

# CANADIAN GROCER

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THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

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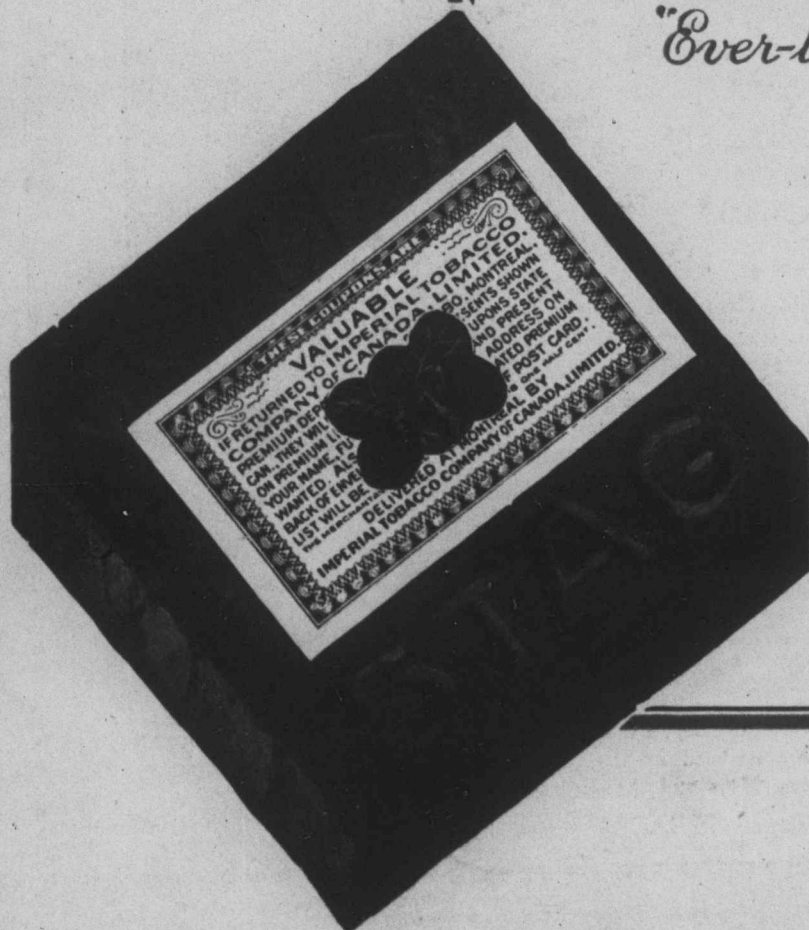
No. 15

It pays to handle a  
popular brand such as

## STAG

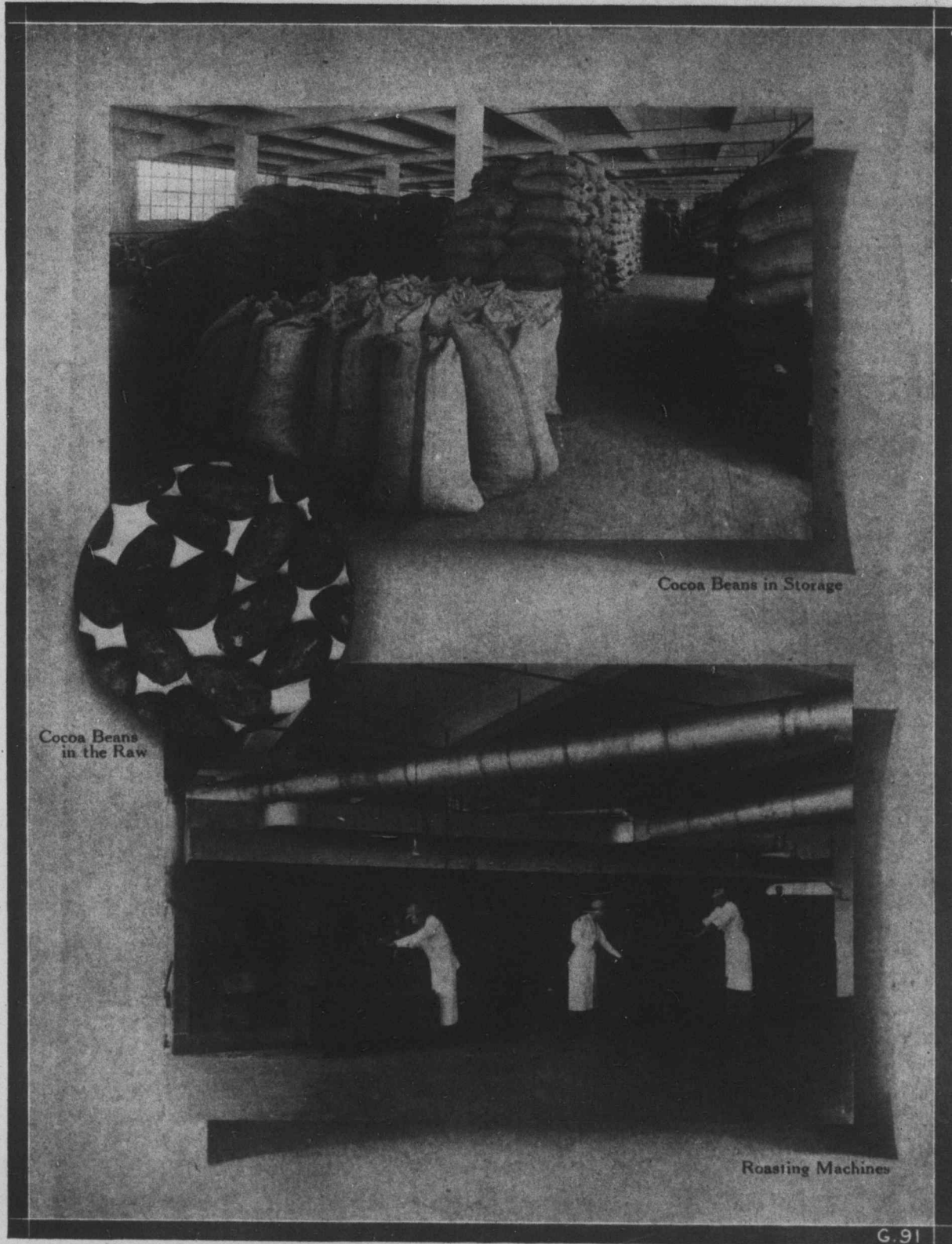
CHEWING TOBACCO

*"Ever-lasting-by Good"*



It is making money  
for others—  
Why not for you?

Handled by all the  
wholesale trade.



Cocoa Beans in Storage

Cocoa Beans  
in the Raw

Roasting Machines

G. 91

## COWAN'S COCOA

This illustration gives some idea of the immense quantity of beans it is necessary for The Cowan Company, Limited, to always carry in stock. The beans are roasted in the large revolving ovens, shown in lower picture, after which they are broken into Cocoa Nibs and then ground into Chocolate Liquor.

(MADE IN CANADA)



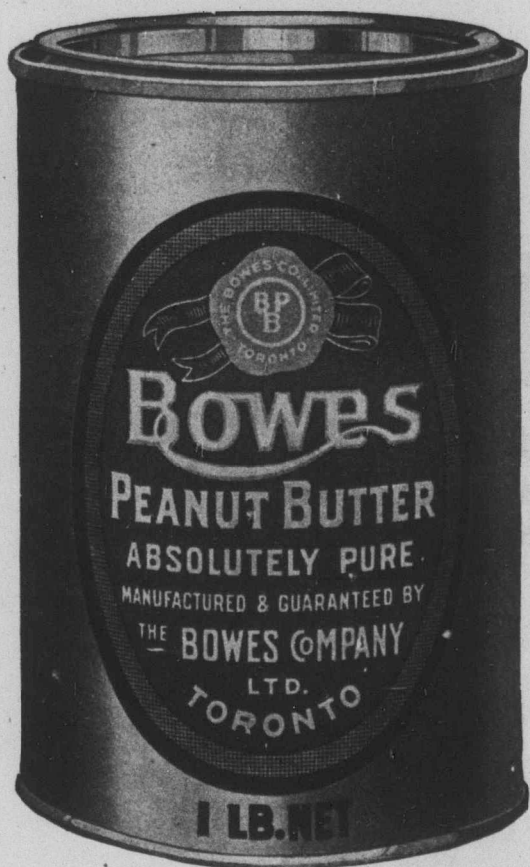
AND they lead in popularity also. For while there are many brands of Milk Products on the market the demand for the Borden lines continues to grow. Dealers will find Borden's easier to sell, because well advertised goods move briskly where less well-known lines become dust collectors. If your stocks need replenishing, ask your wholesaler.

**Borden Milk Company**

Limited

**Montreal**

**Vancouver**



## Why You Should Sell This Line..

It is backed with the Bowes guarantee of quality.

The quality is always uniform.

It allows you a good margin of profit.

It is widely advertised to the cons

All these facts, combined, not only enable you to get behind the sale of Bowes' Peanut Butter with enthusiasm but they make sales easy for you; inspire the confidence of your customers in you and your lines of merchandise, and keep sales for Bowes' Peanut Butter continually coming your way.

*Your jobber will be glad to supply you with this line.*

## Quality Stores Handle Quality Goods

**T**HE prestige that lies behind **McCORMICK'S Quality** means thousands of dollars to the merchants of Canada. The consumer gauges the quality of the store by the variety of high-class, trade-marked goods it handles. The **McCORMICK** lines are advertised to the consumer as standard products. Therefore the progressive merchant who keeps in touch with the needs and tastes of his customers is never without

### McCORMICK'S JERSEY CREAM SODAS

They are the highest quality biscuits. They have broken all records in Biscuit Popularity.



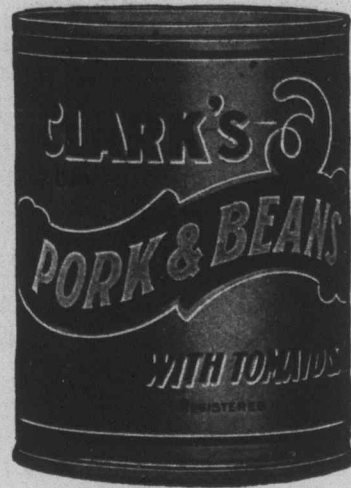
*Also makers of  
Fancy Biscuits*

**The McCormick Mfg. Company Limited, London, Can.**

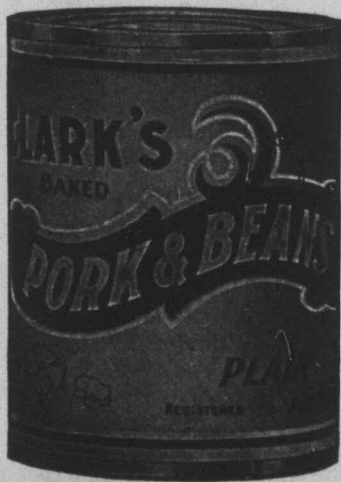
Branches: Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, St. John, N.B., Port Arthur  
Canada Food Board Licenses, 11-003 14-166.

# CLARK'S PORK AND BEANS

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



## QUALITY



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

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

W. Clark, Limited



MONTREAL

Canada Food Board License No. 14-216

This is the Tea  
that we blend  
and recommend

## BLACKWOOD'S Heather Blend Tea



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

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

**BLACKWOODS LIMITED - Winnipeg, Canada**



## Wheat Kernels Again!

**T**HE restrictions are off! Wheat Kernels are back on the market again—the same high-class breakfast food in a new attractive shelf package.

Wheat Kernels was a big favorite before the war and it's going to "come back" strong. Order a supply now and get it on your sales counter.

A profit of 25% for you.

**White Swan Spices & Cereals, Ltd.**  
TORONTO

Every Week with the  
**E. B. EDDY COMPANY**  
 OF HULL CANADA

Story for Week Dated April 11, 1919

Being No. 29 in the Series

**Making Eddy Sulphite Pulp:  
 Pure Acid and Spring Water.**

VAPOR from the hot ovens described in last week's article enters the acid-making tower in the form of sulphur-dioxide gas. Entering the tall tower at its base, this gas rises through a great mass of limestone blocks, and meets amongst them a steady trickle of the purest water available anywhere in all Canada. This water is obtained right on the grounds of the E. B. Eddy Company's plant from a deep well which bores down 508 feet into the solid rock directly below the pump house which stands close by the acid-making tower.

Besides being of absolute purity, this Eddy Company Spring water possesses the advantage of having an absolutely even temperature all the year round, of 52 degrees Fahrenheit. In combination with the sulphur vapor, and the limestone, it trickles forth at the bottom of the tower as a solution of bisulphite of lime, and this is what produces the sulphite pulp from the fine wood chips in the great digesters when the steam is applied. Until required for this purpose the acid is stored in lead-lined tanks.

When they visit the E. B. Eddy plant, and discover there, as E. B. Eddy discovered, the abundance of the clean limestone required for this process, and the inexhaustible supply of pure spring water so perfect for its purpose, it seems as if some prophetic power had guided E. B. Eddy to this spot when he came to Canada to establish his vast industry. Certainly the developments of over half a century have justified his choice of a location. The lumber, the limestone, the pure water, and the water-power are being used to their full capacity in the many industrial activities of this great Canadian firm. Every day busy minds are at work perfecting the various processes so that E. B. Eddy products of all kinds known to the retail trade and the consumer, are absolutely the last word in value for their price and utility for their purposes.



THE illustration above shows an exhibit by the members of The E. B. Eddy Company Sulphite Department, forming part of the procession on Labor Day, 1915, at Hull. The snow-white, exquisitely pure sulphite pulp is seen in the float, and with it are shown rolls of E. B. Eddy Co. Famous Impervious Sheathing which is manufactured at the Sulphite Plant, and which is a beautifully clean, warm, and damp-proof lining for the walls of buildings. The white garments of the members of the Eddy Staff taking charge of this float are in keeping with the purity of their product. On the float in English and French are advertisements for Eddy's Impervious Sheathing, best for Houses, Churches, Silos, Barns, and Stables. Keeps out the Cold, and Keeps in the Heat. With all the other employees of the Eddy Plant the members of the Sulphite Department Staff are proud of the goods they manufacture.





THE  
GOODNESS  
GOES IN  
—BEFORE—  
THE LABEL  
GOES ON



# DOMINION BRAND

## Vegetable Tomato Soup

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

## Spaghetti with Tomato Sauce

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

## Pork and Beans

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

## Tomato Soup

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

*Ask Your Jobber or Write Direct*

**DOMINION CANNERS LIMITED**  
HAMILTON - CANADA

There is a suggestion of quality in the name

# PURITY FLOUR

(Government Standard)

that appeals to a woman and makes it easy to sell her this well-known brand of flour.

And after she tries a sack, the superior quality of PURITY FLOUR will make a repeat sale easier than the first sale.

Grocers who buy one lot of PURITY FLOUR are also easily sold a second lot because they find it gives such satisfaction to their customers.

*“More Bread and Better Bread, and Better Pastry”*

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

Head Office : TORONTO, ONTARIO

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



*By Appointment to H.M. King George V.*

## From War to Peace

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

# Huntley & Palmers Biscuits

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

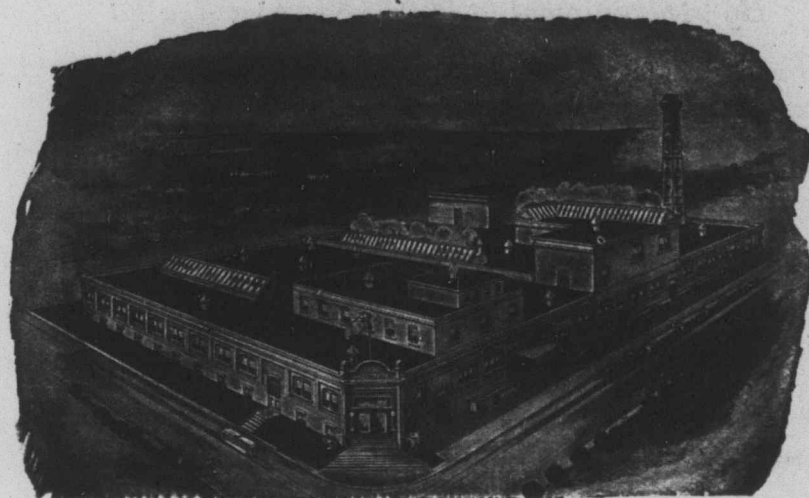
## Unrivalled Quality

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

**HUNTLEY & PALMERS LTD.**

Biscuit Manufacturers  
READING & LONDON  
ENGLAND

Prepared  
in  
Copper  
Kettles  
Boiled  
in  
Silver  
Pans



Packed  
in  
Gold  
Lined  
Pails  
and  
Glass  
Jars

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

# WAGSTAFFE'S

NEW SEASON'S 1919

## CELEBRATED SEVILLE Orange Marmalade

Now Ready for Delivery

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

*Order from Your Wholesale Grocer*

# WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

# A WARNING TO ALL MERCHANTS

**M**ERCHANTS throughout Canada are warned that the  
genuine original

*Kellogg's*

TOASTED

## CORN FLAKES

are only packed in the

**Red, White and Green Package**

This is the only product sold by us.

To protect yourselves and your customers you should refuse all substituted imitations. The "Just - as - Good" varieties are not Kellogg's Toasted Corn Flakes—because the latter are only made in Canada by

**The Battle Creek Toasted Corn Flake Co., Limited**

*Head Office and Plant: LONDON, ONT.*

**W**E have recently doubled  
our factory capacity.  
We can fill your order and  
ship immediately any quan-  
tity you require.



## The Ideal Leading Line

H.P. is selling freely by sheer merit and good advertising.

H.P. Sauce makes business — keeps business — increases business.

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

# H.P.

# SAUCE



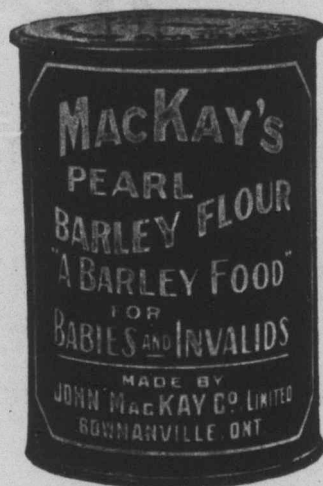
## A Choice Concord Grape Juice

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.

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

Ontario Agents:  
**ROSE & LAFLAMME Limited, Montreal, Que.**



## Mackay's Pearl Barley Flour

Made-in-Canada. A "Barley Food" without a peer. A seller and a "repeater."

Just the thing for infants, invalids and old people. Gives a delightful flavor to soups and gravies.

**IT'S THE REAL MACKAY**

Dealers should keep MacKay's well displayed and so link up with our widespread consumer advertising.

Your wholesaler has it.

Recommended by Dr. McGill, Ottawa, Dominion Medical Analyst.

**John Mackay Co., Limited**  
 BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada

## "PRIDE OF CANADA" PURE MAPLE SUGAR AND SYRUP

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

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

**MAPLE TREE PRODUCERS ASSOCIATION, LIMITED**

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

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

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

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

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

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

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

WHEN WRITING TO ADVERTISERS  
KINDLY MENTION THIS PAPER

**Watson & Truesdale, Winnipeg**

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

**Wholesale Grocery Brokers and Manufacturers' Agents**

TRACKAGE  
STORAGE  
DISTRIBU-  
TION

# Donald H. Bain Co.

## WHOLESALE GROCERY COMMISSION AGENTS

---

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

---

**Head Office: WINNIPEG**

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

Canada Food Board License No. 6-480

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WESTERN CANADA

MANITOBA  
SASKATCHEWAN

Wholesale Grocery Commission  
Brokers

ALBERTA  
WESTERN ONTARIO

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

Head Office: **WINNIPEG** Manitoba

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



### The Largest in Western Canada

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

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

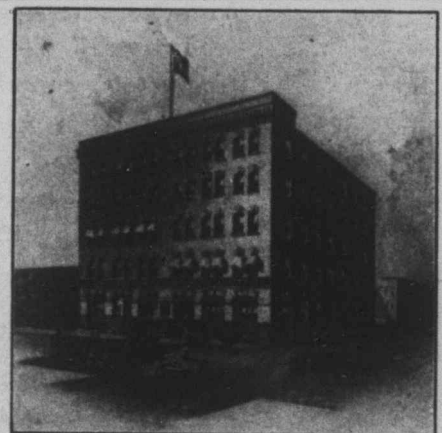
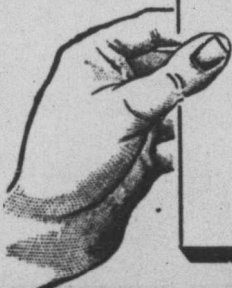
### This is the House of Service in the Western Field

Our organization and our staff of aggressive salesmen are the two links required to connect your product with the splendid markets of Western Canada.

Let us show you how.

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

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



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WESTERN PROVINCES

**D. J. MacLeod & Co.**

Manufacturers' Agents  
and Grocery Brokers  
EDMONTON, ALTA.

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

**Joseph E. Huxley & Co.**

Wholesale Grocery Commission Agents

WINNIPEG

CANADA

**MacDONALD BROKERAGE CO.**

ARE YOU SEEKING REPRESENTATION  
IN ANY PART OF CANADA?

Through our complete organization we are in a position to represent some good grocery specialty lines. If interested, address Box 494, Canadian Grocer.

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

We represent some of the best manufacturers, from Port Arthur to the Rockies. We represent, among other lines, the products of:  
JIREH FOOD CO., JAMES EPPS & CO., KERR BROS.

**SIX HOUSES IN WESTERN CANADA**

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

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

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED, Edmonton, Alta.

**WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS**

Consignments Solicited

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

Write Us

"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

**DO YOU NEED ANYTHING ?**

If so, turn to page 64 and look it over

The opportunity you are looking for may not be there. Then create your opportunity by advertising. It is easily done. Write a concise description of what you need. Count the words. The rate is small, 2 cents per word for first insertion and one cent for each subsequent insertion. If you want your replies directed in our care the charge for Box is 5 cents per insertion extra.

**CANADIAN GROCER, 143 University Ave., Toronto, Ont.**

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

Head Office: Winnipeg

Branches at

Regina, Saskatoon, Calgary, Edmonton

We represent

W. C. Macdonald, Reg'd.  
W. Clark, Limited.  
Maple Tree Producers' Assn.  
Lindners, Limited.  
Aunt Jemima Mills Co.  
Penick & Ford, Limited.

Marshall Milling Co.  
Rosenberg Bros. & Co.  
Pratt-Low Pres'g Co.  
H. Bell-Irving Co., Ltd.  
Hargreaves Canada, Ltd.,  
etc., etc.

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## ONTARIO

### T. M. SIBBALD & SON

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

### MACLURE & LANGLEY

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

### LOGGIE, SONS & CO.

*Merchandise Brokers and  
Manufacturers' Agents*

Grocery, Drug and Confectionery Specialties.

Foy Bldg., 32 Front Street  
TORONTO - - ONTARIO

### H. D. MARSHALL

*Wholesale Grocery Broker*  
OTTAWA MONTREAL HALIFAX

### W. G. PATRICK & CO.

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

## FINEST CRYSTAL GELATINES

Powdered and Sheet  
FINE LEAF GELATINE  
*British Manufacture*

# GELATINE

OURY, MILLAR & CO.  
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.  
18 TORONTO ST., - TORONTO

EVERY DOG OWNER  
throughout the World  
Knows

# SPRATT'S DOG CAKES and PUPPY BISCUITS

Will you cater for  
those in your town?

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

## SPRATT'S PATENT LIMITED

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

or

24-25 Fenchurch Street, London, England.



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**QUEBEC**

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

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

**JOHN E TURTON**  
*Wholesale Grocery Broker*  
BOARD OF TRADE BUILDING  
MONTREAL

**W.J.SHEELY**  
*Grocery Broker and  
Commission Merchant*  
**AGENCIES WANTED  
CONSIGNMENTS SOLICITED**  
Bankers: Home Bank of Can.  
**St. Nicholas Bldg. Montreal**

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

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

**MARITIME PROVINCES**

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

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

**J. W. DION**  
17 St. James St., Quebec  
**Wholesale Broker  
and  
Commission Agent**  
Fish, Fish Oils, Barrel Pork, Lard, Shortenings, Fresh Meat, Canned Goods, Eggs, etc.

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

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

When Writing to Advertisers Kindly  
Mention this Paper.

**MANUFACTURES OF FOOD PRODUCTS**

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

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

**EL ROI-TAN** PERFECT CIGAR

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

## Squirrel Brand PEANUT BUTTER

### C. T. NELSON GROCERY BROKER

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

### KELLEY-CLARKE CO. VANCOUVER, B.C.

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

### The Robert Gillespie Co. *Importers and Exporters*

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

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

### North West Trading Co., Ltd.

*Importers of Australian and Oriental Produce*  
SALMON BROKERS  
DOMINION BLDG. VANCOUVER

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

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

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



**ALBATROSS BRAND**

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

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

FRESH  
BRITISH COLUMBIA



**PILCHARD**

Your Customers Will Like  
**ALBATROSS BRAND  
PILCHARD**

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

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



**FISH PASTE**  
in 4 oz.  
GLASS JARS

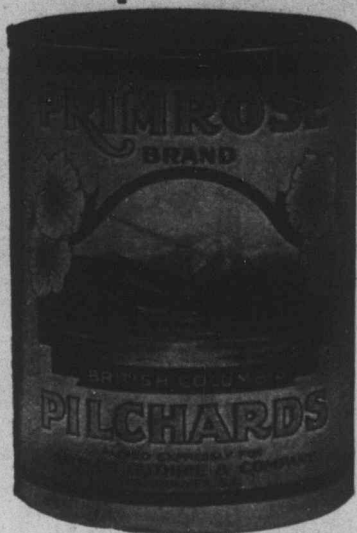
BLOATER  
ANCHOVY  
SARDINE  
SALMON



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

# "PRIMROSE"

## PILCHARDS



*Strictly Prime Quality*

**Ocean Caught**

**Packed Only By Hand**

*Rich in flavor and high in food value*

**Defiance Packing Co., Ltd.**  
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Canneries at West Vancouver and Port Renfrew, B.C.  
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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.

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**Dodwell & Co., Ltd.**  
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# SNOWCAP PILCHARDS



Delectable  
and  
Dainty  
Hand  
Packed

BY

**The Nootka Packing Co., Ltd.**

NOOTKA, B. C.

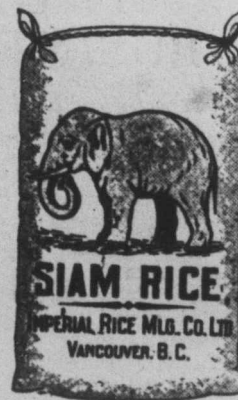
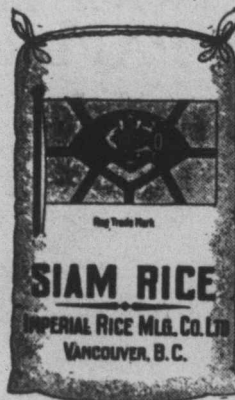
Packed in 1 lb. Tins  
and 1-2 lb. Flats.  
Sold By Your Jobber.

EXCLUSIVE DISTRIBUTORS

**Dodwell & Co., Limited**  
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# Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value  
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## What Would You Think of a Manufacturer—

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The concern which uses your business paper to tell you its business story is simply using a modern piece of selling machinery to make it easier for you to buy intelligently with the least waste of your time and theirs.

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Made in Canada  
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Guaranteed to give  
Satisfaction

Eureka Principle  
Cold Dry Air Circulation

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

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

## Eureka Refrigerator Co., Limited

Head Office: Owen Sound  
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# Sunkist Orange Marmalade

(Sweet)

Your customers will demand this new and "different" marmalade. The Sunkist advertising will make it sell. The Sunkist quality will make it repeat.

