmer, has been sold to Mrs. A. Rea.

A. Darnell is the new owner of the store at 2313 Grant Street, formerly run by F. A. Ross.

A. E. Tyler has sold out his business at 2313 Granville Street, Vancouver, B.C., to F. A. Ross.

A. B. Todd has sold his business at the corner of Fourth and Pine, Vancouver, to Walter E. Wellhouse.

G. Gatter has bought out the business at Ardley Post Office, B.C., formerly conducted by Miss Lake.

T. Nix is the new owner of the business formerly conducted by J. Richmond, 2342 Kingsway, Collingwood, B.C.

The grocery store at 238 Powell St., Vancouver, has changed hands, H. Kajiki having sold to R. Watanaba.

Goodrich and Grant are the new owners of the business at 4295 Main Street, South Vancouver, having bought out E. B. Ladner.

Smith & Scott is the new firm name of the business conducted at Ladner, formerly under the name of Smith & Ciderbery.

From Notch Hill, B.C., comes the news that W. T. Smith & Son have sold out to the Notch Hill Trading Association.

The business at Fourth and Pine, Vancouver, has changed hands, A. R. Todd having bought out E. Kennedy.

## ALBERTA

McClure and Stewart, proprietors of a general store at Edmonton, have dissolved partnership.

Cooper Bros., Phillips, Alta., recently had their store destroyed by fire.

Coad and Platte, grocers, Nipawin, Sask., have sold their business to M. W. Bushfield, of the same place.

Wendland and Loewen, butchers, at Herbert, Sask., have dissolved partnership, and the business will be continued under the proprietorship of Mr. Wendland.

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**M**ARKET conditions throughout Canada are extremely active and higher prices are manifest in almost all lines of commodities. Supplies of sugar are arriving in barely sufficient quantities to meet present demands. Citrus fruits are selling well. Lemons especially are very active and the price has advanced accordingly. Rices and raisins remain very scarce and have an upward tendency.

**MONTREAL**—Although there is no change in the sugar situation, it is stated that the high price of raws and the reported labor troubles in Cuba are bound to have an effect on the market and changes are to be expected. In the meantime the market stands very firm. Canned goods are not quite so active although prices are unchanged and steadily hold. The raisin situation is practically unchanged and one importer states that it is no longer a question of prices, but where they can get the goods. In consequence of the shortage in raisins, currants are moving upward. Nuts remain very firm and the approach of the Jewish Holidays is a great stimulus to trade. There is a big demand for Tarragona almonds and the market is very strong. The peanut market in Virginia is stated to be very strong and it is expected that they will soon be selling at higher prices. Beans from B.C. are coming on the market and the quality is said to be excellent. General firmness characterizes the rice market and tendencies are decidedly higher. Molasses are stated to be very firm and although prices remain on an unchanged price basis advances are to be expected in view of the general shortage. The tea market is practically unchanged. Under a heavy demand and bare markets tendencies are decidedly upward. Coffee and cocoa rule firm. Spices are firm although the selling is somewhat lighter. Flour is unchanged. Package goods are selling freely in a firm market and advances are to be expected shortly. No changes are reported on fruits this week. Sales are very good for this season. One dealer states that apples are likely to be cheaper in the near future. Potatoes have scored another advance and it is stated that further advances are to be expected. Hay and grain remain very firm with upward tendencies.

**TORONTO**—Changes this week in grocery lines are not numerous but the market is very firm and some lines have a tendency to go upward. The lower grades of rice are practically off the market and quotations on the better grades are slightly higher. Southern rice for future delivery is not being quoted, except the stocks that have been damaged by rain. Jams are on the upgrade, one wholesale quoting as high as \$5.15 per dozen for the 16 ounce jars of strawberry and \$1.32 for the 4-pound tins. All spices are higher. Pepper, both black and white, is quoted two to four cents higher.

Sugar is arriving in barely sufficient quantities to meet present demands. New supplies of molasses are likely to be higher as indications from primary markets point that way. Stocks of raisins are getting very low and stocks to arrive will be fully 4 cents higher than present prices. The British tea market is soon to be thrown open to the world and when this happens, prices will have a tendency to go higher. The present market is very firm. Coffee is in active demand, and prices show a trend upwards. Import quotations on Spanish peanuts are higher. A shipment of Norwegian sardines is expected to arrive and prices will be higher.

The feature of the produce and provision market is the advance in hog prices. Dressed hogs are quoted at \$27.00 per hundredweight. Beef is quoted 50 cents a hundredweight lower. Local fresh eggs are slightly higher as the cold weather has put a stop to supplies arriving. American fresh eggs are on the market and quoted at 80 cents per dozen. Storage eggs are about nil and the price is somewhat higher. Fresh made creamery butter is very firm. The cheese market is ruling at steady prices.

**WINNIPEG**—The markets in Winnipeg this week are generally very strong with higher prices named on some lines. There is nothing to indicate lower levels for some time to come, the trend being altogether in the other direction. Molasses look very high. Cereals are upwards inclined. Rice is very firm. New imported fruits and vegetables are selling very freely. Dried fruits are high, and raisins are in almost as scant supply as ever. Produce and provision lines are generally steady with lard showing a slight decline.

# QUEBEC MARKETS

**M**ONTREAL, Jan. 28—A general firmness is felt this week in the Montreal markets and although this is considered to be the slackest month of the year, good business is reported. In many lines stocks are said to be getting very low, but it is generally found possible to satisfy the demands of the consumer. Tendencies on many lines are decidedly upward and higher prices are to be expected.

## Advance Reported On Baked Beans

Montreal.

**BAKED BEANS.**—Canadian baked beans have advanced. Plain and also those in tomato sauce have advanced on the same basis. That is to say, while the plain have advanced 40 cents per dozen, those in tomato sauce are quoted at the same selling price of \$2.50 per dozen (3 lbs.). All sizes are advanced in proportion.

## Junket Tablets And Powdered Milk Advance

Montreal.

**JUNKET TABLETS.**—Hansen's junket tablets have advanced from \$1.10 to \$1.25 per dozen.

Klim powdered milk has recently been advanced and the new selling price is quoted at from 29½ to 31½ cents per pound, according to size.

## Cleanser Advances; Infant Food Up

Montreal.

An advance of 35c per case has been made for Old Dutch Cleanser, which is now selling at \$4.50.

Christie's infant food has advanced 10c per dozen. New quotation is \$4.45.

## General Advance On All Jams

Montreal.

**JAMS.**—Owing to the recently advanced prices on sugar a general advance of 10 per cent. has been made on all jams. This applies to the various brands. E. D. Smith's strawberry jam is now quoted at \$5.50 per dozen (16 oz.), and raspberry is selling at \$5.05.

## Sugar Stands Firm; Prices Unchanged

Montreal.

**SUGAR.**—The sugar market is unchanged this week in so far that prevailing prices hold. It is stated that the present high price of raw sugar is bound to have an effect on price of the refined product. Indications point to an additional advance in the near future. Labor troubles in Cuba are said to be extending, and this will have the effect of making the situation more uncertain.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	14 50
Acadia Sugar Refinery, extra granulated.	14 50
Canada Sugar Refinery	14 50
Dominion Sugar Co., Ltd., crystal granulated	14 50
St. Lawrence Sugar Refineries	14 50

Icing, barrels	14 70
Icing, 25-lb. boxes	15 10
Icing, 50-lb. boxes	14 90
Do. (50 1-lb. boxes)	16 20
Yellow, No. 1	14 10
Do., No. 2 (Golden)	14 00
Do., No. 3	13 90
Do., No. 4	13 70
Powdered, barrels	14 60
Do., 50s	14 80
Do., 25s	15 00
Cubes and Dice (asst. tea), 100-lb. boxes	15 10
Do., 50-lb. boxes	15 20
Do., 25-lb. boxes	15 40
Do., 2-lb. package	16 50
Paris lumps, barrels	15 10
Do., 100 lbs.	15 20
Do., 50-lb. boxes	15 30
Do., 25-lb. boxes	15 50
Do., cartons, 2 lbs.	16 50
Do., cartons, 5 lbs.	17 00
Crystal diamonds, barrels	15 10
Do., 100-lb. boxes	15 20
Do., 50-lb. boxes	15 30
Do., 25-lb. boxes	15 50
Do., cases, 20 cartons	16 25

## Canned Peaches in Better Demand

Montreal.

**CANNED GOODS.**—Although there are no fresh developments in this market, which stands pretty firm, it is stated that California peaches are in better demand and remain very steady. Canned fish is somewhat quiet, but steady. Lobsters are very scarce, and as the new pack does not come on until June, supplies will not materially improve until then. There is a fairly active demand in this market for canned goods, and prices remain firm.

### CANNED VEGETABLES

Asparagus (Amer.), mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 55
Beans, Golden Wax	1 75	1 85
Beans, Refugee	1 70	1 75
Beets, new, sliced, 2-lb.	1 00	1 35
Corn (2s)	1 62½	1 65
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb. doz.	1 50	1 50
Succotash, 2 lb. doz.	1 80	1 80
Do., Can. (2s)	3 15	3 50
Do., California, 2s.	3 00	10 00
Do. (wine gals.)	1 60	1 60
Sauerkraut, 2½ lb. tins	1 45	1 50
Tomatoes, 1s	1 50	1 50
Do., 2s	1 80	1 85
Do., 2½s	1 90	2 15
Do., 3s	6 50	7 00
Do., gallons	1 50	1 55
Pumpkins, 2½s (doz.)	1 85	1 90
Peas, standards	1 92½	2 05
Do., Early June	3 00	3 00
Do., extra fine, 2s.	2 00	2 00
Do., Sweet Wrinkle	1 57½	2 75
Do., fancy, 20 oz.	27 50	30 00
Do., 2-lb. tins	23 00	23 00
Peas, Imported—	6 25	6 50
Fine, case of 100, case	1 40	1 65
Ex. Fine	2 20	2 20
No. 1	1 80	1 95
Apricots, 2½-lb. tins.	1 80	1 85
Apples, 2½s, doz.	5 25	5 75
Do., new pack, doz.	0 95	1 00
Do., 2s, doz.	2 40	2 45
Do., new pack	1 85	1 90
Do., gallons, doz.	4 00	4 00
Blueberries, ½s, doz.	16 00	16 00
Do., 2s		
Do., 1-lb. talls, doz.		
Currants, black, 2s, doz.		
Do., gallons, doz.		

Cherries, red, pitted, heavy syrup, No. 2½	4 80	5 15
No. 2	20 00	20 00

### CANNED FRUITS

doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	2 75	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gallon, "Pie," doz.	9 50	9 50
Do., gallon, table	10 00	10 00
Pears, 2s	4 25	4 50
Do., 2½s	5 25	5 25
Do., 2s (light syrup)	1 90	1 90
Pineapples (grated and sliced), 1-lb. flat, doz.	1 90	1 90
Do., 2-lb. talls, doz.	2 30	2 30
Do., 2½s	4 00	4 50
Plums, Lombard	2 00	2 20
Do., in heavy syrup	2 40	2 45
Do., in light syrup	2 45	2 45
Gages, green, 2s	2 40	2 45
Raspberries, 2s, black or red, heavy syrup	4 50	4 60
Strawberry, 2s, heavy syrup	4 50	4 65
Rhubarb, 2-lb. tins	2 25	2 25

### CANNED FISH, MEATS, ETC.

Salmon—		
Chums, 1-lb. talls	2 00	2 00
Do., ½s, flat	1 20	1 20
Sockeye, 4s, 1s, doz.	4 75	4 75
Do., 96, ½s, doz.	2 50	2 50
Red Springs, 1-lb. tall	4 10	4 30
Do., ½ lb.	2 00	2 00
Cohoos, 1-lb. tall	3 65	3 65
Do., ½-lb. flat	1 90	1 90
Pinks, 1 lb.	2 60	2 60
Do., ½ lb.	1 30	1 30
White Springs, 1s	2 00	2 00
Chums, 1 lb. talls	2 00	2 00
Do., ½s, flat	1 10	1 10
Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	2 25
Labrador, 1-lb. flat	3 00	3 00
Alaska, red, 1-lb. tall	4 25	4 50
Herrings, imported, tomato sauce	3 25	3 25
Do., kippered	2 85	2 90
Do., tomato sauce, ½s	1 85	1 85
Do., kipp., Canadian, 4s, 1s.	1 00	1 00
Do., plain, case of 4 doz.	6 75	6 75
Do., ½s	1 65	1 65
Haddies (lunch), ¼-lb.	1 00	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines, case	6 25	6 75
Whale Steak, 1-lb. flat	2 00	2 00
Pilehards, 1-lb. talls	1 90	2 00
Norwegian sardines, per case of 100 (¼s)	24 00	25 00
Oysters (canned), 5 oz., doz.	2 60	2 60
Do., 10 oz., doz.	4 20	4 20
Lobsters, ¼-lb. doz.	3 40	3 40
Do., ½-lb. tins, doz.	5 50	6 00
Do., 1-lb. talls, doz.	12 00	12 00
Do., ¾-lb. doz.	6 00	6 00
Do., 1-lb. flats	12 00	12 00
Lobster pas., ¼-lb. tins.	2 40	2 40
Sardines (Amer. Norweg'n style) Do., Canadian brands (as to quality), case	14 50	17 50
Do., French	32 00	34 00
Do., (gen. Norwegian)	21 00	22 25
Do., Portuguese, case	24 00	24 00
Scallops, 1-lb., doz.	3 25	3 25
Do., Eastern trade	2 65	2 65
Do., Winnipeg and Western	2 35	2 35
Scotch Snack, No. 2, doz.	4 50	4 50
Shrimps, No. 1	2 40	2 80
Do., 1½s	4 50	4 50
Crabs, No. 1 (case 4 doz.)	6 75	6 75
Crab meat (Japanese), doz.	6 50	6 50
Clams (river), 1 lb., doz.	1 90	1 90
Scotch Snack, No. 1, doz., Montreal	2 25	2 25
Meats, English potted, doz.	2 00	2 00

## Raisins Very Strong; Currants Moving, Also

Montreal.

**DRIED FRUIT.**—The raisin situation is unimproved. Spot stocks are found to be quite inadequate to meet present demands. One large importer informed CANADIAN GROCER that at the present time it is not as much a matter of price as where they can get the goods. He also states that he has purchased heavily on Turkish Sultanas, which will not reach this market for another two months at least, as the quality of these is considered superior to the California product, an active business is anticipated. In consequence of the raisin situation, currants are moving up, ai-

though no definite change in price has been made. In general, the dried fruit market is very firm.

Apricots, fancy	0 40	
Do., choice	0 34	
Do., slabs	0 30	
Apples (evaporated)	0 23 1/2	0 24
Peaches, (fancy)	0 28	0 30
Do., choice, lb.	0 28	
Pears, choice	0 30	0 35
<b>Drained Peels—</b>		
Choice	0 26	
Ex. fancy	0 30	
Lemon	0 45	
Orange	0 46	
Citron	0 68	
Peels (cut mixed), doz.	3 25	
<b>Raisins —</b>		
Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscateles, 2 Crown	0 23	
Do., 1 Crown	0 25	
Do., 3 Crown	0 24	
Do., 4 Crown	0 19 1/2	0 20
Cal. seedless, cartons, 16 oz.	0 22	0 23
Cal. seedless, cartons, 16 oz.	0 22	0 23
Fancy seeded	0 17	0 22
15 oz.	0 21	0 22
Currents, loose	0 22	0 26
Do., Greek, 15 oz.	0 25	
Dates, Excelsior (36-10s), pkg.	0 15 1/2	3 25
Fard, 12-lb. boxes	0 19	0 20
Packages only	0 19	0 19
Do., Dromedary (36-10 oz.)	0 20	0 20
Packages only, Excelsior	0 40	0 45
Figs (layer), 10-lb. boxes, 2s, lb.	0 45	0 48
Do., 2 1/2s, lb.	0 48	0 50
Do., 2 1/2s, lb.	0 48	0 50
Do., 2 1/2s, lb.	0 48	0 50
Figs, white (70 4-oz. boxes)	5 40	
Figs, Spanish (cooking), 25-lb. boxes, each	0 14	0 44
Figs, Turkish, 3 crown, lb.	0 46	
Do., 5 Crown, lb.	0 52	
Do., 7 Crown, lb.	4 75	
Figs, mats	3 50	
Do., 28 8-oz. boxes)	2 20	
Do. (12 10-oz. boxes)	0 33	0 30
<b>Prunes (25-lb. boxes)—</b>		
20-30s	0 30	
30-40s	0 27	
40-50s	0 22	
50-60s	0 20	
60-70s	0 19	
70-80s (25-lb. box)	0 17 1/2	0 17
80-90s	0 16	
90-100s		
100-120s		

**B.C. Beans on Market; First Rate Quality**

**Montreal.**

**BEANS.**—CANADIAN GROCER was informed by a large dealer that beans from British Columbia are coming on the market and the quality is found to be excellent. Prevailing prices rule steadily and brisk business is reported.

**PEAS.**—No changes have been made in peas this week and the position shows no improvement over last week. Business is stated to be fairly brisk.

**BEANS—**

Canadian, hand-picked, bush..	5 40	5 75
Japanese	5 25	5 50
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California	0 17	0 20
<b>PEAS—</b>		
White soup, per bush.....	4 80	5 00
Split, new crop (98 lbs.)	5 40	5 50
Boiling, bushel	4 80	5 00
Japanese, green, lb.....	0 10 1/2	0 11

**Peanuts Very Firm; Advances Anticipated**

**Montreal.**

**NUTS.**—The peanut market in Virginia is stated to be very strong, and as it is thought that farmers will not accept anything less than to-day's prices for their peanuts, they will be selling at higher prices soon. This will mean higher prices on cleaned goods. There is a big demand for shelled almonds, which remain very strong. The approach of the Jewish holidays is stimulating trade and a brisk business is reported.

Almonds, Tarragona, per lb.....	0 35	0 36
Do., shelled	0 60	
Do., Jordan	0 75	
Brazil nuts (new)	0 26	
Chestnuts (Canadian)	0 27	
Filberts (Sicily), per lb.	0 28	0 29
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	0 35	
Peanuts, Jumbo	0 24	
Do., "G"	0 19	0 20
Do., Coons	0 16	0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16 1/2	0 18
Do., No. 1 Virginia	0 14	0 14
<b>Peanuts (Salted)—</b>		
Fancy wholes, per lb.	0 38	0 38
Fancy splits, per lb.	0 33	0 33
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	0 60	0 60
Pecans, shelled	1 60	1 70
Walnuts	0 29	0 35
Do., new Naples	0 25	
Do., shelled	0 82	0 85
Do., Chilean, bags, per lb.	0 33	0 33

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

**Rice Stands Firm; Upward Tendencies**

**Montreal.**

**RICE.**—A general firmness characterizes this market, which remains unchanged. In view of the bare markets and heavy demand, tendencies are decidedly upward. It is stated that new supplies are expected to arrive at the end of next month, when the situation may improve. As it is, stocks are low and advances may be expected.

