

**PAGES  
MISSING**

In this Issue—Comparison of Sugar Values; Cigar Trade Possibilities

# CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada  
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, MARCH 31st, 1916

No. 13

## Welch's



### The Good Will of WELCH'S

You buy more than so many bottles or so many cases of grape juice when you buy WELCH'S. You buy a share of the good will that WELCH'S has created for itself.

This good will affects your customers. It increases the regard in which they hold your store—because WELCH'S is something in which they have confidence.

It is this customer good will that makes WELCH'S a source of certain profit—a permanent asset. WELCH quality, WELCH magazine and store advertising have combined to build up the WELCH good will. And that guarantees WELCH'S a quick and certain sale.

*Sold by Leading Jobbers.*

**THE WELCH CO., LIMITED**  
ST. CATHARINES, ONTARIO

## The Anchor Cap is a big selling help

Any dealer who has investigated the several advantages of Anchor Caps will tell you that bottled goods sell quicker and easier when properly sealed. The perfect condition of goods properly packed and sealed under Anchor Caps has popularized them with the public throughout the Dominion.

The neat appearance of the Anchor Cap will add to the attractiveness of your bottled goods display. The security of this seal, besides favorably impressing your customers, will protect you against loss through leaking or spoilation.

The Anchor Cap is certainly worth a trial. Try it out on your next order of bottled goods. The results will make you "strong" for Anchor Caps every time. *Ask your wholesaler.*



## Anchor Cap and Closure Corporation of Canada

SUDBURY ST. W., FOOT OF DOVERCOURT RD., TORONTO

## Economy

A careful housekeeper uses Sani-Flush to clean toilet bowls, because it saves time and expense. Materials which have less effect are wasteful and cost more for the results accomplished.



## Sani-Flush

is made exclusively for this purpose. It cleans toilet bowls quickly and thoroughly. It does one thing and does it well. Save your customers expense—make extra profit for yourself by selling Sani-Flush.

Harold F. Ritchie & Co., Limited

10-12-14 McCaul St., Toronto

## Absolute Security plus Perfect Display

Add that winning combination to your stock of perishable foodstuffs and profitable sales are assured.

There is no doubt in the minds of dealers using

## The Arctic Refrigerator

as to its all-round superiority and sales-building qualities.

The liberal air space gives free circulation to the dry, cold air, guaranteeing contents being always fresh and sweet.

All interior fittings are separable, allowing easy access to every part for cleaning purposes.

Get our complete catalog and make your selection from the many Arctic Models. Our prices are right.

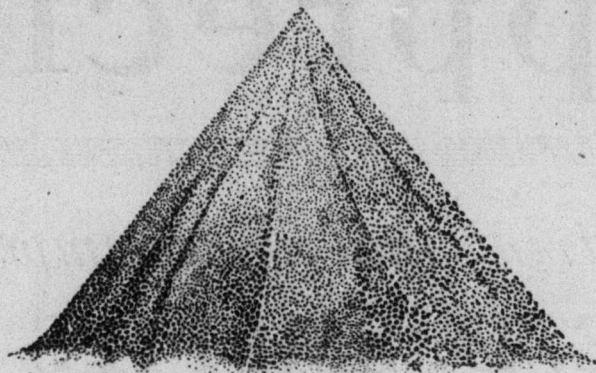
John Hillock & Co.

Makers of High-grade Refrigerators

TORONTO



# A Pyramid of Sugar



If you were to pile up the sugar that you lose in the course of a year as a result of Broken Bags, Down Weights, Improper Handling, it would make quite a good-sized hill.

The way to turn this loss into a profit is to handle

## LANTIC SUGAR

in Original Packages

In addition to this you are certain to have a satisfied customer with the positive assurance of our guarantee of quality and weight in every package you sell.

Why let sugar be a burden to your business when you have the opportunity of selling the highest grade of Lantic Extra Quality Granulated in packages that sell, packages that are attractive, packages that are modern, packages that satisfy?



Order through your jobber a trial order of  
Lantic Original Packages.

Put up in 2 and 5 lb. cartons  
and 10 and 20 lb. bags.

**Atlantic Sugar Refineries, Limited**  
MONTREAL

# Where Quality Is Appreciated

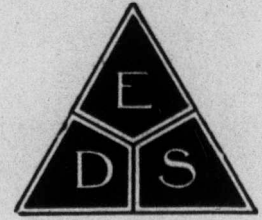
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*The drink that made temperance possible*

## E. D. SMITH'S Grape Juice



The large demand for E.D.S. Grape Juice with the Natural Concord Flavor makes handling the E.D.S. Brand *very Profitable to Retailers.*

Made in  
Canada

A shortage in the supply of Grape Juice makes it advisable to place orders at once to meet the season's demand.