Write **now** for prices and particulars to

## DUNN-HORTOP LIMITED

*Sole Selling Agents for  
Ontario and Quebec*

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# Easter Specialties

Will have complete assortment of fancy Easter Specialties, consisting of

- Strawberries**  
(Louisiana pints)
- Pineapples**
- Florida Celery
- California Cauliflower
- Cucumbers
- Tomatoes
- New Carrots
- New Beets
- New Spinach, etc.

Kindly wire, phone or mail your order for prompt and efficient service.

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*House of Quality*

35 Church St. - Toronto

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

# Chas. Lauder Co.

*95 and 97 Ontario Street*

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**Wholesale  
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**FINE CHOCOLATES  
CENT GOODS**

## Ask Us For Quotations on Imported and Domestic Fruits

¶ We can fill your orders on Short Notice.

¶ And the quality of our goods is everything you could wish for—sound, selected, sun-ripened fruits—the kind that will add to your reputation for quality merchandising.

¶ We can guarantee our customers prompt, courteous service, and our stocks are always ample enough to meet every call.

¶ Get our quotations and compare them. Our prices mean a money saving to you.

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the original home of the tea bush--and where the richest and strongest teas are grown today --is where the tea in the Red Rose packages chiefly comes from. Is it any wonder that Red Rose Tea

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Screw Top

**Be Ready to Supply the Demand**

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These Fruit Jars Produce Results

Extra Quality Rubber Ring in Each

**GEM**



Screw Top

**PERFECT SEAL**



Lightning Fastener

The Names Are  
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Secure Styles That  
Reduce  
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# KEEN'S OXFORD BLUE

Needs no introduction, but will sell all the better if you use a counter display like the one here illustrated.

It will be a constant reminder to your customers that you stock KEEN'S—the all-British Blue.



## Magor, Son & Co., Limited

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**P**RODUCERS and exporters of American Food Products will find it to their interest to correspond with us. We wish to open accounts for lines of goods selling through the Grocery Trade. American producers and exporters visiting England should call on us in London or Liverpool. Cable Address "Grecian, London."

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Mincing Lane, E.C.

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13 & 15 Union Court  
Castle Street



# CANADIAN GROCER

Vol. XXXIII.

TORONTO, APRIL 11, 1919

No. 15

## The Wholesale Grocer's Program

Points Raised by Western Wholesalers at Ottawa, Anent the Proposed Inland Trade Commission, Foretold the Program of the Dominion Association of Wholesalers, For Which Incorporation Has Recently Been Asked

**T**HE Manitoba and Saskatchewan Wholesale Grocers' Association are taking the lead in the development and reconstruction problems as they affect the food handling trade of the Dominion.

Recently representatives of this association were in conference with the Department of Trade and Commerce at Ottawa, in an effort to formulate some plan for placing the food trade of Canada in a position to carry on business successfully and to obtain a proper share of the home and foreign trade.

While this is not definitely given as the policy of the proposed Wholesale Grocers' Association of Canada who are now seeking incorporation, it is understood that this policy follows very closely the plans formulated by the inaugurators of the scheme of a Dominion wide Association.

### Inland Trade Commission

The big item of the program is of course the inauguration of an Inland Trade Commission. Such Commission would be naturally divided into many branches. The food branch would be governed by a permanent board, consisting first of a chairman and a permanent executive, elected by the Provincial Boards from the representatives of the following trades: 1, milk distributors; 2, bakers; 3, food manufacturers; 4, canners; 5, fruit growers; 6, produce men; 7, grain growers; 8, stock raisers; 9, trades and labor; 10, consumers; 11, millers; 12, packers; 13, wholesale grocers; 14, retail grocers; 15, wholesale fish merchants; 16, cold storage.

### Commission Would Have Large Powers

Provincial Committees elected by themselves and representing each class of trade under regulation, will represent the executive body of the different provinces. The powers of the proposed Commission will be extensive, being a practical counterpart of those enjoyed by the Railway Commission Board. After the formation of this Commission, all matters affecting production, manufacture or distribution should be considered and passed by the Commission

before presentation to Parliament for action.

In this way it is hoped that injudicious and harmful legislation may be avoided and the interests of the food producing and distributing agencies protected, as it has not been possible to protect them in the past.

### Regulate All Food Products Sold in Canada

The duties of the Commission will be the regulation and control of all food products grown, manufactured, prepared or offered for food in Canada. Where any complaints bearing on matters of food are heard they will be promptly investigated by this Commission in the same way that the Railway Commission considers matters that come under its jurisdiction. The Commission would have power also to take action without outside suggestion in matters where they believed the best interests of the food production and distribution trades were at stake.

### Questions to be Decided by the Commission

In general the policy of such a Commission as it affected the food trade would take in the following important questions:

1. The standardization of quality and weights of canned goods, fish, fruits, vegetables, jams, cereals, flour, spices and all package goods.
2. The standardization of the pure food laws.
3. The question of establishing adequate help for infant industries, by the establishment of foreign markets, that would assure them of an opportunity of disposing of their goods at reasonable prices.
4. The advertising of home grown and home packed goods, both at home

and abroad, with the idea of developing old avenues of distribution, and of creating a new demand.

5. The development of methods of protection against inferior goods coming into the country, to be achieved in part by examination at port of entry.

This in brief is the proposed machinery and program of the Inland Trade Commission as it applies to the food trade. And the formation of such a Commission, it is understood, is the foremost item in the minds of those responsible for requesting the incorporation of the Wholesale Grocers as a Dominion wide body.

### Proposed Wholesalers' Association

The appeal for incorporation is a long document that does not go into these details but deals generally with the aims of such a body, and the advantages that it is expected would result from such an association. The petition speaks of the promotion of the interests of the wholesale grocery trade, the improvement of transportation facilities, the encouragement of proper methods in the conduct of business, the promotion of harmonious and satisfactory relations among wholesalers, retail dealers and manufacturers, in order that food products may reach the consumers at the lowest possible prices and in the best possible condition, and to promote and assist in the adoption and enforcement of uniform commercial laws, and to maintain a high standing of business morals in the conduct thereof.

It is also stated that incorporation would place the wholesale grocers in a position to deal with the railways as one single body in connection with the freight in large volume sent to and from their warehouses.

The Association also asks power to arbitrate disputes or misunderstandings between members of the Association and others relating to commercial matters. It also asks power to conduct inquiries into matters affecting the manufacture, import, export and sale of anything which affects the grocery trade, and to take evidence on oath when deemed necessary.



# Grocers Stock Few Brands of Flour

## No Difficulty in Inducing the Customers to Take Any Good Brand

**R**ECENTLY, in a discussion on merchandising, a woman who was present was asked this question: "When you go into a grocery store do you ask for flour by a special brand name?"

"Yes," came the prompt response, "I always ask for — flour, and I see that I get it."

"Then you have always have used this flour?"

"No, until about a year ago I used —," mentioning another name, "because it was the kind that was always used in my mother's house."

"What made you change, if you had been accustomed to the other brand of flour, practically all your life?"

"Well, I don't bake bread, and one day Mr. —, my grocer, told me that he had another flour that for general cooking purposes was a splendid one, and at a somewhat lower price. I tried a bag, and found it very satisfactory, and have been using it ever since."

This sale was made on the definite suggestion of the merchant. It was not an individual sale but one that in all probability represents the demands of that family for a generation.

Never a day passes that the good dealer does not offer some suggestion to the customer. Any single one of these suggestions may result in a similar changing of a customer's buying habits. Very often a grocer does this, not because of any prejudice against the quality of other goods, but because he only stocks one or two lines, and must build his business on these.

### Reasons for a Change in Brand

As an instance, at the present time John Muir, Niagara Falls, Ont., handles two lines of flour. One of these has been given a great deal of general publicity. This brand he had handled only for about a year, formerly handling another well-known line generally. When asked regarding the change Mr. Muir stated that he had found this flour at one time dark in color, and his customers had complained. Just at that time the salesman of the other company came in and sold him a large consignment, and he discontinued the dark colored flour. Now for a matter of 15 years, Mr. Muir had been selling this particular brand of flour, and educating his customers to its use. It would seem that it would be a pretty difficult job to make such a change. Yet that is exactly what Mr. Muir did. He merely told customers that at the present time he thought that the brand he was at present carrying was the better, and gave them his reasons for this belief.

"I don't think that I lost a sale," said

Flour is a fairly costly commodity for the grocer to stock in quantity. The handling of one brand entails quite an outlay, the handling of many brands would make this a serious matter. For that reason the dealer in most instances stocks but one of the better known brands of flour. He points out that many customers ask for all these brands. Most retailers hold the opinion that there is little difference in the quality of any of the well-known brands so, for different reasons, they get behind one particular line. The dealers in majority of stores called on decide on the brand they shall carry, and this decision automatically makes the bulk of the customers of each users of that brand.

Mr. Muir, "because of this change. I am confident that in any change like this I can sell all my regular customers, whatever goods I feel confidence in, and I can sell 90 per cent. of my casual trade. There is always a small minority that cannot be convinced. For these few I would get the goods asked for from some other store."

"Are you going to continue this line of flour?" Mr. Muir was asked.

"No. The conditions that made — dark colored, in my opinion, are past, and it is now showing the same old quality and appearance and I am going to return to it. I have featured it for fifteen years, and there is no use in throwing away that advantage."

"Can you take your customers back to this line again?"

"Yes, I am confident that I can in every case."

### Customers Take What Merchant Suggests

Mr. Russell, of the F. H. Taylor Store, Niagara Falls, states that they handled two brands that they have had put up for them under their own name. They sell to people who do not specify a definite quality or name, as they are able to sell this flour cheaper than some of the better known brands.

They handle, however, in addition a flour that has had considerable general publicity. Mr. Russell stated that wherever any one of these better known lines was asked for, or where people asked for a bread flour they gave them this brand. They had not found any difficulty in doing so, even when customers asked for another brand. They were readily able to convince them that there was little to choose between them for quality and that they were ready to guarantee that the line they handled would give equal satisfaction. "Practically never," stated Mr. Russell, "did they fail to make a sale on this basis."

## Any One of Three or Four Brands Can Be Sold With Ease

O, Kreitner, Niagara Falls, handles one of the better known lines of flour and two lesser known lines. The latter are somewhat cheaper and sell more readily for that reason, to many customers. Also owing to the location of the mill from which they come it is easier to get supplies promptly. As a result he features these lines. Where the customer asks Mr. Kreitner's opinion as to which flour is best he unhesitatingly gives the name of the line first referred to. Whenever anyone asks for any other similar quality line, he suggests the line he carries, and states he has no difficulty in selling it.

### Used to Handle Two Brands, Now Only One

Compaigne Bros., Niagara Falls, Ont., used to handle two of the better known brands of flour, as well as two grades of flour put up for themselves. For general purposes they would suggest their own flour, because it showed them a somewhat larger margin of profit, and also being an individual brand they believed it was a valuable advertising agency for the store. As has been stated they used to sell two of the better known grades of flour, but have discontinued one of these lines. This was not because they believed that the one they retained was in any single particular better than the other, but merely that they did not want to stock both.

They have found that the one good brand they carry meets all their needs. When another brand is asked for they merely tell them that they do not carry it, but that they carry what they consider an exact counterpart, made of Manitoba hard wheat flour, and that they will guarantee that it will give satisfaction. In no instance have they found a customer who insisted on her original request in the face of this suggestion.

### Tying Up Capital to No Purpose

R. W. Hawthorne of the Bradley & Son Store, Niagara Falls, states that they would always recommend — flour, where a hard wheat flour was required. They handle another brand of flour, that they would recommend for certain purposes, but the bulk of their trade would be sold —. This is one of the well-known lines of flour, and it is the only one given general publicity that is stocked. They have chosen it because they believe it to be as good as the best, and they have stocked it only, because stocking various lines of similar quality goods, which a few customers might ask for by name, would be tying up too much capital to no real profit to the store.

"Where one of these other brands is

asked for," said Mr. Hawthorne, "we always sell —. We tell the customer who is accustomed to use another brand, that this line is good for all practical purposes, and that we will guarantee it to give the same satisfaction as the line asked for, and will readily take it back if this does not prove to be the case. Only very rarely indeed in cases like this have we failed to make a sale and never have we had a bag returned."

#### Has Chosen One Brand

Discussing the selling of flour by the retailer, J. Bambrick, an Ottawa, Ont., merchant, pointed out that he confines his sales to one brand. He gave a number of reasons for the selection of a certain brand of a given article. First of all, he basis his selection on quality. If an article had quality that was the most important point in connection with the stocking and selling of it in the retail store. The line of flour Mr. Bambrick pushes is one that has, in the past, been given a great deal of consumer publicity and hence is well known to his customers. He also likes the method of the firm for doing business and the appearance of the goods is in their favor.

Mr. Bambrick stated he occasionally had requests for other brands of flour but invariably, by pointing out what he knew about the line he carried, he had little or no difficulty in convincing customers of its quality and satisfaction giving points. He maintained that no retailer could stock every brand of every line of goods that was offered to him, that he must choose or select one and push the sale of that if he would make progress in selling flour.

In Pinard's store, a short distance from that of Mr. Bambrick, it was found that a number of brands were handled but a different one from that Mr. Bambrick was pushing, had the biggest sale. Mr. Pinard also believes that quality in an article was its most important feature, and that it is up to the retail dealer to satisfy the customer. For this reason he and his clerks usually gave the customer the brand of flour she asked for if they had it in stock.

Discussing the point as to whether it was good policy for a retailer to tell a travelling salesman with a new line that he must go back and get his house to create demand for it, Mr. Bambrick said he didn't think there were many retailers doing that now, at least not many of the aggressive kind. This he thought was a common expression among wholesalers but not among the better class retailers.

#### General Publicity Helpful

Mr. Boileau, of the Oxford Provision Co.'s store in Montreal, confines his efforts to the sale of one brand of flour. This was the same brand as that sold most extensively in the Pinard Store at Ottawa. Mr. Boileau's chief reason for getting behind this line was because the firm that made it have always used him right and co-operated with him. They helped him most when he was starting in business and now he is sticking by them. He maintained, too, that in his



An interior view of the John Muir store, Niagara Falls, Ont. Mr. Muir is one of the strongest advocates of the idea that the grocer can sell goods quite apart from any demand on the part of the customer.

opinion, this flour is of equal quality to any other on the market, and that he knows he can give his customers satisfaction by handing it out. Occasionally, he says, other brands are asked for but in very few cases does the customer insist when he explains what he knows about the line. This line has been extensively advertised to the general public, which he claims is another important reason why he gets behind it.

The above interviews with retailers

show that in most cases retailers get behind one or a limited number of brands of flour. They select the brand or brands for different reasons. In the case of flour, quality of the brand and general publicity are perhaps the most important points in choosing flour to be stocked. The interview again illustrates the importance of giving the retailer full information about all the prominent points connected with a line of foodstuffs.

## Ontario R.M.A. Proposes Amendments

Ask Ontario Legislature to Change Several Existing Laws, to Make Them More Nearly Meet the Needs of the Moment

THE Ontario branch of the Retail Merchants Association is asking for a number of amendments to Ontario Statutes at the present session. Among the changes petitioned for is a change in the Hawkers' and Peddlers' and the Transient Traders' Acts. At the present time there is a vast amount of uncertainty about these acts. They are shrouded in obscurity, and as everyone knows, darkness and obscurity is the abode of those whose ways are evil, and it often happens that a party apprehended under the Hawkers' and Peddlers' Act, takes refuge under the Transient Traders' Act, and manages in many instances to evade the law altogether. The amendment asked for is aimed to clear up this obscurity, so that there may be no shadow of doubt as to the liability of the party accused.

#### Ask for Earlier Closing Privilege

An amendment will also be proposed to the Factories and Shop Act, to permit the introduction of by-laws for 6 o'clock closing. At the present time it is impossible to pass a by-law compelling closing before 7 o'clock. The amendment will also act for a lowering of the vote required to pass the by-law from 75 per cent. to 60 per cent. of the trade interested.

The Government will also be petitioned to amend the Ontario Temperance Act,

in the clause governing the registration of extract sales, so that prosecutions for failure to register these sales may not be made until the seller has been once warned for infringement of this clause, as it is felt that most of these infringements are entirely a matter of ignorance of the conditions of the act.

#### BROKERS' SECTION OF WINNIPEG BOARD OF TRADE

The grocery brokers' section of the wholesale trade bureau of the Winnipeg Board of Trade have organized with the following officers: Chairman, H. P. Pennock; vice-chairman, J. L. Bathgate; Executive Committee, Stuart Watson, J. F. Newman and S. M. Sreaton.

Arrangements have been made to hold the meeting for this section on the second Wednesday of each month in future. Many problems have come up for consideration.

#### SUGAR VESSELS AT ST. JOHN., N.B.

In addition to the War Gazelle, which has discharged her cargo of 48,000 bags of raw sugar at the refinery wharf, St. John, N.B., several other sugar carriers are expected soon at this port. Additional accommodation is in such demand that the new shed at Reed's Point may be required by the vessels.

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS  
ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

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### 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. XXXIII. TORONTO, APRIL 11, 1919 No. 15

R. J. McFALL, the Cost of Living Commissioner, is reported to be on his way to Toronto to investigate the high cost of butter. Doubtless some interesting pamphlets will appear in due course, which will be as barren of results as were the perfervid utterances of Mr. McFall's predecessor.

### WORTH GOING AFTER

NEVER in the history of this country are people reading the advertisements with such close attention and such keen interest as they are now. The great buying public is thoroughly alive to the fact that reading the advertisements of live wire merchants is one of the ways in which they can not only save money, but help fight the high cost of living. This is especially true of women and they have been doing more buying in the last five years, as a result of so many men being overseas, than the average individual might suspect. Women naturally love to "shop" and the stores that attract them are those whose advertising copy carries a real message. If the store backs up this message by having good goods and showing them attractively, sales can be greatly increased.

### A WAITING GAME

CANADA is supposed to be engaged in a process of reconstruction, involving the change from war-time conditions to such peace-time conditions as will permit of activity and prosperity. There are indications, however, that many people are engaged in a waiting game, each waiting for others to make the move. There seems little disposition on the part of anyone to take the lead. Many business men are realizing that activity will not come until a very considerable readjustment in costs has been made. A new scale of values must be created, of

commodities of all sorts and of labor. It is not certain that this will occur eventually, but it seems very probable. Many believe that lasting prosperity cannot come except through such wholesale readjustment. If by any chance, or accident, activity is resumed without the proper scaling down of costs, or in other words, without considerable restoration in the purchasing power of the dollar, the activity, they say, will be mere activity and not prosperity.

### ABOUT BUTTER PRICE

IN a recent editorial in the *Toronto Globe* entitled, "What About Butter?" there is the usual railing over facts but little understood, and the usual mangling of statistics to prove a special case for which this journal is becoming noted. In the course of the editorial appears the interesting sentence, "If the farmer were getting the benefit. . . consumers would have no grievance." That may be a palatable thought for the farming community. But why, in the name of all that is reasonable and right, a profiteering farmer should be any more one of God's creatures than a profiteering produce man, it is difficult to see.

Moreover, the farmer is profiting. The export demand for butter from the United States that is faced by a butter famine, is the reason for high prices here. Not all this butter is going from storage. The creameries, in which the farmer is directly interested and in whose profits he shares, are doing the major part of this export business.

From the time that the Government requisitioned the output of the creameries for a period of six weeks, we were foredoomed to pay high prices for butter, just as we are compelled to pay two prices for a poor grade salmon, because Canadian stocks were requisitioned for other purposes.

When there is only a certain amount of a product available and when there are many buyers, high prices must result. Why spend so much time worrying over butter, and pay no attention to identically the same conditions as they are presented in the housing problem of the cities?

### SHORT-SIGHTED POLICY

IT would cost less to keep your store open only three days a week, but there is no question whatever that it would not pay so well.

A merchant who thinks only of "the cost" of advertising often persuades himself that by advertising only half as much as usual he is saving one-half of the expense of advertising.

The same logic would lead him to keep his store open but half the time—thus cutting running expenses in half and "saving" all of the money!

The plan of adequate advertising service (for your ads do render a most valuable service to your patrons) is as essential to store success as the plan of keeping the store open every shopping day!

## Competing With Retailer in Government Time

### Government Employees Are Transacting Private Business During Hours in Which They Are Employed By the Government

By E. M. Trowern, Secretary, Dominion Executive Council and Dominion Board, The Retail Merchants' Association of Canada, Ottawa.

**D**URING the latter part of January of this year a copy of the following circular letter was received by us through a member of the Civil Service Association:

Civil Service Association, Co-operative Committee:

Ottawa, January 16th, 1919.

If the members of the Civil Service Association in any department or branch are interested in co-operative buying, it is suggested that they communicate as soon as possible with the chairman of the Co-operative Committee, as this Committee is in a position to furnish valuable information and assistance to any group of civil servants desirous of purchasing foodstuffs at wholesale prices.

FRANK JAMMES, Post Office Dept.,  
Chairman, Co-operative Committee

It will be noticed that the members of the Civil Service Association are requested through their Secretary, Frank Jammes, to communicate with him at the "Post Office Department," Ottawa, if they are interested in co-operative buying, and he further states that "this committee is in a position to furnish valuable information and assistance to any group of civil servants desirous of purchasing foodstuffs at wholesale prices."

It is quite evident that the office from which this business is transacted is the public post office.

#### Doing Business in Government Temple

In addition to the fact that they are using the Dominion Government property for private purposes and endeavoring to compete with private enterprises, we are also informed that members of this Committee visit the various departments during business hours and take orders from those who patronize this system, and they are, therefore, not only using the time of the Government themselves but they are also taking up the time of those whom they solicit. We are informed on good authority, that a short time ago two Government employees spent almost the whole afternoon selling fish to civil servants in their particular department. To give some idea of how much time must have been taken up if they visited all the other departments, which they must have done, we are informed that they sold ten tons of fish.

#### Why Pays the Selling Charge?

In order to secure individual orders it takes time to canvass for them, time to enter them up, correspondence in connection with placing them, telephone service, paper, ink, postage, wrapping paper, string, delivery and the necessary premises. The question is, how much of this service is paid for out of the public

treasury of the Dominion, or are these officials being paid either by commission or by salary out of these collective funds, or is the Government of Canada allowing these people to transact business on public premises and enter into competition with those who are paying municipal taxes, war profit taxes and income taxes, etc., and who carry stocks in convenient localities and who employ assistants and pay for the cost of delivery?

In our opinion, no argument can be used to justify this system. If the Dominion Government employees are not receiving sufficient salary to enable them to purchase their goods in a legitimate and honorable way, and thereby

carry out the true principles of real community co-operation, which principles are stripped of all false pretenses, they should say so, and there is no body of people in Canada whom they can rely upon for greater assistance in seeing that the civil servants, or any other class of working people, receive full value for the labor they give to the community than the members of the Retail Merchants' Association of Canada. We feel sure that when these facts become known to the members of the Government that they will take steps to see that this unfair system is stopped.

In our opinion the only way in which the trade and commerce of Canada can be placed upon a sound, financial basis, and in which everyone can find profitable employment, is for the various classes to confine themselves to their own occupations, receive a proper reward for their industry and avoid all specious and underhand methods such as are usually advocated by so-called "Co-operative Societies" to undermine the reputation and character of legitimate traders.

## Is the Wholesaler Competing With the Retailer?

### A Country Merchant Claims That the Competition is More Dangerous Than That of the Mail Order House, and Suggests a Method of Solving the Difficulty

**T**HE important question of the wholesalers' right to encroach on the retailers' field has been raised by a correspondent in the accompanying letter. It is a matter of no small importance to the trade, and there are doubtless many merchants who would be glad to have the opportunity to discuss the point, and suggest a solution. This merchant has a definite suggestion, and asks if any other merchant can suggest anything better. CANADIAN GROCER would be glad to hear from other merchants on this point.

The letter in question reads as follows:  
Editor CANADIAN GROCER,

I have just been reading the article in your issue of March 28th, "Banks would assist merchants to meet competition of mail order houses." This is a matter over which considerable discussion has been raised during the last few years, and I think something should be done to prevent such a large volume of business going to outside points, but from my experience as a retail merchant for the last ten years, the mail order houses are not the strongest competitors. I am troubled more with wholesalers and manufacturers selling direct to the consumers. During the summer months, some of the Toronto wholesale companies send their representatives around the Muskoka Lakes, and sell to all the hotels, boarding houses, and, in a good many cases, to private houses. I have run across a good many people during the summer months who inform me that

they are getting their goods wholesale.

Another instance of competition, in my case, even worse than the wholesale or the mail order house, is that of a local flour mill. This mill is situated about 20 miles from my place of business, and on the same line of railway. They sell to anyone at wholesale prices. In fact I have written them once or twice for prices, and in both cases have been quoted a little higher than had been charged to my customers. At the present time this mill is selling No. 1 Manitoba hard wheat flour at \$5.60; Manitoba flour G.S. costs me \$5.57 1-2 in car lots, so it is impossible to compete. The only thing I can do is to tell the people that the Western mills make better flour, and so it is worth more.

I have been thinking for some time of a way to overcome these troubles. I saw a letter in the GROCER a month or so ago, which suggested a solution, but the writer had not worked out the idea, so that it could not be put in practice. My idea is this: Have the Government place a tax of say 10 per cent. on all sales made by millers, manufacturers or wholesalers, other than those made to a retail dealer, or to a wholesaler, in the case of a miller or manufacturer. And the same tax on all mail order houses, where sales are made through catalogue or other advertising medium, to points outside the cities or towns in which they do business. Such firms to keep a record of all such sales, and to pay the tax on total sales, every six months or year, as may be thought advisable; the amount

derived from this tax to be paid by the department collecting it, to the different municipalities from which money had originally been sent, less cost of operation, this money to be used by the municipalities for improving roads.

I think by adopting a method such as outlined above, every country merchant should be able to compete on the 10 per cent. basis, with wholesale or mail order

house. And in respect to goods that were sold by these places, the country merchant and also the community would benefit by having more money to spend on the roads.

I would like to hear what other merchants think of this plan, or if anyone could suggest anything better.

A COUNTRY MERCHANT.

## Big Manitoba Convention Planned

**A** GENERAL meeting of the executive of the Retail Merchants' Association of Canada, Manitoba branch, was held in Brandon last week, at which it was decided to go ahead with the convention for this year, the officers deciding it would be advisable to hold the convention in Brandon. The dates set, and which, unless something unforeseen develops, will stand are Tuesday, Wednesday and Thursday, June 17, 18 and 19, for what will be the 5th annual convention.

The Brandon branch of the association is very keen on the convention, and along with the executive have enlisted the aid of Mr. McDermid, mayor of Brandon; Mr. Rankin, president of the Board of Trade; Mr. Hobson, president of the Kiwanis Club, and several other influential citizens. The work to be done in connection with the holding of the convention was outlined by J. H. Curle, Manitoba secretary.

The first annual convention was held in 1915 at Winnipeg, and succeeding conventions having been held at the same city, it was felt a change to Brandon could be made the centre for this year's activities to advantage.

A real live program is already under contemplation, the executive planning on bringing in two or three large retailers from the South who have made a big success of their own business to outline some of the methods they employed. H. E. Hart, Long Prairie, Minn., who carries on a general merchandising business, is one of those expected. Mr. Hart was one of the principal speakers at a Business Builders' conference held in Chicago in January, 1918, and his address was very favorably commented upon. Although in a town of only 1,500 people, Mr. Hart does a business which compares favorably, in fact exceeds, many city enterprises. Other speakers it is hoped to get are H. E. Clark, hardware merchant, Lakefield, Minn.; F. T. Mann, general store merchant, Devil's Lake, N.D., president of the North Dakota Retail Merchants' Association, and Alex. Carr, Jamestown, N.D.. Mr. Carr is a Chautauqua man, connected with the movement known as Community Development, and is rated as one of the best authorities on dealing with the mail order business.