**RICE—**

Carolina, ex. fancy	17 50	20 00
Do. (fancy)	17 00	17 00
Do., No. 2	16 50	16 50
Siam, No. 3	12 50	12 50
Siam (fancy)	16 00	16 00
Rangoon "B"	11 75	13 25
Rangoon CC	11 75	13 00
Mandarin	12 75	12 75
Sparkling	15 75	15 75
Japan	13 50	13 50
Do., special	9 50	9 50
Patna	0 14 1/2 - 0 15 1/2	0 17 0 18
Broken rice, fine	7 00	7 00
Do., coarse	9 00	9 00
Tapoca, per lb. (seed)	0 12 1/2	0 16
Do. (earl)	0 12 1/2	0 14
Do. (flake)	0 11	0 13

Note.—The rice market is subject to frequent change and the price bases is quite nominal.

**Corn Syrup Firm; Molasses Stronger**

**Montreal.**

**MOLASSES, SYRUPS.**—There is a decidedly firmer feeling in the market for Barbadoes molasses this week, and although prices remain on an unchanged price basis, advances are to be expected, in view of the general shortage at the present time.

Demands for syrups are stated to be very fair for this time of year, when buyers are waiting for the arrival of new stocks. The market is very firm.

**Corn Syrups—**

Barrels, about 700 lbs., per lb.	0 08 1/2	
Half barrels	0 08 1/2	
Kegs	0 08 1/2	
2-lb. tins, 2 doz. in case, case	5 45	
5-lb. tins, 1 doz. in case, case	6 05	
10-lb. tins, 1/2 doz. in case, case	5 75	
20-lb. tins, 1/4 doz. in case, case	5 70	
2-gal. 25-lb. pails, each	2 60	
2-gal. 38 1/2-lb. pails, each	3 85	
5-gal. 65-lb. pails, each	6 25	
<b>White Corn Syrup—</b>		
2-lb. tins, 3 doz. in case, case	5 95	
5-lb. tins, 1 doz in case, case	6 55	
10-lb. tins, 1/2 doz. in case, case	6 25	
20-lb. tins, 1/4 doz. in case, case	6 20	
<b>Cane Syrup (Crystal) Diamond—</b>		
case (2-lb. cans)	8 50	

Barrels, per 100 lbs.	12 25
Half barrels, per 100 lbs.	12 50
Glucose, 5-lb. cans (case)	4 80
<b>Prices for</b>	
<b>Barbadoes Molasses—</b>	
<b>Island of Montreal</b>	
Puncheons	1 30 1 35
Barrels	1 33 1 36
Half barrels	1 35 1 40
<b>Fancy Molasses (in tins)—</b>	
2-lb. tins, 2 doz. in case, case	6 00
3-lb. tins, 2 doz. in case, case	8 25
5-lb. tins, 1 doz. in case, case	6 80
10-lb. tins, 1/2 doz. in case, case	6 65

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

**Active Demand Made For Teas**

**Montreal.**

**TEAS.**—This market remains very firm and little change is reported in the general situation. Markets are pretty bare, as CANADIAN GROCER stated last week, and no immediate prospects of improvement are visible. There is an exceedingly heavy demand for all teas and tendencies are decidedly upward. Higher quotations are given on Javas.

**JAPAN TEAS—**

Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Finest grades	0 80	1 00

**Javas—**

Pekoes	0 46	0 48
Orange Pekoes	0 49	0 51
Broken Orange Pekoes	0 48	0 50

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

**Spot Coffee Unchanged; Cocoa is Firmer**

**Montreal.**

**COFFEES.**—An unsettled feeling is manifested in this market, due, it is stated, to the uncertainty concerning the attitude of the Brazilian Government in disposing of the large unsold stock they are reported to have on hand. The feeling in this market is very strong, and brisk business is reported.

**COCOA.**—Although it is stated that prevailing conditions justify advances being made, cocoa is selling briskly at unchanged prices, but the market is very firm with upward tendencies.

**COFFEE—**

Rio, lb.	0 33 1/2	0 35 1/2
Mexican, lb.	0 46	0 47
Jamaica, lb.	0 43	0 45
Bogotas, lb.	0 46	0 48 1/2
Mocha (types)	0 46	0 48
Santos, Bourbon, lb.	0 45	0 47
Santos, lb.	0 44	0 46

**COCOA—**

In 1-lbs., per doz.	5 50
In 1/2-lbs., per doz.	2 90
In 1/4-lb., per doz.	1 55
In small size, per doz.	1 15

**Spices Are Quiet, But Very Firm**

**Montreal.**

**SPICES.**—The undertone of spices is decidedly a firm one, even though selling is reported light. The uncertainty of supplies does not improve the situation, and although trade is stated to be very fair for the time of year, better supplied markets would materially increase the volume of business.

Allspice	0 22	0 22
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	0 46	
Do., sweetened, lb.	0 36	
Chicory (Canadian), lb.	0 20	

Cinnamon—		
Rolls	0 35	0 40
Pure, ground	0 35	0 40
Cloves	0 85	0 85
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	0 40	0 40
Ginger (Cochin or Jamaica)	0 31	0 31
Mace, pure, 1-lb. tins	1 00	1 00
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	1 15	1 15
Nutmegs, whole	0 60	0 70
64, lb.	0 45	0 45
80 lb.	0 43	0 43
100, lb.	0 40	0 40
Ground, 1-lb. tins	0 65	0 65
Pepper, black	0 38	0 40
Do., special	0 32	0 32
Do., white	0 50	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 28	0 30
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	2 00	2 00
Caraway (nominal)	0 30	0 35
Cinnamon, China, lb.	0 30	0 30
Do., per lb.	0 35	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 18	0 20

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

### Flour Holds Firmly Under Active Demand

**Montreal.**  
**FLOUR.**—It is stated that there is an exceptionally heavy demand for flour. This activity is attributed to the additional home cooking that is now being done in this country. The market is very firm, but as the price is controlled by the Government, changes are not anticipated.

Standard Wheat Flour—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	13 25	13 45
Per bbl., in (2) cotton bags, 98 lbs.	13 45	13 45
Small lots, per bbl. (2) jute bags, 98 lbs.	13 65	13 65
Winter wheat flour (bbl.) Jute bags	.....	.....

### Package Goods Active; Advances Probable

**Montreal.**  
**PACKAGE GOODS.**—A decided firmness characterizes this market. Quotations are unchanged this week, but in view of the heavy demand at the present time, and general upward tendencies in all the products used in the manufacture of package goods, advances are to be expected. In one quarter, CANADIAN GROCER was informed that advances may come into effect next month.

PACKAGE GOODS		
Breakfast food, case 18	2 85	2 85
Cocoanut, 2 oz. pkgs., doz.	0 78½	0 78½
Do., 20-lb. cartons, lb.	0 85	0 85
Corn Flakes, 3 doz. case \$ 50 \$ 65 \$ 50	4 25	4 25
Oat Flakes, 20s	5 40	5 40
Rolled oats, 20s	5 60	5 60
Do., 18s	2 00	2 00
Do., large, doz.	3 00	3 00
Oatmeal, fine cut, pkgs., case	6 75	6 75
Puffed rice	6 70	6 70
Puffed wheat	4 25	4 25
Farina, case	2 35	2 35
Hominy, pearl or granu., 2 doz.	3 65	3 65
Health bran (20 pkgs.), case	2 60	2 60
Scotch Pearl Barley, case	2 60	2 60
Pancake Flour, case	3 60	3 60
Pancake Flour, self-raising, doz.	1 50	1 50
Wheat food, 18-1½s	3 25	3 25
Buckwheat Flour, case	3 60	3 60
Wheat flakes, case of 2 doz.	2 60	2 60
Oatmeal, fine cut, 20 pkgs.	6 75	6 75
Porridge wheat, 36s, case	7 30	7 30
Do., 20s, case	7 50	7 50
Self-raising Flour (3-lb. pack.) doz.	2 95	2 95
Do. (6-lb. pack.), doz.	6 80	6 80

Corn starch (prepared)	0 11½	0 11½
Potato flour	0 16½	0 16½
Starch (laundry)	0 12	0 12
Flour, Tapioca	0 15	0 16

### Active Demand Reported For Feeds

**Montreal.**  
**FEEDS.**—There is a very active demand at the present time for all feeds, but supplies are stated to be very limited of bran and shorts. The market rules firm and advances are very probable.

FEEDS—		
Bran, mixed cars	45 00	45 00
Shorts, mixed cars	52 00	52 00
Crushed oats	63 00	71 00
Barley chop	.....	.....
Special Middlings	.....	.....
Feed Flour, 98 lbs.	3 80	3 80
Gluten Feed—		
F.o.b. Cardinal	64 00	64 00
F.o.b. Fort William	62 00	62 00

### Fruit Sells Steadily; Apples May Decline

**Montreal.**  
**FRUIT.**—Although this is a time of year when a natural falling off of business is expected, dealers state that trade is very fair. Prices are unchanged, but one dealer stated that apples are likely to be cheaper in the near future. Oranges are said to be selling very well.

### Potatoes Again Show Advances

**Montreal.**  
**VEGETABLES.**—Potatoes have scored another advance and are now quoted at \$4.50 per bag (90 lbs.). Supplies are still very short. It is also stated that vast supplies of potatoes are being held up by growers who are waiting for higher prices before releasing them upon the market. Tendencies in this market are decidedly upward and further advances may be expected. Owing to a general scarcity, red onions have sharply advanced from \$6.50 to from \$8.00 to \$8.50 per 75-lb. sack. Cabbage

(Montreal) has also sharply advanced to \$5.50 per barrel.

Artichokes, bag	.....	.....
Beans, new string (imported) hamper	7 00	7 00
Beets, new, bag (Montreal)	2 00	2 00
Cucumbers (hothouse), doz.	4 00	4 00
Chicory, doz.	0 75	0 75
Cauliflower, Am., doz. dble crate	7 00	7 00
Do., single crate	3 50	3 50
Cabbage (Montreal), barrels	5 50	5 50
Carrots, bag	1 25	1 25
Celery, Canadian, doz.	.....	.....
Do., California, 5-7 doz. crate	13 00	13 00
Garlic, lb.	0 50	0 50
Horseradish, lb.	0 20	0 20
Lettuce (Boston), head crate	3 25	3 25
Leeks, doz.	3 00	3 00
Mint	0 60	0 60
Mushrooms, lb.	1 50	1 50
Do., basket (about 3 lbs.)	4 00	4 00
Onions, Yellow, 76-lb. sack	6 50	6 50
Do., red, 75 lbs.	8 00	8 50
Do., crate	2 75	2 75
Do., Spanish, case	7 00	7 00
Oyster plant, doz.	0 50	0 50
Parsley (Canadian)	0 60	0 60
Peppers, green, doz.	0 50	0 50
Parsnips, bag	1 75	1 75
Potatoes, Montreal (90-lb. bag)	4 50	4 50
Do., New Brunswick	4 00	4 00
Do., sweet hamper	3 50	3 75
Radishes, American, doz.	0 75	0 75
Spinach, barrel	6 00	6 00
Turnips, Quebec, bag	1 50	2 00
Do., Montreal	1 25	1 25
Tomatoes, hothouse, lb.	0 65	0 65

### Upward Tendencies On Hay, Straw, Etc.

**Montreal.**  
**HAY AND GRAIN.**—Little improvement has been shown within the past week in the deliveries of these commodities. Market remains very firm, with an upward tendency. Clover mixed is quoted in one quarter at \$23.00. Demands are very active, but supplies will not permit the transaction of really heavy business.

Hay—		
Good, No. 1, per 2,000 lb. ton	28 00	28 00
Do., No. 2	27 00	27 00
Do., No. 3	24 00	24 00
Straw	15 00	15 00
Oats—		
No. 2 C.W. (34 lbs.)	1 14	1 14
No. 3 C.W.	1 10	1 10
Extra feed	.....	.....
No. 1 feed	.....	.....
No. 2 feed	.....	.....
Barley—		
No. 3 C.W.	.....	.....
No. 2	.....	.....
No. 4 C.W.	.....	.....
Feed barley	1 60	1 60
Prices are at elevator.		

## ONTARIO MARKETS

**TORONTO, Jan. 30.**—All commodities in general groceries this week are reported very firm. The lower grades of rice are practically off the market and no Southern rice is being quoted except the stocks that have been damaged by rain. Jams are all on the upgrade, one wholesaler quoting as high as \$5.15 a dozen for the 16-ounce jars of strawberry. A shortage of millfeeds is reported. Raisins are becoming easier.

### Corn Syrup Prices Higher

**Toronto.**  
**CORN SYRUPS AND MOLASSES.**—While there are no changes in the prices of corn syrup, a slight advance can be looked for. Molasses are very firm. Prices on new molasses to arrive are expected to be higher.

Corn Syrups—		
Barrels, about 700 lbs., yellow	0 08½	0 08½

Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.	.....	.....
Cases, 2-lb. tins, white, 2 doz. in case	5 05	5 05
Cases, 5-lb. tins, white, 1 doz. in case	6 55	6 55
Cases, 10-lb. tins, white, ½ doz. in case	6 25	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	5 45	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	6 05	6 05
Cases, 10-lb. tins, yellow, ½ doz. in case	5 75	5 75
Cane Syrups—		
Barrels and half barrels, lb.	0 08	0 08
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.	.....	.....

Cases, 2-lb. tins, 3 doz. in case	7 00
Molasses—	
Fancy, Barbadoes, barrels	1 40
Choice Barbadoes, barrels	1 20
West India, bbls., gal.	0 40
West India, No. 10, kegs	6 50
West India, No. 5, kegs	2 75
Tins, 2-lb., table grade, case 2 doz., Barbadoes	5 50
Tins, 3-lb. table grade, case 2 doz., Barbadoes	7 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50
Tins, No. 3, baking grade, case of 2 doz.	4 70
Tins, No. 5, baking grade, case of 1 doz.	3 75
Tins, No. 10, baking grade, case of 1/2 doz.	4 60
West Indies, 1 1/2, 48s	3 60
of 1/2 doz.	3 60

**Sugar Prices**  
*Are Unchanged*

**Toronto.**  
**SUGAR.**—No new developments are reported in the sugar market this week. Supplies are coming along very slowly, barely enough to meet present requirements.

St. Lawrence, extra granulated, cwt.	14 71
Atlantic, extra granulated	14 71
Acadia Sugar Refinery, extra granulated	14 71
Can. Sugar Refinery, extra granulated	14 71
Dom. Sugar Refinery, extra granulated	14 71
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, 50/2, 55c.	
Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.	
Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10, 50c; cartons, 20/5s, 50c; cartons, 50/2, 70c Yellow same as above.	

**Package Goods**  
*in Good Demand*

**Toronto.**  
**PACKAGE GOODS.**—All lines of package goods are selling freely. The prices remain unchanged.

<b>PACKAGE GOODS</b>	
Rolled Oats, 20s round, case	\$5 60
Do., 20s square, case	5 10
Do., 36s, case	4 00
Do., 18s, case	2 00
Corn Flakes, 36s, case	4 00
Porridge Wheat, 36s, regular, case	6 00
Do., 20s, family, case	6 50
Cooker Package Peas, 36s, case	4 20
Cornstarch, No. 1, lb., cartons	0 11 1/2
Do., No. 2, lb. cartons	0 10 1/4
Laundry starch	0 10
Laundry starch, in 1-lb. cartons	0 12
Do., in 6-lb. tin canisters	0 12 1/4
Do., in 6-lb. wood boxes	0 12 1/4
Potato Flour, in 1-lb. pkgs.	0 16
Fine oatmeal, 20s	6 75
Cornmeal, 24s	3 65
Farina, 24s	2 90
Barley, 24s	2 60
Wheat flakes, 24s	5 60
Wheat kernels, 24s	4 50
Self-rising pancake flour, 24s	3 30
Buckwheat flour, 24s	3 30
White flour, 24s	1 65
Graham flour, 24s	1 80

**Breakfast Foods**  
*Are Very Firm*

**Toronto.**  
**CEREALS.**—The cold weather has brought an extra demand for all kinds of breakfast foods. Prices are unchanged.

	Single Bag	Lots
	F.o.b. Toronto	
Barley, pearl, 98s	8 00	
Barley, pot, 98s	6 50	
Barley Flour, 98s	4 50	
Buckwheat Flour, 98s	6 25	
Cornmeal, Golden, 98s	5 75	6 00

Do., fancy yellow, 98s	6 50
Hominy grits, 98s	5 50
Hominy, pearl, 98s	5 25
Oatmeal, 98s	5 75
Oat Flour	5 50
Corn Flour, 98s	5 50
Rye Flour, 98s	5 90
Rolled Oats, 98s	5 25
Rolled Wheat, 100-lb. bbl.	6 50
Cracked wheat, bag	6 50
Breakfast food; No. 1	7 75
Do., No. 2	7 75
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 75
Peas, split, 98s	0 08 1/2
Blue peas, lb.	0 09
Marrowfat green peas	0 11 3/4
Graham Flour, 98s	6 60
Farina, 98s	6 20

**Raisins Are**  
*Still Very Scarce*

**Toronto.**  
**DRIED FRUIT.**—Raisins are still the feature of the dried fruit market and are becoming scarcer. The prices are the same as last week.

Evaporated apples	0 24
Apricots, cartons, 11 oz., 48s	4 55
Candied Peels, American—	
Lemon	0 44
Orange	0 44
Citron	0 75
Currants—	
Grecian, per lb.	0 22
Australians, 3 Crown, lb.	0 22
Dates—	
Excelior, pkgs., 3 doz. in case	5 50
Dromedary, 3 doz. in case	7 00
Fard, lb.	0 38
New Hallowee dates, per lb.	0 19 1/2
Figs—	
Taps, lb.	0 17
Malagas, lb.	0 17
Comarde figs, mats, lb.	0 16
Smyrna figs, in bags	0 16
Cal., 4 oz. pkgs., 70s, case	5 00
Cal., 8 oz., 20s, case	3 25
Cal., 10 oz., 12s, case	2 25
Prunes—	
30-40s, 25s	0 31
40-50s, 25s	0 28
50-60s, 25s	0 24
60-70s, 25s	0 22
70-80s, 25s	0 21 1/2
80-90s, 25s	0 17 1/2
90-100s, 25s	0 16 3/4
Sunset prunes in 5-lb. cartons, each	1 15
Peaches—	
Standard, 25-lb. box, peeled	0 26 1/2
Choice, 25-lb. box, peeled	0 27
Fancy, 25-lb. boxes	0 29
Raisins—	
California bleached, lb.	0 28 1/2
Extra fancy, sulphur blech., 25s	0 28 1/2
Seedless, 15-oz. packets	0 25 1/2
Seedless, 15-oz. packets	0 29
Seedless, Thompson's, bulk	0 25
Crown Muscatels, No. 1s, 25s	0 25
Turkish Sultanais	0 25 1/2
Table raisins, 20-lb. pkgs	7 50

**Spanish Peanuts**  
*Will Be Advanced*

**Toronto.**  
**NUTS.**—Prices on Spanish peanuts are quoted higher at the Coast. All other nuts, both shelled and in the shell, remain firm.