## E. D. Smith and Son, Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal;  
Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.

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# Best By Test

The Old Reliable



Made in Canada

## The Latest Government Report Tells the Story

Bulletin 305, issued Inland Revenue Department in 1915, furnishes a complete Report upon One Hundred and Seventy-Eight (178) Samples of Evaporated Milk, and places *BORDEN'S JERSEY BRAND* highest in Total Solids and Butter Fat Contents.

*Mean of 12 Samples "JERSEY"—Solids 27.14, B.F. 7.67.*

The Government Standard is—Solids 26%, B.F. 7.20, and all BORDEN BRANDS average higher than this regulation. When you sell BORDEN BRANDS, you have the satisfaction of knowing you are giving your customers Products Made in Canada, and the BEST THAT SCIENCE CAN PRODUCE.

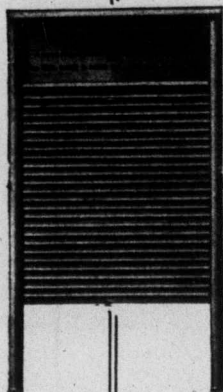
**BORDEN MILK CO., LIMITED**

*"Leaders of Quality"*

**MONTREAL**

**Branch Office: No. 2 Arcade Building,  
VANCOUVER, B.C.**

## A "Seller" Wherever Displayed



That's what Cane's "New All Canadian," All Wooden Washboard is proving for progressive grocers everywhere. Retailing at 20c, this Canadian made housewives' favorite, has satisfactorily replaced the zinc and aluminum boards which have fallen into disfavor owing to the increased cost resulting from high prices of these materials.

The "New All Canadian" is made of Canadian wood, and put together by Canadian workmen. The rubbing surface—the most important part—is made of the best hardwood obtainable, guaranteeing your customer a long-wearing satisfaction-giving board.

Order a stock to-day.

**The Wm. Cane & Sons Company**  
Limited  
NEWMARKET, ONT.

HERE ARE A FEW OF

## McVitie & Price's BISCUITS

established favorites from the Old Country, which every grocer should stock:

**DIGESTIVE.**

"The Premier Biscuit of Britain." Finest whole-meal.

**SCOTTISH ABERNETHY.**

The Scottish favourite.

**ACADEMY CREAMS.**

Rich cream-filled short-bread biscuit.

**CREAMY CHOCOLATE.**

Chocolate biscuit filled with cream.

**OSBORNE.**

The standard Old Country biscuit, delightful flavour.

**RICH TEA.**

Popular Scottish tea biscuit.

**SMALL PETIT BEURRE.**

Fine butter flavour.

**BELGIUM.**

Rich shortcake.

**BUNTY CREAMS.**

Butterfly shape, cream sandwich, almond flavour.

**BUTTERETTE.**

Light short-eating cracker.

**ROYAL SCOT.**

Ideal tea or coffee biscuit.

**McVitie & Price, Limited**  
EDINBURGH and London

McVitie & Price of Canada, Limited  
Vaudreuil St., St. Paul St. E. Montreal

## Better Brooms and Brushes

There are many varieties, but only one quality in the famous

### "KEYSTONE"

Brushes for all household purposes, and that quality means all that is embraced in the word "Best." Best for the housewife, for they give service and satisfaction. Best for you, Mr. Dealer, for the satisfied customer associates you with the good service she receives from "Keystone" brooms and brushes.

For prices, etc., write

**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.

## The World's Best

Of all the pure foods made or sold in Canada, there is none that holds a higher place in the Grocers' esteem, than

# Windsor Table Salt

Made in Canada

It has been his standard of purity for years—and has always maintained its well-earned reputation as the "Canadian Salt without a fault."

THE CANADIAN SALT CO., LIMITED

CANADIAN *Clark's* BRITISH



**CLARK'S  
Concentrated  
Soups**

(14 kinds)



Chicken

Vegetable

Mutton Broth

Tomato

Consomme

Mock Turtle

Ox Tail

Mulligatawny

Julienne

Green Pea

Vermicelli Tomato Pea

Scotch Broth

Celery

**RETAILING AT 10c. PER CAN**

Are unsurpassed by any other brand  
and are the products of

YOUR OWN COUNTRY AND COUNTRYMEN.