In connection with the addresses to be given by these men it is proposed to have Manitoba merchants lead in a discussion of the various points brought



**E. BOLTON**  
Proprietor of the Grocer, Brandon, Man., who has been elected president of the Brandon Retail Merchants' Association.

up with a view to getting greatest value for the local merchants.

In addition to these successful retail merchants, representatives of the manufacturers, wholesalers and commercial travellers are to be asked to cover their respective fields, while an open meeting, to which the farmers will be invited, is talked of.

A special effort to interest clerks is going to be made, an address on salesmanship with a discussion following, at which actual sales experiences will be given, is another phase of the program being worked out. The Brandon representatives are in favor of putting a little more life into the convention proceedings by introducing musical features.

It is expected the evening meetings will be of an open nature and present idea is to secure moving pictures of an instructive and interesting nature to lend further variation. Thursday night, a banquet to the guests by the City of Brandon seems to be the idea for the wind-up of the convention proceedings.

At the meeting held last week to discuss the condition, E. Bolton, retail grocer, was elected president of the Brandon branch of the association to replace J. M. Robinson, who had resigned. The Brandon officers of the association are:

Honorary president—R. J. Campbell (furniture).  
President—E. Bolton (grocer).  
1st vice-president—Alderman J. B.

Curran (hardware) with Brandon Hardware.

2nd vice-president—A. B. Knowlton (boots and shoes).

Treasurer—W. E. Crawford (jeweler).  
Secretary—John Popkin (hardware) with Johnson Hardware Co.

### RETAIL MERCHANTS PROPOSED TRIP TO COAST

Matter Broached at Meeting of Dominion Board at Ottawa Recently

It was originally intended to hold the fourteenth annual convention of the Dominion Board in the city of Vancouver, B.C. It was found that it was impossible to do so, and it had, therefore, to be held in the city of Ottawa.

At that meeting, which has just closed, it was the unanimous decision of every member present that we should hold a monster Retail Merchants' excursion, starting at the Atlantic coast and running straight through to the Pacific coast. Their idea is to charter a through train or trains, and stop at all the leading cities and towns between the East and West long enough to pay them a visit, and be driven around. In certain points meetings of the Retail Merchants could be held, and be addressed by the officers of the association.

When they arrive in British Columbia, the chief points would also be visited and meetings could be held there so as to help the executive to increase their membership.

It is the intention to arrange for sleeping and meal accommodation on the train, over the whole route, so that every excursionist would be made comfortable from the point from which he starts to the time of his return.

### BILL FOR QUALITY GRADING OF CREAM INTRODUCED

Minister of Agriculture for Ontario Introduces Bill to Make Cream Grading Obligatory

Hon. George S. Henry, Minister of Agriculture, introduced a bill in the Legislature yesterday, to provide for the sale of cream on the basis of butter-fat content. Some months ago a deputation waited on the Minister and pointed out the difficulties under the existing system, and the measure brought down yesterday was the result. It provides that where cream is purchased for shipment or manufacture it shall be paid for according to the butter-fat contents, which must be tested under the rules passed by the Department of Agriculture. Power is taken under the bill to permit the department to make the necessary regulations.

The bill provides that samples of cream must be tested in an officially stamped bottle, which shall weigh nine or eighteen grams. The person making the test must keep the sample for two weeks at least to permit of another test being taken, in case the fairness of the test is questioned. For non-compliance with the act penalties are provided ranging from \$10 to \$50.

# CURRENT NEWS OF THE WEEK

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

## Quebec

Alfred Tessier, grocer and butcher, Montreal, has sold to Mr. Forgal.

J. B. Paradis & Fils, general merchants, Stanstead, have dissolved partnership.

Archie Bates, of the Poultry Department, Gunn, Langlois & Co., Ltd., Montreal, has left for Knowlton, Que.

Harper J. Gray, manager of Gunn, Langlois & Co., Ltd., Montreal, was in Toronto last week, visiting Gunns Limited.

For some time past, general business conditions as applying to Quebec City are reported very satisfactory. These conditions, it is hoped, will continue.

Mr. Dupont, with Montet & Dupont, wholesale packers, Lyons, France, was in Montreal early this week. Mr. Dupont was here on a buying trip for his firm, who are at 28 Rue Fenelon, Lyons.

W. H. Halford, managing director for Canada, Ont., of the Meiji Trading Co., Ltd., returned from the head office in New York, where he spent part of last week.

Quebec grocers are anticipating a good boat trade this year. With an early navigation probable, and with general activity on the St. Lawrence, a good season is anticipated.

G. Hartman, a former employee of the Oxford Provision Co., Montreal, arrived home on Thursday last from the front. Mr. Hartman was with the 9th Battalion Engineers, and has been away from Montreal since 1917. The staff of the Oxford Provision Co. were glad to welcome him back.

Although maple syrup prices are much higher than those obtaining a year ago, it is apparent that Quebec grocers can sell a large quantity if the same is available. One large grocer stated that CANADIAN GROCER last week prices were 40c to 60c per gallon above the opening prices of last year. Some have developed a big sale in the quart containers, the same shape and size as milk bottles.

William G. Scovil, formerly of Oak Hall, and Howard Ryan, of Studholm, have established a general business at Hampton, N.B., under the name of Scovil & Ryan. They have taken the premises formerly occupied by T. G. Barnes & Son. The new firm took over the stand on March 1st, and have since then been renovating and opening goods, and they will carry a stock of flour and feed, groceries, dry goods, boots and shoes, crockery, etc. They will act as agents for the Dominion Express Co.

The Paquet Company, Limited, has had a very unique and interesting display on the floor of their grocery department. This is in the nature of a guessing contest, a tree of roses being

placed in the centre of a small enclosure in which little pen a dozen rabbits are cheerfully running about. The contest, briefly, permits children to make a guess as to the number of roses on the tree. The four guessing nearest the correct number will receive a rabbit each, free, on Easter Monday.

## Ontario

G. S. Madill, Toronto, has sold out.

Thos. Ashton, Toronto, has sold out.

Homer Hind, grocer, Waterloo, is dead.

Jas. McKerroll, grocer, Orillia, has sold out.

W. L. Hall, grocer, Toronto, has sold to J. H. Pearson.

Wm. Leith, grocer, Toronto, is discontinuing business.

Norman Walker, grocer and butcher, Toronto, has sold out.

Martha McMullen, grocer, London, has closed her business.

Mrs. J. Manor, grocer, Ottawa, has been succeeded by J. P. Kealey.

L. J. Lacey, grocer, flour and feed, Bracebridge, has sold out.

E. T. Merner, general merchant, Bayfield, has sold to M. C. Reid.

Henry Rose, general merchant, Copleston, has sold to Holmes & Cameron.

James Bradley, grocer, Ottawa, has been succeeded by Bradley & Moeser.

C. Goulet & Son, grocers, Ottawa, have been succeeded by V. Leclair.

A. J. Lyddiatt, general merchant, Walton, Ont., has sold to Richard Pratt.

Rae W. Hawthorne has recently been appointed manager of the Bradley & Son Store, Niagara Falls.

J. L. Linders, of Linders Co., Ltd., Brampton, left recently for a tour of England, Scotland, France and Belgium.

H. P. Eckardt, of H. P. Eckardt & Co., wholesale grocers, Toronto, left last Saturday for Florida, to join his family, who have been spending some weeks there.

Forcing the rear door of one of the Loblaw Limited grocery stores, at 122<sup>1</sup> West Bloor Street, Toronto, burglars recently entered the premises and got away with \$250 in cash. An examination showed that the cash register had been opened.

Homer A. Hind, who for the past year has conducted a grocery business at the corner of Union and May Streets, Waterloo, Ont., died recently after an operation. Mr. Hind was in his 35th year.

A. E. Ware, who has been with his father in the management of the Star Grocerv. Huntsville, Ont., since it was established, now several years ago, has purchased the stock and good will of J. J. Bailey, and takes charge on April 1st. Mr. Bailey retires owing to continued ill-health.

## Western

W. B. Cort, grocer, Dauphin, Man., is selling out.

The Abbey Trading Co., Abbey, Sask., have dissolved partnership.

B. Bruser, general merchant, Lanigan, Sask., has sold out.

Oscar Venaas has opened a general store at Hughenden, Alta.

Vosburg & Son, general merchants, Tate, Sask., have sold out.

P. Rolack, general merchant, Buchanan, Sask., has sold out.

John Reid, general merchant, Maymont, Sask., has sold out.

The Regina Co-operative Groceries, Birch Hills, Sask., have sold out.

W. Gilliland, general merchant, Cardiff, Alta., has suffered loss by fire.

A. E. Parkes, general merchant, Bridgeford, Sask., has sold out.

E. G. Bushring, general merchant, Brock, has sold to Mr. Archibald.

A. Hornstein, general merchant, Hewarden, has been succeeded by F. Chenowith.

W. H. Ratee, general merchant, Brownlee, Sask., has sold to Moore & McKinley.

J. P. Klein, and Fannie Mascovitch, general merchants, Truax, Sask., have been succeeded by the Truax Supply Co.

Harold Crone, of the McLean Grocery, Moose Jaw, is back at his post again after an attack of flu.

## GOVERNMENT MUST HELP SAVE MILLING INDUSTRY

At Present Time U. S. Millers Have More Than Doubled Their Proportion of Export Shipments and are Gaining Control of European Markets

Ottawa, April 9.—A delegation from the Canadian Millers is meeting the Government to-day to urge serious position of milling industry at the present time, and to demand that something be done towards opening an export market. The millers claim that ninety per cent. of mills are idle, while the United States are getting command of European markets. In her normal export the United States compares with Canada as two barrels to one. At the present time the ratio is four to one. The Government will be asked to expedite shipping facilities and keep open markets.

## BOOTH FISHERIES AGENTS

In the advertisement of Booth Fisheries of Canada Ltd., which appeared in our issue of March 28, the name of one of the agents of this company was inadvertently omitted. This is C. Morris & Co., Toronto. J. W. Gorham Co., who are their agents in Halifax, N.S., were incorrectly given as being their agents in Toronto.

### GROCER CONVICTED FOR FAILURE TO KEEP BOOKS

Charged under section 417 of the Criminal Code with failure to keep books of account, Henry Goldberg was convicted before Judge Coatsworth, and fined the sum of \$50.00. Restitution was made to the assignee for the benefit of creditors to the extent of \$350.00.

Goldberg conducted a grocery store on Yonge Street, Toronto, for about 12 months, under the name of Gordon. In November, 1918, he made an assignment to A. S. Crighton, manager of the Canadian Credit Men's Association, Limited. The statement showed assets of \$1,469.83 and liabilities of \$3,046.83, leaving a deficit of \$1,577.00. There were no books of account or any records which would explain the transaction of the business. Upon examination, it was found to be quite impossible to obtain a satisfactory explanation from the debtor of the discrepancy, and it developed the creditors' accounts had invariably been paid promptly up to within three or four months of the failure. Prosecution was therefore instituted by the Prosecution Committee of the Canadian Credit Men's Association, Limited, with the above mentioned result.

### REORGANIZE PERTH R. M. A.

At a gathering of retail merchants in the Council Chamber Thursday evening, the Perth Branch of the Retail Merchants' Association was re-organized. Henry Watters, president of the Eastern Ontario and Ottawa District Board, and J. C. Campbell, secretary of this section of the Association, were present, as was the district organizer, Charles Beal.

The following are the newly-elected officers:

President—J. T. Conway.  
1st Vice-Pres.—H. M. Shaw.  
2nd Vice-Pres.—N. B. Nicoll.  
Secretary—T. C. Spence.  
Treasurer—Jas. Meighen.

### SUFFERS LOSS BY FIRE

The Imperial Extract Co., 24 Matilda St., Toronto, suffered loss to their storage building through fire early in the week. This storage warehouse was separate from the main factory, the damage being largely to the upper storey of the building and contents, which consisted very largely of packing cases, cardboard boxes, etc. The amount of the loss will run up pretty close to \$5,000.

The operations of the company will in no way be stopped on account of the fire, the manufacturing end being untouched, and business will proceed without any interruption.

### TRAVELLERS WANT THANKSGIVING DAY IN NOVEMBER

A deputation representing the Commercial Travellers' Association of Canada went to Ottawa recently to urge the Government to make the second Monday in November Thanksgiving Day.

### W. L. MACKENZIE CO. ENLARGES SALES STAFF

Winnipeg Firm Appoints D. D. Ferguson Sales Manager, and Adds a Number of Salesmen to Staff

A number of salesmen have recently been engaged by W. L. Mackenzie & Co., Ltd., Winnipeg, to call on the retail trade in the interests of William Clark, Ltd., Montreal, and W. C. McDonald, Reg'd., both of which firms are represented in the West by W. L. Mackenzie & Co., Ltd. While Mackenzies have done considerable retail work before, from now on they will pay more attention to this branch of the business, and for that purpose will employ a large staff of salesmen who will do nothing else but call on retail grocers and general stores.

To handle this end of the work, they have appointed D. D. Ferguson as sales manager, with headquarters at Winnipeg. Mr. Ferguson has been with W. L. Mackenzie & Co. for the last five years, first at Regina as manager, and later at Edmonton. He left Edmonton about eighteen months ago in order to undertake work at the head office. Prior to coming here with Mackenzies, he was at



D. D. FERGUSON  
Recently appointed sales manager for the W. L. MacKenzie Co., Winnipeg.

the Moose Jaw branch of the Codville Co. Ltd., being with that firm six years. Prior to that he was for seven years with the Jobin Marrin Co. Ltd. with which company he acquired his first experience on the road.

The new retail salesmen are as follows: E. J. Smith, Calgary; David Reid, Edmonton; William Clough, Regina; W. Raphael, Saskatoon; and W. J. Bates, at Winnipeg. Mr. Reid is well known to the trade around Edmonton, having been connected with the Western Grocers Ltd., in that city as a salesman. He was for some time with Jobin Marrin Ltd. Mr. Smith comes from Detroit. Mr. Clough has travelled in Southern Saskatchewan for W. L. Mackenzie & Co. during the past year. Mr. Raphael is acquainted with the trade especially around Saskatoon, where he worked for

W. L. Mackenzie & Co., prior to going to the front. Mr. Bates has been a traveller in the West for some time. He was for a time with Macdonald-Crawford Ltd., North Battleford, as well as with P. Burns & Co., Calgary.

### WHOLESALE GROCERY FIRM FOR PORT HOPE, ONT.

Mr. J. H. Stephens, after ten years in the grocery business, has decided to make a change, and in partnership with Howard Reeve is inaugurating a wholesale grocery business, under the name of Stephens & Reeve. For many years past Mr. Stephens has been engaged in the retail business in Port Hope, Ont., and the old stand will be retained and remodelled to meet the changed needs of the business. The firm will handle biscuits, ice cream cones, fountain syrups, fruits, creamery butter, margarine, paper bags and twine. The district served will be from Whitby to Belleville and north to Lindsay, and all shipments between Bowmanville and Brighton and north to Bancroft will be made by auto truck.

Mr. Stephens is well and favorably known in the trade, and has many friends who will wish him well. Mr. Reeve was at the front for three years and has been twice wounded. Mr. Stephens is a veteran of the South African war.

### PHOTOGRAPH CONTEST

Smalls Limited, Montreal, are giving prizes for the best photographs of sugar camp scenes in the Eastern Townships, taken this year. The contest begins 1st of April and ends the 1st of May.

### WINDSOR, ONT., WHOLESALE GROCERY GUTTED BY FIRE

Fire, believed to be due to spontaneous combustion, badly gutted the four-story brick building of J. F. Smyth & Co., wholesale grocers, at the corner of Church and Chatham Streets, Windsor, Ontario, on April 6, doing damage estimated at \$60,000 to the stock and \$10,000 to the building.

New Goods  
Department

### NEW CADDY SIZES

W. C. Macdonald Reg'd, tobacco manufacturers, Montreal, have made an important change in the size of their caddies. They state that after present manufactured stocks have been exhausted all their brands except "Twist" will be put up in ten pound caddies. In the past they have been put up in caddies ranging from 19 pounds upwards. They believe the smaller caddies will be an advantage to retailers in handling and that it will not be necessary to carry such a large stock.



# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**T**HE Government has again come into the market for flour on the eve of a meeting between the millers and Cabinet ministers with reference to the milling situation. The orders to be placed, however, are comparatively small, and millers want something definite from the Government as to what they can expect in the way of future business.

To say the least, the present situation is decidedly unsatisfactory. There seems some hope of an improvement in the general outlook, as word comes through that the United States exportable surplus of wheat has narrowed to a very small compass. However, it would seem that Dominion Government officials have not been keen sellers of the Canadian product when the Canadian mills must sit back and wait until another country has absorbed all the business it can handle.

Mill feeds are very scarce, and mills are over-sold, the lack of business for flour limiting the operations of the millers, with a consequent effect on the feeds.

**MONTREAL**—Readjustments have been made in one quarter for corn flakes and shredded wheat, and the quotations made by a big jobber are higher in each case. Broken caustic has advanced in price, and a few readjustments of small nature are made in some lines of canned goods. For these there is a fair domestic demand and a good export sale if shipping can be secured. It is further stated that from 20,000 to 30,000 cases of canned tomatoes are about to be shipped from this city to Europe. Rice is steadily firm, and tapioca unchanged. Coffees are firm and some talk of another advance being put through almost immediately. Prunes and dried fruits are steadily firm. Corn syrup is firm, but the market has not changed, although corn prices steadily advance. It is stated that molasses is higher on new crop, importers asking the jobber around 2½c above present prices, it is understood. Cocoa prices are down 2c per lb. in bulk lots, while cocoa butter is up. Oats and barley are

up again, and some vegetables, such as onions and cabbage, are higher. Potatoes are expected to rule somewhat easier.

**TORONTO**—A better feeling is noticeable in respect to canned vegetables, after a period during which price cutting has been general. There are still some fairly low prices going in a few quarters, but the position of the market is much improved, due in a measure to the substantial export business which has been done and present indications that surplus stocks are becoming considerably reduced.

Opening prices have been named on asparagus tips, and these show an advance over those of last year, with reports stating that pack will be considerably smaller than output of 1918. Canned lobsters are scarce and high in price, and canned peaches are said to be hard to secure.

Cornmeal has moved up 50c this week, the continued strength of the grain markets influencing this move; other cereals are unchanged. Indications seem to point to higher prices on maple syrup this season. Macaroni, spaghetti and vermicelli are quoted at lower prices. Other lines show comparatively little change.

**WINNIPEG**—There has been a sharp advance in evaporated apples of recent date, the buying price now equalizing the former selling price. Prunes also are very firm. Jams are also holding very firm, with every probability that the new pack will sell at higher figures. Rice of good grade is becoming scarce, and there has been a higher tendency, though poorer grades are still selling at low figures. The consumption of beans is increasing, and there is an increasingly firm feeling developing in regard to them.

Currants, on the other hand, show an easier tendency, and the new crop offerings are expected to open at prices lower than last year. Brooms, too, are slightly lower, though this condition prevails more in the poorer than the better grades.

## QUEBEC MARKETS

**M**ONTREAL, April 9.—“There is a good, healthy and constant amount of business every day.” In these terms a large jobber expressed his view of market movement, and this is taken to indicate pretty well the situation here. Naturally the trade is buying what they can use inside a reasonably short period. Prices are firm on most lines; some commodities are becoming scarcer, and there are fewer changes of price than usual.

### Corn Flakes and Wheat Go Higher

**Montreal**  
**PACKAGE GOODS.**—Indications are that corn flakes and shredded wheat are on a firmer basis. One jobber has effected a change in the nature of an advance on his former prices. Krinkle corn flakes he has advanced from \$3.50 to \$3.75 per case, and shredded wheat \$3.50 to \$4 per case.

### Broken Caustic Has Advanced

**Montreal**  
**CAUSTIC.**—An advance has been made in the price of broken caustic. This, in drums, is now selling at \$7.75 per drum of 100 pounds, the former price being \$7.50.

### Sugar Has a Firm and Steady Undertone

**Montreal**  
**SUGAR.**—Consumption of sugar is fair, but refiners could readily take care of a much larger business. The trade is buying sparingly and only as required. At the same time there is every evidence that prices will be maintained, and little likelihood is expressed of any revision of price being effected here. Two of the big governing factors—fixed price for raws and high freight costs—combine, with high labor, to make a firm and steady undertone.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 95
Icing, barrels	10 15-10 30
Icing (25-lb. boxes)	10 55-10 70
Icing (50-lb. boxes)	10 35-10 50
Do., 1-lb.	11 05
Yellow, No. 1	9 75-9 55
Yellow, No. 2 (Golden)	9 45-9 55
Yellow, No. 3	9 35-9 45
Powdered, barrels	10 05-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55-10 65
Do., 50-lb. boxes	10 65-10 75
Do., 25-lb. boxes	18 85-10 95
Do., 2-lb. pack	11 95-12 05
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do., (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	10 55
Crystal diamonds (boxes 100 lbs.)	10 65
Crystal diamonds (50-lb. boxes)	10 75
Crystal diamonds (25-lb. boxes)	10 95

### Small Space For Canned Goods Export

**Montreal**  
**CANNED GOODS.**—Canned fruits, according to packers, are pretty well picked up in this market and many have been

shipped out. Canned vegetables are in fair demand here and from the country but there is also a continued enquiry from abroad. One of the important factors expressed this week to CANADIAN GROCER is that of the Government requirements for ocean space being very large. It is said that these demands call for 70 per cent. of the available shipping, leaving 30 per cent. of space for trade needs. Under this plan it is obvious that space can only be secured in a limited way.

It is now stated that orders are in for 20,000 to 30,000 cases of tomatoes, and these, it is understood, will be shipped within the next few weeks. With ocean rates advanced another 50c, an increase of 50 per cent. over the former price is registered.

A few readjustments of price have been made this week.

<b>Canned Fish—</b>		
<b>Salmon—</b>		
“Clover Leaf,” ½-lb. flats	2 45	2 80
Sovereign, 1-lb. flats	4 62½	
Do., ½-lb. flats	2 30	
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	2 05	2 17½
Do., ½ lb. flat	1 17½	1 25
Pinks, 1-lb. flat	2 25	
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb. doz.	1 87½	
Pale, 1 lb. doz.	2 37½	
Pinks, ½-lb. doz.	1 62½	
Cohoos, 1-lb. talls	3 75	
Cohoos, 1-lb. flats	2 25	
Cohoos, ½ lbs. flat	1 75	
Herrings, kippers, dz. (4 dz. case)	2 25	2 50
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)	1 00	
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.	2 45	
White Springs (1s)	2 30	
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	
Labrador salmon, 1-lb. flat	3 60	
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	1 90	
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (¼s)	22 00	20 00
Lobsters, ¼-lb. doz.	2 25	
Do., ½-lb. tins, doz.	3 60	3 75
Do., 1-lb. talls	6 90	7 00
Do., ¾-lb. doz.	6 00	
Do., 1-lb. flats	7 00	
Sardines (Amer. Norweg. style)	14 50	
Sardines (gen. Norwegian)	22 00	
Sardines—Canadian brands (as to quality), case	7 00	16 50
Sardines, French	32 00	
Scallops, 1-lb. doz.	3 25	
Scotch Snack, No. 1, dz., Montreal	2 50	
Do., Eastern trade	2 65	
Do., Winnipeg and Western	2 85	
Scotch Snack, No. 2, doz.	4 50	
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (cs 4 doz.)	6 75	
Clams (river) (1 lb.), doz.	1 90	
<b>Canned Vegetables—</b>		
Asparagus (Amer.) mammoth green, doz.	4 00	
Beans, Golden Wax	1 95	1 97½
Beans, Refuzee	1 40	1 42½
Beets, new sliced, 2-lb.	1 40	1 42½
Corn (2s)	2 05	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (2½s)	2 45	
Corn (on cob), gallons	7 50	
Swinech, 3s	3 00	
Spinach, California 2½s	3 15	
Do. (wine gals.)	10 00	
Tomatoes, 1s	0 95	1 00

Tomatoes, 2s	1 35
Tomatoes, 2½s	1 75
Tomatoes, 3s	1 85
Tomatoes, gallons	6 00
Peas, standards	1 35
Peas, early June	1 57½
Peas, extra fine, 2s	2 30
Do., fancy, 20 oz.	1 57½
Potatoes, Can. sweet, 2½-lb tins	2 75
Do., 2-lb. tins	2 75
Olives (in bis, 49 wine gals.), gal.	1 35
<b>Specialties</b>	Per gal.
Olive oil (pure), 1 gal. tins	7 50
Do., ¼ gal. tins	8 00
Do., 5 gal. tins	7 00
Tomato Paste, 100 tins (case)	32 00
Do., 200 tins (case)	33 00
Do., 12-10 lbs.	39 00
Salad oil (bbis, 50 gals.), gal.	2 50
Olives, Queen, gal.	1 45
<b>Canned Fruits, Heavy Syrup—</b>	
Apples, 2½s, doz.	1 65
Do., 3s, doz.	1 75
Do., gallons, doz.	4 75
Blueberries, 2s	1 90
Currants, black, 2s, doz.	4 00
Do., gallons, doz.	13 00
Cherries, red, pitted, doz.	2 90
Gooseberries, 2s, doz.	3 00
Do., 2s (pails)	2 77½
Peaches, 20 oz., doz.	2 50
Do., No. 2	2 75
Do., 2½	3 25
Pears, 2s	2 50
Do., 2½s	3 25
Do., 2s (light syrup)	1 90
Pineapples (grated and sliced), 2s	3 60
Do., 2½s	4 50
Plums—Lombard	1 90
Gages, Green, 2s	2 40
Do. (light syrup, 2s)	2 00
Raspberries, 2s	4 00
Do., 2½s	2 60
Strawberry, 2s	3 92½

### Beans and Peas Are Unchanged

**Montreal**  
**BEANS AND PEAS.**—The market is without feature this week and no changes have been made in a quotable way. The movement is not heavy and of course the season when supplies are used in a big way in the camps, is fast coming to a close.

<b>Beans—</b>		
Canadian, hand-picked, bush.	4 20	4 50
British Columbia	4 50	5 00
Brown Beans	3 50	4 00
Japanese	4 50	
Yellow Eyes	6 50	
Lima, per lb.	0 10	0 14
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 00	3 50
Peas, split, new crop (98 lbs.)	5 25	
Peas (blue)	0 05	0 09
Barley (pot), per bag 98 lbs.	4 00	
Barley, pearl, per bag 98 lbs.	5 00	5 50

### Rices Are Steady; Markets May Hold

**Montreal**  
**RICES, TAPIOCA.**—It is stated that the amount of rice in producing centres of Japan is very small and quite inadequate for the needs of the population. India, it is said, is short, while Siam has some for export. In view of the fact that new crops will not be available before next December, some anticipate the market to rule very firmly. In fact others look for advances to come in time.

### Nut Prices Held In Fair Demand

**Montreal**  
**NUTS.**—While the movement is not

Ice Drips—Japan (per 100 lbs.)	11 25
Carolina	13 00
Siam, No. 2	8 50
Siam (fancy)	10 50
Rangoon “B”	8 50
Rangoon CC	8 10
Mandarin	10 00
Pakling	8 60
Tapioca, per lb. (seed)	0 11½
Tapioca (pearl)	0 11½
Tapioca (flake)	0 11

above normal there is always a fair sale for various grades and kinds, and the market is steadily firm on most lines. Peanuts are in active demand and there is an inclination to firmness for these.