Almonds, Tarragonas, lb.	0 31
Butternuts, Canadian, lb.	0 08
Walnuts, Cal., bags, 103 lbs.	0 40
Walnuts, Bordeaux, lb.	0 28
Walnuts, Grenobles, lb.	0 33
Do., Marbot	0 30
Filberts, lb.	0 25
Pecans, lb.	0 30
Cocoanuts, Jamaica, sack	10 00
Cocoanut, unsweetened, lb.	0 45
Do., sweetened, lb.	0 45
Peanuts, Jumbo, roasted	0 18
Brazil nuts, large, lb.	0 32
Mixed Nuts, bags 50 lbs.	0 32
Shelled—	
Almonds, lb.	0 62
Filberts, lb.	0 50
Walnuts, Bordeaux lb.	0 88
Do., Manchurian	0 68
Peanuts, Spanish, lb.	0 25
Do., Chinese, 30-32 to oz.	0 18
Brazil nuts, lb.	0 88
Pecans, lb.	1 10

**Prices of Teas**  
*Are Unchanged*

**Toronto.**  
**TEAS.**—The tea market remains very firm. The British tea market is reported to be soon thrown open to the world, and, if that is the case, higher prices can be expected.

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

**Coffee Market**  
*Looks Higher*

**Toronto.**  
**COFFEE.**—The coffee market is very strong, and prices are expected to advance. Prices this week are unchanged.

Java, Private Estate	0 51
Java, Old Government, lb.	0 50
Bogotas, lb.	0 49
Guatemala, lb.	0 48
Mexican, lb.	0 55
Maracaibo, lb.	0 47
Jamaica, lb.	0 45
Blue Mountain Jamaica	0 53
Mocha, lb.	0 55
Rio, lb.	0 35
Santos, Bourbon, lb.	0 46
Ceylon, Plantation, lb.	0 54
Chicoory, lb.	0 25
<b>Cocoa—</b>	
Pure, lb.	0 31
Sweet, lb.	0 31

**Strong Advances**  
*in Jam Quotations*

**Toronto.**  
**CANNED GOODS.**—Canned peas are nearly all cleared up. Jams have advanced 10 cents a dozen on the 16-ounce jars. One wholesaler is quoting 16-ounce strawberry as high as \$5.15, and 4-pound tins at \$1.32; also raspberry in 16-ounce jars at \$4.85, and 4-pound tins at \$1.28.

<b>Salmon—</b>	
Sockeye, 1s, doz.	4 75
Sockeye, 1/2s, doz.	2 75
Alaska reds, 1s, doz.	4 25
Do., 1/2s	2 50
Lobsters, 1/2 lb., doz.	6 50
Do., 1/4 lb. tins	3 90
Whale Steak, 1s, flat, doz.	1 75
Pilchards, 1-lb. talls, doz.	1 75
<b>Canned Vegetables—</b>	
Tomatoes, 2 1/2s, doz.	1 95
Peas, standard, doz.	2 35
Do., Early June, doz.	2 40
Do., Sweet Wrinkle, doz.	2 50
Beets, 2s, dozen	1 45
Do., extra sifted, doz.	2 77 1/2
Beans, golden wax, doz.	2 00
Asparagus, tins, doz.	3 85
Asparagus butts, 2 1/2s, doz.	2 50
Canadian corn	1 75
Pumpkins, 2 1/2s, doz.	1 25
Spinach, 2s, doz.	2 15
Do., 2 1/2s, doz.	2 52 1/2
Do., 10s, doz.	10 00
Pineapples, sliced, 2s, doz.	4 50
Do., shredded, 2s, doz.	4 50
Rhubarb, preserved, 2s, doz.	2 07 1/2
Do., preserved, 2 1/2s, doz.	2 65
Do., standard 10s doz.	5 00
Apples, gal, doz.	6 25
Peaches, 2s, doz.	3 55
Pears, 2s, doz.	3 00
Plums, Lombard, 2s, doz.	3 10
Do., Green Gage	3 25
Cherries, pitted, H. S.	4 35
Blueberries, 2s	2 25
Strawberries, 2s, H. S.	4 90

Blueberries, 2s	2 10	2 35
<b>Jams—</b>		
Apricots, 4s, each	1 03	
Black Currants, 16 oz., doz.	4 60	
Do., 4s, each	1 15	
Gooseberry, 4s, each	0 98	
Do., 16 oz., doz.	4 10	
Peach, 4s, each	0 97	
Do., 16 oz., doz.	4 00	
Red Currants, 16 oz. doz.	4 15	
Raspberries, 16 oz., doz.	4 60	
Do., 4s, each	1 15	
Strawberries, 16 oz., doz.	4 75	
Do., 4s, each	1 20	

**Beans Are Selling Freely**

**Toronto.**  
BEANS.—Stocks of beans are commencing to move very briskly. This is probably due to the high price of potatoes. Prices are unchanged.

Ontario, 1-lb. to 2-lb. pickers, bus.	4 75	5 00
Do., hand-picked, bus.	5 50	
Marrowfat, bush.	6 00	6 50
Japanese Kotonashi, per bush.	5 50	
Rangoons, per bushel	3 00	3 50
Limas, per lb.	0 16	0 17
Madagascars, lb.	0 15	

**Honey is in Good Demand**

**Toronto.**  
HONEY AND MAPLE SYRUPS.—Stocks of honey and maple syrup are getting smaller. There is a good demand, and prices are firm.

<b>Honey, Clover—</b>		
5-lb. tins	0 28	
2½s. tins	0 29	
10-lb. tins	0 27	
60-lb. tins	0 26	
Buckwheat, 50-lb. tins, lb.	12 20	
Comb, No. 1, fancy, doz.	4 50	
Do., No. 2, doz.		
<b>Maple Syrup—</b>		
8¼-lb. tins, 10 to case, case	18 00	
Wine qt. tins, 24 to case, case	23 00	
Wine, 1 gal. tins, 6 to case, case	24 00	
Imp. 5 gal. cans, 1 to case, case	20 00	
<b>Maple Sugar—</b>		
50 1-lb. blocks to case, lb.	0 29	

**Market For Rices Tending Higher**

**Toronto.**  
RICE.—The rice market is reported very strong this week. The cheaper varieties are almost cleaned up, and are being quoted at nearly the same price as the better grades. Practically no rice is being offered from the South, except that which is rain damaged.

Honduras, fancy, per 100 lbs.	15 00	16 00
Blue Rose, lb.	0 16	0 17
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.	17 00	
Do., seconds, per 100 lbs.	15 00	
White Sago	0 14	
Do., Pakling	14 00	
Chinese, XX, per 100 lbs.		
Do., Simiu		
Do., Mujin, No. 1		
Tapioca, per lb.	0 14½	0 15

**Sharp Advances Quoted on Spices**

**Toronto.**  
SPICES.—All spice quotations this week are from two to five cents per pound higher. Mace is up 10 cents a pound, and nutmegs are very much higher.

Allspice	0 22	0 25
Cassia	0 35	0 40
Cinnamon	0 55	
Cloves	0 85	0 90
Cayenne	0 35	0 37
Ginger	0 32	0 40

<b>Herbs — cage, thyme, parsley,</b>		
mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	0 22	0 30
Mace	0 95	1 00
Peppers, black	0 39	0 41
Peppers, white	0 50	0 52
Paprika, lb.	0 80	0 85
<b>Nutmegs, selects, whole, 100s.</b>		
Do., 80s		
Do., 64s		
Mustard seed, whole	0 20	0 40
Celery seed, whole		0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 35	0 45
Tumeric, whole	0 25	0 27
<b>Crearm of Tartar—</b>		
French, pure	0 80	0 85
American high test, bulk	0 80	0 85
2-oz. packages, doz.	1 75	
4-oz. packages, doz.	2 75	3 00
½-oz. tins, doz.		5 75

**Flour is in Brisk Demand**

**Toronto.**  
FLOUR.—Millers report flour is very active in demand. Prices are unchanged.

Ontario winter wheat flour, in carload shipments, on track, in cotton bags	13 40
Do., in jute bags	13 25

**Potato Stocks Are Still Small**

**Toronto.**  
VEGETABLES.—Potatoes are arriving very slowly, barely enough to meet the demand. This is due to the cold weather and slow transportation. The price quoted this week is \$4.50 a bag. Old cabbage is nearly off the market, and is being quoted as high as \$4.50 a barrel. California vegetables are in good demand. Cauliflowers are quoted at \$6 per crate, and Cabbage, about 70 pounds, at \$6.75 per crate. Sweet potatoes are \$3.25 per hamper.

Cabbage, bbl.	2 75
Carrots, per bag	2 25
Parsnips, per bag	2 50
Radishes, Cal., doz.	0 75
Cabbages, Cal., case	6 50
Lettuce, Cal., head, crate 8 doz.	5 50
Hothouse Tomatoes, lb.	0 30
Onions, Yellow Danvers, 100-lb. sacks	8 00
British Columbia Onions, 75 lb. sacks	7 50

**WINNIPEG MARKETS**

WINNIPEG, Jan. 28—Markets in general grocery commodities here are showing sharp advances this week. Several lines look higher and the situation is altogether one of rapidly advancing prices. Molasses are in scant supply and dealers look for a very strong market. The cereal market is firmer and rices, too, tend to higher levels. Fresh fruits are in demand. Potatoes are slightly easier.

**Molasses In Scant Supply**

**Winnipeg.**  
MOLASSES.—Molasses is bound to be much higher. Forecast from September conditions shows the shortest crop of Louisiana cane sugar since the Civil War. 1912 was the next lowest, and last year was twenty-five thousand tons below the 1912 record. This, taken into consideration with the increased sugar production, will make much higher prices.

Spanish Onions, large cases	7 50
Do., small crates	2 75
Onions, white, large sacks	7 50
Green Onions, doz. bunches	1 00
Celery, 8 doz.	7 00
Cauliflower, Cal., case	6 00
<b>Potatoes—</b>	
Ontario, 90-lb. bags	4 25
Quebec, 90-lb. bags	4 00
Jersey Sweet Potatoes, hamper	8 00
Do., bbl., double headers	7 50
Turnips, bag	1 25
Mushrooms, 4-lb. basket	3 50

**Inquiry For Apples is Reported Slow**

**Toronto.**  
FRUITS.—Grape fruit and navel oranges are in good demand, and prices are firm. Apples are moving slowly. Ontario Spys are now quoted at \$8 a barrel. Fancy apples, in boxes, are in fairly good demand.

<b>Valencia Oranges—</b>	
216s, 250s, 288s, 324s	5 50 6 75
<b>Cal. Navel—</b>	
100s, 126s, 150s, 176s, 200s	5 00 6 75
216s, 250s, 288s, 324s	6 75
<b>Florida Oranges—</b>	
176s, 200s, 216s, 250s	5 50 6 00
Bananas, Port Limons	0 07½
Lemons, Cal., 300s, 350s	4 50
Lemons, Messinas, 300s	4 50
Grapefruit, 54s, 64s, 70s, 80s, 96s	4 50 5 00
<b>Apples—</b>	
Ontario Spys, bbl.	8 00
Blenheims, bbl.	7 50
Winesaps, box	4 25
Delicious, box	4 75
Kings, box	3 25
Spys, Ont., box	2 75
Rome Beauty, sizes 88s, 96s, 104s, 118s, 125s, 138s, 150s	3 75 4 00
Cal. Pears	5 50
<b>Florida Tangarines, 144s, 168s,</b>	
196s, 216s, 224s	4 25
Do., Spanish Malagas, keg	15 00 17 00
Cranberry, Cape Cod, bbl.	13 50
Do., half bbl.	7 50
Do., boxes	4 50
Pomegranates, boxes	4 00

**Millfeeds Are Said to Be Scarce**

**Toronto.**  
MILLFEEDS.—There is a heavy demand for all millfeeds, and consequently a considerable shortage is felt at the present time.

<b>MILLFEEDS—</b>	
Bran, per ton	45 25
Shorts, per ton	52 25

<b>Sugar Syrup—</b>	
2-lb. tins, 2 doz. to case, case	6 35
5-lb. tins, 1 doz. to case, case	7 40
10-lb. tins, ½ doz. to case, case	7 00
20-lb. tins, ¼ doz. to case, case	6 90
<b>Corn Syrup—</b>	
Half barrels, 350 lbs., per cwt.	9 15
2-lb. tins, 2 doz. to case, case	5 75
5-lb. tins, 1 doz. to case, case	6 40
10-lb. tins, ½ doz. to case, case	6 15
20-lb. tins, ¼ doz. to case, case	6 15
<b>Pure Maple Syrup— per case</b>	
Quarter tins, 2 doz. to case	19 30
Half gals., 1 doz. to case	17 50
Gal. tins, ½ doz. to case	16 35
Quarter bottles, 2 doz. to case	18 35
Pint bottles, 3 doz. to case	15 60

**Spices Firmer;**

**Supplies Short**

**Winnipeg.**

SPICES.—As reported last week, spices are firmer, with advances noted in both black and white pepper, ginger, mustard and nutmegs.

	Per lb.
Allspice, 1-lb. tins	0 25
Do., 5-lb. tins	0 20
Cassia, 1-lb. tins	0 40
Do., 5-lb. box	0 36
Do., 25-lb. pails	0 35
Cloves, 1-lb. tins	0 90
Do., 5-lb. box	0 85
Do., 25-lb. pails	0 80
Ginger, 1-lb. tins	0 42
Do., 5-lb. boxes	0 34
Do., 25-lb. pails	0 32½
Nutmeg, 1-lb. tins	0 45
Do., 5-lb. box	0 42
Pastry spice, 5-lb. tins	0 33½
Do., 35-lb. pails	0 32
Black pepper, 1-lb. tins	0 53
Do., 5-lb. boxes	0 48
Do., 25-lb. pails	0 47½
White pepper, 1-lb. tins	0 60
Do., 5-lb. tins	0 55½
Do., 35-lb. pails	0 55
Cayenne pepper, 5-lb. boxes	0 37½
Turmeric, 1-lb. tins, per tin	0 35

**Rolled Oats**

**Are Advancing**

**Winnipeg.**

CEREALS.—Rolled oats have been steadily advancing. This week has seen an advance of 10 cents per bag of 80 lbs. The oat market is very firm and higher prices are looked for.

Grape nuts have advanced 80c per case. All other package goods are due for an advance, especially those in which wheat enter into their manufacture. This is expected on account of the sharp advance in wheat.

Standard oatmeal, 98s	6 00
Do., 49s	3 08
Do., 24s	1 55
Granulated same as standard.	
Wheat granules, 98s	6 00
Do., 49s	3 05
Do., 24s	1 15
Barley, Ont., pot, 98s	6 25
Do., 48s	3 15
Do., pearl, 98s	8 00
Do., 49s	4 05
Do., 24s	2 05
Cornmeal, yellow, half sack	2 75
Do., quarter sack	1 40
Do., bales	6 15
Dried peas, yellow, whole, per lb.	0 04
Do., green	0 10½
Split peas, 98s	8 00
Do., 49s	4 05
Do., small lots	0 09

**Canned Apples**

**Have Advanced**

**Winnipeg.**

CANNED GOODS.—The canned goods market is mostly steady. Firmer prices are shown on a few lines. Canned apples show an advance of 50c per case in gallon tins.

All canned goods are in active demand.

Jam prices on some lines have advanced as high as 20 per cent. The market generally is very firm. Heavy buying has been reported and retailers claim to have very heavy stocks.

Marmalade is also advancing, due to the increased sugar costs. New prices will be very high.

Strawberry, 1s, 2 doz. case, per dz.	4 50
Raspberry, 1s	4 45
Black Currant, 1s	4 45
Raspberry and Red Currant, 1s.	4 00

Strawberry, 4s, 1 doz., per tin...	1 15
Raspberry, 4s	1 10
Gooseberry, 4s	0 95
Raspberry and Red Currants, 4s	0 92
Red Currant, 4s	0 92
Plum, 4s	0 85
Assorted, 4s	1 00
Mixed Fruit and Apple—	
Apple and Strawberry, 4s, per cs.	8 60
Do and Raspberry, 4s	8 60
Do., 30-lb. pails, per lb.	0 15
Do. and Strawberry, 30-lb. pails, per lb.	0 15
Jelly, 1s, 2 doz. to case, per doz.	4 10
Preserved Fruits in Glass—	per doz.
Strawberries, 1s	6 80
Raspberries, 1s	5 90
Pear, 1s	5 80
Peaches, 1s	5 90
Cherries Red, 1s	4 90
Cherries, white, 1s	5 90
Greengages, 1s	4 40
Blue Plums, 1s	4 10

**Dates and Figs**

**Look Higher**

**Winnipeg.**

DRIED FRUITS.—Both dates and figs are in heavy demand. The market is very firm. Higher prices are looked for, due to the higher rate of exchange.

Evaporated Apples—	
Choice No. 1 stock—	
50-lb. boxes, faced, per lb...	0 25½
25-lb. boxes, faced, per lb...	0 26
3-lb. cartons, 16 to cs., carton	0 85
Apricots, extra choice, 5-lb. cartons, per carton	1 85
Currants—	
Australian, 3 crown, half case, per lb.	0 27½
Greek Filiatras, dry cleaned, lb	0 24¼
Dates—	
Royal Excelsior, 10 oz., case..	0 18½
Do., broken cases, per pkg...	0 19
Dromedary, 10 oz., case lots..	0 22
Do., less quantities	0 22½
Fard, 12-lb. boxes, per box....	3 15
Figs—	
Spanish cooking, re-cleaned, mats, lb.	0 16½
Black, in cartons, 5 lbs., carton	1 16
California White Roedings, 25-lb. case, lb.	0 23
Grapes, dried, black, 25-lb. boxes, per lb.	0 17
Peaches, peeled, 25-lb. boxes, lb.	0 27½
Do., unpitted, whole, 25-lb. boxes, lb.	0 22
Pears, extra choice, 25-lb. boxes, lb.	0 28
Prunes—	
90-100, 25-lb. case, per lb.....	0 19
80-90, 25-lb. case, per lb.....	0 20
70-80, 25-lb. case, per lb.....	0 21
60-70, 25-lb. case, per lb.....	0 22
50-60, 25-lb. case, per lb.....	0 23
40-50, 25-lb. case, per lb.....	0 26
Raisins—	
Cal. Muscatels, 3 crown, 25s, lb.	0 16
Cal. package seeded, 11 oz., pkg.	0 14
Do., 15 oz., pkg.	0 22
Do., seedless, 11 oz., pkg.	0 17
Do., 15 oz., pkg.	0 22
Cal. bulk, seedless, 25-lb. boxes, per pkg.	0 22
Cal. bleached Sultanas, 25-lb. box, per lb.	0 24

**Potatoes Show**

**Slight Decline**

**Winnipeg.**

VEGETABLES.—Potatoes, even though in such heavy demand, are showing a slight decline of twenty-five cents per bus.

Other vegetables show few changes in price, tomatoes being the outstanding change. The price on this line has advanced \$2.00 per crate of six boxes. California head lettuce has advanced 25c per case.

Heavy demand is reported for all vegetable and fruit lines.

Beets, per lb.	0 03
Turnips, per lb.	0 02½
Carrots, per lb.	0 03½
Cabbage, per lb.	0 05
Potatoes, per bushel	2 25

Onions, B.C., yellow, per sack.....	6 00
Man. Red, per sack	5 50
Valencia Onions, per sack.....	9 00
Tomatoes, per case, six boxes.....	17 00
Cauliflower, per case	4 25
Celery, per case	15 00

**Coffee in Tins**

**Shows Advance**

**Winnipeg.**

COFFEES.—The coffee market is very firm. As reported last week packers have not had their offers accepted by importers on many tentative offers. Package goods have advanced on the local market at from 2 to 7 cents per pound.