**W. CLARK, LIMITED, MONTREAL**



# Quick Turnovers

Quick turnovers mean larger profits at the end of the year. Grocers, therefore, are keen to pick rapid sellers. An especially good line in this respect is

## Shirriff's Jelly Powder

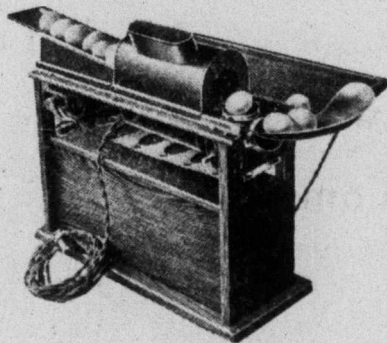
and it will sell even more quickly if you use the advertising display fixtures we supply.

Shirriff's Jelly Powder is of excellent quality, pure and wholesome. There is a good margin of profit in each sale.



**Imperial Extract Co., Toronto**

**Neat  
Simple  
Durable  
Efficient**



The Electric Daylight Egg Tester is all of these adjectives in one.

The Electric Daylight Egg Tester will candle 300 dozen eggs an hour perfectly and any reasonably intelligent person can operate it at this speed.

Bad eggs are not a business getter, be sure of yours.

Write to-day for our special discount on all orders received within the next 60 days.

**A. E. Jennings Co.**

535 Detroit St.

ANN ARBOR,

MICHIGAN

## Keep Up The Connection

you have made by past efforts in advertising. New friends are alright, but it is a fallacy for one thing, and bad business for another, to create a demand for goods or service and then lose the fruits of your work by default. Letting your old friends know that you want their business is also the surest way to gain new ones.

Advertising in CANADIAN GROCER is the medium.

Rate Cards and full particulars on request.



MEAT MARKET



GROCERY

## Do It Yourself

You have admired the sanitary, attractive packages put up in fancy food factories. You may even have said to yourself "Now if I could do that with the goods I have to sell it would make a reputation for my store and bring me better profits on bulk lines which now pay but little."

It was to meet this identical state of mind, Friend Retailer, that the **Riteshape** was created. **Riteshapes** give you a tidy, sanitary package for any food whatsoever and in any quantity whatsoever from one half up to ten pounds.

**Riteshapes** put you into the package food game for yourself. They are low priced enough so that you can use them on a nickel's worth and good enough to use on the most fancy stuff you carry.

**VICTORIA PAPER & TWINE CO., LIMITED**

Wholesale Distributor

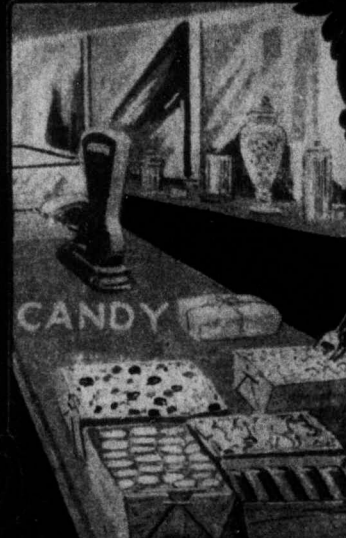
TORONTO

MONTREAL

**The Oval Wood Dish Co.**

Manufacturer

DELTA, OHIO, U.S.A.



CANDY



FISH MARKET



DELICATESSEN



BAKERY

## BRUNSWICK BRAND is a brand of quality

—the quality that has created profitable fish sales for dealers throughout the country.

The public have come to recognize that **Brunswick Brand Sea Foods** are absolutely reliable, hence our sales are constantly increasing. Dealers selling Brunswick Brand are not experimenting with any new idea—they are securing steady repeat sales by featuring these old-established lines.

Brunswick Brand Sardines in oil, one of our leaders, is holding the foremost place among Canadian packed sardines. They sell at a moderate price, and pay a good profit.

Our years of experience and large modern factories enable us to turn out sea foods as nearly perfect as can be made.

Our supplies are the choice of fishermen's catches, caught in the neighborhood of our factories.

### OUR CHIEF SELLERS

¼ Oil Sardines	Herring in Tomato
⅜ Mustard Sardines	Sauce
Finnan Haddies	Clams
Kippered Herring	Scallops
(Oval & Round Tins)	

*Order a trial supply.*



**CONNORS BROS., LIMITED**  
Black's Harbor, N.B.

Spring Cleaning days are here, and with them comes the demand for a reliable, all-round cleaner.

Wonderful Soap has an unbeatable reputation for satisfaction-giving and general utility, and the results it produces have made it the favorite of housewives everywhere.

Let Wonderful Soap dominate your Spring Cleaning display.

**Guelph Soap Company**  
GUELPH, ONTARIO



**"Cow Brand" success  
is never doubted**



Housewives have absolute confidence in the baking results when they use **Cow Brand Soda**. For Strength, Purity and Reliability it is unsurpassed. It is the surest trade builder and holder. Fill in your stock to-day.

