CHEAP CANNED PRODUCTS OFTEN MOST EXPENSIVE

There is a Vast Difference in Canned Foods, as in Other Lines, the Cheapest in Price is Often The Most Expensive.

A recent bulletin of the U. S. Department of Agriculture contains the following seasonable remarks on canned goods:

"In making a comparison of the cost of canned and fresh products of the same kind, a number of factors must be taken into consideration. First, the cost of the raw material and the waste when purchased in the small quantity used in a single meal; second, the cost of labor and preparation used in making it ready for the table. It is obvious that a comparison can not be made for time, as the canned article may be had throughout the year and the fresh for only a limited season, and purchase of a product out of season is usually at a high cost. In making a purchase of either the fresh or caned article, the smaller the quantity, the higher the price; food bought by the single can costs more than if bought by the dozen cans or case, as does the half peck of apples compared with the bushel or barrel. Take, for example, a No. 3 and a No. 10 can of whole apples; the former usually retails for 10 cents and the latter for 25 to 30. Those who can use the latter have a decided advantage, as it will contain between four and five times as much as the former.

There is a vast difference in canned foods, and, as in many other lines of commerce, the cheapest in price is often the most expensive. The can of water-packed tomatoes, the green hard pears, the handful of berries in a pint of water, or poor-quality beans disguised with tomato dressing and offered at a low price. Goods which are strictly standard should give the best food value for the cost. Peas, corn, beans, and tomatoes which are good field run but which lack the uniformity and niceties which are necessary for the fancy article, will have all the nutritive properties, and be just as palatable, but cost several cents less per dozen. There is much that is pure fad in the purchase of canned foods; the asparagus must be white and the fewest possible stalks in a can; the green is just as good and a medium number of stalks furnish a more edible product. The little peas are, naturally, the costly ones, for less than 5 per cent. are of that kind; the large ones are the better flavored and more nutritious, and one-third the cost. Similar examples might be cited of a number of other products. Canned foods should be purchased by the dozen or case, straight or in mixed lots, rather than by single cans."

DRUG AND CHEMICAL NOTES

Exports of tallow from the Argentine to the United States during the last six months of 1914 were valued at $262,749, which compares with only $30 for the same period in 1913.

The National Paint, Oil and Varnish Association has sent a communication to the secretaries of local clubs giving various suggestions for carrying on the work in connection with the twenty-eighth annual convention of the association, which is to be held in Cleveland, O., September 28, 29 and 30, at the Hotel Statler.

The eighteenth annual meeting of the American Society for Testing Materials will be held at Atlantic City, N.J., on June 22 to 26, inclusive. Headquarters will be at the Hotel Traymore. On Friday, June 25, at 3 p.m., reports will come up on preservative coatings for structural materials, standard tests for lubricants, and cylinder friction and lubrication testing apparatus.

Advices have been received at the United States Commerce Department from Commercial Attache Thompson, stationed at The Hague, that "linseed oil has been added to the conditional contraband list of Great Britain. There is no Dutch prohibition of exports, but oil made by Dutch mills from imported seed may not be exported by the mills to the Oversea Trust. Usually most of the Dutch oil is exported. It is rumored that some mills will close until conditions are changed. The Rotterdam oil market is closed and trade demoralized. Oil cake, most of which is for domestic consumption, is now 122 florins ($49.04) per ton of 2,204.6 pounds, with a rising tendency because of a probable scarcity of domestic cake."

According to the Oil, Paint and Drug Reporter:—"Information has come to the Commerce Department from German sources giving brief information regarding the reported issuance of a patent in Germany to one, H. Steffens, "for making a lubricating substance out of beer-sugar molasses." In making the announcement, as it comes from German authorities, the department officials say that Commercial Attache Erwin W. Thompson, writing from The Hague under date of May 1, states that it is not yet known whether the new lubricant is at all practicable, as it is still in the experimental stage; that the normal production of molasses in Germany is about 100,000 tons a year, but that it would be an easy matter largely to increase this output.

SUGAR FUTURES QUIET.

New York, June 23.—Sugar futures market opened quiet and irregular.