Rio, green	0 24	0 26
Santos, green	0 37	0 37
Bourbon, green	0 37	0 38
Rio, roasted	0 32	0 33
Santos, roasted	0 42	0 44
Mocha, roasted	0 44	0 46
Java, roasted	0 47	0 48

**Rices Hold**

**Very Firm**

**Winnipeg.**

RICES.—Both Oriental and American rices are very firm. Prices have been advancing steadily. Mills are practically sold out and the only large stocks are held by speculators, which means a still higher market.

No. 1 Japan, 50-lb. sacks.....	0 18	
Do., 100-lb. sacks.....	0 17½	
No. 2 Japan, 100-lb. sacks.....	0 14	
Patna, 100-lb. sacks.....	0 15½	
Fancy head, 100-lb. sacks.....	0 18	
Ground Rice, 50-lb. bags.....	0 11½	
Do., 100-lb. bags.....	0 11	
Do., 10-lb. bags, per bag.....	1 00	
Tapioca, pearl, 160-lb. sacks, per lb.	0 13½	0 14
Sago, 130-lb. sacks, per lb.....	0 13½	0 14

**Fresh Fruit in**

**Heavy Demand**

**Winnipeg.**

There has been a very heavy demand for all kinds of fresh fruit. The following are the latest quotations:

Cal. Oranges, Navels, per case..	6 75	7 25
Valencia	7 25	7 50
Cal. Lemons	7 00	7 50
Grapefruit	5 25	6 00
Cranberries, per box	5 00	
Bananas, per lb.	0 09½	5 00
Grapes, Spanish, per keg.	16 00	
Apples, B.C., Jonathans	3 00	3 50
Do., Northern Spies	3 25	3 75
Washington, wrapped	2 25	2 50

**Advances Looked**

**For in Confectionery**

**Winnipeg.**

CONFECTIONERY.—Confectionery is certainly due for another advance. Manufacturers state they will have to advance the price at least three cents per lb. to take care of recent sugar advances.

**Several Lines**

**Quoted Higher**

**Winnipeg.**

MISCELLANEOUS.—Olives have shown another sharp advance of about 45c per gallon. This, accompanied with the increasing cost of glass containers, will necessarily mean an advance to the retail trade shortly.

Matches are very firm. Higher prices

are looked for by the jobbers. Retailers are advised to protect their stocks.

Pork and beans are very firm. One manufacturer already has advanced his price from ten to twenty cents per dozen.

Beans are very firm and supplies are reported short.

Due to the sharp advance in wheat, macaroni is higher. The market is very

firm at present prices, with a heavy demand reported.

Canned milk has shown several advances, ranging from 45 to 55c per case. One line of powdered milk has advanced \$2.00 per case. Supplies are reported short and very hard to get.

There is a very heavy export demand for all milk products, which will keep this line firm for some months to come.

## VANCOUVER MARKETS

**VANCOUVER, Jan. 29**—The general trend of the market is upwards with a brisk demand for all lines of commodities. Sugar supplies are arriving in small quantities, barely enough to meet present demands. Citrus fruits are especially active, due probably to the "Flu" epidemic.

### Sugar is Reported Very Scarce

Vancouver.

**SUGAR.**—Sugar continues to be a major worry in B. C. Supplies are merely a fraction of the demand. All industries depending in any degree on sugar are merely marking time. Even the pickle business is seriously tied up for supplies of sugar, as practically no sweet pickles can be made up. Chinese sugar cannot be brought in to sell at 16 cents; in most cases the price, within a few cents, is not the greatest concern of the householder, nor even some of the manufacturers, who would welcome sugar even at 20 cents. One of the Vancouver wholesalers, asking from Eastern authorities just what was the interpretation of the Board's sugar regulations, advised that the retailer might charge a cent above the wholesale price, but that in case the sugar was "charged" and delivered, a fair additional charge might be made. To those retailers who like something definite to go on it will be gratifying to know that the profit permissible is "a cent and whatever additional seems reasonable." The business men wonder how long this informative body that doesn't inform will persist.

### Rolled Oats Are Selling Freely

Vancouver.

**BREAKFAST FOODS.**—The market is firm for all kinds of breakfast foods and the demand is steady. Prices are unchanged.

### Dried Fruits In Good Demand

Vancouver.

**DRIED FRUITS.**—The demand for dried fruits is very steady, and prices remain unchanged.

### Import Beans Are Quoted Higher

Vancouver.

**BEANS.**—The bean market continues firm with prices higher for new crop for

import than those obtaining from small spot stocks. Evidently the Japanese merchant banks on a good market in Europe and keeps the price at primary market about 75 to 85 cents per hundred above prices going for small lots in spot. There are no large spot stocks.

White, hand-picked, selected, 100-lb. bags	7 75
Limas, 80-lb. sacks, per lb.	0 13
Lentils, Chelsea, 200-lb. sacks	0 16½

### Rice Firm And Very Scarce

Vancouver.

**RICE.**—Rice continues firm with probabilities of higher prices. It is reported difficult to get rice from Japan. A license is required. In the past the deliveries of Japanese rice have been based on the number of Japanese in Canada, but lately the Japanese Consul states that the California Japanese rice assures the Japanese of adequate supplies. "But the Japanese do not like the California rice," says the importer. "The Japanese have now learned how to prepare the Californian rice and can use it very well," states the Consul.

### Potatoes Are Quoted At Higher Levels

Vancouver.

**VEGETABLES.**—Potatoes are selling at higher figures, some changing hands at 80 and 85 dollars.

Potatoes, bush.	2 00	2 25
Carrots, per lb.		0 03½
Beets, per lb.		0 08
Turnips, per lb.		0 02½
Cabbage, per lb.		0 05
Onions, B.C., sack		6 00
Do., Man., sack		5 50
Valencia Onions, sack		9 00
Head lettuce, Cal., case		7 25
Do., leaf, per doz.		0 70
Tomatoes, per case		15 00
Celery, per dozen		3 00
Cauliflower		4 25

### Lemons Are Higher in Price

Vancouver.

**FRUITS.**—The market for all citrus fruits is very strong. There is an extraordinary demand for lemons following the "flu" epidemic; prices have advanced 50 cents per box and higher prices are

expected. The demand for apples is not as brisk as the season would warrant, the reason undoubtedly being the shortage of sugar for domestic cooking.

Lemons, Cal., case	8 00
Oranges, Cal., Navels	6 75 7 00
Do., Valencia	7 25 7 50
Bananas, per lb.	0 09½
Cranberries, per box	5 00
Grapefruit, per case	5 50 6 00
Grapes, Malaga, per keg	15 50 16 00
Apples, B.C., 1st and 2nds	3 00 3 50
Do., Spies, 1st and 2nds	3 25 3 75
Do., Macintosh Reds, 1st and 2nds	3 00 3 25

### Fish Market Remains Unchanged

Vancouver.

**FISH.**—There is a good demand for fish. Fresh fish and frozen fish move well, and a good demand exists in Chicago for smoked and kippered fish of all kinds. A steady demand in the American markets keeps the herrings in brine, both 10 lb. pails and casks rolling in car lots.

### Fresh Eggs Are Quoted Lower

Vancouver.

**EGGS.**—Local fresh eggs are slightly lower now, selling at 65 cents per dozen.

### Butter Now Is 73 Cents Per Lb.

Vancouver.

**BUTTER.**—The butter market remains firm at unchanged prices. Prairie special quoted at 73 cents per pound.

### Fresh Meats In Good Demand

Vancouver.

**FRESH MEATS.**—No new developments are reported in the fresh meat markets. Prices are unchanged.

Selects	17 00
Heavies	15 00
Lights	15 00
Sows	13 00
Stags	12 00
Steers	12 00 13 00
Fair to good	9 50 11 50
Medium	8 50 9 00
Butcher heifers	10 00 11 00
Fair to good	8 00 9 50
Butcher cows, choice	10 00 10 50
Fair to good	8 00 9 50
Medium	6 50 7 50
Calvs, choice	11 00 13 00
Good	8 50 10 00

### THE BEST INVESTMENT

Weyburn, Sask.,

Jan. 21, 1920.

Gentlemen:—

I would like to say that CANADIAN GROCER gets better with every issue, and as a market guide and a real inspiration it is, without a doubt, the best investment I ever made. No grocer can go wrong if he follows the markets as reported in CANADIAN GROCER.

Yours for success,

H. B. URQUHART,

Grocery manager F. W. Smith, Ltd.

# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## Saskatchewan Markets FROM REGINA, BY WIRE.

Regina, Sask., Jan. 27.—A few cases of potatoes have arrived from Alberta and are quoted at \$2.50 per bushel. B. C. potatoes are \$2.75 per bushel. Onion market very firm. A car of green vegetables including celery, cabbage, cauliflower and lettuce, etc., expected this week. Lenons have advanced to \$9 a case, all other citrus fruits very firm and quoted \$1 per case higher. Produce remains firm at unchanged prices.

Flour, 96s, per bbl. ....	12 95	
Beans, B.C. ....	7 50	9 00
Rolled oats, 80s ....		4 60
Rice, Siam ....	12 75	14 75
Japan, No. 1 ....	15 50	18 00
Tapioca, lb. ....		0 14
Sago, lb. ....	0 13½	0 15½
Sugar, pure cane, granulated, cwt ....	14 35	
Cheese, No. 1, Ontario, large....	0 32	0 33
Butter, creamery, lb. ....		0 68
Do., dairy, lb. ....	0 57	0 60
Lard, pure, 3s, lb. ....	0 32	0 32½
Eggs, new laid, local ....		0 70
Do., No. 1, storage, case....	17 00	18 00
Tomatoes, 2½s, standard, case....	4 30	4 75
Corn, 2s, case ....	4 00	4 45
Peas, 2s, standard, case ....	4 20	4 75
Strawberries, 2s, Ontario, case....		10 30
Raspberries, 2s, Ontario, case....		10 30
Cherries, 2s, red, pitted ....	9 00	9 50
Apples, evaporated ....	0 22½	0 25½
Do., 25s, lb. ....		0 26½
Peaches, evaporated, lb. ....		0 25½
Do., canned, 2s ....		7 50
Prunes, 90-100s ....		0 16
Do., 70-80s ....		0 17
Do., 50-60s ....		0 20
Do., 30-40s ....		0 26
Do., 20-30s ....		0 31
Raisins, bleached Sultanas ....		0 27
Do., bulk, seedless ....		0 21
Do., package, 11 oz. ....		0 16½
Filiatras Currants, lb. ....		0 26
Salmon, pink tall, case ....	10 25	
Do., Sockeye, tall, case ....	17 50	
Do., halves ....	18 00	19 00
Potatoes, Alta., per bushel....		2 50
Oranges ....	6 50	7 50
Lemons ....		9 00
Grapefruit ....		7 50
Pears, evaporated, lb. ....		0 33½
Pineapples, 2s ....		6 20
Do., 2½s ....		7 90
Spanish Malaga Raisins, 5½-lb. trays ....		0 23
Do., Crowns, 21 lbs. ....		8 50

## Alberta Markets FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 27.—Old Dutch Cleanser has advanced 25 cents a case. One brand of strawberry jam in four-pound tins is up 23 cents per tin, and marmalade 15 cents; other brands will follow suit, but in the meantime reasonable quantities are being offered at old prices. Olives and toilet paper are quoted higher. Cold weather has curtailed the supplies of new-laid eggs and prices

are firmer, selling at 75 to 80 cents per dozen. Best creamery butter quoted at 70 cents.

Beans, small white, Japans, bus. ....	4 50	
Beans, Lima, per lb. ....	0 12½	
Rolled oats, brails ....	5 00	
Rice, Siam, cwt. ....	12 00	
Sago, lb. ....	0 11½	
Flour ....	5 40	
Tapioca, lb. ....	0 14	
Sugar, pure cane, gran., cwt....	12 50	
Cheese, No. 1, Ontario, large....	0 33	
Butter, Creamery ....	0 70	
Lard, pure, 3s, per case....	21 60	
Bacon, lb. ....	0 47	
Eggs, new laid ....	0 75	0 80
Tomatoes, 2½s, standard case....		4 47
Corn, 2s, standard case ....		3 96
Peas, 2s, standard case ....		4 80
Apples, gal. ....		3 25
Apples, evaporated, per lb. ....		0 26
Strawberries, 2s, Ont., case....		9 75
Raspberries, 2s, Ont., case ....		9 75
Peaches, 2s, Ontario, case....		7 85
Plums, 2s, case ....		5 00
Salmon, finest Sockeye, tall, case ....		17 80
Salmon, pink, tall, case ....		10 25
Peaches, Cal., 2½s ....		7 00
Potatoes, bag ....		1 35

## New Brunswick Markets FROM ST. JOHN, BY WIRE.

St. John, N.B., Jan. 27.—All staples are firm and the market for the most part remains unchanged. Molasses has shown a slight advance. Compound lard now selling 31½ cents. American pork slightly easier. Butter firm. Potatoes have advanced to \$5.50. Raisins scarce and quoted higher.

Flour, No. 1 patents, bbls., Man. ....	14 90	
Cornmeal, gran., bags ....	6 00	6 10
Cornmeal, ordinary ....	3 85	3 90
Rolled oatc ....		12 00
Rice, Siam, per 100 lbs. ....		14 75
Tapioca, 100 lbs. ....	13 50	15 00
Molasses ....		1 25
Sugar—		
Standard, granulated ....	14 60	
No. 1, yellow ....	14 10	
Cheese, New Brunswick ....	0 32	
Cheese, Ont., twins ....		
Eggs, fresh, doz. ....		0 75
Eggs, storage ....		0 61
Breakfast bacon ....	0 38	0 40
Butter, creamery, per lb. ....		0 70
Butter, dairy, per lb. ....		0 64
Butter, tub ....		0 60
Lard, pure, lb. ....	0 32	0 32½
Lard, compound ....	0 31	0 31½
American, clear pork ....	58 00	63 00
Beef, corned, 1s ....	4 00	4 20
Tomatoes, 2½s, standard case ....		4 20
Raspberries, 2s, Ont., case ....	4 40	4 45
Peaches, 2s, standard, case ....	7 25	7 35
Corn, 2s, standard, case ....		3 75
Peas, standard, case ....		4 10
Apples, gal., N.B., doz. ....	4 75	5 00
Strawberries, 2s, Ont., case ....		
Salmon, Red Spring, flats, cases ....		19 50
Pinks ....	11 00	11 50
Cohoes ....	15 00	15 50
Chums ....		9 00
Evaporated Apples, per lb. ....	0 22½	0 23
Peaches, per lb. ....	0 27½	0 28
Potatoes, Natives, per bbl. ....	5 00	5 50
Onions, Can., 100-lb. bag ....		7 00
Lemons, Cal., case ....	5 00	6 00
Oranges, Cal., case ....	6 00	7 50
Grapefruit, Cal., case ....	5 50	6 00
Apples, Western, box ....	4 50	6 00
Bananas, per lb. ....	0 10	0 11
Grapes, Malaga, keg ....	11 00	13 00

## AN ACCOUNTING GROCER

Continued from page 31

ment, no spices nor extracts, cuts out all lines generally supposed to be profit earners. He handles only what runs into tonnage and heavy volume, and what is handled on narrow margins under keenly competitive conditions. He finds that his expense ratio declines every year because of increased volume. This despite the fact that wages and other charges have in themselves increased with him just as with everybody else.

The retailer apparently should also show a decreased ratio of expense, despite higher wages, etc. Because all prices have advanced considerably since 1915 as more than to offset enhanced costs of operation. The man whose business ran \$90,000 in 1915 sells around \$130,000 now without handling any more goods. Let us estimate 20 per cent. as the average gross margin. That would yield \$18,000 in 1915 on \$90,000. With expenses of 16 2/3 per cent., total \$15,000, he would have \$3,000 net earnings. To-day 20 per cent. on \$130,000 is \$26,000. Take \$21,333 for expenses at 16 2/3 per cent., which certainly should cover all charges, and the net left is \$3,667.

As a matter of fact, expenses have not increased as rapidly nor in the same ratio, as prices have enhanced. Thus Harvard's last investigation shows an average of 14.6 per cent. expense and a net of 2.3 per cent., a total spread of only 16.9 per cent.

The trouble to-day is that grocers have not availed themselves of the full general advance in prices. They have not gone nearly the whole distance. I suspect this is because they have not the courage to take all the spread that is legitimate on the articles above the line of necessities. They are selling luxuries and semi-luxuries on too narrow a margin. Hence, though operating on a lower expense ratio, they have cut their average gross margin still further. So they are making less money to-day than they should make—less than they need to make if they are to play safe in future.

For the day of reckoning is just ahead. Prices are due to decline. They will recede slowly at first, but the momentum will be accelerated. Grocery failures have been almost nil during the recent past—because with the enhancing values it has been almost impossible for a man to fail. But when the decline becomes general, then look out! Those who have not garnered a legitimate harvest of margins during the time of high values will have nothing to fall back on. Their habits will be all against them, for they will not then get enough.

# PRODUCE AND PROVISIONS

## Window Displays as Profitable in Meats as in Other Lines

George T. Vallance, of Bradshaw & Vallance, Amherst, N.S., Believes There is No Reason Why the Provision Merchants Should Not Show His Goods, With as Fine Results as the Dry Goods Man or the Druggist

**A**MHERST, N. S., Jan. 27.—A. A. Parker, head of a large retail establishment in Amherst, N. S., once made the remark that George T. Vallance could so attractively display a turnip as to make anyone willing to pay five cents more for it than it could be bought for elsewhere.

With all the emphasis that has been laid on the value of window display in merchandising, the provision department seems to have failed to profit from teaching in this respect. That circumstance accentuates the fact that one of the most important factors in the successful business built up by Bradshaw & Vallance, provision merchants in Amherst, N. S., has been constant attention to window display of their merchandise. George T. Vallance, junior member of the firm, is an expert window dresser, and whether he makes up a window of turnips, bacon or beef, he always manages to arrange his show in a man-

ner that attracts attention, and tempts the observer.

### Windows a Factor in Sales

Artistic taste, coupled with pork and beef, seems an anomaly, perhaps, and yet there is logically no more reason for the provision merchant being aesthetically deficient than there is for the dry goods man or druggist being shy in the same way. Everybody expects the dry goods emporium and the corner drug store to carry pleasing window displays of the goods they offer for sale. Why should not the meat dealer do likewise? Mr. Vallance has demonstrated conclusively that the meat store need not take a back seat in this respect, and for the past several years he has been making Bradshaw & Vallance's windows contribute materially to the firm's sales. Mr. Vallance is a Glasgow Scotchman—and incidentally a brother-in-law of Sir Harry Lauder, whom he resembles to

the extent of combining a touch of art with the main chance. Before going into partnership in 1912 with Mr. Bradshaw—who by the way is a Kilkenny, Cork, Irishman—Mr. Vallance spent two years at the Manhattan Market, Boston, the largest meat market in New England, where he got an insight into efficient selling, and with the Scotchman's penchant for thoroughness he took up the study of window display, with the purpose of making it pay. Ever since the new Bradshaw and Vallance store was opened he has been proving that this feature of merchandising can be as profitable in the meat business as in any other line.

"Certainly it pays," said Mr. Vallance to a CANADIAN GROCER representative. "Not that it enables us to get higher prices for our goods—we don't try to do that—but window display certainly brings us business."