**CHURCH and DWIGHT**  
Limited

Manufacturers  
MONTREAL

A man of character will win *your* confidence; just as truly will goods of character win your customers'.

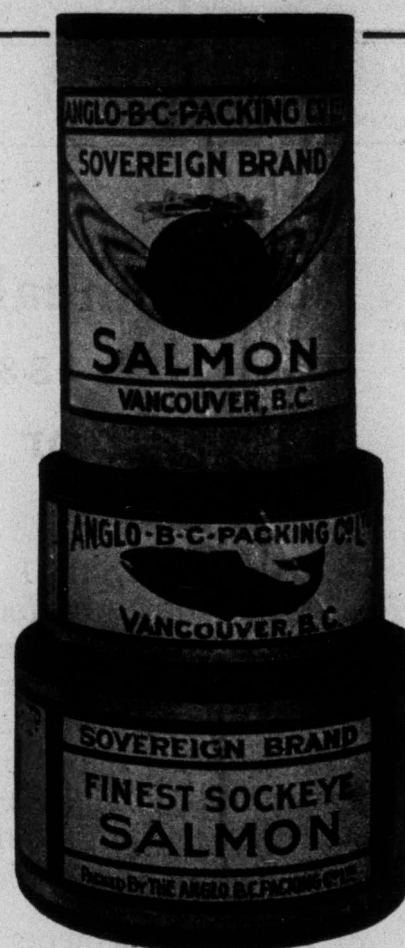
# GIPSY Stove Gloss

possesses character.

Saves energy by doing the work in half the time and with half the labour. It is the blackest of all black leads, the most durable, lasting, and labour-saving. Taken separately, these selling points would render "GIPSY" distinctive, together, they have created the character which has made "GIPSY" an overwhelming success.

Order from your Wholesaler.

HARGREAVES (CANADA,) LIMITED,  
33, Front Street, E. TORONTO.  
Western Agents: For Manitoba, O. F. Lightcap,  
Winnipeg. For British Columbia and Yukon:  
Creeden & Avery, Rooms 5 and 6, Jones Block,  
407 Hastings Street West, Vancouver.



## Y & S STICK LICORICE

48 5c. Packages to Box



The old-fashioned remedy  
for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and  
Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY  
MONTREAL

# RENNIES SEEDS

PUREST-CLEANEST  
MOST RELIABLE  
GET CATALOGUE  
AT BEST DEALERS  
OR DIRECT  
TORONTO - MONTREAL  
WINNIPEG - VANCOUVER



## The Logical Coffee Mill for You

When you consider its instant grinding and easy running qualities and the customer satisfaction it creates you will readily see that THE ELGIN NATIONAL COFFEE MILL is just the right mill for your store.

Consider the big advantage in being able to grind your customer's coffee fresh, and in just the grade she likes best. This you can do with the Elgin National.

MAY WE SEND YOU OUR NEW ILLUSTRATED DESCRIPTIVE LIST? Write for Catalog No. 24-C. Ask any good jobber for prices.

WOODRUFF & EDWARDS CO., Elgin, Ill., U.S.A.

**Our annual Spring Sales Number  
will be Issued on April 28th.  
Watch for it. Read it Carefully.**

**P**ROGRESSIVE grocers and ambitious clerks realize that their customers look to them for help and guidance in making purchases. That they may give this help intelligently retailers keep posted by reading the information supplied by the manufacturers of groceries through the advertising pages of the Canadian Grocer. By studying carefully these advertisements you can familiarize yourself with the selling points of the goods and use this information in making many additional sales to your customers.

The advertisements in the Spring Sales Number are being prepared with great care and are intended to help you in making more sales. Read them carefully for information about the goods you handle and encourage your clerks to do the same. The result will be greater efficiency in selling. Better salesmanship will increase your trade and your profits. This one number will be worth many dollars to you if you make the best use of it.

Our Spring Sales Number, April 28, will be a valuable issue both for editorial help and for advertising suggestions on sales-making.

Be on the lookout for it. Read it carefully and direct the attention of your clerks to the valuable suggestions it will contain for them as well as for yourself.

April 28. Only four weeks more.

**ADVERTISING MANAGER  
The Canadian Grocer**

# No Extra Cost

The demand for and use of lump sugar are greatly increasing.

## CRYSTAL DIAMOND LUMP SUGAR

is the prettiest lump sugar made.

It is a convenient shape and, what is most important, every lump is exactly the same size.

Also by a special process our lumps are so produced as to retain all the sparkling brilliancy so effective in special table use, receptions, afternoon teas, etc.

Crystal Diamonds cost no more than ordinary lumps. Sold in bulk or in original handy sized cartons.