Almonds, per lb.	0 26	0 28
Almonds (shelled)	0 50	0 53
Almonds (Jordan)	0 22	0 23
Brazil nuts (new)	0 22	0 23
Brazil nuts (med.)	0 16	0 17
Filberts (Sicily), per lb.	0 21	0 24
Filberts, Barcelona	0 21	0 24
Hickory nuts (large and small), lb.	0 19	0 15
Peanuts (roasted)—		
Extra large	0 19	0 20
Large	0 16	0 17
Medium	0 12½	0 14
Shelled, No. 1 Spanish	0 15½	0 16
Salted Spanish, per lb.	0 21	0 22
Shelled, No. 1 Virginia	0 15	0 15½
Do., No. 2	0 14	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	0 38	0 38
Fancy splits, per lb.	0 35	0 35
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large	0 21	0 24
Jumbo	0 60	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 72½	0 80
Walnuts (Spanish)	0 30	0 33

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

### Prunes May Firm; No Declines Here

**Montreal**  
DRIED FRUITS.—Indications point to high prices for prunes, at least the tendencies upon the part of the bigger brokerage concerns in the growing centres indicates that bookings will not be taken on a low price basis. It is still early to make forecasts, but in the matter of spot stocks of all kinds of dried fruits there is a fully maintained price basis.

<b>Apricots—</b>		
Choice	0 24	0 25
Slabs	0 22	0 23
Fancy	0 30	0 30
Apples (evaporated)	0 17	0 19
Peaches (fancy)	0 22	0 23
Faced	0 19	0 19
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkg.	0 16	0 18
Pears	0 22½	0 24
<b>Drained Peels (old)—</b>		
Citron	0 46	0 46
Lemon	0 40	0 40
Orange	0 41	0 43
<b>Drained Peels (new)—</b>		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb. case	12 75	12 75
Cut, 16-lb. boxes (lb.)	0 48	0 48
<b>Raisins—</b>		
Bulk, 25-lb. boxes, lb.	0 17½	0 17½
Malaga, table box of 22 lbs., 3-crown cluster, \$8.75.		
crown, \$7.50: 6 crown cluster, \$7.00.		
Cal. seedless, cartons, 16 oz.	0 14½	0 15½
Malaga Raisins	2 35	2 35
Do., 5 cr.	0 23	0 23
Muscatels, loose, 3-crown, lb.	0 23	0 23
Do., 4 cr.	0 23	0 23
Muscatels, loose, 2-crown	0 23	0 23
Do., 6 cr.	0 23	0 23
Choice seeded, 12 oz.	0 10%	0 10%
Fancy seeded, 16 oz. pkgs.	0 14	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
Seedless, 11 oz. pkg.	0 11%	0 12
Do., 15 oz. pkg.	0 14	0 14½
Do., bleached, 15 oz. (choice)	0 15	0 15
Do., (fancy)	0 15½	0 15½
\$5.50: 4-crown cluster, \$6.50-\$6.75:	5	5
Valencia, selected	0 11½	0 11½
Valencia, 4-crown layers	0 11½	0 11½
Sultanas (bleached) 50-lb. boxes	0 16½	0 20
Currants, old pack., 15 oz.	0 29	0 31
12 oz.	0 23	0 24
50-lb. boxes, loose	0 28	0 32
Cartons	0 32	0 32
15 oz. pkgs.	0 23	0 24
Pkgs. 8 oz. (20 pkgs.)	2 00	2 00
Pkgs. 6 oz. (50 pkgs.)	3 00	4 75
Pkgs. 4 oz. (70 pkgs.)	3 75	5 00

Muscatsels, 4-crown, lb.	0 13	0 13
80 lb. Ainslia	0 23	0 23
12 oz.	0 26	0 26
Do., new	0 33	0 33
Cal. currants (loose)	0 18	0 22
Cal. "Kurrants," 15 oz. pkg.	0 20	0 22
Dates, Excelsior, per case (86-100)	7 00	7 00
Do., Dromedary (36-10 oz.)	8 00-8 50	8 64
Packages only, Excelsior	0 20	0 20
Packages only	0 19	0 20
Do., Dromedary	0 22	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. bxs)	5 40	5 40
Do., (12 8-oz. bxs)	3 50	3 50
Do., (12 10-oz. bxs)	2 20	2 20
Figs (cooking), 50-lb. boxes, lb.	0 16	0 16
<b>Prunes—</b>		
California (25-lb. boxes)—		
30-40s	0 25	0 25
40-50s	0 19	0 24
50-60s	0 22	0 22
60-70s	0 20	0 20
80-90s	0 16	0 16
90-100s	0 14	0 14
50-lb. boxes, 80-90s	0 14½	0 14½
90-100s	0 13	0 14
70-80s	0 16½	0 17
80-90s	0 15½	0 16½
90-100s	0 13½	0 14
100-120s	0 10½	0 11
Oregon, 30-40s	0 23	0 23
50-60s	0 22	0 22
60-70s	0 18½	0 18½
70-80s	0 17½	0 17½

### Spice Business Has Been Good

**Montreal**  
SPICES.—Even though the markets are somewhat unsettled and prices inclined to be shaded here and there on some lines, there is a good volume of trade.

Allspice	0 20	0 22
Cassia (pure)	0 35	0 40
<b>Cinnamon—</b>		
Rolls	0 35	0 35
Pure ground	0 35	0 40
Cloves	0 65	0 65
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	0 30	0 30
Mace	0 50	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 50	0 65
Do., ground	0 60	0 65
Pepper, black	0 40	0 45
Pepper, white	0 45	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 30	2 00
Cardamon seed, per lb., bulk	0 80	0 90
Carraway, Dutch, nominal	0 30	0 30
Cinnamon, China, lb.	0 35	0 35
Cinnamon, per lb.	0 35	0 40
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded cocconut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

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

### With Corn Up 49c; Syrups Are Firm

**Montreal**  
MOLASSES, SYRUPS.—With the price of corn 49c per bushel higher than it was two months ago, the position of corn syrups can be readily understood as decidedly firm. And as corn is soaring in price every day it is not likely that the products thereof will register declines. There have been no advances yet and this may be attributed, probably, to the fact that stocks of lower-priced corn have held out. The molasses market is on the quiet side and prices are unchanged. It is stated that some importers are asking 2½c more for new crop, and the tendencies are quite firm.

<b>Corn Syrup—</b>		
Barrels, about 700 lbs.	0 06%	0 06%
Half bbls.	0 07	0 07
Kegs	0 07½	0 07½

2-lb. tins, 2 doz. in case, case	4 55	4 55
5-lb. tins, 1 doz. in case, case	5 15	5 15
10-lb. tins, ½ doz. in case, case	5 35	5 35
20-lb. tins, ¼ doz. in case, case	5 50	5 50
2-gal. 25-lb. pails, each	2 00	2 00
3-gal. 38½-lb. pails, each	3 15	3 15
5-gal. 66-lb. pails, each	5 25	5 25
<b>White Corn Syrup—</b>		
2-lb. tins, 2 doz. in case, case	5 05	5 05
5-lb. tins, 1 doz. in case, case	5 65	5 65
10-lb. tins, ½ doz. in case, case	6 35	6 35
20-lb. tins, ¼ doz. in case, case	5 30	5 30
<b>Cane Syrup (Crystal) Diamond—</b>		
2-lb. tins, 2 doz. in case, per case	7 00	7 00
Barrels, per 100 lbs.	9 75	9 75
Half barrels, per 100 lbs.	10 00	10 00
Glucose, 5-lb. cans (case)	4 80	4 80

<b>Prices for</b>	
Barbadoes Molasses—	Island of Montreal
Punchons	1 03
Barrels	1 06
Half barrels	1 08

### Syrup Comes in But Not Freely

**Montreal**  
HONEY, MAPLE PRODUCTS.—There is still a fair amount of business passing for honey, and the market is maintained. With regard to maple syrup it is not definitely known, as yet, what the yield has been. Much interest will centre upon the weather conditions in the immediate days ahead, and it is hoped that freezing nights and bright days will ensue. Prices are fairly high as yet, and grocers are now selling at prices somewhat higher than those obtaining at the opening of the 1918 season.

<b>Maple Syrup—</b>		
13½-lb. tins (each)	\$2 00	\$2 10
10-lb. cans, 6 in case, per case	15 10	15 10
5-lb. cans, 12 in case, per case	17 10	17 10
2½-lb. cans, 24 in case, per case	18 50	18 50
Maple Sugar (nominal), small lots	0 25	0 25
<b>Honey, Clover—</b>		
Comb (fancy)	0 30	0 30
Comb (No. 1)	0 25	0 25
In tins, 60 lbs.	0 25	0 25
30-lb. pails	0 27	0 27
16-lb. pails	0 25	0 25
5-lb. pails	0 28	0 28
Honey—Buckwheat, tins or bbls.	0 22	0 22

### Cocoa is Lower; Coffee Unchanged

**Montreal**  
COCOA, COFFEE.—The market for cocoa is not so brisk and prices have been revised downward about 2c per pound. On the other hand cocoa butter is higher and is quoted at 47c per pound. This is due to an increased export demand. The coffee market is steady but unchanged, although one roaster states that it will advance in the immediate future.

<b>Coffee, Roasted—</b>		
Bogotas, lb.	0 39	0 42
Jamaica, lb.	0 33	0 36
Maracaibo, lb.	0 35	0 37½
Mocha (types)	0 38	0 42
Mexican, lb.	0 38	0 40
Rio, lb.	0 31	0 33
Santos, Bourbon, lb.	0 36	0 38
Santos, lb.	0 35	0 37
<b>Cocoa—</b>		
Bulk cocoa, 200-lb. bbls. (lb.)	0 22	0 22
Do., 100-lb. bbls. (lb.)	0 23	0 23
Do., 50-lb. cans (lb.)	0 24	0 24

### Tea is Selling; Prices Hold

**Montreal**  
TEA.—While few are inclined to buy in speculative quantities, grocers and jobbers are purchasing what tea they require from week to week. Some activity has been noted in the New York market and in a general way the undertone is firm and strong on best grades.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52

Orange Pekoes	0 58	0 55
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 58	0 58
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 41	0 43
Small lots		11 20
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

**Cereals Steady;**  
**Quotations Held**

**Montreal.**  
**CEREALS.**—The market is not particularly brisk for rolled oats and cornmeal, but there is a routine business of fair proportions. Package goods are popular and without change. In view of the fact that good oats are scarce, the one factor keeping prices from advancing is a strong bidding for business and a dearth of large orders. The same might be said regarding cornmeal, although advances for both lines would be justified by the price of the raw material.

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

**Feeds Are Firm;**  
**Not Very Active**

**Montreal.**  
**FEEDS.**—The demand for bran and shorts is maintained on a fair basis but there is not a great deal of large business. For, with the snow gone feeding is not required in the same way or to the same extent. Prices, at the same time, have been firmly maintained. In the matter of special feeds these are steadily firm under the influence of higher oat prices.

<b>Shorts—</b>		
Mixed cars	44 25	
Straight cars	46 50	
<b>Bran—</b>		
Mixed cars	42 25	
Straight cars	44 00	45 00
Crushed oats	54 00	60 00
Barley chop	50 00	58 00
<b>Gluten Feed (22% Protein)—</b>		
F.O.B. Cardinal	52 00	
F.O.B. Fort William	48 00	

**Flour Markets in**  
**Quiet Condition**

**Montreal.**  
**FLOUR.**—No new feature has developed in this market and the mills are doing very little. Some excitement and interest was stimulated early in the week relative to the placing of large orders by the Wheat Export Company, but

these did not materialize. Local domestic demand is limited and mills are rather marking time.

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

**Hay is Steady;**  
**Oats; Barley Up**

**Montreal.**  
**HAY AND GRAIN.**—The delivery of hay from the farms is still interfered with by bad roads, and while there is not a great deal of demand the market is firm and prices are held on the advances of last week. Oats are up 1½ to 2 cents per bushel and barley has advanced from \$1.14 to \$1.21 per bushel. The undertone is strong.

<b>Hay, Straw, Grain (wholesale prices in car lots)—</b>		
Good No. 1, per 2,000-lb. ton		\$27 50
Do., No. 2		26 50
Do., G. M.		24 50
Do., No. 3		24 50
<b>Straw</b>		
No. 2 C.W. (34 lbs.)	0 86½	
No. 3 C.W.	0 82½	
Extra feed	0 82½	
No. 1 feed	0 80	
No. 2 feed	0 76½	
<b>Barley—</b>		
No. 3 Extra	1 21	

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

**Oranges Active;**  
**Prices Steady**

**Montreal.**  
**FRUITS.**—Apples are so high in price that the demand for oranges has increased materially and the output is very large every week. Marmalade and blood oranges have been moving, and navels are popular. Bananas are in active position, too. In a general way there are no price changes this week.

<b>Apples—</b>		
Ben Davis	9 00	
Baldwins	9 50	
Baldwins, No. 1	9 00	10 00
Greenings	9 00	10 00
Spys	10 00	12 00
Russets	9 00	10 00
Kings, No. 1	9 00	10 00
Wagners	9 00	10 00
Apples (in boxes)	5 00	
Winesaps (box)	5 00	
Rome Beauty	5 75	
Newton Pippins	4 75	
Bananas (fancy large), bunch	5 50	6 00

Bananas, Florida	3 00
Cranberries, bbl.	20 00
Do., gal.	1 00
Grapefruit (fancy Porto Rico)	4 50
Lemons (fancy new Malagas)	6 00
Lemons (California)	4 25
Pears, Cal., eating, small box	4 00
Pears, California (110 size)	5 50
Oranges, Porto Rico	4 50
Oranges, Florida	5 00
Oranges, Cal. navels, 126	6 00
Do., 150	6 25
Do., 176	6 50
Do., 200-216	6 50
Tangerines, half boxes	4 75
Blood oranges	4 50

**Onions Are Dear;**  
**Potatoes Easy**

**Montreal.**  
**VEGETABLES.**—The strongest vegetable in the list is that of onions. The better grades seem to be scarce and the demand has also been good, resulting in prices strengthening. Romane, in crates, is in from Florida and sells at \$3 per crate. Chickory is quoted at \$3. Cabbage is firmer at \$3.50 per barrel. Potatoes, while not quotably lower, are somewhat easier in price and declines may come.

<b>Beans, new string (American)</b>		
basket	9 00	10 00
Beets, bag		1 00
Brussels Sprouts (Amer.)		0 40
Cucumbers, Boston (doz.)		3 00
Chickory, doz.		3 00
Cauliflower (imported), doz.	3 50	3 75
Cabbage, bbl.		3 50
Cabbage, new, crate	4 00	5 00
Carrots, bag		2 00
Celery (Wash.), doz.		2 25
Celery, crates		8 00
Egg plant	3 00	4 00
Horseradish, lb.		0 20
Lettuce (curly), box (3 doz.)		3 25
Do., (4 doz.)		4 25
Lettuce, Boston, box		4 25
Leeks		3 50
Mint		0 60
Mushrooms, lb.		1 25
Basket (about 3 lbs.)		3 50
Onions, Can., bag (75 lbs.)		3 50
No. 1 Yellow (75 lbs.)		3 50
No. 1 Red (75 lbs.), crate		3 50
Red, 100 lbs., bag		5 00
Onions, Spring (Imported), doz.	0 40	0 50
Oyster Plant		1 00
Parsnips, bag		2 50
Parsley (Canadian)		0 75
Parsley (American)		2 00
Potatoes, Montreal (90-lb. bag)		1 40
Potatoes (New Brunswick), bag	1 50	1 75
Potatoes (sweet), han. per	3 50	
Romane, doz.		3 00
Spinach, box		2 00
Spinach, bbls.		4 00
Turnips, per bag, Montreal		1 50
Turnips, Quebec		1 75
Tomatoes (hothouse), lb.		0 40
Tomatoes, crates (fancy)	6 50	7 00

**ONTARIO MARKETS**

**Steady Demand**  
**Noted in Sugar**

**Toronto.**  
**SUGAR**—There is a reasonably steady demand for sugar and orders are being taken care of from ample stock. Prices are holding steady and arrivals of raws are considered quite satisfactory.

<b>SUGAR</b>		
Granulated—	Per 100 lbs.	
Best, in barrels	\$11 00	
Best, in 100-lb. bags	10 95	
Best, in 50-lb. bags	11 05	
Best, in bales of 5x20-lb. bags	11 20	
Best, in bales, 10x10-lb. bags	11 35	
Best, 5-lb. packages, 20 in case	11 40	
Best, 2-lb. packages, 50 in case	11 50	
<b>Light Yellow—</b>		
In barrels	10 50	
In 100-lb. bags	10 45	
In 50-lb. bags	10 55	

<b>Lump Sugar—</b>		
Hard, 100-lb. cases		11 90
Hard, 25-lb. boxes		12 15
Tea Cubes, 25-lb. boxes		11 00
Tea Cubes, 100-lb. boxes		11 60
<b>Government Standard Flour—</b>		
Cash carload price		\$10 40
To bakers and flour and feed dealers		10 40
To storekeepers paying cash or 30 days, ton lots		10 60
Do., less than ton lots		10 70
<b>Credit Prices—</b>		
Manitoba points		10 50
Saskatchewan points		10 40
<b>Cereals—</b>		
Rollod oats, 80s		3 50
Rollod oats, pkgs., family size		5 65
Cornmeal, 98's		4 85
Oatmeal, 98's		4 75
<b>Feeds—</b>		
Bran, per ton		39 00
Shorts, per ton		43 00
Bran, B.C. and Vancouver Isld.		45 00
Shorts, B.C. and Vancouver Isld.		49 00

Barley—	
Pearl, Ontario, 98-lb. bags,	
per bag .....	6 30
Pot. 98-lb. bag, per bag .....	4 35

**Macaroni Lower;**  
*Many Lines Change*

Toronto.  
**MACARONI, ETC.**—A reduction in the prices of macaroni, spaghetti and vermicelli has been made in some quarters this week, the L'Etoile and Catelli brands in boxes containing 30, 16 oz. packages are quoted at \$3.60 per box. Lower prices have been named on Oxo Tubes; the 4s 10c size are being quoted at 95c per doz.; the 10's 25c size are being quoted at \$2.40; from April 1 to May 15 a special discount of 5 per cent. is allowed on all orders of \$5.00 and upwards.

Prices have been named on Real Cake Ice Cream Cones, packed 25 0in a carton and four cartons to a case of \$7.00 per case, or \$1.75 per carton. This is about the same price as that prevailing last year. The discount on paper bags has been reduced to 25 per cent. in some quarters. Arrowroot in one pound tins has advanced to 38 cents per pound.

A reduction in the price of Lilac Rose Glycerine Soap has been made, prices, which are now being quoted being \$5.10 per box in less than 5 box lots, \$5.05 per box in five box lots, and \$5.00 per box in 10 box lots. Five box lots and upwards ex. factory, freight paid. Holbrook's Sauce is higher in some quarters, being quoted at \$2.40 per dozen.

**Molasses More**  
*Active; Syrups Firm*

Toronto.  
**MOLASSES, SYRUPS**—Dealers report that there is a fair demand for molasses and stocks are being moved quite steadily. An interesting of the present demand is that the large package seems to be in considerable favor. The situation in respect to corn syrup is without any quotable change as far as price is concerned, but the market is very strong. This a reflection of the situation in the grain market.

<b>Corn Syrups—</b>			
Barrels, about 700 lbs., yellow,			
per lb. ....	\$0	06%	
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/4c over			
bbls. ....			
Cases, 2-lb. tins, white, 2 doz.			5 05
in case .....			
Cases, 5-lb. tins, white, 1 doz.			5 65
in case .....			
Cases, 10-lb. tins, white, 1/2 doz.			5 35
in case .....			
Cases, 2-lb. tins, yellow, 2 doz.			4 55
in case .....			
Cases, 5-lb. tins, yellow, 1 doz.			5 15
in case .....			
Cases, 10-lb. tins, yellow, 1/2 dz.			4 85
in case .....			
<b>Cane Syrups—</b>			
Barrels and half barrels, lb.	0 08		
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/4c over			
bbls. ....			
Cases, 2-lb. tins, 2 doz. in case			7 00
<b>Molasses—</b>			
Fancy, Barbadoes, barrels	1 05	1 10	
Choice Barbadoes, barrels	0 95	1 00	
West India, bbls., gal.		0 44	
West India, No. 10, kegs		6 50	
West India, No. 5, kegs		3 25	
Tins, 2-lb., table grade, case 2			4 90
doz., Barbadoes .....			
Tins, 3-lb. table grade, case 2			6 75
doz., Barbadoes .....			
Tins, 5-lb., 1 doz. to case, Bar-			5 30
badoes .....			
Tins, 10-lb., 1/2 doz. to case,			5 20
Barbadoes .....			

Tins, No. 2, baking grade, case		
2 doz. ....	3 50	
Tins, No. 3, baking grade, case		
of 2 doz. ....	4 70	
Tins, No. 5, baking grade, case		
of 1 doz. ....	3 75	
Tins, No. 10, baking grade, case		
of 1/2 doz. ....	3 60	
West Indies, 1 1/2s, 48s .....	6 95	
Atlantic, extra granulated .....	\$10 16	
St. Lawrence, extra granulated .....	10 16	
Acadia Sugar Refinery, extra granulated ..	10 16	
Can. Sugar Refinery, extra granulated ..	10 16	
Dom. Sugar Refinery, extra granulated ..	10 16	
Differentials: Canada Sugar, Atlantic, St.		
Lawrence, Dominion: Granulated, advance over		
basis; 50-lb. sacks, 10c; barrels, 6c; gunnies,		
5/20s, 25c; gunnies 10/10s, 40c; cartons, 20/5s,		
45c; cartons, 50/2s, 55c.		
Differentials on yellow sugars: Under basis,		
bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c.		
barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.		
Acadia granulated, advance over basis: gun-		
nies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons,		
20/5s, 60c; cartons, 50/2s, 70c. Yellows same as		
above.		

**Better Feeling in**  
*Canned Vegetables*

Toronto.  
**CANNED GOODS**—There seems to be a slightly better feeling in regard to canned vegetables and prices show a tendency to firm up slightly. Some lines however, are being shaded, Aylmer tomatoes being quoted at \$1.75 in some quarters. Canned peaches are said to be scarce and the same is true of lobster, prices on the latter line being very high. Opening prices have been received on asparagus tips and these show an advance over figures of last year. Information in regard to the pack which is now available indicates that this will be considerably smaller than the output one year ago.

<b>Salmon—</b>			
Sockeye, 1s, doz. ....	4 00	4 50	
Sockeye, 1/2s, doz. ....	2 40	2 50	
Alaska reds, 1s, doz. ....	3 75	3 95	
Chums, 1-lb. talls .....	2 35	2 60	
Do., 1/2s, doz. ....	1 35	1 45	
Pinks, 1-lb. talls .....	2 25	2 60	
Do., 1/2s, doz. ....	1 35	1 50	
Cohoos, 1/2-lb. tins .....	1 35	1 50	
Cohoos, 1-lb. tins .....	3 45	3 75	
Red Springs, 1-lb. talls .....	3 65	3 95	
White Springs, 1s, dozen .....	2 30	2 35	
Lobsters, 1/2-lb., doz. ....		3 75	
Whale Steak, 1s flat, doz. ....	1 75	1 90	
Pilchards, 1-lb. talls, doz. ....	1 90	2 15	
<b>Canned Vegetables—</b>			
Beets, 2s. ....	1 90	2 30	
Tomatoes, 2s .....	1 75	1 92 1/2	
Peas, standard .....	1 50	1 95	
Peas, early June .....	1 67 1/2	2 25	
Beans, golden wax, doz. ....	2 00	2 10	
Asparagus tips, doz. ....	3 42 1/2	3 45	
Asparagus butts .....	2 00	2 02 1/2	
Corn, 2s, doz. ....		2 35	
Pumpkins, 2 1/2s .....	0 90	1 00	
Spinach, 2s, doz. ....		1 90	
Do., 2 1/2s, doz. ....	2 52 1/2	2 80	
Do., 10s, doz. ....		10 00	
Succotash, 2s, doz. ....	2 30	2 35	
Pineapples, sliced, 2s, doz. ....	3 20	3 50	
Do., shredded, 2s, doz. ....	3 00	3 02 1/2	
Rhubarb, preserved, 2s, doz. ....	2 07 1/2	2 10	
Do., preserved, 2 1/2s, doz. ....	2 65	2 67 1/2	
Do., standard, 10s, doz. ....	4 50	4 52 1/2	
Peaches, 2s .....		2 87 1/2	
Pears, 2s .....	2 35	2 87 1/2	
Plums, Lombard, 2s .....	1 97 1/2	2 22 1/2	
Plums, Green Gage .....	2 17 1/2	2 37 1/2	
Raspberries, 2s, H.S. ....		4 50	
Strawberries, 2s, H.S. ....		4 50	
Blueberries, 2s .....	2 10	2 35	
<b>Preserved Fruits, Pint Sealers—</b>			
Peaches, pint sealers, doz. ....	3 40	3 45	
<b>Jams—</b>			
Apricot, 4s, each .....		0 84	
Black currants, 16 oz., doz. ....	3 40	3 90	
Do., 4s, each .....		0 98	
Gooseberry, 4s, each .....		0 84	
Peach, 4s, each .....		0 82	
Red currants, 16 oz., doz. ....		3 45	
Raspberries, 16 oz., doz. ....	3 90	4 25	
Do., 4s, each .....	0 98	1 10	
Strawberries, 16 oz., doz. ....	3 90	4 25	
Do., 4s, each .....	1 08	1 10	

**Scarcity Dried**  
*Fruits; Firm Prices*

<b>Toronto.</b>			
<b>DRIED FRUITS</b> —All lines of dried			
fruits are rather scarce and prices are			
tending upward. Prunes are very high			
and raisins have also stiffened substan-			
tially. Thompson seedless raisins are be-			
ing quoted at 16c in one pound packages.			
Apples, evaporated, Ontario ....	0 16 1/2	0 17	
Apricots, unpitted .....		0 16 3/4	
Do., fancy, 25s .....		0 80	
Do., choice, 25s .....	0 23	0 27	
Do., standard, 25s .....	0 22 1/2	0 26	
<b>Candied Peels, American—</b>			
Lemon .....	0 38	0 43 1/2	
Orange .....		0 45 1/2	
Citron .....	0 47		
<b>Dates—</b>			
Excelsior, kgs., 3 doz. in case ....	7 00		
Dromedary dates, 3 doz. in case ....	8 00		
<b>Figs—</b>			
Taps, lb. ....			
Malagas, lb. ....			
Comadre figs, mata, lb. ....	0 13	0 14	
Cal., 4 oz. pkgs., 70s, case .....		5 00	
Cal., 8 oz., 26s, case .....		3 25	
Cal., 10 oz., 12s, case .....		2 75	
<b>Prunes—</b>			
30-40s, per lb. ....		0 18	
40-50s, per lb. ....		0 18	
50-60s, per lb. ....	0 16 1/2	0 18	
60-70s, per lb. ....	0 16	0 17	
70-80s, per lb. ....	0 14 1/2	0 16	
80-90s, per lb. ....	0 13 1/2	0 15 1/2	
90-100s, per lb. ....	0 11 1/2	0 12 1/2	
100-120s, per lb. ....	0 09 1/2	0 10 1/2	
<b>Peaches—</b>			
Standard, 25-lb. box, peeled .....		0 24	
Choice, 25-lb. box, peeled .....		0 25	
Fancy, 25-lb. boxes .....		0 22	
Practically peeled, 25-lb. boxes .....		0 22 1/2	
Extra choice, 25-lb. box, peeled .....		0 26	
<b>Raisins—</b>			
California bleached, lb. ....	0 17	0 18	
Extra fancy sulphur bleached, 25s .....		0 17	
Seedless, 15 oz. packets .....	0 14 1/2	0 14 1/2	
Seeded, fancy, 1-lb. packets .....	0 15 1/2	0 16	
Seeded, 15 oz. packets .....	0 13	0 15	
Seedless, Thompson's, 25s .....	0 15	0 16	
Seedless, 16-oz. packets .....		0 16	
Do., Bakers, Thompsons .....	0 16	0 17 1/2	
Do., Bakers, Thompsons, 50s .....	0 15	0 16	
1 Crown Muscatels, 25s .....		0 13	
<b>Demand For Tea</b> <i>Considered Good</i>			
<b>Toronto.</b>			
<b>TEAS</b> —The demand is very fair and			
the stocks are becoming rather small in			
first hands. Prices are firmly held and			
slightly higher levels, it seems, may be			
reached.			
Pekoe Souchongs .....	0 46	0 48	
Pekoes .....	0 48	0 54	
Broken Pekoes .....	0 56	0 58	
Orange Pekoes .....	0 58	0 60	
Broken Orange Pekoes .....	0 60	0 62	
<b>Javas—</b>			
Broken Pekoes .....	0 45	0 48	
Japans and Chinas—			
Early pickings, Japans .....		0 50	
Second pickings .....	0 40	0 48	
Hyson Thirds, lb. ....	0 40	0 48	
Do., Seconds .....	0 50	0 55	
Do., sifted .....	0 50	0 62	
<b>Activity in</b> <i>Coffee Maintained</i>			
<b>Toronto.</b>			
<b>COFFEE</b> —Business continues quite			
brisk and prices are well maintained.			
Primary markets show continued			
strength and the outlook for business			
generally is considered quite satisfac-			
tory. The same is true of Cocoa, prices			
at primary point revealing considerable			
firmness.			
<b>Coffee—</b>			
Java, Private Estate .....	\$	\$0 48	
Java, Old Government, lb. ....	0 45	0 48	
Bogotas, lb. ....	0 42	0 45	
Guatemala, lb. ....	0 42	0 44	

Mexican	0 42	0 44
Maracaibo, lb.	0 39	0 41
Jamaica, lb.	0 36	0 38
Blue Mountain Jamaica	0 42	0 42
Mocha, lb.	0 44	0 46
Mocha, Arabian, lb.	0 46	0 48
Rio, lb.	0 30	0 32
Santos, lb.	0 37	0 38
Santos, Bourbon, lb.	0 38	0 38
Ceylon, Plantation, lb.	0 44	0 45
Chicory, lb.	0 30	0 30
Cocoa—		
Pure, lb.	0 24	0 28
Sweet, lb.	0 24	0 28

**Spices Still**

**Marking Time**

Toronto. SPICES—The markets generally are just marking time. The demand locally is rather small, there being no disposition to buy except when absolutely necessary.

Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 65	0 80
Ginger	0 30	0 45
Herbs—sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 42	0 44
Peppers, white	0 49	0 53
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	0 55	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole	0 75	0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 70	0 75
Tumeric	0 30	0 30
Cream of Tartar—		
French, pure	0 80	0 85
American high test		
2-oz. packages, doz.	2 90	2 90
4-oz. packages, doz.	3 50	3 50
8 oz. tins, doz.	6 75	6 75

**Shelled Almonds**

**Moved Higher**

Toronto. NUTS—Higher prices are being asked in some quarters for shelled almonds which have advanced to 50c per pound in sack lots and 52c in smaller quantities. Walnuts are very firm and the high prices which are being asked have a tendency to curtail the amount of business being done.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	0 08	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 28	0 30
Walnuts, Bordeaux, lb.	0 24	0 35
Filberts, lb.	0 18	0 20
Pecans, lb.	0 30	0 30
Cocoanuts, Jamaica, sack	10 50	10 50
Peanuts, Jumbo, roasted	0 18	0 20
Brazil nuts, lb.	0 30	0 32
Shelled—		
Almonds, lb.	0 50	0 52
Filberts, lb.	0 29	0 45
Walnuts, lb.	0 80	0 85
Peanuts, Spanish, lb.	0 16	0 17
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	0 35	0 35

**Rice Markets**

**Hold Their Own**

Toronto. RICE—The market on rice is without any material change this week. Prices are holding steady and the demand is fair.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	11 00	11 25
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 00
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	8 75	8 75
Do., Simlu	11 00	11 00
Do., Mullin, No. 1	10 50	10 50
Do., Pakling	10 00	10 00

Tapioca, per lb.	0 11½	0 12
White Sago	0 11½	0 12

**Consumption of Beans Better**

Toronto. BEANS—The lower prices which have been named on beans recently have stimulated the local consumption with the result that there is a better feeling in this market. Prices show no change upwards, but the undertone to the market is much steadier than it has been for some time past.

Ontario, 1-lb. to 2-lb. pickers, bu.	\$ 4 00	\$ 4 00
Do., hand-picked	4 25	4 25
Japanese Kotenashi, per bush.	4 50	4 50
Rangoons, per bushel	3 00	3 00
Limas, per lb.	0 11½	0 12

**Package Goods**

**Hold Steadily**

Toronto. PACKAGE GOODS—A steady basis of quotations is being maintained with outlook considered quite satisfactory.

PACKAGE GOODS		
Rolled Oats, 20s round, case	\$ 5 60	\$ 5 60
Do., Do., 20s square, case	5 10	5 60
Do., Do., 36s, case	4 00	4 00
Do., Do., 18s, case	2 00	2 00
Corn Flakes, 36s, case	4 00	4 25
Shredded Wheat, 36s, regular, case	4 50	4 50
Porridge wheat, 36s, regular, case	6 00	6 00
Do., Do., 20s, family, case	5 80	5 80
Cooker Package Peas, 36s, case	3 60	3 60
Wheat Flakes, 24s	5 20	5 20
Cornstarch, No. 1, lb. cartons	0 11	0 11
Do., No. 2, lb. cartons	0 09½	0 09½
Laundry Starch, in 1-lb. cartons	0 11½	0 11½
Do., Do., in 6-lb. tin canisters	0 12¾	0 12¾
Do., Do., in 6-lb. wood boxes	0 12¾	0 12¾
Potato Flour, in 1-lb. pkgs.	0 20	0 20

**Honey Still Weak;**

**Maple Syrup Firm**

Toronto. HONEY, MAPLE SYRUP—Weakness is still manifest in the honey markets with little moving to the trade. A little more interest is being shown in maple syrup and new crop is expected in fair quantities shortly. Indications point to high prices, some quotations already in showing advances over opening figures last year.

Honey—		
Clover—5-lb. tins	0 27	0 27
10-lb. tins	0 25	0 25
60-lb. tins	0 24	0 24
Buckwheat, 60-lb. tins, lb.	0 20	0 20
Comb. No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	3 00	3 00
Maple Syrup—		
8½-lb. tins, 10 to case, case	15 75	15 75
Wine qt. tins, 24 to case, case	14 00	14 00
Wine ½ gal. tins, 12 to case, case	14 00	14 00
Wine 1 gal. tins, 6 to case, case	13 00	13 00
Imperial 5 gal. cans, 1 to case	12 00	12 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	0 27	0 27

**Strawberries Reach**

**Market in Quantities**

Toronto. FRUIT—Strawberries in carload lots started to arrive about the middle of this week, and opening prices were from 22 to 23 cents per pint, 24 pints to the case. Other lines show comparatively little change and quotations which are being offered to the trade on the various lines are shown below.

Apples—		
Do., Winesaps, box	\$ 5 25	\$ 5 50
Do., Spys, box	4 00	4 00
Do., in barrels	No. 1	No. 2
Spys	12 00	11 00
Bananas, per lb.	0 07½	0 07½
Grapefruit—		
Florida, 54s	5 75	5 75
Do., 64s	6 25	6 25

Do., 70s	6 50	6 50
Do., 80s, 96s	7 00	7 00
Cuban, 46s, 54s	4 75	4 75
Do., 64s	5 75	5 75
Do., 70s, 80s	6 00	6 00
Oranges—		
California navels, 100s	5 25	5 25
Do., 126s	5 75	5 75
Do., 150s	6 00	6 00
Do., 176s	7 00	7 00
Do., 200s, 216s, 250s	7 00	7 00
Do., 288s	7 00	7 00
Lemons, Cal., 300s, case	4 25	4 75
Strawberries, pint, 24 to case	0 22	0 23
Cocoanuts—		
Per sack, 100s	10 50	10 50

**Arrivals Vegetables**

**Well Maintained**

Toronto. VEGETABLES—Arrivals of imported lines are considered very good and prices are generally held at firm levels. The range of quotations on the various lines is shown below.

Asparagus, Cal., jumbo bunches	\$ 0 90	\$ 1 00
Beets, bag	1 15	1 15
Cabbage, Can., bbl.	3 25	3 25
Do., California	4 00	4 00
Do., Florida, large crate	7 00	7 00
Do., hampers, 24 heads	3 00	3 00
Cauliflower, Cal., standard case	6 00	6 00
Do., Do., pony crate	3 00	3 00
Celery, Florida, 3s to 6s	8 00	8 00
Do., Do., 8s	7 00	7 00
Do., Cal., 6s	13 50	13 50
Carrots, bag	1 00	1 00
Cucumbers, 2 doz.	7 00	7 00
Lettuce, head, Cal. Iceberg, 4 to 5 doz. case	4 75	5 00
Do., Do., Florida, large hampers	7 00	7 00
Do., leaf, doz.	0 30	0 35
Onions, Can., Yellow, 75-lb. bag	2 90	3 00
Do., Do., 100-lb. bag	4 00	4 00
Do., Red, 75-lb. bag	2 50	2 50
Do., green Shallots, doz.	1 00	1 00
Parsley, jumbo bunches, doz.	0 65	0 75
Parsnips, bag	1 00	1 00
Peppers, green, doz.	1 00	1 25
Potatoes, sweet kiln dried, hamper	3 50	3 50
Potatoes, Ontario, bag	1 50	1 50
Do., N.B., Delawares, bag	1 75	1 75
Tomatoes, Florida, Fancy, case	7 50	7 50
Do., Do., choice, case	7 00	7 00

**Hold Out Hope**

**For Flour Orders**

Toronto. FLOUR—There seems to be some indication that the Government is in the market again for another small allotment of flour. The amount however, is small and at a meeting being held this week between the millers and the Government, some definite basis to work on that can be relied upon is looked for. Reports from the U.S. indicate that the exportable surplus of wheat there is being used up and this will be reflected in an improvement in the situation here it is thought.

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

**Feeds Scarce;**

**Mills Oversold**

Toronto. MILL FEEDS—Mill feeds are very scarce and mills generally are greatly oversold. This is a result of the lack of flour business which would permit milling operations to be carried on and is causing considerable inconvenience, to say the least. In straight cars, prices are being asked as high as \$45.00 and \$47.00 for bran and shorts respectfully and were stocks available probably a much higher figure could be secured. In mixed cars, quotations generally pre-

vailing range around \$42.25 for bran and \$44.25 for shorts.

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

### Corn Products Show Firmer Tendency

**Toronto.**  
CEREALS.—Corn products are higher as a reflection of conditions prevailing in the grain markets. Rolled oats show no change although the market, it is indicated, warrant higher prices. The demand is still within a very narrow compass. Quotations are being made at the following figures:

	Single Bag	Low
	F.o.b. Toronto	Toronto
Barley, pearl, 98s	\$5 00	\$6 25
Barley, pot, 98s	4 50	4 75
Barley Flour, 98s	4 50	4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 25	5 40
Do., fancy yellow, 98s	4 75	5 00
Corn flour, white, 98s	4 60	4 85
Do., Government standard, 98s	4 25	4 25
Hominy grits, 98s	4 85	4 85
Hominy, pearl, 98s	4 60	4 60
Oatmeal, 98s	4 55	4 55
Oat Flour	4 60	4 60
Rolled Oats, 90s	4 25	4 50
Rolled wheat, 100-lb. bbl.	6 50	7 00
Rice Flour, per 100 lbs.	8 00	8 00
Linseed Meal, 98s	6 75	6 75
Rye Flour, 98s	6 50	7 25
Peas, split, 98s	5 50	5 50
Blue peas, lb.	0 10	0 10

Above prices give range of quotations to the retail trade.

## WINNIPEG MARKETS

### Sugar Unchanged; Supplies Sufficient

**Winnipeg.**  
SUGAR.—The situation on raws is unchanged. Canadian refiners are getting sufficient supplies to keep the trade supplied, while Cuba is being drawn upon by European markets. There is no present indication of any change in price.

### Brooms Register Slight Reduction

**Winnipeg.**  
BROOMS.—Manufacturers have reduced prices on brooms, though this reduction has been much greater on the cheaper grades than on the better class of brooms, owing to the scarcity of good broom corn. Present prices are expected to be maintained for some time.

A. M., 4-string, per doz.	\$11 30
No. 1, 4-string, per doz.	11 05
No. 2, 4-string, per doz.	9 80
No. 3, 4-string, per doz.	9 15
No. 4, 4-string, per doz.	8 75
Curling, extra long broom corn, per doz.	15 00
Warehouse, heavy, wire bound, per doz.	12 25

### Jam Market Firm Rise Expected

**Winnipeg.**  
JAM.—The market for pure jam is very firm, with the anticipation that the new crop will bring even higher prices owing to the fact that cost of labor is increasing and there is no reduction being made in cost of sugar, etc. Supplies of some varieties of jam are difficult to obtain, especially strawberry. Consumption is increasing and manufacturers have made heavy shipments recently to take care of same.

### Prunes in Demand; Apples Advance

**Winnipeg.**  
DRIED FRUITS.—All lines of dried fruits are very firm. The prune market is very strong and buyers feel that very high prices will prevail. There is a good demand for spot stocks of prunes at fall prices for domestic use. Evaporated apples have advanced recently and today the cost of this fruit to the jobber is about equal to the recent trade selling price. Pears are in good demand. Stocks of raisins now remaining in

packers hands are very light. As full deliveries were not made jobbers' stocks of raisins are also light. Available stocks will not be equal to the demand before the new goods are ready for shipment.

Prunes—	
40-50s, 25-lb. boxes, per lb.	0 21
50-60s, 25-lb. boxes, per lb.	0 18 3/4
60-70s, 25-lb. boxes, per lb.	0 17 1/4
70-80s, 10-lb. boxes, per lb.	0 17 1/4
80-90s, 25-lb. boxes, per lb.	0 15 1/4
70-80s, 25-lb. boxes, per lb.	0 16 1/2

Pears, choice, 10-lb. boxes, faced, lb.	0 20
Evaporated Apples, Ontario, 50s.	0 16 3/4
Peaches, choice, 25-lb. boxes	0 20 1/4
Apricots, choice, 25-lb. boxes	0 20 1/2
Do., standard, 25-lb. boxes	0 24

Raisins—	
Muscadels—	
1 Crown, 25-lb. boxes	0 12 3/4
Seeded—Bulk, 25-lb. boxes	0 12 3/4

### Export Reduces Canned Goods Stocks

**Winnipeg.**  
CANNED GOODS.—The market in canned goods is firm and no lower prices are looked for. Reports from the East indicate that an active export demand is being felt and that available stocks are being reduced. Reports still continue to circulate that canners are entirely cleaned out for export trade, yet some jobbers are unloading vegetables at a considerable loss, and notwithstanding the great shortage predicted by canners, no advance in prices seems to be anticipated.

Corn—	
2s	\$4 45
Peas—	
Standard, 24 x 2's	3 25
Tomatoes—	
2 1/2s, Can.	3 80
3 95	3 95
Peaches—	
Heavy Syrup, 24 x 2s	5 80
Pears—	
Light syrup, 24 x 2s	3 90
Plums—	
Lombard, light syrup, 24 x 2s	3 70
Lombard, heavy syrup, 24 x 2's	3 80
Strawberries—	
2s	8 15
Salmon—	
Chums, 48 x 1-lb. talls	8 40
Pinks, 48 x 1-lb. talls	9 75
Cohoes, 48 x 1-lb. talls	13 75
Sockeye, 48 x 1-lb. talls	16 25
Pinks, 48 x 1-lb.	9 85
Sardines—	
100 x 1/4s	7 05

### Currants Show Easier Tendency

**Winnipeg.**  
CURRANTS.—After reaching higher levels than other varieties of dried

fruits, currants are now easier in price. Present stocks are being offered at prices less than were ruling earlier in the season, and the opening price on new crop Australian currants is expected to be somewhat less than that of last year.

Bulk, wet cleaned, Australian, 50-lb. cases, per lb.	0 22
Do., less than case, per lb.	0 22 1/2
Wet cleaned, Australian, 64 and 8 oz. ctn., per ctn.	0 16 1/2

### Coffee Strong; Some Advances

**Winnipeg.**  
COFFEE.—The coffee market shows firmness all through. This situation is in marked contrast with the weak and unsettled market of recent weeks. Some advances from last quotations are shown in following prices now prevailing:

Green Coffee—	
Rio, No. 7	0 22
Santos, fine old crop	0 29
Bourbon	0 29
Mexican	0 34
Bogota A	0 34
Costa Rica	0 38

### Tea Prices Firm; Advances Possible

**Winnipeg.**  
TEA.—The tea market is firm and no lower prices are looked for. Indications are that if any change is made it will be upward, especially affecting the better grades. Following are present quotations:

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

### Beans Stronger; Demand Increasing

**Winnipeg.**  
BEANS.—The bean market shows firmness, following the recent weakening in sympathy with a steady decline. Fancy white beans are now quoted at \$4.35 per bushel. Consumption of beans is now increasing and the present firmness should be maintained.

### Good Grades of Rice Growing Scarce

RICE.—Rice is very firm with Siam rice advanced about 00 1/2c in price. Good grades of rice are becoming scarce, owing to light imports, and the result is that inferior grades of rice are being offered in large quantities at low prices.

Rice—	
Extra fancy, Japan, 100-lb. bags	0 13 1/4
Fancy Japan, 100-lb. bags	0 12 1/2
Siam, 100-lb. bags	0 08 1/4
Tapioca, lb.	0 12 1/4
Sago, lb., in sacks	0 10 1/4
Less quantities	0 10 3/4

### No Change in Flour and Feed

**Winnipeg.**  
FLOUR, FEEDS.—Local demand is light, and there is practically no export demand for flour. Mills are still closed pending further orders.

Continued on page 40

# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., April 8.—Government standard flour is up 20 cents. Barley, pot and pearl, are half cent higher. California Limas are selling at 18c; local white, 7c. Japan number one rice, \$2.15; Siam, number one, \$1.90. Tapioca, 11c. Sago, 9½c. Peas are up. The market is practically bare of dried peaches and apricots. Dried apples are quoted at 21c. Prunes, sizes quoted, 16½c. Oranges average \$6.25. Breakfast bacon is selling at 49½c. Hams, medium, 40c. Pure lard, 33½c. Best New Zealand and best Canadian butter quoted to-day, 64c. Cheese is up half a cent. California strawberries are expected soon.

### BRITISH COLUMBIA:

Sugar, granulat. l	\$10 05
Do., yellow	9 40
Do., icing	10 45
Rolled oats, 80s, each	4 40
Flour, Govt. standard, 24s	11 40
49s	11 00
98s	10 80
Cornflour, 98c, per bbl.	13 50
Cornmeal, 98s	11 50
Barley, pot, 98s	0 06
Do., pearl	0 06½
Beans, lima, Manchurian, 100s	0 18
Do., lima, California	0 14½
Do., white, 100s	0 07
Do., Kotenashi, 100s	0 08
Rice, Siam, No. 1, per ton	160 00
Do., Do., No. 2, per ton	160 00
Do., China, No. 1, per 40 mats	140 00
Do., Do., No. 2, per 40 mats	140 00
Do., California	225 00
Tapioca, 140s	0 11
Sago, 140s	0 09½
Canned tomatoes, 2½s, doz.	2 00
Do., peas, stand., 2s, doz.	1 75
Do., early June, 2s, doz.	1 90
Do., corn, 2s, doz.	2 35
Do., beans, green, doz.	2 25
Do., D., yellow	2 25
Do., raspberries, 2s, doz.	4 10
Do., strawberries, 2s, doz.	4 25
Do., peaches, 2½s, doz.	3 75
Do., plums, 2s, doz.	2 10
Do., pineapple, 2s, doz.	3 25
Do., pumpkin, 2½s, doz.	1 40
Do., salmon, sockeye, 1s, tall, per case	17 50
Do., cohoes	14 00
Do., pinks	9 50
Do., chums	9 50
Do., pilchards	7 50
Dried Fruits—	
Choice peaches, 25s	0 26
Do., apricots	0 22
Do., apples	0 21
Do., prunes, 70-80, 55s	0 16½
Oranges, run, per case	6 25
Grapefruit, per case	4 00
California	3 75
Bananas, lb.	0 09
Apples—Yellow Newtons, per box	4 25
Do., Winesaps, per box	4 25
PRODUCE	
Dressed hogs	0 25
Breakfast bacon, medium	0 49½
Lemons, per case	5 00
Hams, medium	0 40
Pure lard, tierce basis	0 33½
Do., compound	0 25
Butter, New Zealand, prints	0 64
Do., Alberta Cr., prints	0 64

Margarine, prints	0 84½
Eggs, fresh	.....
Do., storage	.....
Cheese, large	0 32
Do., twins	0 32
Potatoes, Lilloet, per ton	36 00
Fish—	
Frozen Halibut, per lb.	0 15
Salmon, Qualla, per lb.	0 10
Salmon, Cohoe, per lb.	0 16

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., April 8.—The bean market is stiffening a little. Sago and tapioca are quoted 11c to 12½c. Lobster is higher, quarters are now selling \$2.30 and halves \$3.65. Canned apples are quoted \$2.75 to \$3.00. Package raisins show an increase of about one cent all round. Lard, threes are advanced to \$18.90. A shipment of dates arrived to-day: Excelsior, \$7.40; Dromedary, \$8.60. Some sizes of smoked hams are up two cents a pound; white cooked hams are up half cent. Number one creamery butter, 54 to 58c. Shelled Valencia almonds have advanced about two cents pound.

Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.	10 50	10 50
Rolled oats, 80s	3 65	3 75
Rice, Siam, cwt.	8 30	9 50
Rice, China mat., No. 1	4 80	4 80
Do., No. 2	4 10	4 10
Tapioca, lb.	0 11	0 12½
Sago, lb.	0 11	0 12½
Sugar, pure cane, granulated, cwt.	11 02	11 02
Cheese, No. 1, Ontario, large	0 31	0 32
Butter, creamery, lb.	0 54	0 58
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	18 90	18 90
Eggs, new-laid, local	15 00	15 00
Tomatoes, 2½s, stand. case	3 60	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Apples, gal., Ontario, case	2 75	3 00
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted	6 40	6 40
Apples, evaporated, 50s, lb.	0 18	0 18
25s, lb.	0 18	0 18½
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 20	0 22
Prunes, 90-100s	0 16½	0 16½
Do., 60-70s	.....	.....
Do., 40-50s	.....	0 21
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	16 50	16 75
Do., halves	18 00	18 50
Potatoes, per ton	30 00	32 00
Oranges, navels	6 00	7 75
Lemons, case	6 00	6 50
Grapefruit	7 50	8 50

## Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., April 8.—A record price for creamery butter was paid in Regina to-day when a carload was sold to a Vancouver firm at 58 cents per

pound for the carload lot. The butter make, encouraged by high prices, is sixty per cent. greater than last year at this time. There was a surplus of eggs on the local market last week for first time this season, and two cars approximating 30,000 dozen were shipped to Montreal, bringing 36 cents to the producer. Beans are down to \$4.50. Pork and beans declined from 40 to 80 cents case. Rice is down about \$1.00 per hundred. Brooms also are lower. Prices on strawberry will not be higher than last year's figures at this time.

Beans, small white Japans, bu.	4 50
Beans, Lima, per lb.	0 12½
Rolled oats, boils	3 65
Rice, Siam, cwt.	7 40
Sago, lb.	0 12
Tapioca, lb.	0 13
Sugar, pure cane, gran., cwt.	10 99
Cheese, No. 1 Ontario, large	0 30
Butter, creamery	0 58
Lard, pure, 3s, per case	19 35
Bacon, lb.	0 47
Eggs, new-laid	0 52
Eggs, storage	0 65
Tomatoes, 3s, standard case	4 25
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18½
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	10 25
Salmon, pink, tall, case	41 00
Pork, American clear, per bbl.	59 00
Onions, ton	1 15
Potatoes, bushel	2 90
Apples, Washington, box	7 50
Grapefruit	6 50
California oranges	5 75
Pineapples	8 00
Lemons	.....

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

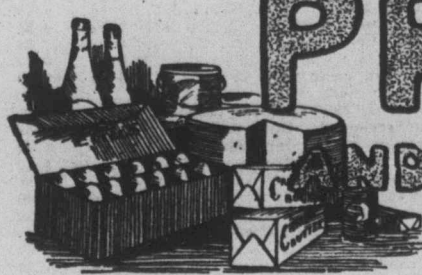
St. John, N.B., April 8.—Butter reflects the general advance this week with sharp increases. Creamery is quoted 61c and dairy 52 to 60c; tub, 50 to 55c. Eggs are higher, fresh are quoted 45c; case, 40 to 42c. Ordinary cornmeal jumped 30 cents, now \$3.60 to \$3.65. Molasses continues downward, 88 to 90c. Evaporated apples, 19½ to 20c. Western apples, box, \$5.50 to \$6.00. Better transportation conditions brought oranges down to \$7.50.

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

Flour, No. 1 patents, bbls., Man.	\$12 54
Cornmeal, gran., bags	5 75
Cornmeal, ordinary, bags	3 60
Rice, Siam, per 100	8 75
Molasses	0 88
Sugar—	
Standard, granulated	10 06
No. 1, yellow	9 55
Cheese, Ont., twins	0 31
Eggs, fresh, doz.	0 45
Eggs, case	0 40
Breakfast bacon	0 30
Butter, creamery, per lb.	0 61
Butter, dairy, per lb.	0 52

Continued on page 40





# PRODUCE AND PROVISIONS

## Merchants Favor Retention of Margarine

**A Vote of the Ontario Merchants Shows an Overwhelming Majority in Favor of the Continued Sale of Margarine—Of 4,600 Merchant Voting 4,562 Favored Sale of Margarine**

**I**N an effort to get a full consensus of the opinion of the merchants of Ontario on the question of whether the sale of margarine has been of advantage to the country, and whether the merchants of the province are in favor of a continuance of the regulation that permits the sale of margarine in Canada, the Ontario branch of the Retail Merchants' Association has circularized all the trades who would be interested in this product, asking them to state whether or not they were in favor of its continued sale in Canada.

There were some 11,000 circulars sent out, and the replies are coming in by hundreds with every mail. At the time of going to press replies had been received from some 4,600 of these circulars. Of this number 4,562 merchants declared themselves emphatically in favor of the continuance of the sale of margarine. Only 47 merchants replying indicated any opposition to the product. The association is now sending out the following petition, to be displayed in all food shops, for the signature of the consumer.

"An organized effort is being made throughout Canada to have Parliament rescind Order-in-Council No. 3044, permitting the sale and manufacture of oleomargarine.

There can be no denying the fact that oleomargarine takes the place of butter in an innumerable number of places throughout the world; likewise the fact is undisputed that oleomargarine is equally as wholesome and healthful as butter, the difference in price between the two articles has, during the past year been from fifteen to twenty-five cents per pound in favor of oleomargarine.

The privilege of buying and using oleomargarine should not be denied to those who desire it, or who cannot afford to purchase butter. If this Order-in-Council is repealed it will not be possible for the consumer to purchase oleomargarine in Canada.

If you are desirous of having the sale of oleomargarine continued in Canada we would suggest that you sign your name and address to this petition.

### The Petition

We, the undersigned citizens residing in the municipality of ..... hereby petition your honorable bodies and respectfully request that no action be taken to repeal the Order-in-Council permitting the importation and sale of oleomargarine in Canada.

AND WHEREAS there has been a difference between the price of oleomargarine and butter of from fifteen to twenty-five cents per pound, in favor of oleomargarine.

AND WHEREAS the need for economy will be just as great during the reconstruction period as it was during the war.

AND WHEREAS the sale of oleomargarine in Canada does not or will not interfere with the sale of butter.

AND WHEREAS those unable to purchase butter have been able to buy as a substitute oleomargarine.

WE, your humble petitioners hereby request that no legislation be passed that would deny us the right of the use of oleomargarine, and your petitioners will ever pay."