Interior of the provision store of Bradshaw and Vallance, Amherst, N.S., who claims display counts as much in produce as in any other line.

We have proved that right along, and there is no doubt that window displays, to which proper preparation is given, are just as profitable in a meat store as in any other retail store. We are here to sell meats, and when we know our windows, for which we pay good money, can help us to pull in more business it is up to us to make them produce sales."

#### An Authority on Beef

Let it not be assumed that Mr. Vallance is "the whole works" in this store, however. The senior partner, A. Bradshaw, was recently credited by the manager of the Amherst Annual Winter Fair with being "the best beef authority in the Maritime Provinces." Mr. Bradshaw has studied meat production, and not many years ago was among the foremost cattle breeders in the sea-side province. He still owns a farm whereon is the abattoir in which much of the meat sold by his firm is prepared for market under his immediate supervision. He knows how good meat should be produced, and he knows when it is what it should be.

Mr. Bradshaw gets the right kind of meat into the store, and it is Mr. Vallance's business to get it out. Both consider it essential that their customers be

so well satisfied with the B. & V. quality of product and service that they come back for more.

Cleanliness, neatness, and up-to-date-ness characterize the Bradshaw and Vallance store throughout. In 1914, when the present store was opened in the new Goodwin block, the firm put in modern fixtures, and then installed the first ammonia refrigerator used in a retail store in the Maritime Provinces. This big "cooler" has a storage capacity of about 25,000 pounds of meat—approximately a carload—and glass windows in the front permit customers to see every piece of meat on sale.

#### A Specialty of Sausage

The firm makes a specialty of sausage manufacturing, and their pure pork product has created a big demand from other places, about half a ton being sold in Springhill, Joggins Mines, and other nearby towns each month. Hams and bacon are cured for the local trade. The smoke house for this purpose is situated at the rear of the store but in a separate building. In addition to all kinds of meats, Bradshaw and Vallance handle fish, butter, eggs, vegetables, and such canned goods as customers usually require with meats. The firm endeavor to follow sound merchandising methods, and their store justifies the description often given it by travellers of being one of the most attractive of its kind in the Maritime Provinces.

#### FOR SERVICE OF CONSUMER

At the thirteenth annual convention of the National Cannery Association being held in Cleveland this week, policies of further serving the consumer were discussed. Realizing the need of a workable plan for leading the consumer to appreciate the merits of canned foods, an inspection of fruit and vegetables is already assured in Southern California, Illinois, Michigan, Wisconsin, Ohio, Indiana, Minnesota, Iowa, Nebraska, New York, in addition to the sardine and tuna inspection in California and in Maine, and a sanitary survey of the salmon canneries in Alaska and the Pacific Coast States. Several more States are reasonably sure of entering the inspection this year.

#### STRIKE SALT IN ALBERTA LAKE

A heavy deposit of common salt has been found in a lake bottom in the vicinity of Major, Alta., and a company has been formed for the purpose of working the same. When the bottom was bored, the drill first went through an extremely hard surface and then suddenly dropped to quite a depth. The brine simply gushed to the surface, and after being piped and a reservoir built on the surface it was tested and found to be salt of an excellent quality. It is believed that there is plenty of it, as when the faucet is turned on, the brine flows freely and without any signs of diminishing.

## Program of Canadian Produce Association Convention

The following is the programme of the Eighth Annual Convention of the Canadian Produce Association, which will be held in the Royal Connaught Hotel, Hamilton, on Tuesday and Wednesday, February 10th and 11th:—

#### Tuesday Feb. 10th—A.M.

10 a.m.—Convention opens. Meetings of Executive and standing committees.

11 a.m.—Convention called to order. Address of welcome by Mayor Booker, Hamilton. President E. J. Smith, Brockville, will make his annual address. Reports of Secretary and Treasurer. Reports of various committees. Announcement of new committees for 1920.

#### Tuesday P.M.

1.30 p.m.—Address: "Improvement in quality of eggs and poultry," by Prof. A. C. Graham, O. A. C., Guelph.

Address: "Possibilities of production," by F. C. Elford, Dominion Poultry Husbandman, Ottawa.

Address: Hon. Manning Doherty, Minister of Agriculture in Ontario.

Address: "Outlook for export trade in 1920," J. S. McLean, Sec.-Treas. Harris Abattoir, Toronto.

Discussion: Subject—"Proposed changes in grades and regulations in marking eggs," led by H. S. Johnston, Flavelles Ltd., Lindsay; J. W. Atherton, St. Thomas Packing Co., St. Thomas.

Discussion: "Storage eggs—Define April and May eggs," led by R. J. McLean, Bowes Ltd., Toronto.

7 p.m.—Banquet and entertainment.

#### Wednesday, Feb. 11—A.M.

10 a.m.—Address: "Increasing consumption of eggs at home and abroad," Prof. W. A. Browne, Chief of the Poultry Division, Livestock Branch, Dept. Agriculture.

Address: "Our Association's Objective," by Jas. T. Madden, Sec-

retary Canadian Produce Association.

Addresses: "Improvement in quality of creamery butter"—speakers, John Scott, Gov't Butter Grader, Toronto, and Jas. Burgess, Chief Butter Grader, Cold Storage and Dairy Dept., Ottawa.

Addresses: "The cheese and butter industry, past, present and future"—Producers' viewpoint, G. A. Gillespie, Peterborough; Dealer's and exporter's viewpoint, James Donaldson, Atwood; Government viewpoint, W. W. Moore, Chief of the Market Division, Dairy and Cold Storage Dept.

#### Wednesday, P.M.

Address: "Transportation Problems"—Harper R. Gray, Gunn, Langlois Co., Montreal, and C. Norman Hamm, Secretary Express Traffic Association, Montreal. Reports of committees on resolutions, nominations, election of officers and next place of meeting.

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

**M**ONTREAL, Jan. 30—Montreal markets rule firm this week. There is no change to report in the hog situation. It is stated that supplies are less. The market is very firm and higher prices are to be expected. The beef market is somewhat steadier and trade is stated to be very brisk. Cured meats rule firm and prices are unchanged. Owing to the fact that cottonseed has advanced, shortening has advanced. There is manifested a heavy demand for shortening and the market is very firm with upward tendencies. Margarine is unchanged and dealers state that there is little demand at the present time for this commodity. A little more activity is shown this week in the cheese market, although prices are unchanged. Butter is easier and creamery is now quoted at from 65 to 67c per pound. Supplies of butter are stated to be better. New-laid eggs are reported to be more plentiful and although they are marked down from 80 to 85 cents per dozen, it is stated that there is little demand for them on account of the prevailing high prices.

A brisk business is being done in storage eggs. Poultry is very firm. There is a heavy demand and the market is stated to be very low. Owing to the severe weather on the Atlantic coast, supplies of fresh fish are stated to be short and higher prices rule in consequence. Frozen fish is still in active demand. Dealers state that business is specially good. The approach of Lent is always found to give impetus to trade, but it is expected that this year's bigger demands will be made for fish on account of the high prices prevailing for other foodstuffs.

### Hog Market Firm; Beef Stands Steady

**Montreal.**  
**FRESH MEATS.**—The hog market stands in a position little changed from last week. It is stated that supplies are less. In consequence the market is very firm and higher prices are likely. One dealer informed CANADIAN GROCER that in his opinion the farmer does not think he is getting a high enough price for hogs, and, in consequence, is not giving much attention to production.

**BEEF.**—Although no changes have been effected this week, it is stated that the market is somewhat steadier. Trade is very brisk, and while supplies could be better, it is stated, enough is coming into the market to meet all demands.

FRESH MEATS—				
Hogs, live (selects)	18 50	19 00		
Hogs, dressed—				
Abattoir killed, 65-90 lbs.	25 00	25 50		
Fresh Pork—				
Leg of Pork (foot on)	0 31½			
Loins (trimmed)	0 35			
Loins (untrimmed)	0 32			
Bone trimmings	0 18	0 21		
Trimmed shoulders	0 25			
Untrimmed	0 23			
Pork sausage (pure)	0 23			
Farmer sausages	0 18			
Fresh Beef—				
			(Steers)	
\$0 19	\$0 22	Hind quarters	\$0 26	\$0 28
0 12	0 14	Front quarters	0 15	0 17
	0 27	Loins	0 30	0 38
	0 23	Ribs	0 26	0 35
	0 12	Chucks	0 14	0 19
	0 18	Hips	0 19	0 23
		Calves (as to grade)	0 22	0 28
		Lamb, 50-80 lbs. (whole carcass), lb.		0 28
		No. 1 Mutton (whole carcass), 45-50 lbs., lb.		0 18

### Cured Meats Firm; Prices Unchanged

**Montreal.**  
**CURED MEATS.**—Although the present hog situation is very firm, no change has been made this week in cured meats, which stand firm under an active demand from consumers.

Hams—		
Medium, smoked, per lb.—		
(Weights) 8-10 lbs.	0 35	
12-14 lbs.	0 36	
14-20 lbs.	0 35	
20-25 lbs.	0 30	
25-35 lbs.	0 28½	
Over 35 lbs.	0 28½	
Boneless (for slicing), 4c advance over above prices.		
Bacon—		
Breakfast	0 48	
Cottage Rolls	0 32½	
Picnic Hams	0 24	
Barrel Pork—		
Canadian short cut (bbl.), 25-35 pieces	54 00	
Clear fat backs (bbl.), 40-50 pieces	55 00	
Heavy mess pork (bbl.)	52 00	
Plate Beef	30 00	
Mess Beef	23 00	28 00
Bean Pork	48 00	

### Cooked Meats Good Sellers

**Montreal.**  
**COOKED MEATS.**—The market is held without change this week, but there is a decided tendency to firmness. Business is reported to be brisk and available supplies are found ample. The uncertainty of the hog market is reflected in this, and it is expected that advances may be made.

Jellied pork tongues	0 40
Jellied Pressed Beef, lb.	0 32

Ham and tongue, lb.	0 30
Veal and tongue	0 28
Hams, cooked	0 47
Shoulders, roast	0 50
Shoulders, boiled	0 43
Pork pies (doz.)	0 12
Blood pudding, lb.	0 12
Mince meat, lb.	0 15
Sausage, pure pork	0 18
Bologna, lb.	0 15

### Shortening Advances in Firm Market

**Montreal.**  
**SHORTENING.**—Shortening (in tiers) has advanced to 29c. There is a very active demand, and, owing to the increase in the price of cottonseed oil used in the manufacture of this commodity, this advance has been made, and the market remains very firm.

SHORTENING—		
Tierces, 400 lbs., per lb.	0 29	
Tubs, 50 lbs., per lb.	0 29	
Pails, 200 lbs., per lb.	0 29½	
Bricks, 1 lb., per lb.	0 30½	

### Margarine Selling in Unchanged Market

**Montreal.**  
**MARGARINE.**—No change has been manifested in the market this week. Jobbers state that there is only a limited demand for margarine at the present time. They find that people prefer to use butter, notwithstanding the higher price, and in consequence but little business is being done in margarine.

MARGARINE—		
Prints, according to quality, lb.	0 39	0 40
Tubs, according to quality, lb.	0 31	0 34

### Lard Stands Firm; a Good Seller

**Montreal.**  
**LARD.**—No change has been effected in the market this week, and in view of the order of the Board of Commerce regulating the selling price of this commodity, it is stated that no changes are probable for some time to come. In the meantime, there is a heavy demand, and brisk business is reported.

LARD—		
Tierces	0 30½	
Tubs	0 31	
Pails	0 31½	
Bricks	0 32½	

### Butter Declines 2c; Market Easier

**Montreal.**  
**BUTTER.**—Creamery butter has declined two cents per pound in one quarter; dairy is quoted as low as 55c. More butter is available at the moment. Consumer demands are still heavy.

BUTTER—		
Creamery, prints, quality storage	0 65	0 67
Creamery, solids, quality storage	0 63	0 64
Dairy, in tubs, choice	0 55	0 61
Dairy prints	0 55	0 61
Bakers'		0 55

### Brisker Movement in Cheese Market

**Montreal.**  
**CHEESE.**—Although no prices have

been made in this market, it is stated that a little more activity has been shown this week and a few enquiries have been made from foreign markets, which may lead to more activity in the near future.

**CHEESE—**

New, large, per lb. ....	0 31	
Twins, per lb. ....	0 31	
Triplets, per lb. ....	0 31	0 32
Stilton, per lb. ....	0 35	0 35
Fancy, old cheese, per lb. ....	0 35	

**New-Laid Eggs  
Are Now Cheaper**

**Montreal.**

EGGS.—New-laid eggs are quoted as low as 80 cents to 85c per dozen, and it is stated that supplies are now coming in much better. Despite this, CANADIAN GROCER learns that there is little demand for new-laid on account of high prices, while the comparatively good quality of storage eggs has improved the sale of these.

**EGGS—**

No. 2 .....	0 50	
No. 1 .....	0 53	0 54
Selects .....	0 62	0 63
New laids .....	0 80	0 85

**Live Poultry Active;  
May Soon Advance**

**Montreal.**

POULTRY.—There is a very active demand for poultry, and the market is very firm. Stocks are stated to be exceptionally low, and, in view of the heavy demands for live poultry from Jewish dealers and low stocks, it is stated that prices will advance in the near future.

**POULTRY (dressed)—**

(Selling Prices)		
Chickens, roasting (3-5 lbs.) .....	0 37	0 40
Chickens, roasting (milk fed) .....	0 42	0 44
<b>Ducks—</b>		
Brome Lake (milk fed green) .....	0 47	
Young Domestic .....	0 42	
Turkeys (old toms), lb. ....	0 52	
Do. (young) .....	0 55	
<b>Geese</b>		
Old fowls (large) .....	0 32	
Do. (small) .....	0 34	
(Buying Prices)		
Chickens, light weights .....	0 19	0 24
Do., heavy weights .....	0 22	0 27
Ducks, young .....	0 30	0 34
<b>Geese—</b>		
Young .....	0 23	0 26-0 28
Old .....	0 17	0 20-0 21
Fowls .....	0 18	0 21
Turkeys .....	0 43	0 48-0 50

**Fresh Fish Advance;  
Frozen Easier**

**Montreal.**

FISH.—Owing to severe weather on the Atlantic coast, supplies of fresh fish are stated to be short. In consequence, higher prices prevail. The demand for frozen fish continues to be good, and in some lines it is reported that prices have tendency to sag, due to the large stocks being now offered by dealers who have been holding them for speculation. The approach of Lent always gives an impetus to the fish trade, and it is stated that dealers are this year looking forward to an extra large demand on account of all other foodstuffs commanding such high prices. Present business is stated to be very brisk.

<b>FRESH FISH</b>		
Haddock .....	0 11	0 12
Steak, cod .....	0 12	0 13
Market cod .....	0 08	0 09
Mackerel .....	0 18	
Flounders .....	0 09	0 10
Prawns .....	0 85	
Live Lobsters .....	0 70	
Salmon (B.C.), per lb., Red .....	0 30	
Skate .....	0 12	
Shrimps .....	0 40	
Whitefish .....	0 16	
<b>FROZEN FISH</b>		
Gaspereaux, per lb. ....	0 06½	0 07
Halibut, large and chicken .....	0 18	0 19
Halibut, Western, medium .....	0 20	0 21
Haddock .....	0 07	0 07½
Mackerel .....	0 15	0 16
Dore .....	0 15	0 16
Smelts, No. 1, per lb. ....	0 16	0 48
Smelts, No. 2, per lb. ....	0 11	0 12
Smelts, extra large .....	0 11	0 26
Pike, headless and dressed .....	0 11	0 12
Market Cod .....	0 06½	0 07
Whitefish, small .....	0 12	0 13
Sea Herrings .....	0 07	0 07½
Steak Cod .....	0 08½	0 09
Gaspe Salmon, per lb. ....	0 24	0 25
Salmon, Cohoes, round .....	0 19	0 20
Salmon, Qualla, hd. and dd. ....	0 13	0 14
Whitefish .....	0 15	0 16
Lake Trout .....	0 19	0 20
Lake Herrings, bag, 100 lbs. ....	4 50	
Alewires .....	0 05½	0 06
<b>SALTED FISH</b>		
<b>Codfish—</b>		
Large bbls., 200 lbs. ....	18 00	
No. 1, medium, bbl., 200 lbs. ....	16 00	
No. 2, 200-lb. bbl. ....	14 00	
Strip boneless (30-lb. boxes), lb. ....	0 20	
Boneless (24 1-lb. cartons), lb. ....	0 20	

Ivory (2-lb. blocks, 20-lb. boxes) .....	0 16	
Shredded (12-lb. boxes) .....	2 40	2 50
Dried, 100-lb. bbl. ....	16 00	16 50
Skinless, 100-lb. boxes .....	16 50	
Pollock, No. 1, 200-lb. barrel .....	14 00	
Boneless cod (2-lb.) .....	0 23	
<b>PICKLED FISH</b>		
Herrings, Scotch cured, half bbl. ....	12 00	
Do., Scotia, barrel .....	12 00	
Do., half barrel .....	8 50	
Mackerel, barrel .....	25 00	
Salmon, B.C., 200 lbs. ....	25 00	
Labrador Salmon, barrels .....	26 00	
Sea Trout, 200-lb. barrels .....	23 00	
Turbot, 200 lbs. ....	20 00	22 00
Codfish, tongues and sound, lb. ....	0 13	
Eels, lb. ....	0 15	0 16
<b>SMOKED FISH</b>		
Haddies, BXs, per lb. ....	0 11	0 12
Filletts .....	0 17	0 18
Bloaters, box .....	2 50	
Kippers .....	2 15	2 20
Digby Chicks, in bundles, per box .....	0 24	
Boneless Smoked Herring, 10-lb. box, lb. ....	0 22	
<b>OYSTERS</b>		
Cape Cod, per barrel .....	13 00	15 00
Batouche, per barrel .....	14 00	
Malpeques shell oysters, choice, bbl. ....	16 00	
Do., XXX, bbl. ....	15 00	
Scallops, gallon .....	4 00	
Can No. 1 (Solids) .....	2 50	3 00
Can No. 3 (Solids) .....	7 50	8 40
Can No. 5 (Solids) .....	11 20	12 00
Can No. 1 (Selects) .....	2 40	3 00
Can No. 3 (Selects) .....	6 75	9 00
<b>SUNDRIES</b>		
Paper Oyster Pails, ½ per 100 .....	1 50	
Paper Oyster Pails, quart size, per 100 .....	2 25	
Crushed Oyster Shells, 100-lbs. ....	1 50	

**ONTARIO MARKETS**

TORONTO, Jan. 30—The feature of the provision and produce market this week is the upward tendency in hogs and all pork products. Dressed hogs are quoted at \$27.00 and live hogs at \$17.75 on the f.o.b. basis. Beef is arriving in good supplies and the quality is somewhat improved; a drop in price of 50 cents per hundredweight is reported. The continued cold weather has apparently put a stop to the arrivals of local fresh eggs. They are being quoted at 85 cents per dozen. American fresh eggs are quoted at 80 cents per dozen. Stocks of storage eggs are about cleaned up and the price is somewhat higher, being quoted at 62 to 63 cents a dozen. Butter is slightly firmer, due to the increase in the cost of churning cream.