Kindly mention this  
paper when writing  
to advertisers.

BUY  
**STARBRAND**

"Made in Canada"

### Cotton Clothes Lines and Cotton Twine

Cotton Lines are as cheap as Sisal or Manila  
and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

## Every sip a delight



So convenient, so economical. Made instantly by simply adding boiling water.  
No delay, no trouble. A most excellent seller.

Your customers will appreciate the superior quality, flavor, strength and  
aroma of

# SYMINGTON'S

*Regd Trade Mark*

## COFFEE ESSENCE

THOS. SYMINGTON & CO.  
Edinburgh and London

Agents: Ontario—Messrs. W. B. Bayley & Co.,  
Toronto. Quebec—Messrs. F. L. Benedict &  
Co., Montreal. Vancouver and Winnipeg —  
Messrs. Shallcross, Macaulay & Co.



**Tartan**  
**BRAND**

THE SIGN OF PURITY  
Phone Orders at our Expense

Phone Nos.  
3595, 3596, 3597, 3598, 4656

**We Sell only Goods of Guaranteed Quality**  
—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

**BALFOUR, SMYE & COMPANY**  
HAMILTON, ONTARIO

# FURNIVALL'S

**Fine Seville Orange Marmalade**

measures up to the Furnivall Standard of Quality.

Order Now for Spring Selling.

**FURNIVALL-NEW, Limited**  
Hamilton Canada

**AGENTS**

Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Winnipeg, Man.—W. I. Mackenzie & Co., Ltd. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—Central Brokerage Co.

**CONCORD ANNING O.**

*We guarantee*

- 1 That all Sardines bearing our name or packers are packed from the finest autumn caught fish.
- 2 That fresh caught fish only are used in our canneries
- 3 That the Olive Oil or Tomato Sauce used are of guaranteed purity and of the finest quality obtainable
- 4 That we use the greatest care and cleanliness in the packing

**CONCORD ANNING O.**

*We ask the consumer kindly to write us if dissatisfied*

The above is an exact reproduction of our guarantee appearing on every tin of

**Concord Norwegian Sardines**

Their delicate and distinctive flavor is much appreciated by those who know what is good, and the steadily increasing demand for this brand makes it necessary for you to handle them.

They leave a good profit for the retailer. See to your stocks.

**List of Agents:**

R. S. McINDOE, Toronto.  
WATSON & TRUESDALE, Winnipeg.  
MARITIME FISH CORPORATION, LTD.,  
4 St. Nicholas Bldg., Montreal.  
W. A. SIMONDS, St. John, N.B.  
H. C. JANION, Vancouver, B.C.

**This changeable weather means that colds will be prevalent**



and actual statistics show a regular epidemic to be raging throughout Canada.

You can do your share at helping to stop the epidemic of colds, La Grippe and Pneumonia by stocking and pushing

**Mathieu's Syrup**  
*of Tar and Cod Liver Oil*

It is the most effective preventive and remedy for colds in every stage.

Stock up now and keep it on display where your customers will see it. *Recommend Mathieu's Syrup.*

**J. L. Mathieu Co., Proprietors**  
SHERBROOKE, QUE.

# JAPAN TEA



Japan has demonstrated to the world that she is capable of great things in world politics, economics and industry. One of her greatest industrial accomplishments has been the development of tea growing. The tea business is now one of the greatest industries of that land.

Japan Tea occupies a unique position in the Tea Marts of the world. It is unequalled for delicacy of flavor, exquisite bouquet and stimulating qualities—hence it is preferred by connoisseurs.

The Japanese Government prohibits adulteration and coloring of Tea.

YOUR dealer sells it.  
Ask HIM. 3

By persistently advertising the good qualities of Japan Tea to the consumer we have created for it an unusually big demand and one that is constantly increasing.

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

You, too, will find Japan Tea an excellent addition to your tea department. Order a supply from your wholesaler to-day. Remember—our consumer advertising helps to move your stock quickly and profitably.



# Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

## KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

THE FEDERAL REPORTER, 91-93 Wall Street, New York City

## NEWFOUNDLAND

**T. A. MACNAB & CO.**  
ST. JOHN'S - NEWFOUNDLAND  
MANUFACTURERS' AGENTS  
and COMMISSION MERCHANTS  
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab." St. John's. Codes: A. B. C., 5th edition and private.

## ONTARIO

**MACKENZIE & MORRIS**  
LIMITED  
BROKERS

Groceries, Provisions and Produce  
C.P.R. Building, TORONTO

If you want some first-class old leaf Tobacco, processed, so that all of that rank smell and taste is taken out of it, put up in five different grades, write

**LEWIS WIGLE**  
LEAMINGTON, ONTARIO

## To Manufacturers Only

We are open to accept sole agency for Great Britain for a canned goods manufacturer. References as to financial position, etc., etc., of the best.