Ottawa, April 8.—Prior to the Canada Food Board taking action and allowing the importation and manufacture of margarine, it was not sold in Canada, although Canadians were the only people not using it. Under the War Measures Act its use began here. As soon as peace is declared, which is likely to be very soon, the War Measures Act will no longer operate, and unless legislation is passed at this session dealing with the matter, margarine will be off the market. With the present world outlook for butter and the certainty of advancing prices some action must be taken to retain margarine.

### Farmer Benefits in Better Price for Animal Fats

There are two plants in which it is made in Canada. These plants consumed last year nearly five million pounds of oleo oil and neutral lard in the manufacture of margarine. Pre-

vious to the manufacture of margarine in the United States, animal fats were very low in price there, since its manufacture there has been a greatly improved market open to the farmer and a better price for cattle and hogs.

The legislation in Canada has been designed as protection for the producers and makers of butter, but has had the effect of reducing the price of beef animals, as tallow has been a drug on the market in normal times. The greatest dairying countries in the world have encouraged its production, as well as the greatest consuming countries.

### Dairy Situation Serious

Advices recently received by the Dairy Commissioner have shown that the international dairy situation is serious. The United Kingdom is and always has been the principal world's market for dairy produce. Before the war Denmark exported over 200,000,000 pounds of butter annually, nearly all to the United Kingdom. At present Denmark is not making more than enough for her own use because the making of margarine has ceased there, owing to lack of fats. The supply from Russia is cut off; so with Italy, Holland and Sweden. In all there were ten European exporting countries shipping 500 million pounds annually. They are now all off the exporting list. Switzerland is trying to secure butter from Canada, and does not expect to see the domestic supply fall below 80 cents a pound.

Under such a world condition, the manufacture of margarine must be allowed or fats will be off the menu of many in Canada who cannot keep pace with the price butter is almost certain to jump.

### FOOD BOARD WITHDRAWS LOSS-OFF LEGISLATION

The Canada Food Board announces the revocation of orders Nos. 18 and 28 (fixing the price of Pacific cod and flat fish, because it was expedient to establish a market and to distribute this fish within the Dominion), and No. 24, relating to the handling of eggs and the payment by dealers for "loss off" for bad eggs limited to 1 per cent. of the total transaction. These orders had been in force for twelve months.

### CORN REFINERY CO. MUST SELL PLANT

Dissolution of the Corn Products Refining Company, of New York, which is required to sell to competitors before 1921 all but three of its manufacturing plants, was ordered by Federal Judge Learned Hand to-day. The decree, following a dismissal by the Supreme Court a few hours earlier of the corporation's appeal from a previous judgment dissolving the concern, was the result of a compromise agreement between the defendant and the Government, which charged that the company was a monopoly.

### ENLARGING PACKING PLANT

J. M. Schneider & Sons, Ltd., of Kitchener, Ont., are erecting new buildings for cold storage and workroom purposes. The expenditure will amount to about \$25,000 to \$30,000. This will about double the capacity of their plant.

### HADDIE RUN BEGINS IN MAY

Geo. C. Austin, superintendent of the Thistle Canning Co.'s plant, New Edinburgh, N.S., was in Montreal last week on a visit to the company's representatives, A. P. Tippet & Co. Mr. Austin gave CANADIAN GROCER some interesting information about the haddie canning business in Nova Scotia. He points out that during the past winter there was scarcely any difficulty experienced on St. Mary's Bay in regard to ice. It usually happens that the bay is well frozen over during the winter months and that it is difficult to proceed with fishing operations, but the winter just gone by has been an exception. The big season for haddie canning is from May to July in the spring, and beginning with September in the fall, although catches are made during the other months. He also explained the method of baiting hooks and actually catching the elusive underwater dwellers, and how they were canned as soon as caught, ready for shipment.

Mr. Austin is a son of Capt. Robt. Austin, a veteran in the fish business at St. Mary's Bay.

### CANDY COMPANY ADOPTS PROFIT SHARING

The management of the Metcalfe Candy Company, Ltd., Kitchener, Ont., announced to the employees at the annual banquet held recently, that it has been decided to adopt the profit-sharing policy, and at the end of the current year they will distribute among the employees 5 per cent. of the net profits of the company made during the year. It was also announced that a large addition to the present plant would be erected during the next few months.

### WILLARD CHOCOLATE CO. WILL ENLARGE PLANT

The Willard Chocolate Company will in the near future commence additions to their plant on Wellington Street W., Toronto, to total a cost in the neighborhood of \$150,000.

### OSHAWA GROCERS HAVE LOCAL ASSOCIATION

A number of the grocers in Oshawa, Ont., have formed a little association among themselves which they state has been of great advantage to them.

"We meet together regularly," said one retailer to CANADIAN GROCER recently, "and discuss such matters as credit accounts, deadbeats, pedlars, etc.

"For instance, if a new customer comes into a store and asks for credit we find out from the other merchants if she owes anything to them, how much and the reason, if possible, why she left her former dealer. This information is naturally of great benefit to us and saves us a good many dollars during the year.

"The meetings also tend to eliminate the little differences and jealousies between members of the trade in Oshawa. We meet each other regularly and exchange ideas."

This merchant told of another matter that the association has been taking up. It was learned that a number of farmers in the Oshawa district were buying produce out through the country and peddling it in Oshawa without paying a license. A producer may sell his produce direct to the consumer in any municipality, but if he purchases it from another he becomes a pedlar and must pay a license.

One thing, he emphasized, which was not discussed, was prices to the consumer. This idea of talking over common interests is recommended by the retailers of Oshawa to merchants in other centres, whether they are connected with the Retail Merchants' Association or not.

### CEASE DELIVERY AT 6 P.M. SATURDAY

A petition has been circulated among the grocers of Kitchener, Ont., for the discontinuing of the delivery service after 6 o'clock on Saturday nights. It is understood all the dealers have signed and the order will likely go into effect next month.

### SUGAR COMPANY ASKS QUARTER MILLION DAMAGE

As a result of the collision between the Aquitania and the Lord Dufferin in New York harbor, the Atlantic Sugar Refineries Company has instituted suit against the owners of the former steamer for \$250,000 for loss of sugar on the sunken steamer consigned to them, the claim including damages for loss of business and profits.

G. O. Sainsbury, traveling representative for the California Prune and Apricot Growers' Association, San Jose, California, was in Montreal this week calling on the wholesale jobbing trade.

### MARKET REPORTS BY WIRE

Continued from page 38

Butter, tub	0 50	0 55
Margarine	0 33	0 35
Lard, pure, lb.	0 30	0 30½
Lard, compound	0 27	0 27½
American clear pork	56 00	65 00
Beef, corned, 1s	4 90	
Tomatoes, 3s, standard, case	4 00	
Raspberries, 2s, Ont., case	3 80	
Peaches, 2s, standard case	6 00	
Corn, 2s, standard case	4 30	
Peas, standard case	2 90	
Apples, gal., N.B., doz.	4 00	
Strawberries, 2s, Ont., case	8 20	
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums		8 50
Evaporated apples, per lb.	0 19½	0 20
Peaches, per lb.		0 23
Apricots, per lb.	0 22	0 23
Potatoes—		
Natives, per bbl.	3 00	3 25
Onions, Can., 75-lb. bags	2 50	3 50
Lemons, Cal.	6 00	6 50
Oranges, Cal., case	6 00	7 50
Grapefruit, case	6 00	7 50
Bananas, per lb.	0 09	0 10
Apples, box	5 50	6 00

### WEEKLY MARKET REPORTS

Continued from page 37

### Bitters Cleaned Up; Strawberries Easier

**Winnipeg.**  
**FRUITS.**—The last shipments of Indian River grapefruit have come on the market in the past week. These are the best quality fruit to be received from Florida. Prices are firm at \$8.00 per case. Marmalade oranges are practically cleaned up. Strawberries are more plentiful and are being offered at \$7.00 to \$8.00 per case. Manitoba hothouse rhubarb is selling at 18c. The Washington outdoor grown variety of rhubarb is expected on the market very shortly, and prices will likely be lower. All shipments of fruit are arriving in good condition:

Fruits—		
Oranges	\$7 00	\$8 00
Lemons, Cal.	5 00	7 00
Bananas, lb.		0 09
Grapefruit, case	6 50	8 00
Strawberries, Florida, case	7 00	8 00
Japanese bitter oranges		5 50
Rhubarb (Man. hothouse)		0 18
Apples—		
No. 1, bbl.	9 00	11 00
No. 3, bbl.		7 50
Boxes	4 00	4 50

### Tomatoes Plentiful; Celery Scarce

**Winnipeg.**  
**VEGETABLES.**—Tomatoes are plentiful, though the quality of recent receipts is only fair. Celery is scarce and only a very limited supply will be available from now on. Cauliflower is advancing and is now being quoted at \$3.00 per doz. The first new cabbage from California has arrived on the market and is being quoted at 4½c to 6c per lb. Supplies of vegetables from the South are reaching here in good quantity and in good condition.

Cucumbers, doz.	4 00	5 00
Cabbage, Cal., new	0 04½	0 06
Cabbage, lb., local		0 03
Beets, with heads on, hampers	4 00	
Carrots, with heads, hampers	4 00	
Head Lettuce, Cal., case	6 00	
Turnips, cwt.	2 00	
Onions, silvers and yellows, lb.	0 04	0 05
Radishes, doz.		0 30
Parsley, imported, doz.		0 90
Celery, Cal., case	15 00	16 00
Cauliflower, doz.		3 00
Potatoes, 10-20 bush, lots, bush.		0 90
Tomatoes, Florida (graded)	10 00	14 00
Tomatoes, Florida (ungraded)	7 00	7 50

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

**M**ONTREAL, April 9.—Hog markets are very much firmer this week, prices for live hogs having reached \$21 per cwt. Beef is up about 1½¢ per pound. Hams and bacon are firm but without change. Cooked ham is higher at 53c per pound. Lard and shortening are firm, but without change. Creamery butter is up two cents to 63c per pound, and eggs are selling higher at 48c. Poultry is firm, and export continues, while fish prices are sagging and several declines have been registered during the week.

*Hogs Reach \$21.00;  
Beef is up 1½¢*

**Montreal**

**FRESH MEATS.**—An advance of 1c per pound in the live hog market did not deter buyers from picking up supplies in this market, and offerings early in the week were very promptly absorbed. The same was true of cattle, supplies being very limited and buying active at higher prices. Fresh meats have been advanced 1½¢ per pound all around, and the market for beef and pork is steadily firm here. Calves and lambs are distinctly firm and all around there is a healthy, active demand.

<b>Hogs, Dressed—</b>	
Abattoir killed, small .....	\$28 50 \$29 00
Sows .....	27 50 28 00
Hogs (country dressed) .....	27 00 27 50
Hogs, live .....	20 50 21 00
<b>Fresh Pork—</b>	
Leg of pork .....	0 36
Leg of pork (trimmed) .....	0 37
Loins .....	0 38 0 40
Tenderloin, lb. ....	0 46 0 48½
Spare ribs .....	0 24
Trimmed shoulders .....	0 27 0 28
<b>Fresh Beef—</b>	
(Steers and Heifers) (Cows)	
\$0 29½ \$0 33 Hind quarters .....	\$0 25½ \$0 28½
0 19½ 0 22 Front quarters .....	0 15½ 0 17½
0 41½ 0 41½ Loins .....	0 33½ 0 36½
0 31½ 0 31½ Ribs .....	0 28½ 0 29½
0 16½ 0 18 Chucks .....	0 15½ 0 16½
0 24½ 0 25½ Hips .....	0 23½ 0 25½
Calves (as to grade) .....	0 17½ 0 25½
Lambs—fresh killed .....	0 32 0 35
Do., frozen .....	0 33
Sheep .....	0 20 0 24

*Hams Firmly Held;  
Might Go Up*

**Montreal**

**CURED MEATS.**—Prices are firm, and the tendency on cured meats is of a decidedly firming nature. If pork holds its present high position there is a strong probability of increases going through. Demand is not over active, but for ham and bacon the sale is fair and the supplies available are fully equal to the needs of the trade.

<b>Cured Meats—</b>	
<b>Hams—</b>	
Medium, smoked, per lb.—	
(Weights) 8-12 .....	\$0 37
12-16 .....	0 36
16-20 .....	0 35
20-35 .....	0 33
<b>Bacon—</b>	
Plain .....	0 43 0 44
Boneless, per lb. ....	0 46 0 47
<b>Bacon—</b>	
Breakfast, per lb. (as to qual.)	0 40 0 45
Roll, per lb. ....	0 32½ 0 33½
<b>Dry Salt Meats—</b>	
Long clear bacon, ton lots ..	0 25 0 26
Long clear bacon, small lots ..	0 26 0 27
Fat backs, lb. ....	0 30

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

*Cooked Ham Goes Higher; Now 53¢*

**Montreal**

**COOKED MEATS.**—There is a continued fair demand for cooked meats, and markets are steady, and, if anything, firmer than they have been. But one item in the list is changed, cooked hams selling at 53c, an advance of 2c over last week.

Head cheese .....	0 15
Meat loaf with macaroni and cheese, lb. ....	0 29
Choice jellied ox tongue .....	0 44
Ham and tongue, lb. ....	0 32
Veal and tongue .....	0 25
Hams, roast .....	0 50
Hams, cooked .....	0 53
Shoulders, roast .....	0 44 0 48
Shoulders, boiled .....	0 44

*Lard Very Firm; Supply Lessened*

**Montreal**

**LARD.**—While the undertone is steadily firm, no change has been made this week for lard. The demand has been heavy and constant so that stocks are small, and there seems little chance of any surplus accumulating at the present time. Another advance is not improbable.

<b>Lard, pure—</b>	
Tierces, 400 lbs., per lb. ....	0 30½
Tubs, 50 lbs., per lb. ....	0 30½
Pails, 20 lbs., per lb. ....	0 31
Bricks, 1 lb., per lb. ....	0 32 0 32½

*Shortening Rests But Sells Well*

**Montreal**

**SHORTENING.**—The undertone continues to be quite firm, and the demand for shortening is fairly well maintained here. The high price of lard, margarine, and butter serve to help sales in some quarters of this cheaper product, and the output totals up reasonably well.

Tierces, 400 lbs., per lb. ....	0 26 0 26½
Tubs, 50 lbs., per lb. ....	0 26¼ 0 26½
Pails, 20 lbs., per lb. ....	0 26½ 0 27
Bricks, 1 lb., per lb. ....	0 27½ 0 28½

*Margarine Active; Prices Firm*

**Montreal**

**MARGARINE.**—Better movement of

margarine is reported in this market, and this will improve still, it is expected, for, with butter higher than ever and with the tendencies higher still, a number are beginning to use margarine more extensively. Prices are held firmly but no changes have been made here.

<b>Margarine—</b>	
Prints, according to quality, lb. 0 34	0 38
Tubs, according to quality, lb. ....	0 32

*Butter at 63¢ Breaks Records*

**Montreal**

**BUTTER.**—Another advance of 2c over the quotation of last week makes the price of creamery in prints, 63c per pound. This is a high-water mark, and the end is apparently not in sight. High prices are being paid in the country and it is said that several cargoes have been exported already to Europe of new made butter. There is a keen demand from all quarters and still higher prices may be reached before new make butter is available in large quantities.

<b>Butter—</b>	
Creamery prints (storage) .....	0 63
Creamery solids (storage) .....	0 62
Dairy prints, choice .....	0 48
Dairy, in tubs, choice .....	0 47

*Cheese Steady; Selling Well*

**Montreal**

**CHEESE.**—No change of any kind has been made in the price of cheese. The market is held with considerable strength of undertone for the higher price for butter will have a real effect on prices for various grades of cheese. Factories are expected to open soon and a better delivery result.

<b>Cheese—</b>	
Large, per lb. ....	\$0 28½ \$0 29
Twins, per lb. ....	0 30
Triplets, per lb. ....	0 30
Stilton, per lb. ....	0 30 0 32
Fancy, old cheese, per lb. ....	0 30

*Eggs Again Up; Very Active*

**Montreal**

**EGGS.**—Prices for new-laid are now ruling at 48c per dozen. Egg production though good, is not sufficient to pile up much of a surplus in view of the good demand. It does not seem now that prices are going to reach the lower levels that were looked for a few weeks ago.

Eggs—	
New-laid .....	\$0 48

*Poultry is Held; in Good Demand*

**Montreal**

**POULTRY.**—Prices are fairly well maintained on poultry, but there is a little wider range of quotations and the export business has been an important factor in steadying the price basis. Supplies coming to hand are not heavy.

Chickens, roast (3-5 lbs.) .....	0 35 0 38
Chickens, roast (milk fed) .....	0 40 0 43
Broilers (3-4 lb. pr.) .....	0 40 0 45
<b>DUCKS—</b>	
Brome Lake .....	0 46 0 47
Young Domestic .....	0 39 0 40

Turkeys (old toms), lb.	0 46
Turkeys (young)	0 46
Geese	0 28 0 30
Old fowls	0 34
Large	0 34
Small	0 30

**Halibut Here 24c;  
Other Fish Down**

**Montreal**  
FISH.—Eastern halibut have arrived in this market and are selling at 24c to 25c per pound. Other lines are reduced in price, the varieties affected being haddock, flounders, lobsters, pickled herrings and oysters. Most demand now is for fresh fish, and with supplies available in large quantities the tendencies are lower on many lines. Frozen fish are not active. Two carloads of haddock and cod came in last week from Boston and this may be looked upon as an index of the freer supplies available.

FRESH FISH		
Haddock	0 07½	0 08
Halibut, Eastern	0 24	0 25
Steak Cod	0 10	0 11
Market Cod	0 08	0 09
Flounders	0 07	0 08
Prawns	0 40	
Live lobsters	0 40	
FROZEN FISH		
Halibut, large and chicken	0 20	0 21
Halibut, medium	0 22	0 23
Haddock	0 07	0 07½
Mackerel	0 15	0 16
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 06½	0 07½
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08

Steak Cod	0 08½	0 09
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	0 22	
Lake Trout	0 19	0 20
Tom Cods, per bbl.	3 50	4 00
Lake Herrings, bag, 100 lbs.	6 00	
Alewires	0 05½	0 06

SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.	\$20 00	
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	
Codfish, No. 2, 200 lb. barrel	17 00	
Pollock, No. 1, 200 lb. barrel	15 00	
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 25
Codfish (boneless) (24 1-lb. cartons)	0 20	
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18	
Boneless cod (2-lb.)	0 23	
Shredded codfish (12-lb. box)	2 50	
Dried codfish (100-lb. bbl.)	20 00	

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

OYSTERS		
Cape Cod, per barrel	\$14 00	
Batouche, per barrel	15 00	
Scallops, gallon	4 00	
Can No. 1 (Solids)	2 25	
Can No. 3 (Solids)	6 50	7 25
Can No. 5 (Solids)	11 00	
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	8 40	

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

Wiltshire (smoked sides), lb.	0 36	0 38
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 28	0 30
Do., aver. 70-100 lbs.	0 27	
Fat backs, 16-20, lb.	0 30	
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	44 00	47 00
Short cut backs, bbl., 100 lbs.	53 00	56 00
Pickled rolls, bbl., 200 lbs., heavy	50 00	57 00
Do., Do., Do., lightweight	52 00	57 00
Above prices subject to daily fluctuations of the market.		

**Hams Reach  
Higher Figures**

**Toronto.**  
COOKED MEATS.—Prices on cooked hams show revision upward this week, the advance amounting to about 2c per pound. A very fair movement to the trade is reported on all lines.

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

**Lard Moves  
Up Another 1c**

**Toronto.**  
LARD.—About the lowest price going on lard is 31c per pound, and there does not seem to be any indication that the peak has been reached as yet. There is a good export movement and the market in New York offers splendid opportunities for sellers here to move their stocks and there is no accumulation of supplies developing.

Lard, tierces, 400 lbs., lb.	\$0 31	\$0 31½
In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.		

**Higher Prices For  
Shortening Possible**

**Toronto.**  
SHORTENING.—The higher cost of manufacturing along with strength apparent in all oils used in its manufacture is tending towards shoving up prices on shortening. The demand is considered very good, the high price of lard being a factor in this increased selling. Quotations for the week are unchanged but very firm.

Shortening, tierces, 400 lbs., lb.	\$0 25½	\$0 26¼
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.		

**Margarine Shows  
Little of Interest**

**Toronto.**  
MARGARINE.—New developments are lacking in the situation on margarine. In spite of the high prices for butter the demand for margarine shows really very little improvement and the orders which are going forward to the trade are within rather a narrow compass. Prices are steady.

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

**ONTARIO MARKETS**

**TORONTO, April 9.**—Higher hog prices are again shown this week, but buyers feel the limit has been reached and any other change must be downward. Fresh cuts of pork, provisions and lard have all reflected the advance in hogs, and shortening seems about due for higher prices. Butter has reached higher prices, and eggs are also on the upward move. Business as a whole is considered good.

**Pork and Beef  
Higher; Active**

**Toronto.**  
FRESH MEATS.—Live hogs have climbed another notch from early figures of last week, but buyers seem to feel the limit has been reached and any further move must be downward. Fresh pork has reflected the condition in hogs with many advances. Fresh beef as related to short loins and ribs is in big demand and prices show an upward move this week. Calves are arriving in larger quantities with prices showing a wide-spread though easier tendency. Figures ruling early in the week were:

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	\$27 00	
Live, off cars, per cwt.	21 25	
Live, fed and watered, per cwt.	21 00	
Live, f.o.b., per cwt.	20 25	
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 31	0 33
Loins of pork, lb.	0 38	0 40
Tenderloins, lb.	0 47	0 50
Spare ribs, lb.	0 18	0 20
Picnics, lb.	0 24	
New York shoulders, lb.	0 27	
Montreal shoulders, lb.	0 28	
Boston butts, lb.	0 32	
Fresh Beef—From Steers and Heifers—		

Hind quarters, lb.	0 26	0 32
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 24	0 30
Chucks, lb.	0 13	0 18
Loins, whole, lb.	0 32	0 36
Do., short, lb.	0 35	0 42
Hips, lb.	0 25	0 27
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 18	0 25
Lambs, whole, lb.	0 28	0 32
Sheep, whole, lb.	0 20	0 22
Above prices subject to daily fluctuations of the market.		

**Easter Demand  
Good; Prices Firm**

**Toronto.**  
PROVISIONS.—Higher prices are shown in some quarters this week on practically the entire list, this being directly traceable to higher priced hogs. There does not seem to be any surplus stocks available and an excellent Easter demand is said to be manifesting itself.

Hams—		
Medium	0 38	0 39
Large, per lb.	0 30	0 35
Backs—		
Skinned, rib in	0 46	0 48½
Boneless, per lb.	0 49	0 52
Bacon—		
Breakfast, ordinary, per lb.	0 39	0 44
Breakfast, fancy, per lb.	0 44	0 47
Roll, per lb.	0 31	0 34

### Butter Records Further Advances

Toronto.

**BUTTER.**—Higher prices are again in evidence on butter this week. The demand seems to be keeping up remarkably well, but the situation locally has responded by prices going higher than last week's levels. The market is strong at the figures shown herewith.

Butter—

Creamery prints (average)	\$0 60	\$0 61
Creamery solids (storage)	0 59	0 60
Creamery prints (fresh made)	0 62	0 63
Creamery solids (fresh made)	0 61	0 62
Dairy pr'ts, fresh separator, lb.	0 58	
Dairy prints, No. 1, lb.	0 50	

### Cheese Market Showing Strength

Toronto.

**CHEESE.**—The market is strong, and in view of the light supplies any new cheese which is offering is quoted at very high figures. Advances have been recorded in some quarters and the undertone is one of strength.

Cheese—

Old, large	\$0 31	\$0 32
New, large	0 30	0 30
Stilton (new)	0 31	0 32
Twins, 1/2 lb. higher than large cheese. Trip-lets 1/2c higher than large cheese.		

### Higher Prices Named on Eggs

Toronto.

**EGGS.**—The market here continues very active and very strong. Consumption locally is fairly heavy, whereas receipts have continued to come along quite plentifully; there is no accumulation of supplies available at all. Prices have stiffened from last week's figures and are being quoted at levels herewith:

New-laid, in cartons, doz.	\$0 49	\$0 50
New-laid, doz.	0 46	0 47
Prices shown are subject to daily fluctuations of the market.		

### Little Live Poultry Coming

Toronto.

**POULTRY.**—As far as live poultry is concerned there is little coming through. The movement of storage stock is very good and the export which has been done in this commodity has served to relieve the situation considerably. Business as a whole is considered very good and prices remain very strong.

	Prices paid by commission men at Toronto:	
	Live	Dressed
Ducks, lb.	\$0 35	\$0 40
Geese, lb.	0 50	0 50
Turkeys, old, lb.	0 40	0 42
Do., young, lb.	0 32-0 35	0 45-0 48
Roosters, lb.	0 25	0 28
Fowl, 4 to 6 lbs., lb.	0 33	0 35
Fowl, over 6 lbs., lb.	0 28	0 30
Fowl, under 4 lbs., lb.	0 28	0 30
Chickens, under 5 lbs., lb.	0 30	0 32
Chickens, over 5 lbs., lb.	0 26-0 32	0 35
Chickens, over 5 lbs., milk fed, lb.	0 38	0 38
Prices quoted to retail trade:		
Hens, light	\$0 35	\$0 37
Do., heavy	0 34	0 36
Chickens, spring	0 35	0 40
Ducks	0 40	0 42
Turkeys	0 47	0 50
Geese	0 52	0 52

### Movement Fish to Show Improvement

Toronto.

**FISH.**—Dealers are looking forward to a very heavy movement of fish towards the end of this week and the first of next. This is already apparent in orders that are now coming to hand, and a much better supply of fresh caught fish is expected to be available. The range of quotations which are being asked this week is as follows:

FRESH SEA FISH		
Cod Steak, lb.	\$0 11	\$0 12
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 09	0 10
FRESH FROZEN SEA FISH		
Cod Steak, lb.	0 08 1/2	0 09
Do., market, lb.	0 05	0 07 1/2
Flat Fish, B.C., lb.	0 08	0 10
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 05 1/2	0 07
Haddock, headless, lb.	0 10	0 10
Do., heads on, lb.	0 09	0 10
Do., small, case, 200 lbs., lb.	0 05	0 05
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 20	0 21
Do., large, lb.	0 21 1/2	0 22
Herring, lb.	0 06	0 07
Mackerel, lb.	0 12	0 13
Salmon, Cohoe, lb.	0 21	0 22
Do., Qualla, lb.	0 12 1/2	0 15
Do., Red Spring, lb.	0 23	0 24

Do., Gaspe, lb.	0 24	0 23
Smelts, No. 2, lb.	0 12	0 15
Do., No. 1, lb.	0 12	0 15
Do., Extra, lb.	0 24	0 24
Tomcods, lb.	0 07	0 07

FROZEN LAKE FISH		
Herrings, Lake Superior	0 03 1/2	0 04
Do., Lake Erie, lb.	0 06	0 06 1/2
Mullet, lb.	0 07	0 08
Pickrel, lb.	0 14	0 15
Pike, round, lb.	0 09	0 10
Trout, lb.	0 17	0 18
Tulibeas, lb.	0 09	0 10
Whitefish, lb.	0 11	0 11

SMOKED FISH		
Bloaters, 40 Count, box	1 30	1 30
Cod, smoked, lb.	0 11	0 11
Ciscoes, lb.	0 12	0 12
Digby Chicks, bble.	1 85	1 90
Boneless Digbys, box	2 00	2 00
Haddies, chicken	0 08	0 08 1/2
Do., fillets, lb.	0 16	0 18
Do., Finnan, lb.	0 11	0 14
Herring, Kippered, box	1 30	1 30

DRY AND PICKLED FISH		
Herring, Labrador, bbl.	10 00	10 00
Do., Do., keg	5 50	5 50
Do., Lake Superior, keg	5 00	5 25
Imperial, 25 lbs., loose, case	2 75	2 75
Quail on Toast, 24 1-lb. tablets, cs	3 60	3 60
Sea Trout, keg	12 00	12 00
OYSTERS, No. 3 size package		
Do., No. 5 size package (4 1-6 (2 1/2 gallons)	9 50	9 50
Do., No. 1 size package	3 30	3 30
Shell Oysters, 800 count, bbl.	14 50	14 50
Do., Do., 1,000 count	18 00	18 00

## WINNIPEG MARKETS

**WINNIPEG, April 9.**—There is a very firm feeling in the market at the present time, few reductions being noted, and these only of a minor character. Several lines show a markedly stronger feeling.