	Bid.	Asked.
July	3.87	3.88
September	4.08	4.09
December	3.85	3.86
January	3.60	3.62

NAVAL STORES MARKET

New York, June 23.—There was not so much business done in spirits turpentine yesterday as the demand seems to have been satisfied for the moment. Prices ranged from 44 to 44½ cents on the spot.

Tar is repeated at the basis of $6.75 for kiln burned and retort.

Pitch is held at $3.75.

Rosins, common to good strained is held at $3.45. The following are the prices for rosins in the yard: B. C. $3.50; D. $3.65; E, $3.70; F. G. $3.75; H, $3.90; I, $4.00; K, $4.25; M, $4.75; N, $5.55; W. G, $6.40; W. W, $6.65.

Savannah, June 23.—Turpentine firm 40½ cents. Sales 644; receipts 1,228; shipments 335; stock 26,-466.

Rosin firm. Sales 1,134; receipts 2,827; shipments 158; stock 61,186. Quote: A, B, $2.90 to $2.95; C, D, $3.05; E, $3.15; F, $3.20 to $3.25; H, $3.25; I, $3.25 to $3.35; K, $3.75; M, $4.25; N, $5.40; W. G, $6.00; W. W, $6.25.

Liverpool, June 23.—Turpentine spirits 38s. 6d.; rosin, common 11s.

READY MARKET FOR GARDENING TOOLS

There is an Opportunity for Retail Hardware Merchants to Increase Sales in This Line

INTEREST THE PUBLIC

A Pedlar Recently Visited An Ontario Town and in a Week Sold 60 Lawn Rakes: More Than the Local Markets Had Sold in Ten Years.

In the lawn and garden tool line there is a great opportunity for retail hardware merchants to create new business, says the Hardware and Metal Journal. Just at this time, when nearly all hardware merchants are endeavoring to keep sales up to a high level, and to take advantage of every opportunity to create new business, there is a splendid opportunity for increasing sales in this line alone. There is not a town or city in Canada where you cannot find lawns that could be greatly improved in appearance if their owners would invest in a few modern tools and spend a few hours each week in beautifying the grounds around the home.

This is no reflection on the many thousands of beautiful lawns that may be seen in our towns and cities, for it is doubtful if in any country in the world you will find a larger percentage of the population possessing lawns and grounds around their homes than you do in Canada. But the fact remains that the majority of people have not yet been educated to take full advantage of the many modern "helps" that have been developed and perfected in recent years, and in this connection probably no one is more to blame than the retail hardwareman.

A pedlar recently visited a town in Ontario and in a week's time sold sixty lawn rakes; more than the three local hardwaremen had sold in ten years. And the interesting part of it was that the pedlar sold a rake almost identically the same as a line the hardwaremen all carried. Furthermore, the pedlar secured 25 cents apiece more for the rakes than the hardwaremen were asking for the same product. The hardwaremen complained about the pedlar taking their trade—but who was to blame? In discussing the matter with the hardwaremen, the writer asked them if they had ever had a window display of rakes and lawn tools or advertised them in season in the newspapers. Of the three hardwaremen not one could say that he had ever made a special feature of lawn tools or brought them to the attention of the public.

Here were three hardwaremen who took it for granted that if the people in town wanted lawn tools they would go to the hardware store and ask for them. I feel sure that if a pedlar went into that town and peddled lawn sprinklers, turf edgers, hedge shears, grass shears, or any of fifty other articles used around the grounds of a home, he could do a big business. Why could he? Because he would show the goods. Pedlars do not hide the goods under counters or in the back of a store, or under the cover of a waggon. They show the goods and explain their uses—and this is where some hardwaremen seem to fall down. But there are other hardwaremen who push the lawn and garden tool line very hard during the summer season. They know that if you get one of your customers taking a pride in his home surroundings, you are cultivating a good and permanent customer, who will buy not only lawn tools, but paint, fencing and an endless list of other hardware goods.