**R. PHILLIPS & SON,**  
92 Great Tower Street,  
(corner of Mincing Lane.)  
LONDON, E.C.  
ENGLAND.

**W. G. A. LAMBE & CO.**  
TORONTO

Established 1885

SUGARS FRUITS

## WESTERN PROVINCES

**H. P. PENNOCK & CO.,**  
Limited

Wholesale Grocery Brokers  
and Manufacturers' Agents.  
WINNIPEG REGINA  
We solicit accounts of large and progressive manufacturers wanting live representatives.

## DUSTDOWN

The original sweeping compound, is superior to all others.

To save moving to new premises, present stock will be cleared out at following prices:

Barrels (150 lbs.) at \$4.50 Each  
Kegs .. (50 lbs.) at 1.75 "  
Pails... (25 lbs.) at .95 "  
25c tins, in crates of  
3 dozen ..... 5.50 Crate

ADDRESS: "DUSTDOWN"  
48 BEAVER HALL HILL, MONTREAL

**W. G. PATRICK & CO.**

Limited

Manufacturers' Agents  
and Importers

51-53 Wellington St. W., Toronto

## O. F. LIGHTCAP

Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.

O. F. LIGHTCAP,  
179 Bannatyne Ave. - Winnipeg, Man.

**Maclure & Langley, Limited**

Manufacturers Agents

Grocers, Confectioners  
and Drug Specialties

12 FRONT STREET EAST TORONTO

## WATSON & TRUESDALE

Wholesale Commission Brokers and  
Manufacturers' Agents

120 Lombard Street  
WINNIPEG MAN.  
Domestic and Foreign Agencies  
Solicited

## ON SPOT

White Beans,  
Evaporated Apples  
Currants and Raisins

**W. H. Millman & Sons**

Wholesale Grocery Brokers

Toronto Ontario

## We Need Salesmen

High-grade men to call on Grocers in connection with Star Egg Carriers and Trays, in use to-day by 63% of the grocers in Canada and the U.S. We have a few very desirable Canadian territories open which offer excellent opportunities to men of ability.

For particulars, apply

**STAR EGG CARRIER & TRAY**  
MFG. COMPANY  
ROCHESTER, N.Y.

## THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

If you want the market on  
**NEW BRUNSWICK POTATOES**

Wire or phone

**HARRY WEBB, TORONTO**

We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

## 6 PERSONS ASKED US LAST WEEK WHERE THEY COULD GET THE HIGHER GRADE TEAS

We had six instances last week where customers asked us where they could get better grades of Red Rose Tea. This is a pretty sure indication that people are wanting and willing to pay for better tea.

Cheap tea is only used because people think it is cheap. Show them that they are mistaken and they will buy better tea—for instance, Red Rose 50c grade will really cost no more, if made right, than the 40c grade, and the flavor is so noticeably better (being more carefully selected from higher elevations) that they will continue to use it and you have another satisfied customer.

It shows good business judgment on your part to sell the very best tea possible at the price. In recommending Red Rose Tea to your customers your reputation for selling good tea is assured.

# Red Rose Tea

“is good tea”

T. H. Estabrooks Co., Limited  
7 Front St. E. TORONTO

## MOLASSES

of highest quality

When you offer your customers Leacock's Molasses, you can confidently depend on profitable repeat sales. The superior quality of

**Leacock's**

*Extra Fancy and Extra Choice*

will win the unstinted approval of even the most discriminating. Order LEACOCK'S now for bigger business.

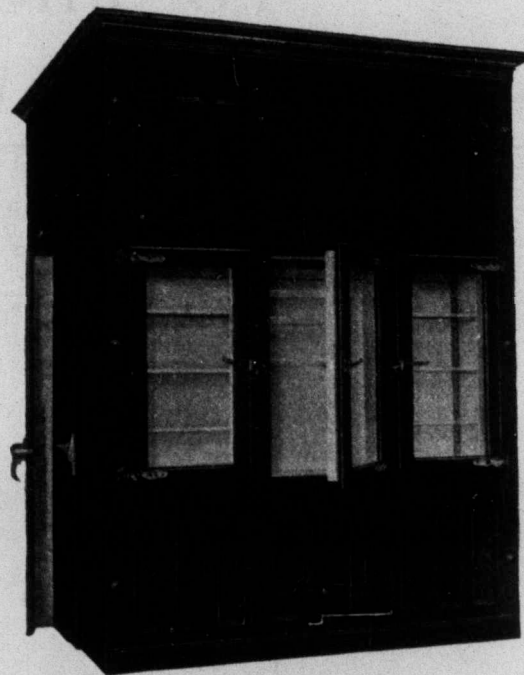
**Leacock & Co.**

*Exporters of highest grade  
Molasses*

BARBADOS,

B.W.I.