### Provisions Steady; Hogs Still \$19.25

**Winnipeg.**  
**PROVISIONS.**—Provision prices are steady and firm with a good demand. Hogs are steady at \$19.25. Some new prices are quoted herewith on bacon, barreled pork and lard. Ontario cheese is selling at 29c and the Manitoba variety at 28c.

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

### Butter Firm; Supplies Light

**Winnipeg.**  
**BUTTER.**—Receipts of creamery butter continue light as yet. Prices are firm and steady.

Butter—		
Fresh made creamery, No. 1 cartons	0 56	0 57
Fresh made creamery, No. 2	0 54	0 54
Margarine	0 31	0 32

### Eggs More Plentiful; Prices Still Firm

**Winnipeg.**  
**EGGS.**—Although receipts of eggs

are approaching a warm weather basis, prices remain firm. At the first of the week the market eased off somewhat and eggs were offered as low as 41-42c. The market has firmed up again and dealers are now asking 44-45c per doz.

### Storage Poultry in Strong Demand

**Winnipeg.**  
**POULTRY.**—Storage stocks of poultry are being taken into consumption freely. Stocks were put away at high prices and there is not expected to be any decline.

### Flat Fish Plentiful; No Price Changes

**Winnipeg.**  
**FISH.**—Plentiful supplies of flatfish have come on the market this week. Trade is a little slower than in recent weeks, and the general trend of the fish market is of a settled character. There are no price changes. Flat fish requirements have rallied to some extent and the demand is fairly even. Present prices are likely to undergo little change before the new pack comes on the market.

LAKE FISH		
Whitefish (cleaned), lb.	0 12	0 12
Whitefish (frozen), lb.	0 12	0 12
Pickrel, lb.	0 13	0 13
Pickrel Fillet, lb.	0 35	0 35
Frozen Trout, lb.	0 16	0 16
Round Jackfish, lb.	0 09	0 09
Dressed Jackfish, lb.	0 09 1/2	0 09 1/2
Frozen Goldeye, lb.	0 07 1/2	0 07 1/2
Speckled Trout, lb.	0 35	0 35
SEAFISH		
Frozen Halibut, lb.	0 20	0 20
Frozen Salmon, lb.	0 20	0 20

Announcing  
the amalgamation of the business of

**HERBERT PETERS**

88 Front Street East and 22-24 West Market Street  
**TORONTO**

with the firm of

**DUNCAN'S LIMITED**  
**NORTH BAY, ONT.**

With Branches at Sudbury, Cobalt and Timmins.

The new firm will be known as

**Peters Duncan Limited**

*Wholesale Dealers in*

**Fruits, Vegetables and Produce**

Our increased buying and distributing facilities will enable us to give our customers better service.

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

**Get In Touch With Our Nearest Branch**



# Satisfied Customers

—that's the only way to business success

*Swift's Premium  
Hams and Bacon*

*Carefully Selected  
Sugar Cured  
Hickory Smoked*

*Always Mild  
and Uniform*

*Needs No  
Par-Boiling*

Swift's Premium Hams and Bacon create goodwill and satisfaction that bring trade to your store from an ever-widening territory.

Grocers and Butchers tell us continually that "Swift's Premium" is the one Brand that is *sure* to give satisfaction and to bring repeat orders.

In addition, we are stimulating *new* demand through our extensive magazine and newspaper advertising. Be ready to get the extra business created by our special Easter sales effort. Striking display matter, which we will send for the asking, will, prominently displayed, associate your store with this campaign, and draw these prospective customers into your store.

Order Swift's Premium Hams and Bacon for your Easter trade, and be sure of satisfied customers.

**Swift Canadian Co.**  
Limited

**Toronto**

**Winnipeg**

**Edmonton**

Canada Food Board License Nos. 13-170, 171, 172



## Sell Schneider's Hams They're guaranteed

Schneider's Quality Hams (mild cure) will satisfy.

So certain are we of this that we invite dealers to return any of Schneider's Hams that do not measure up to expectations.

Give them a trial.

**J. M. Schneider & Sons, Ltd.**  
KITCHENER ONTARIO

*Drop us a card for Sausage and Smoked Meat quotations.  
Satisfaction guaranteed on all mail orders.*

## TASTY!



There's an extra deliciousness about every bit of

### Indian Chief Brand Prepared Herring

that appeals very greatly to those who love a fish food of highest quality. These well-flavored sea foods are saleable throughout the year, particularly during the warm weather. Round out your displays with Indian Chief Brand Prepared Herring. A Ready-Cooked line of great customer appeal.

**SHAW & ELLIS**  
Pocologan, N.B.



## OLIVE BUTTER

Unquestionably appetizingly popular.

A palatable product prepared from Selected Spices, Olives, Pimento and Malt Vinegar — the Very Highest Grade Obtainable.

Prominently displayed, Olive Butter will prove itself a brisk seller.

**HAVE A STOCK OF OLIVE BUTTER ON HAND AND DISPLAY IT EVERY DAY.**

Sold and Manufactured by

**E. W. Jeffress, Limited**  
WALKERVILLE, ONT.

### When in Doubt Try the "Want Ad" Page

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

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

CANADIAN GROCER

ADDRESS

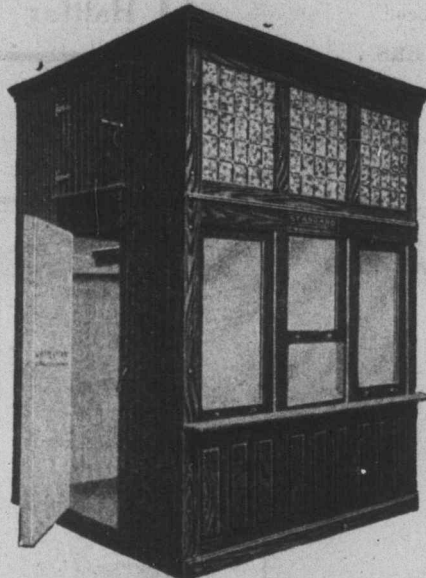
143-153 UNIVERSITY AVE., TORONTO



## FREEMAN Dry Air Refrigerator

Canada's First Centre Air Flue Refrigerator—patented 1918.  
Canada's First Dry Air Refrigerator.  
A superior Refrigerator for Butcher, Grocer and Delicatessen—  
perfect for dryness of air and Economy of Ice.  
Order early to avoid the hot weather rush orders.  
Catalogue on request.

**THE W. A. FREEMAN CO., Limited**  
HAMILTON CANADA



Branches at

Toronto

114 York St.

Montreal

Winnipeg

209 McDermot Ave.

Write for Catalogue

# Easter

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

**F. W. FEARMAN CO.**  
LIMITED  
HAMILTON

## Do you need a good man?

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

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

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

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

Send along your ad. to-day.

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

## Save More

this Summer  
-- You CAN  
with an  
ARCTIC

Not only keeps perishables fresh and saleable for an unusually long period, but frequently renews to tempting freshness provisions that have become shop-soiled. The ARCTIC principle of cold, dry air circulation can save you much more than refrigerators of less scientific construction — and cost no more to buy. Catalogue of complete line is FREE.

Write for it.

**JOHN HILLOCK & CO.**  
LIMITED  
154 George St., TORONTO



# ARCTIC

REFRIGERATORS & DISPLAY FACILITIES



## 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.

## MADE IN CANADA

## Taylor & Pringle Co.

Limited

OWEN SOUND, ONT.

Manufacturers of

PICKLES, CATSUPS, SAUCES,  
VINEGAR, CIDER, ETC.  
QUEEN QUALITY PICKLES  
UNIVERSAL FRUIT SAUCE  
PARAGON PICKLES  
CATSUP RELISH

**TAYLOR & PRINGLE'S  
PRODUCTS ARE GOOD  
PRODUCTS**

57



57

## Display and Recommend

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

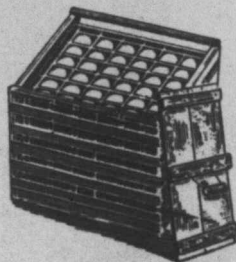
ALL HEINZ GOODS SOLD IN CANADA  
ARE MADE IN CANADA.

57

57

## EGG CASE FILLERS and EXTRA FLATS

For  
30 Doz.  
Egg  
Cases



And  
12 Doz.  
Egg  
Crates

The 12 Dozen Crates

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

## RICE

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

S. LOWRIE

825 Powell St.

Vancouver, B.C.

# RICE FLOUR

*Healthy  
and  
Nourishing*

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

*Wholesome  
and  
Nutritious*

*Use anywhere from 10% to 20% Rice Flour.*

## Mount Royal Milling and Mfg. Co., Limited

*Agents:*  
D. W. Ross Co., Montreal

*Mills at*  
Montreal and Victoria, B.C.

*We have*

# Safe Pack Waterproof Paper

*Shippers should know about it*

**WALTER WOODS & CO.**  
HAMILTON AND WINNIPEG



## Cow Brand Quality Is Never Doubted

Housewives have perfect confidence in their baking operations when they use Cow Brand Baking Soda. Strength, Purity and Reliability are perfectly embodied in this household favorite. It always pleases.

**Church & Dwight, Limited**  
MONTREAL

# Wantmore

## PEANUT BUTTER

The Finest Spread  
for Bread



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

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

Manufacturers

CALGARY

SASKATOON

REGINA

License No. 15-241



## Spring Revives Insect Life

and increases the constant demand for

# KEATING'S

Once used, no careful housewife will be without this universal insecticide

Makes Short Work of  
Flies Fleas Mosquitoes Ants  
Wasps Beetles Bugs  
Cockroaches or Moths

Its merit ensures repeat sales and steady profitable trade.

Made by THOMAS KEATING, London, England  
Established 1788

SOLE AGENTS FOR CANADA

**HAROLD F. RITCHIE & CO., Limited**  
10 McCaul Street, TORONTO

# Buy GOLDEN SHEAF Brand

## MACARONI VERMICELLI SPAGHETTI

*It's Good*

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

*Nutritious, Appetizing, Nourishing*

Order from your wholesaler.

Sole Sales Agents:

McLaren Imperial Cheese Co., Toronto, Montreal

### Golden Sheaf Co., Limited

Montreal

## A Palatable Tonic Wine

Made from extract of  
beef and carefully selected  
Port Wine.

### Dr. Chiron's Invalid Tonic

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

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

The Wholesale Grocery  
Trade handles it.



### BROTMAN BROS.

Manufacturers  
WINNIPEG

# Popular Brands

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

## Plug Smoking

- "British Consols"
- "Brier"
- "Index"



Trade Mark  
Registered



Every package we ship carries the above trade-mark.

## Plug Chewing

- "Prince of Wales"
- "Napoleon"
- "Black Rod" (Twist)



Trade Mark  
Registered

# W. C. MACDONALD, REG'D.

Established Over 60 Years  
MONTREAL, P. Q.

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



## Furnivall's

Jams Will Please Her

Furnivall's Jams always please. They are made to please — made of fine selected, sun-ripened fruits and pure Cane Sugar. The men who make Furnivall's are past-masters in the art of producing better quality Jams.

FURNIVALL - NEW,  
Limited  
Hamilton, Canada  
Canada Food Board License,  
No. 14-167.

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

# SUMORE

## The Perfect Peanut

Notice to Dealers:

## The Prices are Down

ASK YOUR JOBBER

OR

# Montreal Nut and Brokerage Co.

30 and 32 Jurors Street, Montreal, P.Q.

# VOL-PEEK

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

Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at ½ cent per mend. Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory. Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, \$2.25. 60% profit for you.

Order through your jobber or direct to—

**N. NAGLE & CO.**

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

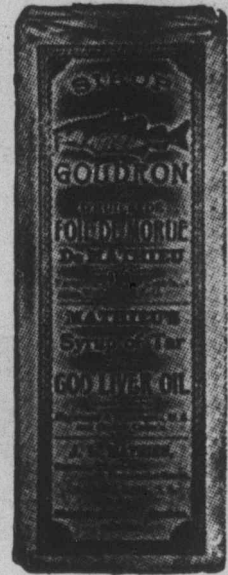


**COSTS ONLY ½¢ FOR EACH MEND**

## The Mathieu Lines are always in demand

Mathieu's "Syrup of Tar" and Mathieu's "Nervine Powders" should be constantly displayed in every good grocery store.

Gratified customers and good profits result.



**J. L. Mathieu Co.**

Proprietors

SHERBROOKE, QUE.

A Great Remedy for Neuralgia, Sleeplessness, Sick Headache, La Grippe.



**KEYSTONE BRAND**

**This Workman Knows**

The workman knows the effect of a poor kalsomine or whitewash brush. Now tell him the cause—poor, uneven bristles insecurely fastened.

**"KEYSTONE"**  
Kalsomine and Whitewash Brushes

are made of the best grade of bristles obtainable, and careful workmanship assures your customers of a brush, which will flow the color smoothly and finish the job, unmarred by streaks or bristles shed on the surface.

Write for prices, etc.  
**Stevens-Hepner Co., Limited**  
Port Elgin - Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes

**STEVENS-HEPNER CO., Limited**  
— PORT ELGIN, ONTARIO —

# OCEAN BLUE

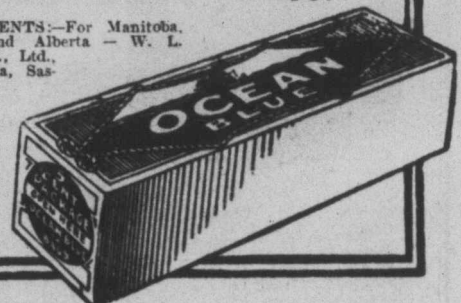
gives the right kind of "service."

It pleases buyer and seller alike.

Order from your Wholesaler.

**HARGREAVES BROS. & CO.**

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





Quality **Whittemore's** Variety  
**Shoe Polishes**

**The Shine That Lasts**

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

**KING GEORGE'S**  
**NAVY** CHEWING TOBACCO

**The finest quality tobacco**

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

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



Rock City Tobacco Co., Ltd.

## QUOTATIONS FOR PROPRIETARY ARTICLES

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

### JAMS

#### DOMINION CANNERS, LTD.

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

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

#### "AYLMER" PURE ORANGE

##### MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	\$2 00
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	5 10
4's Tins, 12 pails in crate, per pail	0 82
5's Tin, 8 pails in crate, per pail	1 01
7's Tin or Wood, 6 pails in crate	1 42
30's Tin or Wood, one pail in crate, per lb.	0 20

### PORK AND BEANS

#### "DOMINION BRAND"

Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92 1/2
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	0 97 1/2
1 1/2's (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27 1/2
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52 1/2
2 1/2's Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

#### CATSUPS—In Glass Bottles

1/2 Pts., Aylmer Quality	\$1 90
Pts., Aylmer Quality	2 75
Gallon Jugs, Aylmer Quality	1 62 1/2
Pints, Delhi Epicure	2 70
1/2 Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80
Galtons, Red Seal	7 45

#### BORDEN MILK CO., LTD.

##### CONDENSED MILK

Terms, net, 30 days.

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

Challenge Clover Brand, each 48 cans	7 75
--------------------------------------	------

### EVAPORATED MILK

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

### CONDENSED COFFEE

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

### W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—1/2s, \$2.90; 1s, \$4.90; 2s, \$9.25; 6s, \$34.75.
Lunch Ham—1s, \$7.40; 2s, \$14.50.
Ready Lunch Beef—1s, \$4.90; 2s, \$9.40.
English Brawn—1/2s, \$2.90; 1s, \$4.90; 2s, \$9.90.
Boneless Pig's Feet—1/2s, \$2.90; 1s, \$4.95; 2s, \$9.90.
Ready Lunch Veal Loaf—1/2s, \$2.45; 1s, \$4.45.
Ready Lunch, Beef-Ham Loaf—1/2s, \$2.45; 1s, \$4.45.
Ready Lunch Beef Loaf—1/2s, \$2.45; 1s, \$4.45.
Ready Lunch Asst. Loaves—1/2s, \$2.50; 1s, \$4.50.
Geneva Sausage—1s, \$4.40; 2s, \$9.40.
Roast Beef—1/2s, \$2.90; 1s, \$4.90; 2s, \$9.25; 6s, \$34.75.
Roast Mutton—\$7.25; 2s, \$14.50; square cans, \$48.00.
Boiled Mutton—1s, \$7.25; 2s, \$14.50; \$29.90; 6s, \$45.
Boiled Beef—1s, \$4.80; 2s, \$9.25; 6s, \$34.75.
Jellied Veal—1/2s, \$3.25; 1s, \$4.80; 2s, \$9.25.
Cooked Trips—1s, \$2.90; 2s, \$4.90.
Stewed Ox Tail—1s, \$2.40; 2s, \$4.40.
Stewed Kidney—1s, \$4.40; 2s, \$8.40.
Mince Collops—1/2s, \$1.90; 1s, \$3.85; 2s, \$6.90.
Sausage Meat—1s, \$3.90; 2s, \$7.80.
Corn Beef Hash—1/2s, \$1.90; 1s, \$3.90; 2s, \$5.90.
Beef Steak and Onions—1/2s, \$2.90; 1s, \$4.90; 2s, \$8.90.
Jellied Hocks—2s, \$9.90; 6s, \$30.00.
Irish Stew—1s, \$2.90; 2s, \$5.80.
Cambridge Sausage—1s, \$4.40; 2s, \$8.40.
Boneless Chicken—1/2s, \$5.90; 1s, \$9.00.
Boneless Turkey—1/2s, \$5.90; 1s, \$9.00.
Ox Tongue—1/2s, \$3.90; 1s, \$6.40; 1 1/2s, \$13.40; 2s, \$17.20; 3 1/2s, \$29.70; 6s, \$45.
Lunch Tongue—1/2s, \$3.90; 1s, \$6.90; Beef Suet—1s, \$6.40; 2s, \$12.40.

## "STAR" BRAND COTTON Clothes Lines

FOR SALE BY ALL JOBBERS

## 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.



The quality of  
**HOLBROOKS**  
 Imported  
**WORCESTERSHIRE**  
**SAUCE**  
 is beyond question



Made and Bottled  
 in England

**Y**OU can get behind Holbrooks Imported Worcestershire Sauce with all the enthusiasm you are capable of. It's a winner from the word go.

People who buy it once will buy it again. There's a delicate piquancy — an exquisite "zest" — to every drop of Holbrooks that wins approval from hard-to-please-people.

And you'll ring up a profit on every Holbrooks Sale that makes a continued selling effort worth while.

**Holbrooks, Ltd.**  
 Toronto and Vancouver

## "Saved From the British"

Germans Naively Explain Why They Denuded the Industries of France and Belgium of Raw Materials and Machinery.

**A**N amazing light is thrown on the methods of the Boche in occupied territory during hostilities, by a front-page item in THE FINANCIAL POST of April 5th. Their pillaging of the industrial districts of Belgium and France is explained on the ground that they were just keeping the goods and machinery safe from the British guns. The way they put it in the form of instructions to their commercial agents (now again busily engaged in rebuilding German export trade) is really worth reading. It arouses a smile; it also awakens keen thinking. POST news items have a way of doing that for every alert business reader.

Note, for instance, these contents of the

## Financial Post

dated April 5th

Private Companies Win Decisions in Hydro Fight  
 U.S. Railroads are Ignoring the New Steel Prices  
 Big Market in Sight for Canada's Paper  
 Canada's Wheat Problem: Canada's Wheat Wanted  
 Canada is Now Buying Less in United States  
 Steel Reduction is Not Resulting in New Business  
 Crerar Unfair to the Western Land Companies  
 An Opening for Canada in Irish Linen Industry  
 Canadians Study British Industry  
 Trust Company is Formed by Merchants Bank  
 Amending the Legislation Re Loan Cos.  
 Labor Commission Will Aid Industry  
 Canada's Wheat and British Millers  
 Unbusinesslike Administration of Alberta 'Phones  
 Deny Newsprint Prices Being Cut  
 Fairbanks-Morse Shows 44.38 Per Cent. on Common

Weyburn Bank Has Big Balance in Other Banks  
 Dominion Linens is Operating a Spinning Plant  
 A. Macdonald, and Relations of the Common  
 C.P.R.'s Position Was Maintained During Year  
 Scotia Steel Company Would Mine From Dominion Area  
 Monarch Knitting Dividend Outlook  
 A Canadian U.S. Alliance in Bank Field  
 Experience vs. Training in Banking Field  
 The Claim of the Banker for More Salary  
 Business, Sentiment, and the G.T.R. (Editorial)  
 Finding a Job for the Idle M.P. (Editorial)  
 Bond Market Lapses Into Dull Condition  
 Big Bond Issue for an Eastern Pulp Company  
 Building Costs Not Likely to be Lower.  
 Alberta's Acts for Relief of Mortgagees  
 School Houses Are Becoming a Worse Hazard.

### Business Building News Items Appear Each Week in The Financial Post

The above are only a few of the many subjects of real profit-making interest to Canadian men of affairs which have been dealt with by expert writers and editors in THE POST of April 5th. THE POST will keep you informed on Canadian business matters in a way unrivalled by any other publication. Send for a subscription to-day. The price is \$3.00 per year, and you have only to fill in this form:

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MONTREAL**

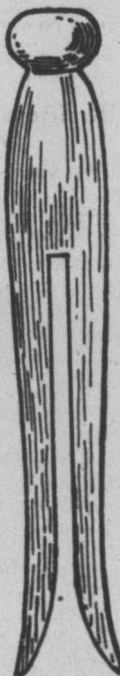
## The Megantic Broom Mfg., Co., Ltd. Manufacturers of Brooms and Clothes Pins



### Lake Megantic, Que.

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

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



- Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 5s, \$12.90.
- Mince Meat (Bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, \$15.
- Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.10; 1s, \$1.75; 2s, \$2.55; 5s, \$3.85.
- With Plain Sauce—Ind., \$1; 1s, \$1.65; 2s, \$2.40; 5s, \$3.40.
- Chateau Brand Concentrated Soups—Celery, \$1.25; Consommé \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mulligatawny, \$1.45; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Vegetable, \$1.25; Chicken, \$1.45; Mock Turtle, \$1.45; Tomato, \$1.25; Vermicelli Tomato, \$1.25; Assorted, No. 1, case, \$1.35; Soups and Bouilli, 6s, \$13.25.
- Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 90s; 1s, \$1.25; 1 1/2s, \$1.90; 2s, \$2.30; 3s, tall, \$3.35; 6s, \$12; 12s, \$20.
- Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.15; 1 1/2s, \$1.65; 2s, \$1.95; 3s (tall), \$2.95; 6s, \$10; 12s, \$18.
- Chili Sauce (red and gold label)—Ind., 90c; 1s, \$1.25; 1 1/2s, \$1.90; 2s, \$2.30.
- Vegetarian Baked Beans and Tomato Sauce—2s, \$2.25.
- Sliced Smoked Beef—1/2s, \$2.40; 1s, \$3.40; 4s, \$24.
- Canadian Boiled Dinner—1s, \$2.40; 2s, \$5.90.
- Army Rations—Beef and Vegetables, 1s, \$3.40; 2s, \$5.90.
- Spaghetti with Tomato Sauce with Cheese—1/2s, \$1.40; 1s, \$1.90; 3s, \$3.30.
- Tongue, Ham and Veal Pates—1/2s, \$2.35.
- Ham and Veal Pates—1/2s, \$2.35.
- Smoked Vienna Style Sausage—1/2s, \$2.45.
- Pate De Foie—1/2s, 75c; 1/2s, \$1.40.
- Plum Pudding—1/2s, \$2.40; 1s, \$3.90.
- Potted Beef Ham—1/2s, 75c; 1/2s, \$1.40.
- Beef—1/2s, 75c; 1/2s, \$1.40.
- Potted Tongue—1/2s, 75c; 1/2s, \$1.40.
- Potted Game (Venison)—1/2s, 75c; 1/2s, \$1.40.
- Potted Veal—1/2s, 75c; 1/2s, \$1.40.
- Potted Meats (Assorted)—1/2s, 80c; 1/2s, \$1.45.
- Devilled Beef Ham—1/2s, 75c; 1/2s, \$1.40.
- Beef—1/2s, 75c; 1/2s, \$1.40.
- Devilled Tongue—1/2s, 75c; 1/2s, \$1.40.
- Veal—1/2s, 75c; 1/2s, \$1.40.
- Devilled Meats (Assorted)—1/2s, 80c; 1/2s, \$1.45.
- In Glass Goods
- Fluid Beef Cordial—20 oz. bottle, \$10; 10 oz., \$5.
- Ox Tongue—1 1/2s, \$14.50; 2s, \$19.70.
- Lunch Tongue (in glass)—1s, \$9.90.
- Sliced Smoked Beef (in glass)—1/2s, \$1.80; 1/2s, \$2.80; 1s, \$3.90.
- Mincemeat (in glass)—1s, \$3.25.
- Potted Chicken (in glass)—1/2s, \$2.40.
- Ham (in glass)—1/2s, \$2.40.
- Tongue (in glass)—1/2s, \$2.40.
- Venison (in glass)—1/2s, \$2.40.
- Meats, Assorted (in glass)—\$2.45.
- Chicken Breast (in glass)—1/2s, \$8.90.
- Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.
- Chili Sauce—10 oz., \$3.25.
- Spaghetti with Tomato Sauce—1/2s, \$1.40; 1s, \$1.90; 3s, \$3.30.
- Peanut Butter—1/2s, \$1.40; 1/2s, \$1.90; 1s, \$2.30; in pails, 5s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.
- COLMAN'S OR KEEN'S  
MUSTARD
- Per doz. tins
- D.S.F., 1/2-lb., \$2 80
- D.S.F., 1/2-lb., 5 30
- D.S.F., 1-lb., 10 40
- F.D., 1/2-lb.,
- Per jar
- Durham, 1-lb. jar, each, \$0 60
- Durham, 4-lb. jar, each, 2 25
- Canadian Milk Products, Ltd.,  
Toronto and Montreal.
- KLIM
- Hotel, \$18 50
- Household size, 3 25
- Small size, 5 75
- F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per