THE HIDE MARKET

New York, June 23.—The market for hides was quiet, but a firmer tone developed and a moderate sale was reported at an advance. An independent tanner was reported to have taken 6,000 Guatemala country hides at 28 cents, which shows an advance of ½ cent over the last previous sales reported. There were no other new developments in the situation.

	Bid.	Asked
Orinoco	....	29½
Laguayra	....	28½
Puerto Cabello	....	28½
Caracas	....	28½
Maracaibo	....	28
Guatemala	27½	28½
Central America	....	27
Ecuador	....	24½
Bogota	....	29
Tampico	....	25
Tabasco	....	25
Vera Cruz	....	25
Tuxpam	....	25
Dry Salted Selected:—		
Payta	....	20
Maracaibo	....	20
Pernambuco	....	20
Matamoras	....	20
Wet Salted:—		
Vera Cruz	17½	....
Mexico	17½	....
Santiago	16	....
Cienfuenguos	16	....
Havana	....	17
City Slaughter Spreads	....	26
Do., native steers, selected 60 or over	....	22
Do., branded	....	19¼
Do., Bull	....	17½
Do., cow, all weights	....	21
Country slaughter steers 60 or over	18	....
Do., cow	17¾	18
Do., bull, 60 or over	14¾	....

NEW YORK CURB FIRM.

New York, June 23.—The curb market opened firm.

	Bid.	Asked.
Kennecott Copper	30⅝	30⅞
Kelly Springfield	161	165
Fiske Rubber	73	75
Stores	10½	10⅝
Anglo	16½	17¼

New York, June 23.—Curb market firm.

Kennecott Copper opened at 30½ and from there advanced fractionally to sales at 31, a net gain of ½ point.

Car Light and Power Stock was in good demand, selling in good amounts above 7.

	Bid.	Asked.
Stewart	2⅛	2 3-16
Car Lighting	7¼	7⅝
Anglo	16½	17¼
Electric Boat	122	124
Kennecott Copper	30⅞	31
Fiske Rubber	74	77
St. Joseph Lead	12¾	13
N. Y. Transpn.	14½	15¼
Stores	10½	10⅝

MR. W. A. BLACK,
Vice-President and Managing Director, Ogilvie Milling Company, who has left for an extended tour of the West.

TRADE INQUIRIES

The following were among the inquiries relating to Canadian trade received at the Office of the High Commissioner for Canada, 19 Victoria Street, London, S.W., during the week ending June 11th, 1915:—

A firm in the English Midlands manufacturing folding bedsteads for military purposes wish to get into touch with Canadian firms able to supply birch bars such as are used for this purpose.

A Birmingham firm of fruit merchants ask to be placed in touch with Canadian exporters of apples.

A Birmingham firm are in the market for gas tubes, and would like to hear from Canadian manufacturers.

A Dutch firm are in the market for carborundum discs 30 cms. in diameter, with a central hole of 35 mm. made of steel with borders of carborundum 6 mm width, for shipments to Spain, and would like to hear from Canadian manufacturers.

A Toronto correspondent wishes to obtain agencies for the sale of dry goods.

An engineer at Vancouver, B.C., wishes to hear from importers of molybdenite.

A mining company in British Columbia stated to be able to supply 300 tons per month of zinc concentrates, with minimum content of 45 per cent., and an average of 50 per cent., are open to receive inquiries from importers in Great Britain.

A mining broker at Vancouver desires to get into touch with munitions manufacturers in Great Britain who need supplies of antimony and molybdenite.

A Vancouver firm are desirous of getting into touch with importers of Douglas fir lumber—doors, sashes, window frames, interior and exterior trim, flooring, etc.

A Montreal firm are open to communicate with Government contractors in the United Kingdom having a demand for foodstuffs of all kinds

COFFEE MARKET STEADY.

New York, June 23.—Coffee market opened steady.

	Bid.	Asked.
July	6.85	6.91
September	6.70	6.75
October	6.75	6.80
December	6.75	6.80
March	6.85	6.88
May	6.95	6.96

New York, June 23.— Rio coffee market unchanged. Stock 263,000 bags, against 217,000 a year ago.

Santos market unchanged. Stock 399,000, against 816,000 a year ago.