## DO NOT DELAY



any longer placing your order if you wish to have your refrigerator in time, as Spring is now here.

We are busier right now than we have been for years.

Write us for catalogue or ask one of our many representatives to call.

EUREKA—THE PEERLESS REFRIGERATOR

**Eureka Refrigerator Co.**

LIMITED

Brock Ave. and Noble St.

TORONTO

CANADIAN GROCER



is so well and favorably known to your customers that a counter display is sure to bring you worth-while results.

When you recommend *Keen's Oxford Blue* you recommend the favorite Blue of the housekeeping world.

Suggest *Keen's Oxford Blue* to every housewife. The results it produces will bring your customers back for more.

*Canadian Agents*

**Magor, Son and Company, Limited**

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO

To The Grocer:

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Cigar Manufacturers

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# CANADIAN GROCER

VOL. XXX

TORONTO, MARCH 31, 1916

No. 13

## Millions in the Cigar Trade

In Ontario Hotels Alone It is Estimated at Three-Quarters of a Million Annually—Trade Over Bars in Western Canada About the Same—A Great Opportunity for the Grocery Dealer—"The Cigar Trade for the Grocer"—Some Special Attention Required

*Second of a Series of Special Articles on Cigars.*

**F**URTHER to what appeared in these columns two weeks ago with regard to the cigar trade, much of which is now passing to the grocer by virtue of the fact that prohibition is gradually becoming more and more extensive in the Dominion of Canada, some facts and estimates as to exactly what this trade is worth are interesting.

First of all consider the exact parts and provinces of Canada which are now dry or which will soon be dry. Saskatchewan is now dry, that is to say no liquor is sold in hotels and a great many hotels have been closed. Alberta is also dry. Nova Scotia is dry with the exception of Halifax, which is allowed until the first of May, that is about five weeks more to get rid of stock in hotels and liquor stores. Prince Edward Island has been dry for years. Manitoba has just adopted the Macdonald Act and after July 1. will be entirely dry. All these provinces adopted prohibition prior to what may be called the big event in the campaign, that was the introduction of the Prohibition Bill in the Ontario Legislature last week. That is probably the most momentous gain made by the prohibition people. Ontario, at any rate by September 1916, will be entirely dry, and it is probable that the Act will be on the Statute books by the end of May. The intervening months between May and December will be left to the hotel keepers to get rid of their stock. At any rate September can be counted upon as the date when, according to governmental admission, the Province of Ontario will be entirely dry.

With this number of provinces already dry it is seen that British Columbia, New Brunswick, and Quebec are the only

three remaining which still have hotels running in the ordinary way, that is there are only these three provinces where hotels sell liquor. Agitation has been going on for some time in New Brunswick, also in Quebec and to some extent in British Columbia.

### What Does It Mean?

What does all this mean for the grocer, particularly in reference to the subject of this article, that is the cigar trade?

Do you recognize the extensiveness and the magnitude of this cigar trade which has been done formerly in these hotels? Do you know that in Ontario alone it was estimated last week by the liquor interests that hotels in the Province of Ontario did an aggregate trade during the year of **one million dollars in cigars alone.**

On investigating this, one feels inclined to say that it is possibly over-estimated. Probably the amount is nearer three-quarters of a million. A trade of one million dollars during the year would mean something like 23,000,000 to 25,000,000 cigars and probably the amount, say men who are in a position to know, is nearer three-quarters of a million than a million dollars.

However, \$750,000 is no bagatelle, representing the trade in one province alone, and it is certainly worth going after.

### Western Trade is Large

If the trade in cigars in hotels in Ontario is three-quarters of a million dol-

lars, what about the trade which has been done in Saskatchewan, Alberta, Nova Scotia, Prince Edward Island and Manitoba, also in cigars, over bars? It is a question of simple arithmetic, a problem merely of proportion. If Ontario stands for three-quarters of a million dollars, what do the rest of the provinces stand for? It is difficult to estimate this exactly, but one would be safe in saying that the rest of the provinces, Saskatchewan, Alberta, Nova Scotia, Prince Edward Island, and Manitoba aggregate a total sale in cigars through hotels of at least one million and a half dollars per year. That is a conservative estimate. Add that to the three-quarters of a million dollars in Ontario, and you get a total of \$2,225,000 trade at least done in cigars over the hotel bars.