**Dressed Hogs  
Are Higher**

**Toronto.**

FRESH MEATS.—Dressed hogs have again advanced, being quoted at \$27, and all other fresh pork cuts have slightly advanced. Supplies of beef are arriving more freely, and the quality is somewhat improved. Prices quoted are easier.

<b>FRESH MEATS</b>		
<b>Hogs—</b>		
Dressed, 70-100 lbs., per cwt. ....	27 00	
Live off cars, per cwt. ....	17 00	
Live, fed and watered, per cwt. ....	16 25	17 25
Live f.o.b., per cwt. ....	16 25	
<b>Fresh Pork—</b>		
Legs of pork, up to 18 lbs. ....	0 30½	
Loins of pork, lb. ....	0 38	
Tenderloins, lb. ....	0 50	
Spare ribs, lb. ....	0 22	
Picnics, lb. ....	0 22	0 25
New York shoulders, lb. ....	0 27	
Boston butts, lb. ....	0 31½	
Montreal shoulders, lb. ....	0 27	
<b>Fresh Beef—from Steers and Heifers—</b>		
Hind quarters, lb. ....	0 24	0 26
Front quarters, lb. ....	0 15	0 17
Ribs, lb. ....	0 24	0 28
Chucks, lb. ....	0 14	0 16
Loins, whole, lb. ....	0 32	0 36
Hips, lb. ....	0 20	0 22
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb. ....	0 25	0 28

Spring lamb, lb. ....	0 28	0 33
Sheep, whole, lb. ....	0 18	0 23
Above prices subject to daily fluctuations of the market.		

**Bacon and Hams  
Selling Freely**

**Toronto.**

PROVISIONS.—The demand for hams and bacon is keeping very steady. The prices are unchanged.

<b>Hams—</b>		
Medium .....	0 34	0 35
Large, per lb. ....	0 29	0 30
Heavy .....	0 28	0 29
<b>Bacon—</b>		
Skinned, rib, lb. ....	0 49	0 50
Boneless, per lb. ....	0 52	0 55
<b>Bacon—</b>		
Breakfast, ordinary, per lb. ....	0 40	0 45
Breakfast, fancy, per lb. ....	0 48	0 52
Roll, per lb. ....	0 29	0 30
Wiltshire (smoked sides), lb. ....	0 33	0 35
<b>Dry Salt Meats—</b>		
Long clear bacon, av. 50-70 lbs. ....	0 27	
Do., av. 80-90 lbs. ....	0 25	
Clear bellies, 15-30 lb. ....	0 28	
Sausages in brine, keg, 35 lbs. ....	7 35	
Fat backs, 16-20 lbs. ....	0 30	
Out of pickle prices range about 2c per pound below corresponding cuts above.		
<b>Barrel Pork—</b>		
Mess pork, 200 lbs. ....	42 00	
Short cut backs, bbl. 200 lbs. ....	50 00	
Picked rolls, bbl., 200 lbs.—		
Heavy .....	50 00	

Lightweight ..... 60 00  
Above prices subject to daily fluctuations of the market.

**Cooked Meats**  
*Selling Slowly*

**Toronto.**  
COOKED MEATS.—The cold weather has apparently put a stop to the sale of cooked meats, only a limited quantity moving.

**Eggs Are Quoted**  
*Slightly Higher*

**Toronto.**  
EGGS.—The continued cold weather has had a tendency to firm up the egg market. No. 1 storage eggs are quoted at 62 to 63 cents a dozen. American fresh eggs have appeared on the market, and are quoted at 80 cents, while the locals are quoted at 85 cents.

EGGS—

No. 1 storage, doz.	0 62	0 63
Selects	0 66	0 68
Special new lays, in cartons	0 80	0 85

Prices shown are subject to daily fluctuations of the market.

**Creamery Butter**  
*is Now 70 Cents*

**Toronto.**  
BUTTER.—The trend of the butter market is slightly higher. Supplies are arriving fairly well.

BUTTER—

Creamery prints (fresh made)	0 68	0 70
Dairy prints, fresh, lb.	0 66	0 68
Dairy prints, No. 1, lb.	0 59	0 56

**Cheese Market**  
*is Very Firm*

**Toronto.**  
CHEESE.—The cheese market remains very firm. Prices are unchanged.

**Shortening is**  
*in Good Demand*

**Toronto.**  
SHORTENING.—There is a big demand for shortening. Prices remain the same.

SHORTENING—

1-lb. prints	0 31
Tierces, 400 lbs.	0 28 1/2

**Lard Market**  
*Is Unchanged*

**Toronto.**  
LARD.—There are no changes reported in the lard market.

LARD—

Tierces, 400 lbs. lb.	0 31 1/2	0 32
In 60-lb. tubs, 1/2 cent higher than tierces, pails 1/4 cent higher than tierces, and 1 lb. prints, 2c higher than tierces.		

**Margarine Now**  
*Shows Advance*

**Toronto.**  
MARGARINE.—A slight advance of one cent a pound on margarine is reported this week. The demand is fairly heavy.

MARGARINE—

1 lb. prints, No. 1	0 38
Do., No. 2	0 34
Do., No. 3	0 30
Nut margarine, lb.	0 34

**Turkeys Sell at**  
*58 Cents Pound*

**Toronto.**  
POULTRY.—The demand for poultry is keeping very steady. Turkeys are now quoted at 58 cents a pound. Spring chickens have slightly advanced. Commission men are paying as high as 26 cents a pound live weight.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	50 35	45 45
Do., young, lb.	0 35	0 48
Roasters, lb.	0 22	0 28
Fowl, over 5 lbs.	0 29	0 32
Fowl, 4 to 5 lbs.	0 28	0 32
Fowl, under 4 lbs.	0 20	0 25
Ducklings, 3 1/2 lbs. up	0 25	0 32
Geese	0 18	0 28
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 24-0 26	0 34

Prices quoted to retail trade:—

	Dressed
Hens, heavy	0 32
Do., light	0 20
Chickens, spring	0 28
Ducklings	0 28
Geese	0 28
Turkeys	0 58

**Smoked Fish**  
*at New Levels*

**Toronto.**  
FISH.—All kinds of fish are arriving

**WINNIPEG MARKETS**

WINNIPEG, Jan. 28—Markets in produce lines are for the most part steady and unchanged. Butter and eggs are firm and few changes are reported in hams and bacon. Lard is slightly easier.

**Bacon and Hams**  
*Show Little Change*

**Winnipeg.**  
PROVISIONS.—Few changes are reported in quotations on hams and bacon. There is an active demand.

Hams, average, 8-16 lbs.	0 34	0 35 1/2
Do., 16-20 lbs.	0 30 1/2	0 34
Do., 20-25 lbs.	0 28	0 33
Bellies, average, 6-12 lbs.	0 38 1/2	0 49 1/2
Do., 12-14 lbs.	0 38 1/2	0 38 1/2
Do., 14-16 lbs.	0 36	0 47
Cottage Rolls	0 30 1/2	0 30 1/2
Briskets	0 24 1/2	0 24 1/2
Picnics	0 21	0 21

HAMS, ENGLISH CURED.

Hams, 8-12 lbs. average	0 35 1/2	0 38 1/2
Do., 12-16 lbs. average	0 35 1/2	0 38 1/2
Do., 16-20 lbs. average	0 31 1/2	0 35
Breakfast bacon, 4-6 lbs. average	0 41	0 51 1/2
Do., 8-10 lbs. average	0 41	0 51 1/2

**Butter Prices**  
*Steady and Firm*

**Winnipeg.**  
BUTTER.—Butter is unchanged. Prices are very firm, with higher tendencies. Supplies are very scant in eggs especially, also dairy butter.

BUTTER—

Finest Creamery, 1s	0 69
Do., solids	0 68
Do., choice	0 68
Do., solids	0 67
Dairy, finest, No. 1, prints	0 62
Do., solids	0 61
Margarine, 1s	0 39
	0 39 1/2

**Fish Steady;**  
*In Active Demand*

**Winnipeg.**  
FISH.—There are no changes in fish quotations. Prices are very steady.

quite freely, and the demand is brisk. Smoked fish has an upward tendency, ciscoes being quoted at 20 cents a pound. Bloaters are up 25 cents a box.

FRESH SEA FISH.

Cod Steak, lb.	0 12	0 14
Do., market, lb.	0 07	0 07
Haddock, heads off, lb.	0 08	0 11
Do., heads on, lb.	0 08	0 11
Halibut, chicken		
Do., medium		
Fresh Whitefish		
Fresh Herring		
Flounders, lb.		
Oysters, No. 1 can	3 40	3 40
Do., No. 5 can	16 00	16 00
Blue Point oysters, 800s	15 75	15 75
Do., 1000s	14 00	14 00

FROZEN FISH

Salmon, Red Spring	0 24	0 24
Do., Cohoe	0 20	0 22
Do., Qualla	0 13	0 14
Halibut, chicken	0 18	0 19
Do., medium	0 20	0 21
Do., jumbo	0 19	0 20
Whitefish, lb.	0 12	0 12
Herring	0 05	0 09
Mackerel	0 12	0 13
Flounders	0 10	0 11
Trout	0 17	0 16
Pickarel, dressed	0 14	0 15
Smelts	0 16	0 25
Spanish Mackerel	0 30	0 30
Pike, round	0 10	0 10
Do., headless and dressed	0 10	0 11

SMOKED FISH

Haddies, lb.	0 13
Fillets, lb.	0 18
Kippers, box	2 50
Bloaters, box	2 50
Ciscoes, lb.	0 20

SMOKED FISH

Haddies, lb.	0 13
Fillets, lb.	0 18
Kippers, box	2 50
Bloaters, box	2 50
Ciscoes, lb.	0 20

Supplies are good, with a steady demand reported.

**Egg Quotations**  
*Are Steady*

**Winnipeg.**  
EGGS.—No changes are reported in quotations on eggs. Prices to the trade are steady.

EGGS—

Fancy, in cartons, per doz.	0 71
Candled, per doz.	0 58
Strictly fresh from farmers	0 90
	0 95

**Cheese Prices**  
*Are Very Firm*

**Winnipeg.**  
CHEESE.—Cheese is very firm. Shipments are very light, with a heavy demand.

Large, Ontario	0 33 1/2
Twins, Ont.	0 34
Large Manitoba	0 31
Twins, Manitoba	0 32

**Lard Easier;**  
*A Slight Decline*

**Winnipeg.**  
LARD.—The lard market has been very unsteady for the past few weeks and very hard to follow. This week shows a decline of two cents per lb. for all lines.

1 lb. bricks	0 34 1/2
3 lb. tins, per case	19 50
5 lb. tins, per case	19 43
10 lb. tins, per case	19 35
20 lb. tins, per case	25 50
20 lb. wood pails, each	6 80
50 lb. tins, each	15 88
Tierces	0 31 1/2



# DAVIES Wiltshire Bacon

Is the Kind of Bacon that Brings  
Customers Back to Your Store for More

**I**F YOU could see how carefully each side of Davies Wiltshire Bacon is selected and cured, then smoked just the right length of time over fragrant hardwood fires—which process not only preserves but actually *enhances* its sweet natural flavor—you would easily understand why this bacon is so much appreciated.

The Canadian housewife who is on the lookout for *good* bacon will be delighted to buy “Davies’ Wiltshire,” once she realizes how much superior it is to ordinary bacon—and one sale always leads to more.

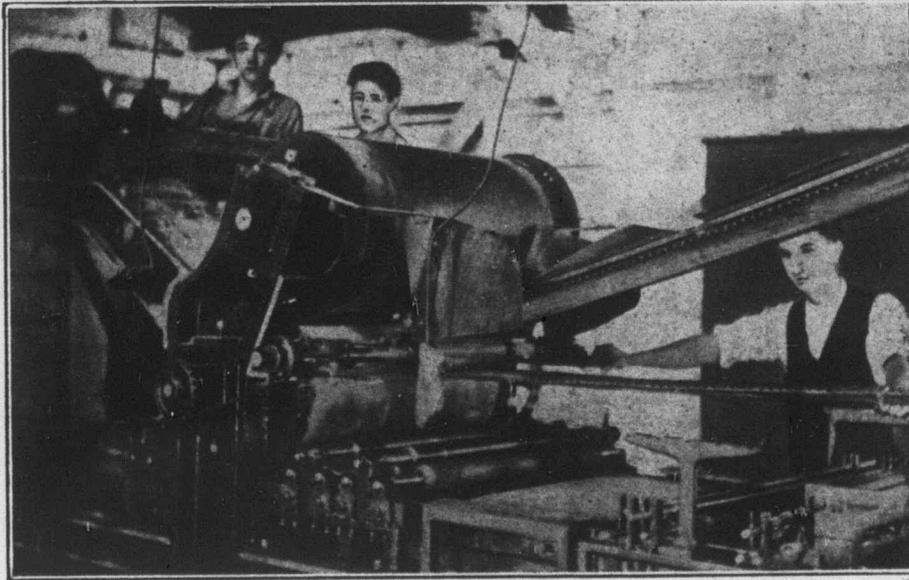
Feature *Davies Wiltshire Bacon* in your provision department and watch your business grow !

THE **DAVIES** COMPANY  
WILLIAM LIMITED  
TORONTO

MONTREAL

CHICAGO





## Modern machinery processes Brunswick Brand Sea Foods



THE very latest machinery is used in preparing this famous brand of fish foods and in every operation the greatest care and absolute cleanliness are observed.

Brunswick Sea Foods have won the hearts of quality lovers everywhere, because of their unusual excellence, due to this careful preparation and cleanliness in processing the finest, selected, freshly caught fish.

*This is the fifth of a series of advertisements depicting the most up-to-date method employed by Connors Bros., Ltd., in preparing Brunswick Brand Celebrated Fish Foods.*

**Connors Bros., Limited**  
BLACK'S HARBOR, N.B.

# DOMINION BRAND TOMATO SOUP

*is now being  
quite extensively advertised*

THE DEMAND  
FOR THIS  
EXCELLENT  
SOUP  
IS DAILY  
INCREASING



BE READY  
TO MEET  
THE REQUEST  
OF YOUR  
CUSTOMERS  
FOR IT

Order from your jobber today

## Dominion Canners Limited

Hamilton, Canada



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.

57

57



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

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

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

57

57

**Purity**  
TABLE  
**SALT**

In sanitary cotton bags and handy free-running packages.

You cannot recommend a better salt to any housewife than Purity. For table or dairy use there is no better salt—a fact good housewives are quick to appreciate. You'll get a good margin of profit on every sale of Purity.

**THE WESTERN SALT CO., LIMITED**  
COURTRIGHT ONT.

**RICE**

**RICE FLOUR**

**RICE MIDDINGS**

**Mount Royal Milling  
and  
Mfg. Coy., Limited**

MILLS AT MONTREAL, QUE.  
VICTORIA, B.C.

**D. W. ROSS COMPANY**  
Agents  
MONTREAL

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

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

CANADIAN DISTRIBUTORS:

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

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



Are you selling  
it?

*Now is your  
opportunity*

Pancakes, Muffins, Biscuits, Doughnuts, etc., made from XXX Self-Raising Flour are delicious. Tell your customers about the many good things that can be made from Brodie's XXX Self-Raising Flour.

**BRODIE & HARVIE, LIMITED, MONTREAL**

# KING GEORGE'S NAVY

**CHEWING  
TOBACCO**

**brings the customer  
back again**

And it's the "repeats" that count, the steady, every-day "repeats" that KING GEORGE'S NAVY will bring you.

Just try out a little display in your tobacco show case. See if results don't prove our statements.

Suggest King George's  
to every chewer. Sat-  
isfaction is certain.



**Rock City Tobacco Co., Ltd.**



## CURLING BROOMS

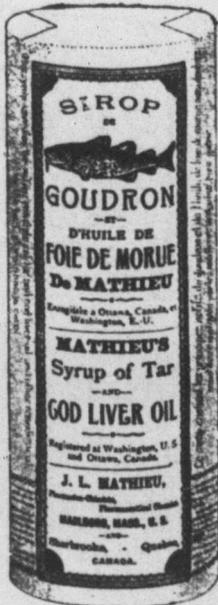
Ours is in a class by itself,  
made very select for the  
curlers.

- Selected basswood handles.
- Selected corn.
- Closely stitched.
- Well balanced.

*Tough, Fine Corn  
Can Ship from Stock.*

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

## Always in Demand!



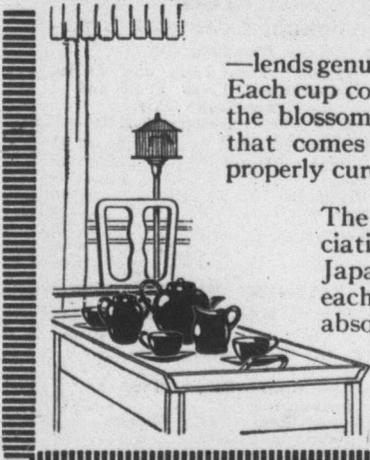
Winter, the time of  
coughs and colds, is  
here in earnest. Every-  
where there is an ever-  
growing demand for a  
reliable cough remedy.

Mathieu's Syrup of Tar  
and Cod Liver Oil will  
answer that demand for  
you, Mr. Grocer, and net  
you a fine profit in the  
bargain.

Try a sample order and  
watch how quickly it  
sells.

**J. L. Mathieu Co.**  
PROPRIETORS  
SHERBROOKE - QUEBEC

# 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.

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

The amount of profit to be secured through handling any particular product is regulated by the strength of the consumer demand.

Systematic consumer advertising, backed up by its own incomparable goodness, has created a demand for Japan Tea, that you will find it profitable to cater to. Other dealers are reaping better profits from this trade. So can you.

### "Robinson" in the Ice Cream Cone Business Means "Pure"

IT might be of interest to the trade to know that the cones sold by the Maple Crispette Co., Limited, of Montreal, are made in Hamilton, Ont., in the most wonderful factory in the world. A visit to this factory is a revelation inasmuch as the ice cream cones are turned out on automatic machines, the only real automatic machines for ice cream cones in the world.

Mr. Robinson, who began the manufacturing of cones years ago together with his sons, and his son in law, Mr. Lewison, has build up a wonderful business and it is only through his sterling business integrity and his attention to details has he been enabled to secure the confidence of everyone with whom he comes into business contact. Mr. Robinson, jr., is the factory manager and Mr. Lewison, the inventor of the automatic machines, looks after the mechanical end of the factory.

The capacity of the plant is being increased from week to week, but it is stated, that the entire output for the season 1920 has already been contracted for.

Jobbers who are desirous of obtaining samples and prices should write at once to the Maple Crispette Co., Limited, Montreal, who are still able to supply limited quantities for the coming season. On account of the continuous increase in the price of sugar, flour, packing boxes and other materials the price for cones has been increased on January 2, and undoubtedly they will be forced to further increase their prices should the price of any of these materials further advance.



## A Choice Concord Grape Juice

Marsh's has won lasting popularity because it has the piquant deliciousness of the pure Concord Grape. Are you handling this seller?