Port receipts 19,000, against 39,000 a year ago; interior receipts, 25,000, against 39,000 a year ago.

Rio exchange on London, 12 7-16d, off ⅛d.

COTTON FUTURES OPENED QUIET.

Liverpool, June 23.—Cotton futures opened quiet at 2 points decline. At 12.30 p.m. the market was barely steady.

	July-Aug.	Oct.-Nov.	Jan.-Feb.	May-June
Close	5.14	5.40½	5.66½	5.70½
Due	5.12½	5.39½	5.45½	....
Open	5.12	5.38½	5.54½	5.68½

At 12.30 p.m. there was a good business in spots. Prices were steady with middlings at 5.24d. Sales 10,-000 bales; receipts 5,200 bales, all American.

Spot prices at 12.45 p.m. were, American middlings fair 6.10d; good middlings 5.54d; middlings 5.24d; low middlings 4.78d; good ordinary, 4.38; ordinary, 4.08d.

Liverpool, June 23.—2 p.m.—Cotton futures dull at 2 points off. Sales 10,000 bales, including 8,500 American.

July-Aug. 5.12d.; Oct.-Nov. 5.38½d.; Jan.-Feb. 5.54½d.

PHILADELPHIA OPENED STEADY.

Philadelphia, June 23.—Stock market opened steady.

Tonopah Belmont	4⅛	
Lehigh Navigation	77¼	up ¾
Penna.	53½	up ¼

BOSTON STOCKS OPENED DULL.

Boston, Mass., June 23.—The stock opened dull.

American Zinc	50⅜	off ¼
Butte & Superior	68½	up ½

THE HOP MARKET

New York, June 23.—The demand for 1914 hops in Oregon continues, and the purchase of additional 80 bales at 12½ cents grower is reported with 12 cents bid for further quantities; 12 cents is also being bid for 1915's to large Oregon growers, while a few contracts have been made with small growers at 11 cents.

The following are the quotations between dealers. An advance is usually required between dealers and brewers:

States, 1914—Prime to choice 11 to 13; medium to prime 10 to 11.

1913—Nominal. Old, olds 5 to 6.

Germans, 1914—32 to 33.

Pacifics, 1914—Prime to choice 12 to 13; medium to prime 11 to 12.

1913—8 to 10. Old, olds 6 to 7.

Bohemian, 1914—33 to 35.

CASH WHEAT QUIET.

Liverpool, June 23.—Cash wheat quiet, unchanged to 1 off. No. 1 northern spring 10s. 7d.; No. 2 hard winter 10s. 11d.; No. 2 soft winter 10s. 4d.; Rosafe 11s.

Corn steady, unchanged to ½ up. American mixed 7s. 11½d.; Plate 7s. ½d.

NO FALLING OFF IN STEEL ORDERS SHOWN

Some Mills Unable to Make Deliveries Owing to Activity of Their Respective Plants

RAILROAD BUYING IMPROVES

Demand for Steel Bars for Conversion into Shrapnel Persists—Mill Operations Running at Between 80 and 85 Per Cent.

Pittsburg, June 23.—Conditions in the steel trade continued to show improvement during the past week. The demand for steel bars for conversion into shrapnel has shown no falling off. There are enquiries before the market for about 75,000 tons of steel bars, and it is expected that these will result in orders in the near future.

Prices on shrapnel bars have become firmer. Sales were made some time ago at $1.55 per 100 pounds, but it is not expected that much under $2 per 100 pounds will be accepted on future orders. The railroads have been showing a tendency to buy on a somewhat larger scale. Foreign orders for ammunition and other material continued large and if present inquiries result in orders a long period of active buying of steel bars is promised.

The United States Steel Corporation is booking between 40,000 and 45,000 tons of new orders a day, and some of the independents report that new business is running ahead of capacity. Mill operations are running at between 80 and 85 per cent., and within a month or more it is expected that the 90 per cent. rate will have been reached. Prices on all products are holding firm, and it is expected that advances of from $2 to $4 per ton will be made by the end of the current year.