- 100 lbs., to other points, on 5-case lots or more.
- THE CANADA STARCH CO., LTD.  
Manufacturers of the  
Edwardsburg Brands Starches
- Laundry Starches—
- Boxes
- 40 lbs. Canada Laundry ... 09 1/2
- 40 lbs., 1-lb. pkg., Canada White or Acme Gloss, ... 09 1/2
- 48 lbs., No. 1 White or Blue Starch, 3-lb. cartons ... 10 1/2
- 100-lb. kegs, No. 1 white ... 09 1/2
- 200-lb. bbls., No. 1 white ... 09 1/2
- 30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. ... 11 1/2
- 48 lbs., Silver Gloss, in 6-lb. tin canisters ... 12 1/2
- 36 lbs. Silver Gloss, in 6-lb. draw lid boxes ... 12 1/2
- 100 lbs., kegs, Silver Gloss, large crystals ... 10 1/2
- 40 lbs., Benson's Enamel (cold water), per case ... 3 25
- Celluloid, 45 cartons, case ... 4 40
- Culinary Starch
- 40 lbs., W. T. Benson & Co.'s Celebrated Prepared ... 11
- 40 lbs. Canada Pure or Challenge Corn ... 09 1/2
- 20-lb. Casco Refined Potato Flour, 1-lb. pkgs. ... 20
- (20-lb. boxes, 1/2c higher, except potato flour)
- GELATINE
- Cox's Instant Powdered Gelatine (2-qt. size), per doz. ... 1 50
- Knox Plain Sparkling Gelatine (makes 4 pints), per doz. ... \$2 00
- Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. ... 2 10
- SYRUP
- THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP
- Perfect Seal Jars, 3 lbs., 1 doz. in case ... \$4.00
- 2-lb. tins, 2 doz. in case ... 4.55
- 5-lb. tins, 1 doz. in case ... 5.15
- 10-lb. tins, 1/2 doz. in case ... 4.85
- 20-lb. tins, 1/4 doz. in case ... 4.80
- (Prices in Maritime Provinces 10c per case higher)
- Barrels, about 700 lbs. ... \$0.66 1/2
- Half bbls., about 350 lbs. ... .07
- 1/4 bbls., about 175 lbs. ... .07 1/2
- 2-gal. wooden pails, 25 lbs. ... 2.15
- 3-gal. wooden pails, 32 1/2 lbs. ... 3.25
- 5-gal. wooden pails, 65 lbs. ... 5.25
- LILY WHITE CORN SYRUP
- 2-lb. tins, 2 doz. in case ... \$5.05
- 5-lb. tins, 1 doz. in case ... 5.65
- 10-lb. tins, 1/2 doz. in case ... 5.35
- 20-lb. tins, 1/4 doz. in case ... 5.30
- (5, 10 and 20-lb. tins have wire handles)
- INFANTS' FOOD
- MAGOR, SON & CO., LTD.
- Robinson's Patent Barley—Doz.
- 1 lb. ... \$4 00
- 1/2 lb. ... 2 00
- Robinson's Patent Groats—
- 1 lb. ... 4 00
- 1/2 lb. ... 2 00
- NUGGET POLISHES
- Doz.
- Polish, Black, Tan, Toney Red and Dark Brown ... \$1.10
- Card Outfits, Black and Tan ... 4.10
- Metal Outfits, Black and Tan ... 4.5
- Creams, Black and Tan ... 1.7
- White Cleaner ... 1.20
- IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH
- Black Watch, 10s, lb. ... \$1.20
- Bobs, 12s ... 1 00
- Currency, 12s ... 1 00
- Stag Bar, 9s, boxes 6 lbs. ... 1 00
- Pay Roll, thick bars, ... 1 25
- Pay Roll, plugs, 10s, 6-lb. 1/2 caddies ... 1 25
- Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs. ... 1 00
- Great West Pouches, 9s, 2-lb. boxes, 1/2 and 1-lb. lunch boxes ... 1 12
- Forest and Stream, tins, 9s, 2-lb. cartons ... 1 44



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- For Fish and Meats: Escoffier Derby Sauce.
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Escoffier Chutney.  
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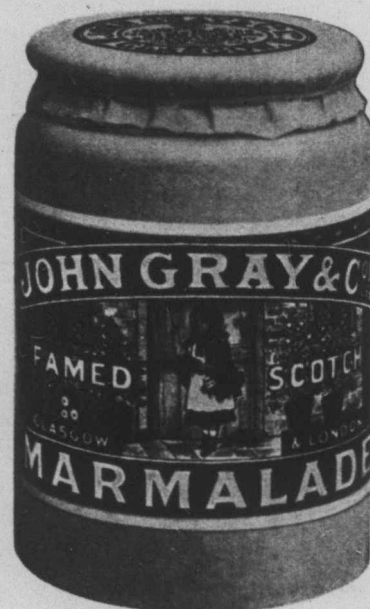
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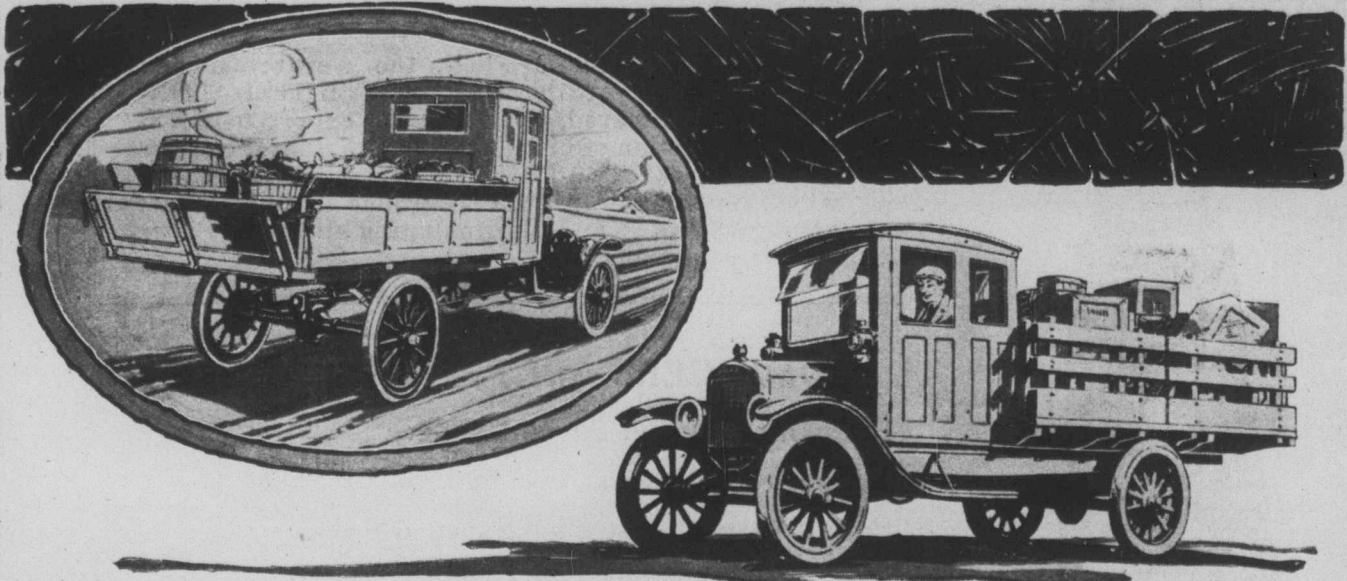
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## NOW A COMPLETE TRUCK

**H**EREAFTER Ford One-Ton Trucks may be bought **complete** with bodies and cabs, ready for the road.

The Chassis may still be purchased separately.

But in most cases, the Ford Truck will be sold as a complete Ford job. The body as well as the chassis will be planned to give Ford Service.

This radical step in the production of Trucks is being taken to insure the utmost efficiency from the Ford Truck; to give the purchaser Ford value in every part of his truck; to produce better bodies at lower prices.

### TWO STANDARD BODIES

The two types of Truck body most widely used are the Stake and the Express.

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They have oak floors. The sills are of seasoned hickory, clear five-inch members, clamped to the

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Specially designed forgings and castings are used throughout the entire job.

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The driver can step from the cab into the truck body, saving many a trip to the back of the truck.

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*Call and learn what it will cost to use them in your business. Look them over carefully. See how they outclass other Trucks in every detail.*

*This new idea in selling Trucks not only gives you unusual value, but enables you to avoid delay in securing the Truck you need.*

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Freight charge to London, \$15.00; Toronto, \$17.00; Montreal, \$22.00; St. John, \$31.00; Winnipeg, \$47.00; Regina, \$63.00; Saskatoon, \$66.00; Calgary, \$77.00; Vancouver, \$93.00.

*For either Stake or Express Body, in lead coat with cab, but without doors*

\$128.50..... F. O. B. Ford  
 \$133.00..... F. O. B. London  
 \$134.00..... F. O. B. Toronto  
 \$135.00..... F. O. B. Montreal  
 \$137.00..... F. O. B. St. John

# Ford

*For either Stake or Express Body, in lead coat with cab, but without doors*

\$140.00..... F. O. B. Winnipeg  
 \$143.00..... F. O. B. Regina  
 \$143.00..... F. O. B. Saskatoon  
 \$147.00..... F. O. B. Calgary  
 \$151.00..... F. O. B. Vancouver

*If painted job desired, add \$4.00 to above prices. If doors desired on cab, add \$6.00 to above prices.*

**Ford Motor Company of Canada, Limited, Ford, Ontario**

*Plan for bigger  
fish sales this  
summer*



Light, nourishing, appetizing sea foods find a strong appeal during the warm weather weeks.

If you want better fish sales this summer; if you want heavy sales the year through, build them on the quality and wholesomeness of

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BRAND  
SEA FOODS**

Ask your wholesaler to supply you to-day.

You'll like their selling qualities from the first. Your customers will like them and will come again for more. Get a trial shipment.

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**Turban  
BRAND BUSREH  
Dates**



IN CARTONS. Cases each 60 nominal pounds

**Turban  
COMPLETE  
Puddings**



Whole Rice Custard  
Barley Flake Custard  
Sago Custard

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

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REAL  
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Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavour. Attractive gold and blue labels. Packed in following sizes, 22 m/m. 1/4-club. Nominal 10 oz., 12 oz and 18 oz. All with keys.

Special quotations upon Application

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### "SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

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

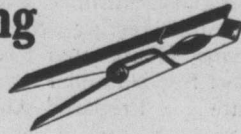
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**DONALD H. BAIN CO.**

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

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

*We Invite Correspondence*

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OWEN SOUND, ONT.



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

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AGENT:

Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario.

Forest and Stream, 1/4s, 1/2s, and 1-lb. tins ..... 1 50  
Forest and Stream, 1-lb. glass humidors ..... 1 75  
Master Workman, bars, 7s 3 1/2 lbs. .... 1 20  
Derby, 9s, 4-lb. boxes ..... 1 06  
Old Virginia, 12s ..... 1 50  
Old Kentucky (bars), 8s, boxes, 5 lbs. .... 1 25

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

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

### JELL-O

Made in Canada

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

### JELL-O ICE CREAM POWDERS

Made in Canada

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

### BLUE

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

### COCOA AND CHOCOLATE THE COWAN CO., LTD.

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

### (Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb. .... 0 85  
Supreme Chocolate, 10c size, 2 doz. in box, per box ... 1 30  
Perfection chocolate, 10c size, 2 doz. in box, per doz. .... 0 95

### SWEET CHOCOLATE— Per lb.

Eagle Chocolate, 1/2s, 6-lb. boxes 25 boxes in case ..... 0 30  
Diamond Chocolate, 1/4s., 6 and 12-lb. boxes, 144 lbs. in case 0 30  
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 32  
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case 0 30  
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box ..... 1 20

### CHOCOLATE CONFECTIONS

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

### 6c. LINES

Toronto Price—

Per box  
Filbert Nut Bars, 24 in box, 60 boxes in case ..... \$0 95  
Almond Nut Bars, 24 in box, 50 boxes in case ..... 0 95  
Puffed Rice Bars, 24 in box, 50 boxes in case ..... 0 95  
Ginger Bars, 24 in box, 50 boxes in case ..... 0 95  
Fruit Bars, 24 in box, 50 boxes in case ..... 0 95  
Active Service Bars, 24 in box, 50 boxes in case ..... 0 95  
Victory Bar, 24 in box, 60 boxes in case ..... 0 95  
Queen's Dessert Bar, 24 in box, 60 boxes in case ..... 0 95  
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case. 0 95  
Royal Milk Cakes, 24 in box, 50 boxes in case ..... 0 95  
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box ..... 1 00

### 10c LINES

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

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You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

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

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ASSORTED CHOCOLATES FINEST INGREDIENTS ONLY USED.

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Strawberries, in car lots  
Head Lettuce  
Cucumbers  
Bananas  
Celery  
Oranges  
Lemons  
Grape Fruit  
Asparagus, etc.

*Your orders will be filled  
carefully with selected  
stock  
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**WHITE & CO., LIMITED**

*Fancy Fruits and Vegetables*  
**TORONTO**

**C**ustard that **ompels** **ustom**

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

**FREEMANS DEVONSHIRE CUSTARD**

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

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FOOD PRODUCTS  
*Watford*

# WETHEY'S

## Mince Meats

(both Condensed and Bulk)

always lead



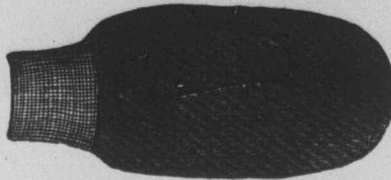
*When buying*

*insist*

*on this brand*

Canada Food Board License No. 14-128

**TAPATCO**  
REGISTERED BRAND TRADE MARK



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction.

There's a TAP-ATCO style and weight for every purpose. Show an assortment in your windows.



The American Pad and Textile Company  
Chatham, Ontario.



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

Here is a splendid selling proposition, Mr. Dealer. An attractive eye-catching counter display containing half a gross of good, easy-writing CANADIAN-MADE pencils, every one tipped and priced to retail at 5c each. You get the whole assortment for \$2.40 and the display stand will sell them for you without any extra trouble at all. Get your share of this profit. Ask your wholesaler or write direct to

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

INDEX TO ADVERTISERS

<b>A</b>		Loggie, Sons & Co. .... 14				
Adam, Geo., & Co. .... 11	Lauder Co., Chas. .... 19	Lowrie, S. .... 48				
American Pad & Textile Co. .... 62	<b>M</b>					
Atlantic Milling Co., Ltd. .... 15	McBride Bros. .... 19	McLay Brokerage Co. .... 11				
<b>B</b>		Macdonald Brokerage .... 13				
Bain, Donald H., Co. .... 11	Macdonald, W. C., Regd. .... 51	MacKay & Co., John .... 10				
Baird, Alex., Ltd. .... 11	Maclure, A. M., & Co. .... 11	MacKenzie, W. L. .... 13				
Baker & Co., Ltd., Walter .. 64	Maclure & Langley .... 14	Macleod & Co., D. J. .... 13				
Battle Creek Toasted Corn Flake Co. .... 9	Magor, Son & Co., Ltd. .... 22	Mann, C. A., & Co. .... 63				
Bendon Utility Co., S. G. .... 15	Mann, C. A., & Co. .... 63	Maple Tree Producers .... 10				
Blackwoods, Ltd. .... 4	Marsh Grape Juice Co. .... 10	Marshall, H. D. .... 14				
Borden Milk Co. .... 1	Mathieu Co., J. L. .... 52	Megantic Broom .... 56				
Bowman Fish Co. .... 63	Midland Vinegar Co. .... 10	Miller Bros. Co. .... 48				
Bowes Co. .... 2	Moore & Co., R. M. .... 63	Montreal Nut & Brokerage .... 51				
Brotman Bros. .... 50	Mount Royal Milling & Mfg. Co., Ltd. .... 49	<b>N</b>				
B.C. Farmers' Exchange .... 64	<b>D</b>		Nagle & Co., N. (Volpeek) .... 52			
<b>C</b>		Dayton Scale Co. .... Back cover	Nagle Mercantile .... 64			
Canada Nut Co. .... 16	Davies, Wm., Co. .... Inside back cover	Defiance Packing Co. .... 17	National Licorice .... 56			
Cane & Son, Wm. .... 62	Des Brisay, M., & Co. .... 16	Dion, J. W. .... 15	Nelson, C. J. .... 16			
Church & Dwight .... 43	Dodwell & Co. .... 17	Dole Bros. .... 60	Nootka Packing Co. .... 17			
Clark, W., Ltd. .... 3	Dominion Cannery, Ltd. .... 6	Dominion Glass Co. .... 21	North-West Trading Co., Ltd. .... 16			
Clayoquot Sound Canning Co. .... 16	Dominion Salt Co. .... 54	Dunn-Hortop Co. .... 19	Nutrient Food Co. .... 63			
Coakburn Co., F. D. .... 13	<b>E</b>		<b>O</b>			
Colwell's Brokerage .... 15	Eddy Co., E. B. .... 5	Edmonton & Petch .... 63	Oakeys, John, & Sons, Ltd. .... 60	Oury Millar Co. .... 14		
Connors Bros. .... 59	El Roi-Tan, Ltd. .... 15	Escott, W. H., Co., Ltd. .... 13	<b>P</b>			
Cowan Co. .... Inside front cover	Estabrooks & Co., T. H. .... 21	Eureka Refrigerator Co. .... 19	Patrick, W. G., & Co. .... 14	Pennock, H. P., & Co., Ltd. .... 12		
<b>D</b>		Escoffier, Ltd. .... 57	Perry, H. L., & Co. .... 13	Peters, Duncan, Ltd. .... 44		
Dayton Scale Co. .... Back cover	<b>F</b>		Pullan, E. .... 64	<b>R</b>		
Davies, Wm., Co. .... Inside back cover	Fearman, F. W. .... 47	Field & Co. .... 59	Rock City Tobacco Co. .... 53	Rennie's Seed Co. .... 18	Rose & Laflamme, Ltd. .... 15	
Defiance Packing Co. .... 17	Ford Motor Co. .... 58	Freeman & Co., J. L. .... 15	<b>S</b>			
Des Brisay, M., & Co. .... 16	Freeman Co., W. A. .... 47	Furnivall-New Co. .... 51	Schofield & Beer .... 15	Scott-Bathgate Co., Ltd. .... 12	Schneider & Sons, J. M. .... 46	
Dion, J. W. .... 15	<b>G</b>		Shaw & Ellis .... 46	Sheely, W. J. .... 15	Sibbald & Co. .... 14	
Dodwell & Co. .... 17	Gaetz & Co. .... 15	Garnham & Co., E. W. .... 22	Smith & Proctor .... 48	So-Clean, Ltd. .... 63	Spratts, Ltd. .... 14	
Dole Bros. .... 60	Gauvreau, Paul F. .... 15	Genest & Genest .... 15	Stevens-Henper Co. .... 52	Stewart & Co., W. J. .... 54	Swift Canadian Co. .... 45	
Dominion Cannery, Ltd. .... 6	Gillespie & Co., The Robt. .... 16	Gillard & Co. .... 63	<b>T</b>			
Dominion Glass Co. .... 21	Golden Sheaf Co., Ltd. .... 50	Grant C. H. .... 11	Taylor & Pringle .... 48	Tanglefoot .... 63	Thompson, E. B. .... 63	
Dominion Salt Co. .... 54	Gray, John, & Co. .... 57	<b>H</b>		Thorne & Co., Henry .... 61	Toronto Pottery Co. .... 63	
Dunn-Hortop Co. .... 19	<b>I</b>		Toronto Salt Works .... 63	Torry & Co., J. L. .... 16	Trent Mfg. Co. .... 81	
<b>E</b>		Imperial Rice Milling Co. .... 17	Turton, J. E. .... 15	<b>V</b>		
Eddy Co., E. B. .... 5	Imperial Tobacco Co. .... Front cover	<b>J</b>		Vogans, Ltd. .... 63	<b>W</b>	
Edmonton & Petch .... 63	<b>K</b>		Jeffress, E. W., Ltd. .... 46	Wagstaffe, Limited .... 8	Walker, Hugh, & Son .... 20	Watford Mfg. Co. .... 61
El Roi-Tan, Ltd. .... 15	Kavanagh Provision Co. .... 63	Keaning's .... 50	White & Co. .... 61	White Cottell's .... 63	White Swan Spices & Cereals Co. .... 4	Whittemore Bros. .... 53
Escott, W. H., Co., Ltd. .... 13	Kelly-Clarke Co. .... 16	<b>L</b>		Williams Storage Co. .... 12	Woods, Walter, & Co. .... 43	
Estabrooks & Co., T. H. .... 21	<b>L</b>		Lemon Bros. .... 60	<b>M</b>		
Eureka Refrigerator Co. .... 19	Little Bros., Ltd. .... 16	<b>M</b>		<b>N</b>		
Escoffier, Ltd. .... 57	<b>M</b>		<b>O</b>		<b>P</b>	





# BUYERS' MARKET GUIDE

## Latest Editorial Market News



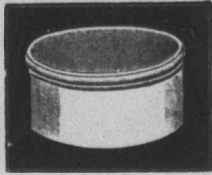
**Vogans**

Overseas  
**CAKE**

Put up in one pound packages.

Order from your jobber to-day.

**VOGANS, LIMITED TORONTO**



### STONEWARE

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

The Toronto Pottery Co. Limited  
Dominion Bank Bldg.  
TORONTO

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

**60-62 JARVIS ST.**

**TORONTO SALT WORKS**

GEO. J. CLIFF

### WHITE-COTTELL'S

Best English Malt Vinegar

### QUALITY VINEGAR

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

Agent:

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

### The LV PICKLE

Manufactured by

**GILLARD & CO., LIMITED**  
London, England

An English Delicacy of High Repute  
Magor, Son & Co., Ltd., 403 St. Paul St.,  
(Place Royale), Montreal.

### EDMONDSON & PETCH

Manufacturers of

### E. & P. Awnings and Tents

THE BEST IN THE LAND

Write for Price Lists and Measurement Charts. Address

**OTTAWA, CANADA**

Order from your jobber to-day.

### "SOCLEAN"

the dustless sweeping compound

### SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

### Government Salmon in U. S. Causes Worries

In commenting on the possibility of the U. S. Government dumping their stocks of canned salmon on the markets there, the Journal of Commerce says:

The market yesterday showed something of the concern with which the canned salmon interests regard the possibility that the Government will put its very large stocks into the market. Apparently the earlier announcement by the Government in regard to its canned goods was not as explicit as it was taken to be. It was everywhere agreed on the market yesterday, that release of the Government stocks would wholly demoralize the canned salmon market. The very seriousness of such action, however, was taken in some quarters as nearly an assurance that the Government would protect the market by not unloading, now that packers' representatives have gone to Washington to present their case. With the danger of such dumping definitely removed, some brokers said that the market ought immediately to be in much better shape, because spot stocks are of very moderate quantity, if not actually small. It is reported by visitors from the coast that spot stocks there have been exhausted with the loading at Seattle this week of 75,000 cases of chums and pink for the Italian Government, to go direct to Rome. No standard pink, it is said, is now available on the coast.

### CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

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

**NUTRIENT FOOD CO., TORONTO**



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

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

### GROCERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY,  
SELECTED EGGS, CHOICE DAIRY  
AND CREAMERY BUTTER

### C. A. MANN & CO.

LONDON, ONTARIO

"Canada Food Board License No. 7-078"

**THE STANDARD BY WHICH MANTLES ARE JUDGED**

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

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

Ship us your

### BUTTER, EGGS, POULTRY Etc.

We pay highest wholesale prices

**KAVANAGH PROVISION CO.**  
Bleury Street, Montreal

Phones:

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

### COCOANUT

For immediate or future deliveries.

### E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS  
ONE DOZ. CARTON FILLERS  
3/4-INCH CUSHION FILLERS  
CORRUGATED FLATS.

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

### TANGLEFOOT

The Non-Poisonous Fly Destroyer  
The United States Public Health Service advises: "Arsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."

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

# Wanted

## Classified Advertising

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

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

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

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

### WANTED

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

**WANTED—YOUNG MARRIED MAN, WITH**  
good connection in the West. Would like to get in touch with some Eastern manufacturers with the idea of representing them in Manitoba and Saskatchewan. Thoroughly experienced in retail and wholesale groceries. Have no objection to working on a commission basis. Can furnish first-class credentials and proofs of ability. Only gilt-edged proposition considered. Apply to Box Number 602, Canadian Grocer, 143-153 University Avenue, Toronto, Ont.

### FOR SALE

**FOR SALE — GENERAL STORE IN SIMCOE**  
County. Stock about \$6,000; close to railway station; nice village. Box 600, Canadian Grocer, 143 University Ave., Toronto, Ont.

**FOR SALE—A GOOD COUNTRY GENERAL**  
merchandise business, about 12 miles from Belleville. Present stock, \$5,000. Will reduce to suit purchaser. Buildings for sale or rent. Apply Box 604, Canadian Grocer.

**EMPTY BAGS FOR SALE**  
**EXCELLENT ONCE USED JUTE FLOUR**  
bags. Apply Joseph Wood & Co., Halifax, N.S.

**WHITE COTTON  
SUGAR LINERS  
E-PULLAN  
TORONTO**

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the liveliest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

SAY YOU SAW IT IN  
CANADIAN GROCER

## 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

### TRANSLATIONS

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

### AGENCIES WANTED

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

**AGENT IN FRANCE IS OPEN TO TAKE**  
exclusive agency for canned goods, milk, jam, salmon, from manufacturers only. Address: A. Lemasson, 14 Boulevard Beaumarchais, Paris.

## 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**  
Westmount, Montreal, Que

EVERYWHERE  
NO  
COLLECTION  
NO  
CHARGE  
EFFICIENT  
RELIABLE

## ORDER HOT HOUSE TOMATOES--- CUCUMBERS

TO ARRIVE DAILY  
BY FAST EXPRESS

The season is short, but a profitable one to retailer;

write or wire for date of shipment naming your daily requirement..

**B. C. FARMERS EXCHANGE**  
131 WATER ST. VANCOUVER

# Bold Advertising is creating a demand



for this product  
among your own  
customers!

*NOW  
is the time  
to stock up.*

**S**TRIKING advertisements for Davies Pork and Beans are now appearing in all the leading daily and weekly newspapers throughout Ontario and Quebec Provinces — advertisements appealing directly to the housewife and building up a consumer demand right in your own locality and among your own customers for—

## Davies Pork and Beans

Here is an unusual opportunity for you to cash in on this advertising and handle a real live "seller."

We are offering Davies Pork and Beans at a price you can't afford to miss and one which will enable you to sell at a bargain price to your

customers and still realize a good profit for your store.

All choice, hand-picked white beans — whole, sound and perfect — put up in 11 oz., 16 oz. and 20 oz. tins (two dozen to the case), Plain or with Tomato Sauce.

This is a **quality** line!

*Give your order to our Traveller--or Mail it direct to*

**THE DAVIES COMPANY**  
**WILLIAM DAVIES LIMITED**

**TORONTO**

**MONTREAL**

**HAMILTON**

Canada Food Board Packer's License No. 13-50

CANADIAN GROCER

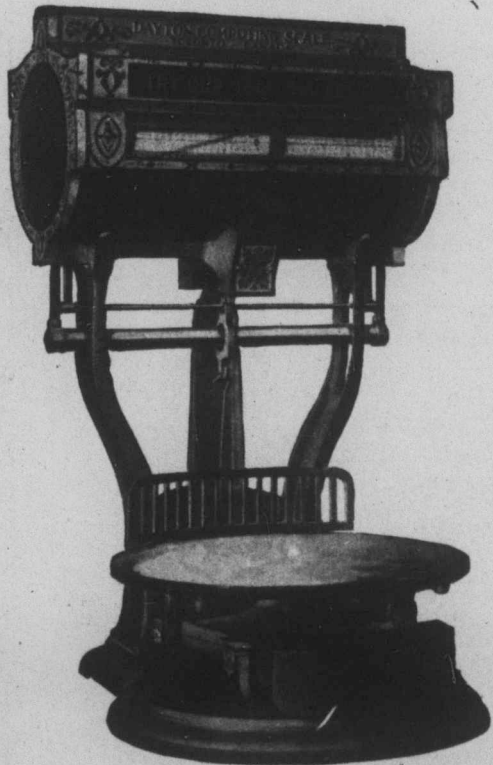
# DAYTON

JUSTICE

## Automatic Scale

The modern scale of  
Justice

"If it's a  
**DAYTON**  
It's Right"



**A Merchant is Known  
by the Scale He Uses**

If he uses an old-fashioned scale he is picked out as careless in his methods by his customers, his wholesaler and his banker.

If he uses a Dayton Automatic Scale there is no argument about him being up-to-date, keen about his weighings and price calculations, absolutely fair to every customer alike, positive about his wish to get all his profits and determined to give an absolutely just dollar's worth for a dollar.



What is it that has eaten the heart out of many a business, showing shrunken and insignificant returns, often a complete loss, after every seeming possible precaution has been taken in husbanding resources? Down weights and mistakes in figuring. We've seen it proven in thousands of cases. Think it over!

Let us send you our latest Catalogue

## Dayton Computing Scales

Royce and  
Campbell Avenues  
Toronto, Ont.

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