### The Marsh Grape Juice Company

NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:

The McLaren Imperial Cheese Company Limited  
Toronto and Montreal

## QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$2.20 PER INCH EACH INSERTION PER YEAR

### JAMS

DOMINION CANNERS, LTD.  
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies.  
Guaranteed Fresh Fruit and Pure Sugar Only.  
Screw Vac. Top Glass Jars, 16 oz.  
Strawberry ..... \$5 15  
Currant, Black ..... 5 05  
Pear ..... 4 40  
Peach ..... 4 40  
Plum ..... 4 20  
Apricot ..... 4 50  
Cherry ..... 4 85  
Gooseberry ..... 4 50

### "AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 15
16 oz. Glass, Screw Top, 2 doz. in case	3 85
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 85
2's Tin, 2 doz. per case	5 95
4's Tins, 12 pails in crate, per pail	0 95
5's Tin, 8 pails in crate, per pail	1 18
7's Tin or Wood, 6 pails in crate	1 64
80's Tin or Wood, one pail in crate, per lb.	0 23

### PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

### CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	\$1 90
12 oz., Aylmer Quality	2 35
	Per jug
Gallon Jugs, Aylmer Quality	\$1 62½
	Per doz.
Pints, Delhi Epicure	\$2 70
¼ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,  
180 St. Paul St. West,  
Montreal, Can.

### CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans	\$9 80
Reindeer Brand, each 48 cans	9 25
Silver Cow, each 48 cans	8 80
Gold Seal, Purity, each 48 cans	8 45
Mayflower Brand, each 48 cans	8 45
Challenge Clover Brand, each 48 cans	7 95

### EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$7 15
Jersey Brand, Hotel, each 24 cans	7 15
Fearless Brand, small, each 24 cans	8 15
St. Charles Brand, Tall, each 48 cans	7 25
Jersey Brand, Tall, each 48 cans	7 25
Fearless Brand, Tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 25
Jersey Brand, Family, each 48 cans	6 25
Fearless Brand, Family, each 48 cans	6 25
St. Charles Brand, small, each 48 cans	3 20
Jersey Brand, small, each 48 cans	3 20
Fearless Brand, small, each 48 cans	3 20

### CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	\$6 50
Reindeer Brand, small, each 48 cans	6 50
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

### W. CLARK, LIMITED, MONTREAL

Compressed Corn Beef—¼c.	\$2.90;
1s, \$4.80; 2s, \$3.95; 3s, \$3.15.	
Lunch Ham—1s, \$6.95; 2s, \$18.85.	
Ready Lunch Beef—1s, \$4.80; 2s, \$9.95.	
English Brawn — ¼c, \$2.95; 1s, \$4.25; 2s, \$3.80.	
Boneless Pig's Feet—¼c, \$2.85; 1s, \$4.25; 2s, \$3.80.	
Ready Lunch Veal Leaf—¼c, \$2.45; 1s, \$4.45.	
Ready Lunch Beef-Ham Leaf—¼c, \$2.45; 1s, \$4.45.	
Ready Lunch Beef Leaf—¼c, \$2.45; 1s, \$4.45.	
Ready Lunch Asst. Leaves — ¼c, \$2.50; 1s, \$4.50.	
Geneva Sausage—1s, \$4.45; 2s, \$3.75.	
Roast Beef—¼c, \$2.90; 1s, \$4.80; 2s, \$3.95; 3s, \$3.15.	
Roast Mutton—1s, \$6.25; 2s, \$11.75; square cans, \$45.	
Bolled Mutton—1s, \$6.25; 2s, \$11.75; 3s, \$42.	
Jellied Veal—¼c, \$3.35; 1s, \$4.90; 2s, \$9.25.	
Cooked Tripe—1s, \$2.95; 2s, \$4.95.	
Stewed Ox Tail—1s, \$3.25; 2s, \$4.45.	
Stewed Kidneys—1s, \$4.45; 2s, \$3.45.	
Mince Collops—¼c, \$1.95; 1s, \$3.95; 2s, \$6.75.	
Sausage Meat—1s, \$3.95; 2s, \$7.95.	
Corn Beef Hash — ¼c, \$1.90; 1s, \$3.20; 2s, \$5.80.	
Beef Steak and Onions—¼c, \$2.90; 1s, \$4.80; 2s, \$3.90.	
Jellied Hocks—2s, \$9.25; 3s, \$9.00.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.45; 2s, \$6.75.	
Boneless Chicken—¼c, \$6.95; 1s, \$11.45.	
Boneless Turkey — ¼c, \$6.95; 1s, \$11.45.	
Ox Tongue—¼c, \$4.95; 1s, \$12.00; 1½s, \$18.50; 2s, \$28.95; 3½s, \$44.00; 6s, \$60.00.	
Lunch Tongue—¼c, \$4.90; 1s, \$10.45.	
Mince Meat (tins)—1s, \$3.45; 2s, \$6.45; 3s, \$15.95.	
Mince Meat (bulk)—1s, 23c; 10s, 27c; 25s, 26c; 50s, 26c.	
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50.	

# UPTON'S

PURE  
ORANGE MARMALADE



A DESIRABLE BREAKFAST DISH WHEN SERVED WITH TOAST AND COFFEE  
ALSO UNEXCELLED FOR MAKING PIES AND CAKES

This is one of the new series of Upton advertisements that are creating a demand for Upton products. Your co-operation will increase your profits. Upton quality means repeat orders.

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

*Selling Agents:*

S. H. Moore & Company, Toronto, Ont.  
Rose & Laflamme, Limited, Montreal, Que.  
Gaetz & Co., Halifax, N.S.  
Schofield & Beer, St. John, N.B.  
P. H. Cowan & Co., St. John's, Nfld.  
Scott-Bathgate Co., Ltd., Winnipeg, Man.

## ESTABLISHED 1874

D. Hatton Company, Montreal, largest receivers and distributors of all kinds of FISH in Canada.

Mr. Dealer:—

Compare the cost of foodstuffs, such as meats, sugar, molasses, butter, eggs, corn, bread and potatoes

### With the Cost of Fish

For instance, frozen Herring, Codfish and Herring can be sold from 5c to 6c per lb.

*100% cheaper than any other kinds of food.*

Order your fish for the Lenten trade from the old reliable headquarters.

**D. HATTON CO.**

**MONTREAL**

## CANADIAN GOODS WANTED

A prominent firm of English brokers (London) with important established connections in the United Kingdom and Europe is desirous of opening direct relations with Canadian packers of CANNED GOODS, DRIED FRUITS, Etc.

A representative of the firm will arrive in Canada about end of January to interview interested parties. Will owners of reliable brands desiring active representation please write "Conflict," c/o Canadian Grocer, 143-153 University Ave., Toronto.

## TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

## P. PASTENE & CO., LIMITED

340 ST. ANTOINE STREET - - - MONTREAL, QUE.



## OAKLEY'S "WELLINGTON" KNIFE POLISH

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

### John Oakley & Sons, Ltd.

Manufacturers of Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents: F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.

Sankey & Manson, 839 Beatty Street, Vancouver.

## FISH"

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

## LEMON BROS.

Owen Sound, Ont.

With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.  
 Chateau Brand Concentrated Soups—Celery, \$1.25; Consomme, \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Chicken, \$1.60; Mock Turtle, \$1.25; Tomato, \$1.45; Vermicelli Tomato, \$1.30; Mulligatawny, \$1.30; Soups and Bouilli, 6s, \$14.45.  
 Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, \$1.10; 1½s, \$1.45; 2s, \$1.90; 3s, tall, \$2.75; 6s, \$8; 12s, \$16.  
 Plain Sauce, Pink Label—Ind., 95c; 1s, \$1.10; 1½s, \$1.45; 2s, \$1.90; 3s (talls), \$2.75; 6s, \$8; 12s, \$15.  
 Chili Sauce (red and gold label)—Ind., 95c; 1s, \$1.10; 1½s, \$1.45; 2s, \$1.90; 3s, \$2.75.  
 Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.  
 Sliced Smoked Beef—½s, \$2.45; 1s, \$3.45; 4s, \$24.  
 Canadian Boiled Dinner—1s, \$2.45; 2s, \$4.95.  
 Peanut Butter — ¼s, \$1.90; ½s, \$2.45; 1s, \$3.40; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.  
**HARRY HORNE & CO.,**  
 Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case) .....	4 20
Cooker Brand Popping Corn (3 doz. in case) .....	4 20
<b>B.C. HOPS</b>	
Dominion Brand, quarters, per short weight pound .....	0 30
Dominion Brand, halves, per short weight pound .....	0 20
Maple Leaf Brand, ¼ lb. packages, per full weight pound ..	0 40
Maple Leaf Brand, ½ lb. packages, per full weight pound ..	0 30
<b>COLMAN'S OR KEEN'S MUSTARD</b>	
D.S.F., ¼-lb. ....	\$2 00
D.S.F., ½-lb. ....	5 30
D.S.F., 1 lb. ....	10 40
F.D., ¼-lb. ....	.....
	Per jar
Durham, 1-lb. jar, each...	\$0 60
Durham, 4-lb. jar, each...	2 25

**CANADIAN MILK PRODUCTS, LIMITED,**  
 Toronto and Montreal  
**KLIM**  
 8 oz. tins, 4 dozen per case...\$12.50  
 16 oz. tins, 2 dozen per case... 11.50  
 10 lb. tins, 6 tins per case... 25.00  
 Prices f.o.b. Toronto.

**THE CANADA STARCH CO., LTD.**  
 Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.  
 Manufacturers of the Edwardsburg Brands Starches  
**Laundry Starches—**

Boxes	Cents
40 lbs., Canada Laundry...	30 10
100-lb. kegs, No. 1 white...	0 10½
200-lb. bbls., No. 1 white...	0 10½
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 12
40 lbs., Benson's Enamel, (cold water), per case...	3 25
Celluloid, 45 cartons, case...	4 70
<b>Culinary Starch.</b>	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared .....	0 11½
40 lbs. Canada Pure or Challenge Corn .....	0 10½
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. ....	0 10½
(20-lb. boxes, ¼c higher, except potato flour.)	

**CROWN BRAND CORN SYRUP**  
 2-lb. tins, 2 doz. in case... 5 45  
 5-lb. tins, 1 doz. in case... 6 95  
 10-lb. tins, ½ doz. in case... 5 75  
 20-lb. tins, ¼ doz. in case... 5 70  
 (Prices in Maritime Provinces 10c per case higher.)  
 Barrels, about 700 lbs. .... 0 00½  
 Half bbls., about 350 lbs.... 0 00½

**LILY WHITE CORN SYRUP**  
 2-lb. tins, 2 doz. in case... 35 05  
 5-lb. tins, 1 doz. in case... 6 55  
 10-lb. tins, ½ doz. in case... 6 25  
 20-lb. tins, ¼ doz. in case... 6 20  
 (5, 10, and 20-lb. tins have wire handles.)  
**GELATINE**  
 Cox's Instant Powdered Ge-

latine (2-qt. size), per doz. 1 50  
**INFANTS' FOOD**  
**MAGOR, SON & CO., LTD.**  
 Robinson's Patent Barley—  
 1 lb. .... \$4 00  
 ½ lb. .... 3 00  
 Robinson's Patent Groats—  
 1 lb. .... 4 00  
 ½ lb. .... 3 00  
**NUGGET POLISHES** Des.  
 Polish, Black, Tan, Toney Red and Dark Brown ..... \$1 15  
 Card Outfits, Black and Tan. 4 15  
 Metal Outfits, Black and Tan 4 25  
 Creams, Black and Tan..... 1 25  
 White Cleaner ..... 1 25  
**IMPERIAL TOBACCO CO. OF CANADA, LIMITED**  
**EMPIRE BRANCH**  
 Black Watch, 10s, lb. .... \$1 20  
 Bobs, 12s ..... 1 13  
 Currency, 12s ..... 1 13  
 Stag Bar, 9s, boxes, 6 lbs. ... 1 08  
 Pay Roll, thick bars ..... 1 30  
 Pay Roll, plugs, 10s, 6-lb. ¼ caddies ..... 1 25  
 Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. .... 1 25  
 Great West Pouches, 9s, 2-lb. boxes, ½ and 1-lb. lunch boxes ..... 1 30  
 Forest and Stream, tins, 9s, 2-lb. cartons ..... 1 44  
 Forest and Stream ¼s, ½s, and 1-lb. tins ..... 1 60  
 Master Workman, 2 lbs. ... 1 25  
 Master Workman, 4 lbs. ... 1 25  
 Derby, 9s, 4-lb. boxes ..... 1 30  
 Old Virginia, 12s ..... 1 70  
 Old Kentucky (bars), 8s, boxes, 5 lbs. .... 1 35

**JELL-O**  
 Made in Canada  
 Assorted case, contains 4 doz. \$5 40  
 Lemons, 3 doz. .... 4 05  
 Orange, 3 doz. .... 4 05  
 Raspberry, 3 doz. .... 4 05  
 Strawberry, 3 doz. .... 4 05  
 Chocolate, 3 doz. .... 4 05  
 Cherry, 3 doz. .... 4 05  
 Vanilla, 3 doz. .... 4 05  
 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  
 Unflavored, 2 doz. .... 2 70  
 Weights, 11 lbs. to case. Freight rate second class.

**BLUE**  
 Keen's Oxford, per lb. .... \$ 24  
 In cases 12-12 lb. boxes to case ..... 0 25

**COCOA AND CHOCOLATE THE COWAN CO., LTD.,**  
 Sterling Road, Toronto, Ont.  
**COCOA**  
 Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. .... \$5 80  
 Perfection, ¼-lb. tins, doz. ... 1 60  
 Perfection, ½-lb. tins, doz. ... 3 00  
 Perfection, 10c size, doz. .... 1 15  
 Perfection, 5-lb. tins, per lb. 0 42  
 Supreme Breakfast Cocoa, ¼-lb. jars, 1 and 2 doz. in box, doz. .... 3 25  
 Soluble Cocoa Mixture (Sweetened), 5 and 10-lb. tins, per lb. .... 0 28  
 (Unsweetened Chocolate)  
 Supreme Chocolate, 12-lb. boxes, per lb. .... 0 45  
 Supreme Chocolate, 10c size, 2 doz. in box, per box.... 2 25  
 Perfection Chocolate, 10c size, 2 doz. in box, per box.... 1 90

**SWEET CHOCOLATE**  
 Per lb.  
 Eagle Chocolate, ¼s, 6-lb. boxes ..... 0 36  
 Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case... 0 36  
 Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case... 0 36  
 Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case... 0 36  
 Diamond Crown Chocolate, 28 cakes in box ..... 1 25  
**CHOCOLATE CONFECTIONS**  
 Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. .... \$0 47  
 Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ... 0 47



# Uniformly Good

The goodness of Royal Acadia Sugar never varies.

The quality is ever the same—

*Every Grain  
Pure Cane*

always. So you are justified in recommending Royal Acadia—it never fails to satisfy.

Sold in 2 and 5 lb. cartons, 10, 20 and 100-lb. bags, half-barrels and barrels.

The  
Acadia Sugar Refining Co., Ltd.  
HALIFAX, CANADA



*Furnivall's*  
FINE  
FRUIT  
PURE JAM

The excellent flavor of these delicious jams is due to three things:

- 1st—The carefully selected, nature-ripened fruit that is used.
- 2nd—The correct blending with pure cane sugar.
- 3rd—The skill and care used in preparation.

Good Grocers everywhere find these jams good sellers, and the profits they earn are most attractive. Order your supplies from the agents listed below.

**FURNIVALL-NEW**  
Limited  
Hamilton - Canada

AGENTS—The City of Ottawa, Quebec and the Lower Provinces with the exception of Cape Breton: Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: McLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: A. D. Norman, Scott Block, Winnipeg, Man. Hamilton: J. T. Price & Co., 35 Mary St., Hamilton, Ont. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S. Saskatoon: Gilbert Stroyan, Saskatoon, Sask. Newfoundland: E. J. Godden, St. John's, Newfoundland.

—Speed up your  
Spring sales with

# CHICKEN (LILY BRAND) HADDIES

*Packed 48 ones to case.*

(REGISTERED)

PACKED AT CANSO, N.S. by the

Head Office at Montreal

**MARITIME FISH CORPORATION, LIMITED**

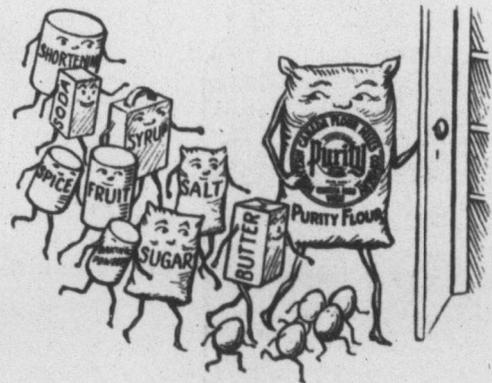
*Packers of the celebrated MAPLE LEAF Canned Codfish Flakes*

## Flour Opens The Door

A MULTITUDE of other groceries from your store find entry into the kitchen and the pantry of the customer when you sell Purity Flour—butter, eggs, sugar, shortening, fruits, flavorings, etc., etc.

### PURITY FLOUR

makes permanent friends. It is a carefully milled Western wheat flour of perfect uniformity. Push it—it will help your sales.



**Western Canada Flour Mills Co., Limited**

Head Office: - Toronto, Ont.

Branches at: Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, St. John, N.B., Courtenay, B.C.

## What's your salary Mr. Clerk?

This is not a personal question—rather do we wish to be a source of help and encouragement to you in increasing the bulk of your weekly pay envelope whatever its present size may be.

In your line to-day, as in every other, it's the trained men that are going ahead. Men who study their business and possess ideas and initiative for creating sales, men who know the goods they handle sufficiently well to talk intelligently about them to the customer—such men do not have to ask for a "raise." It comes to them.

Why not put yourself in this class of big salary earners? Make your services worth more to your employer by reading the advertising columns and the specialized editorial information in CANADIAN GROCER every week. Ask your employer to pass it along to you; or better subscribe yourself.

It just costs you \$3.00 for 52 issues—less than 6 cents a week—and it will prove a splendid investment in the greater money-making knowledge you will acquire from it.

In any event, plan on reading CANADIAN GROCER regularly. It's the surest road to advancement.

### CANADIAN GROCER

Publication Office: 143-153 University Ave., Toronto. Other Offices at Montreal, Winnipeg, Vancouver.

## Even One Half Hour

spent reading your trade paper is time well spent. Then pass it on to your assistant, and let it help him to help you.

Pure St. Vincent Arrowroot. Best of all the starches. Invaluable for invalids and indispensable in the manufacture of Cocoa, Chocolate, Biscuits, etc.

Direct from manufacturer, "Byera" brand.

For price, shipment, etc., apply to

**CLAUDE HADLEY**

Mt. William Estate, St. Vincent, B.W.I.

## Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.



# A New Drink Champagne de Pomme

Made from the juice of Canadian apples. A most delicious and refreshing drink.

Put up in pints, bottles or splits.

Every grocery store in Canada can sell this delicious beverage.

Packed 2 doz. to the case.

Order from your wholesaler or direct to

**Cie Canadien Importations**

140 St. Catherine St. E., Montreal

*It's Profitable Because—*



**100%  
PURE**

**COSGRAVE'S  
PURE MALT  
Vinegar**

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

**RETAILS  
15c and 25c**

**WELL ADVERTISED**

Write us or ask your jobber for trade prices.



Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. ....	0 47
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. ....	0 47
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. ....	0 47
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. ....	0 47
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ....	0 47
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. ....	0 43
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. ....	0 43
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ....	0 43
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. ....	0 43
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. ....	0 43
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. ....	0 43
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. ....	0 40
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. ....	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. ....	0 60
<b>NUT MILK CHOCOLATE, ETC.</b>	
Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per box. ....	2 35
Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per lb. ....	0 47
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb. ....	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 8 cakes to box, 24 boxes to case, per box. ....	2 48
Fruit and Nut Milk Chocolate Slabs, per lb. ....	0 47
Milk Chocolate Slabs, with Assorted Nuts, per lb. ....	0 47
Plain Milk Chocolate Slabs, per lb. ....	0 47

**MISCELLANEOUS**

Maple Buds, fancy, nearly 1 lb., 1/4 doz. in box, per doz. ....	86 00
Maple Buds, fancy, 1/4 lb., 1 doz. in box, per doz. ....	3 20
Assorted Chocolate, 1 lb., 1/4 doz. in box, per doz. ....	6 00
Assorted Chocolate, 1/4 lb., 1 doz. in box, per doz. ....	3 20
Chocolate Ginger, full 1/2 lb., 1 doz. in box, per doz. ....	4 35
Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz. ....	4 35
Active Service Chocolate, 1/4s, 4-lb. box, 24 boxes in case, per box. ....	2 05
Triumph Chocolate, 1/4s, 4-lb. boxes, 35 boxes in case, per box. ....	2 05
Triumph Chocolate, 1/4-lb. cakes, 4 lbs., 35 boxes in case, per box. ....	2 05
Chocolate Cent Sticks, 1/4 gr. boxes, 30 gr. in case, per gross. ....	1 15
120-1c Milk Chocolate Sticks, 60 boxes in case. ....	0 80

**6c LINES**

<b>Toronto Prices</b>	
<b>Per box</b>	
Filbert Nut Bars, 24 in box, 60 boxes in case. ....	\$1 05
Almond Nut Bars, 24 in box, 50 boxes in case. ....	1 05
Puffed Rice Bars, 24 in box, 50 boxes in case. ....	1 05
Ginger Bars, 24 in box, 50 boxes in case. ....	1 05
Fruit Bars, 24 in box, 50 boxes in case. ....	1 05
Active Service Bars, 24 in box, 50 boxes in case. ....	1 05
Victory Bar, 24 in box, 60 boxes in case. ....	1 05
Queen's Dessert Bar, 24 in box, 50 boxes in case. ....	1 05
Real Milk Chocolate Bar, 24 in box, 50 boxes in case. ....	1 05
Royal Milk Cakes, 24 in box, 50 boxes in case. ....	1 05
Cream Bars, 24 in box, 50 boxes in case. ....	1 05
Maple Buds, 5c display boxes, 5c pyramid packages, 5c glassine envelopes, 4 doz. in box. ....	2 10

**W. K. KELLOGG CEREAL CO.**

Kellogg's Toasted Corn Flakes, Waxtite. ....	4 15
--	------

Kellogg's Toasted Corn Flakes, Ind. ....	2 00
Kellogg's Dominion Corn Flakes. ....	4 15
Kellogg's Dominion Corn Flakes, Indiv. ....	2 00
Kellogg's Shredded Krumbles. ....	3 50
Kellogg's Shredded Krumbles, Ind. ....	2 00
Kellogg's Krumbled Bran. ....	1 85
<b>BRODIE AND HARVIES</b>	
XXX Self-Raising Flour, 6 lb. packages, doz. ....	5 80
Do., 3 lbs. ....	2 95
Superb Self-Raising Flour, 6 lb. ....	5 60
Do., 3 lb. ....	2 85
Crescent Self-Raising Flour, 6 lb. ....	5 70
Do., 3 lb. ....	2 90
Perfection rolled oats (50 oz.)	3 00
Brodie's Self-Raising Pancake Flour, 1 1/2 lb. pack., doz. ....	1 50

**BLACKWOODS' BAKING POWDER**

8-oz. tins, 4 doz. to case. ....	\$ 1 50
12-oz. tins, 4 doz. to case. ....	2 25
16-oz. tins, 4 doz. to case. ....	2 50
Qt. Sealers, 1 doz. to case. ....	5 00
5-lb. tins, 1 doz. to case. ....	6 50
5-lb. tins, 1 doz. to case. ....	10 50

**CORDIALS**

Black Cherry. ....	St. Julien Claret
Mondego Port. ....	Grape Wine
Hot Todd. ....	Ginger Wine
Sloe Gin. ....	Crema de Menthe
Packed 1 doz. qts. to case. ....	
Per case. ....	\$4 50
Bulk, per gallon. ....	1 85

**LIQUEURS**

H. T. Special. ....	Ginger
Crema de Menthe. ....	Black Cherry
Hot Todd. ....	Port
Grape. ....	Claret
Sloe Gin. ....	Trench Rum
Packed 1 doz. qts. to case. ....	
Per case. ....	\$4 50
Bulk, per gallon. ....	2 85

**CONCENTRATED FRUIT CIDERS**

Orange. ....	Cherry
Peach. ....	Loganberry
Lemon. ....	Strawberry
Grape. ....	Raspberry
Blackberry. ....	Per doz.
Packed 24, 2 1/2-lb. tins to case. ....	\$7 20
Apple, pkd. 24, 2 1/2-lb. tins to case. ....	7 40

**EXTRACTS**

Blackwoods' Government Standard. All flavors. Per doz. —	
2-oz. 2 1/2-oz. 4-oz. 8-oz. 16-oz.	\$1 75 2 00 3 25 5 75 11 25
Heather Brand. Fifty per cent. over Government Standard. Per doz. —	
2-oz. 2 1/2-oz. 4-oz. 8-oz. 16-oz.	\$2 25 2 50 4 25 7 50 14 00

**OYSTER COCKTAILS**

Packed 5-doz. 4-oz. botts. to case. ....	\$0 85
<b>OLIVES</b>	
Queens, packed 24, 8 oz. to case. ....	\$2 20
Queens, packed 24, 16 oz. to case. ....	3 35
Pimento Stuffed, 24, 8 oz. to case. ....	3 00
Pimento Stuffed, 24, 16 oz. to case. ....	4 50

**BLACKWOODS' DE LUXE**

<b>PICKLES</b>	
Oss. 10 16 18 20 Qts.	
Sr. Mix. ....	2.25 3.15 3.35 4.65
Chow. ....	2.35 3.25 3.40 3.85 4.90
Onions. ....	3.45
Gherkins. ....	3.50
Sw. Mix. ....	2.50 3.35 3.60 4.00 5.15
Sw. Onions. ....	3.75
Sw. Gherkin. ....	3.75
F.o.b. jobbing points add the following freight per dozen:—	
10 oz., 10c; 16 oz., 15c; 18 oz., 20c; 20 oz., 25c; qts., 30c.	

**PICKLES IN TINS**

Sr. Mix, 2 1/2-lb. tins. ....	\$3 25
Chow, 2 1/2-lb. tins. ....	3 40
Sw. Mix, 2 1/2-lb. tins. ....	3 50
Sr. Gherkin, 2 1/2-lb. tins. ....	4 25
Sw. Gherkin, 2 1/2-lb. tins. ....	4 50
Dills, 2 1/2-lb. tins. ....	3 50
Kraut, 2 1/2-lb. tins. ....	1 90

**PICKLES IN BULK**

<b>Spring Top Gallon Jars</b>	
Sr. Mix. ....	\$1 15
Chow. ....	1 25
Sw. Mix. ....	1 40
Dills. ....	1 10
Pails 1 gal. 2 gal. 5 gal.	
Sr. Mix. ....	\$1 40 \$2 00 \$4 00
Chow. ....	1 45 2 05 4 00
Sw. Mix. ....	1 70 2 35 4 50

**RELISHES**

Horse Radish, 18-oz. bottle. ....	\$3 40
English Pickling, 8-oz. ....	2 25

# Winter Bananas

## Our Specialty

Absolutely the best fruit you can obtain. Special packing during cold weather. Let us have a standing order for what you require.

- Golden Orange Brand Navels
- Florida Grape Fruit—Bright, heavy packing
- Western Box Apples—All Best Winter Varieties
- Frozen and Smoked Fish
- Oysters
- Potatoes, Carrots, Beets, Parsnips, Turnips, Cabbage, Onions

*The House of Quality*

# Hugh Walker & Son

Limited

Guelph

Established 1861

Ontario

# "Pet Brand"

## Sunkist Oranges

We are having regular arrivals this celebrated brand of Navel Oranges.

## Stripes Brand Grape Fruit

### Freshly Packed Barrel Apples

Consisting of Spys, Baldwins, Starks, etc.—all Ontario apples in first-class condition.

Full Assortment of all the  
FRESH VEGETABLES

## WHITE & Co., Limited

Toronto & Hamilton

# Vinegar

and

# Syrup

# Pumps

## Walter Woods & Co.

Hamilton

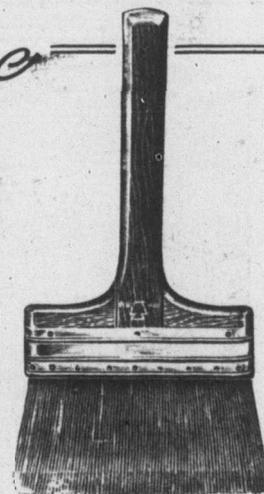
and

Winnipeg

*Keystone*

## KALSOMINE BRUSHES

There's a good demand each Spring for Kalsomine and Whitewash Brushes. Are you familiar with the Keystone line?



## Popular Priced Brushes

### Prompt Delivery

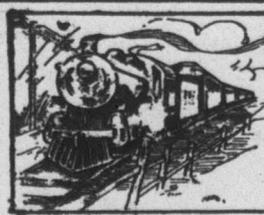
We are turning these out very rapidly, because they are machine-made Kalsomine Brushes to sell at popular prices.

We are able to promise prompt delivery on these brushes.

## STEVENS-HEPNER CO., LIMITED

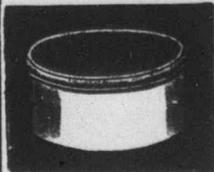
Port Elgin, Ontario





# BUYERS' MARKET GUIDE

## Latest Editorial Market News



### STONEWARE

Buy Now—Butter Crock  
Jugs, Churns, Flower Pots  
etc. Ask for latest cata-  
logue.

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, 592 Kingswood Road  
Beach 2170 Toronto

J. E. TURTON, Board of Trade Building,  
Montreal

OPPENHEIMER BROS., LTD.  
Vancouver, B.C.

BAIRD & CO., Merchants, St. Johns

Order from your jobber to-day.

### "SOCLEAN"

the dustless sweeping compound

#### SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

### Shuman Pricing Outfits

for  
Groceries and Stores which price-mark  
their goods—we have the right system.

For full particulars write:

Store Helps Manufacturing Company

12 Sheppard Street, Toronto,  
and  
Calgary, Alberta.

### Olivier's Cream Toffee

5 cent bars

O.K.—Almond—Cocoanut

The finest made

Brokers

Man. & Sask. - Watson & Truesdale

Calgary - Clarke Brokerage

B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVIER (the toffee man)

MEDICINE HAT

### HIGHER PRICES ON SARDINES

It is intimated that higher  
prices will prevail on the  
shipment of Norwegian  
sardines due to arrive.  
This will probably be the  
last importation of Norwe-  
gian sardines until the new  
catch which is in June and  
July. Stocks are not very  
large and even higher  
prices can be expected be-  
fore the new catch arrives.



### CLIMAX PAPER BALERS

ALL STEEL-FIREPROOF

"Turns Waste  
into Profit"

12 SIZES

Send for Catalogue  
CLIMAX BALER CO.  
Hamilton, Ont.

## FOR SALE

Selected eggs, creamery butter,  
fancy dressed poultry. It will pay  
you to buy your supplies from

### C. A. MANN & CO.

LONDON, ONT.

Phone 1577



### The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:

Ice Cream Cartons, Parafined.

Butter Cartons, Parafined.

Egg Cartons; Special Egg Fillers.

Folding Candy Boxes; also handy

Parafine boxes for bulk pickles,

Mince meat, etc.

## BEANS

Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

30 DOZ. CASE FILLERS  
ONE DOZ. CARTON FILLERS  
3/4-INCH CUSHION FILLERS  
CORRUGATED FLATS

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

### Fidelity Collection Agency Ltd.

Canadian Bank of Commerce Bldg., Winnipeg

Collections and Adjustment

"We collect anything anywhere"

References: Can. Bank of Commerce and Molsons Bank

These one-inch spaces  
only \$2.20 per insertion  
if used each issue in the  
year.

# Wanted

## Classified Advertising

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

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

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

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

### FOR SALE

**FOR SALE—QUICK DISPOSAL, WELL-ESTABLISHED, up-to-date general store business, post office and telephone, modern conveniences, Saskatchewan point, good class of settlers to draw trade from, to a responsible party with \$5,000 cash terms would be given on the balance; the total deal approximates \$10,000; or two young men could eliminate salary expenses; present owner in business five years, but owing to sickness this business is for sale; no opposition; country well settled; most of the farmers own cars, and farming conducted extensively; deal direct with owner (no agents). Apply first instance Box 26, Canadian Grocer, 153 University Ave., Toronto.**

**GOOD COUNTRY GENERAL STORE AND stock at station, store and stock about \$8,000. Good building and clean stock. Selling on account of poor health. Apply Box 916, Canadian Grocer, 153 University Ave., Toronto, Ont.**

**FOR SALE—GROCERY BUSINESS, STOCK and fixtures, about \$2,000; turnover about \$14,000. Will rent or sell property. Reasons for selling, other business and short of help. Address Box 393, Canadian Grocer, 143 University Ave., Toronto, Ont.**

**FOR SALE—FIRST-CLASS GROCERY BUSINESS on Wellington Street, Sherbrooke, Que. Stock and Fixtures about \$12,000. Apply Box 788, Canadian Grocer, 153 University Ave., Toronto, Ont.**

**GROCERY FOR SALE. LARGE FAMILY trade. Stock all new and clean. Sell or rent building. Woodman & McKeg, Coaticook, Que.**

**FOR SALE—AT A BARGAIN FOR CASH, NEW sixteen-foot Sherer-Gillett grocery counter. Apply Keyes Co., Elmsdale, N.S.**

**FOR SALE — A GENERAL STORE STOCK about \$10,000, on railway line; stock sold separate or with property. Apply to Alex. Shute, Holland Centre, Ontario.**

**WHOLESALE BUSINESS FOR SALE — AT Lennoxville, Que. In the heart of the Eastern Townships. Plant comprises five buildings grouped at the Junction of three trunk lines of railways—the C.P.R., G.T.R., and Boston and Main. Floor space available, sixteen thousand (16,000) square feet, with grain storage in addition for 30,000 bushels. Private siding with capacity for six cars besides rail access to each building. Ample storage for coal, lime, cement, wood and brick. Grist mill with electric power, unequalled shipping facilities. Old and well established buying and selling connections. All the above offered with complete equipment as in operation at present. References given and particulars of turnover. Apply P.O. Box 614, Sherbrooke, Que.**

## 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

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.
St. John's, Nfld.	

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

**C. A. B. Brown** General Manager  
Western Canada  
TORONTO

### WANTED

**MAN WITH CONSIDERABLE EXPERIENCE,** good connection, wants food or confectionery lines west of Winnipeg. Best of references. Box 914, Canadian Grocer, 153 University Ave., Toronto, Ont.

**WANTED—TO BUY A USED STENCIL CUTTING machine;** must be in good condition. Shaw & Ellis, Pocologan, N.B.

### SITUATIONS WANTED

**A SUCCESSFUL BUSINESS MAN GIVING up business on account of poor health, would like some good agency or traveling position for a good firm; Saskatchewan and Alberta territory preferred. Box No. 22, Canadian Grocer, 143 University Ave., Toronto.**

### FOR SALE

**FOR SALE—HAND MIXER OF 400 TO 500 pounds capacity for blending tea. Can easily be fitted up to operate by power. Made by Parwell & Sons, Bristol, England. In first class condition; will sell for \$100. Apply Donora Extract Co., 11 Place Royale, Montreal.**

### AGENCIES WANTED

**TO MANUFACTURERS: LIVE SELLING ORGANIZATION in west can handle one more good line to retail and jobbing trade. Write salesman. 108 P. Burns Bldg., Calgary.**



## Parke's Smoke Essence

will smoke and cure meat better than the old smoke house method. It is easy to use—just apply with a brush. Keeps the meat tender, because the moisture is retained.

RETAILS 35c AND 75c.

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

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

### Parke & Parke Limited

MACNAB ST. AND MARKET SQ.  
Hamilton, Ontario

## COLLECTIONS

If you want your own money—we can get it. There's no reason why you should not get the money that really belongs to you. Those bad accounts are a sore spot—but we can help you. Ours is a reliable agency. We can handle this thing for you in a thorough manner. Try us.

**Nagle Mercantile Agency**  
Laprairie (Montreal) Que.

EVERYWHERE  
NO COLLECTION  
NO CHARGE  
EFFICIENT  
RELIABLE

# "Riteshape"

## SAVE AND SERVE

Canadian Housewives  
Like the Riteshape



Into the best homes in the Dominion, Riteshape brings the delicacies of all food markets.



The predominant retail establishments in Canada use the Riteshape exclusively.



Are you using Riteshapes for your bulk foods?

*Ask Your Jobber*

**VICTORIA PAPER & TWINE CO.**

*Distributors*

TORONTO

MONTREAL

HALIFAX

THE OVAL WOOD DISH CO. — MANUFACTURERS — TUPPER LAKE, N.Y. U.S.A.



You Will Like  
**Lanka**

It is an exquisite blend of the finest tea Ceylon's Hill Gardens produce. Its delicious flavor can't be described — but your first cup will win you. The bright sparkling color proclaims Lanka quality and adds to your enjoyment. The aroma is captivating — as inviting as the bouquet of rare wine. Lanka Tea is British grown to suit British taste. It is imported direct through the Keystone Port of Vancouver, with a consequent saving of import duties and freight charges, which allows us to offer Lanka at a popular price. Lanka Tea costs but 70 cents a pound — no more than any good tea. It comes in the handsome striking package illustrated in this advertisement, which you will see on your grocer's shelf. Leading dealers have welcomed this opportunity to give their customers the supreme quality of Lanka Tea.

Lanka Tea is imported and packed by  
**WM. BRAID & COMPANY, Vancouver, Canada**

# This Ad—and LANKA on Your Shelf

Lanka Tea is powerfully advertised both through compelling statements and striking illustrations and an enormous volume of publicity.

The aggregate circulation of the magazines, newspapers and farm papers in which Lanka advertisements constantly appear is over a million. About five million is the actual number of readers.

Judge for yourself the demand such an overwhelming campaign creates. Cash in on it by having Lanka ready on your shelf.

For when your customers see the handsome Lanka package they will immediately remember what the Lanka advertising has told them about Lanka quality. The result is a trial order. This first pound converts the tryer into a life user, for Lanka embodies supreme quality.

Best of all, this supreme grade of tea is offered at a popular price. 75 cents a pound retail allows all to enjoy the best value the world produces—the super-fine tea from Ceylon called Lanka. Order from your jobber today.

Lanka Tea is imported and packed by  
**WM. BRAID & COMPANY, Vancouver, Canada**  
**S. H. Moore & Company, Ontario Agents**  
704 Excelsior Life Bldg., Toronto