New York, June 23.—Steel market continues firm and orders show no falling off. There are inquiries for something like 75,000 tons of shrapnel and bars, and these are expected to develop into orders within a very short period.

Some mills are unable to make early deliveries due to the activity of their respective mills. Demand is urgent and munitions producers are anxious to get material as soon as possible. Railroad buying continues to improve and plates are in good demand. Prices for various steel products are homing firm. In fact the tendency is upward and it would not be surprising to witness further advances in quotations next month. Galvanized iron pipe has been advanced $12 a ton to correspond with advance in steel pipe.

N. Y. COTTON MARKET STEADY.

New York, June 23.—Cotton market opened steady.

July	9.34	Unchanged
October	9.75	Unchanged
December	10.02	Up 1
January	10.09	Up 3

New York, June 23.—On the first call prices of cotton were steady, unchanged to up 1 point with a little buying by Wall Street Commission houses reported. Selling by local traders occurred in the first fifteen minutes. The weather map indicates a continuation of favorable conditions in the belt. Liverpool market was quiet and steady.

SALES OF SPOT SPELTER

Boston, June 23.—There have been sales of spot spelter at 18 and 19 cents per pound and for December delivery at 16½ cents. This represents decline of about ten cents per pound for both deliveries as compared to higher prices ruling early in June.

STANDARD OIL CO. FORCING CRUDE OIL PRICES DOWN

Chicago, June 23.—Independent dealers here say that Standard Oil Company in cutting the price of gasoline is delivering a broadside at Crude Oil prices. They claim the real object is to force down the price of crude oil which the Standard is buying and storing. These independents point out that there is now more crude above ground in the United States than ever before and that all properties have depreciated in value fully 60 per cent. if not 75 per cent. in the past year.

According to these interests the Standard is playing for a big rise in the price of oil but is biding its time with its immense financial resources to back its judgment. When the rise comes, as it must come, the independent dealers say Standard Oil will hold the key to the oil situation, and, as in the past, it will be in an immeasurably strong position.

N. Y. MARKET OPENING.

New York, June 23.—Stock market opening.

Union Pacific	129¼	up	⅝
American Can	46.	up	¼
Erie	27¾	up	⅛
Goodrich	52½	off	¼
American Loco.	53.	off	⅛
U. S. Steel	61⅝	up	⅛
Bethlehem Steel	171.	up	1
C. P. R.	150½	up	¼
New Haven	67.	up	⅝
Anaconda	36⅞	up	¼
Westinghouse	99¾	up	¾
Amal. Copper	75⅝		
Studebaker	80¼	up	⅝
Reading	145⅛	off	¼
General Electric	172½	up	¼

OIL PRICES REDUCED.

New York, June 23.—There is nothing new in the gasoline situation in the west. Standard Oil Company of Ohio and the Standard Oil Company of Indiana, have within the past few weeks reduced the prices over practically their entire territory one cent a gallon.

Officials of these companies will make no statement regarding the future prospects except to say that gasoline prices in the east tend upward, while in the middle west the tendency is in the other direction.

COPPER REMAINS FIRM.

New York, June 23.—Leading copper agencies still hold the metal at 20½ cents for electrolytic, while minor agencies and producers offer concessions around ⅛ cent from the high level. Among the big concerns there is apparently no anxiety over the situation, copper men being confident that the market will come back, as it has repeatedly done after lulls in buying.

CONDITIONS OF WHEAT PERFECT.

Chicago, June 23.—Canadian Northern states the condition of the wheat crop is perfect and estimates total crop of 260,000,000 bushels, an increase of 100,-000,000 over last year.

SPICE MARKET UNCHANGED.

New York, June 23.—There was no change reported in the spice situation yesterday. A moderate demand was reported from grinders and prices were generally steady.

JUTE REMAINS QUIET.

New York, June 23.—Jute remains quiet and unchanged on the local market, being quoted at 5.50 cents for June-July.

SPOT WHEAT UNCHANGED.

Paris, June 23.—Spot wheat unchanged. Spot 1.86¼.

THE
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Edited by Roy Campbell, B.A., B.Sc.F.

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