**This two million and a quarter dollars is going begging.**

What are you doing to get after your share of this trade? Although many grocers are alive to the opportunity, it is not apparently generally recognized by the grocery trade that here is a real opportunity. If a man came to you as a grocer—who are presumably not in business for your health but to make money—and told you where, by laying out a little capital, you could increase your trade and corral a trade that was going begging, wouldn't you jump at the chance? If a man came to you and said that he knew of a town where there was being a considerable sale of a certain product which the public definitely and certainly wanted, and that the salesman of that product had now shut up the shop and that there was an opportunity for someone else to get in and sell that product, wouldn't you seriously consider the chance



It is estimated that more than \$2,000,000 worth of cigars used to be sold annually over hotel bars in provinces now dry or going dry.

of getting this business yourself?

This is exactly the state of affairs with regard to the cigar trade to-day. The trade is undoubtedly there. While it is true that hotels do not exist primarily to sell cigars, yet although it is only an on-the-side business it is such a large one that Ontario alone did any where from three-quarters of a million to a million dollars a year in it. This is no mere two-penny-ha'penny trade. It is a big trade, a big business worth having.

#### Present Conditions

The way in which many grocers have approached the question of a cigar department in their stores, has been, to use a simile, with a pair of tongs and very gingerly. That is to say, grocers up and down the country, particularly in the smaller towns, have installed a case of cigars and tobaccos and let them sell themselves, not bothering to push them at all but simply putting their hand in the case and handing out a cigar if anybody should be bold enough to ask for one.

If this method had been followed by grocers in their other departments the grocery trade would not be in such a flourishing condition as it is to-day. Merely waiting to hand goods over the counter when they are asked for never made anybody's fortune yet, whether it was in the grocery trade or anywhere else. Why shouldn't the cigar and tobacco department receive now, with this splendid opportunity and unprecedented impetus, a new lease of life? Why shouldn't the grocery trade throughout the country make up their mind to seize this large business going begging because the former tradesmen—that is the hotel keepers—have gone out of business and recognize that the public need cigars and tobacco and that the grocer just as much as the druggist, or the cigar store is entitled to get his share of the trade? Why shouldn't the grocer hold on to this opportunity with both hands and instead of simply having a little case in his store of tobacco and cigars and handing these over the counter when they are asked for, why shouldn't he get out and hustle after this trade just the same as he gets after the provision trade or his miscellaneous grocery trade or any other special trade in the store?

#### Act At Once

See to it that you act at once. This article has been dealing with a condition that actually exists and which you can find out actually exists for yourself. The cigar trade which has been done in hotels is going begging. You can at any rate cash in on a certain amount of it and make money on it. Why not set your shoulder to the wheel and make a slogan "The Cigar Trade for the Grocer," and carry this slogan home to

yourself continually. Consider the subject from all angles and plan and prepare and devise ways and means of getting after this large and profitable trade. Future articles in this paper will deal with actual selling methods, some of which have been adopted, some of which

have not yet been adopted but which could very well be used now that the opportunity is so much larger.

Meanwhile "The Cigar Trade for the Grocer!" Lay hold of that slogan and turn it over in your mind. It will pay as a business resource.

## Complaints Re Molasses Shipments

Leader of Opposition Brings Up Matter in the House—Alleges Preference Being Given to Sugar Freights.

**I**N last week's issue the discussion in the House of Commons on molasses shipping facilities was reported. The matter was later brought up by Sir Wilfrid Laurier, and reported in Hansard as follows:—

Sir Wilfrid Laurier—In the absence of the Minister of Trade and Commerce the other day, I brought to the attention of the Government certain complaints made by Quebec merchants against the subsidized service given by the Royal Mail Steam Packet Company between Canada and the West Indies. The complaint was that the vessels of that line will carry sugar, but not syrups and molasses, as sugar is a more convenient and profitable cargo. Could my hon. friend give me any information upon this subject?

Sir George Foster—With reference to the line plying between Canada and the West Indies, although it has four very excellent and commodious vessels, the trouble at the present time is quite distinct from the situation under pre-war conditions. Both at the West Indies end and at the Canadian end there is a congestion of freight offering for carriage, and, although the vessels are making their voyages regularly, and carrying capacity cargoes, the freight offering is far over and above the capacity of the vessels. That makes complaints rife at both ends. Exporters in the West Indies cannot get their stuff out, and importers cannot get in the produce they have ordered from Canada; and exactly the same condition prevails at the Canadian end. I have been in close touch with the work of this company, and also with the complaints of patrons of the line. I think the company is doing everything it possibly can in the way of distributing it as far as it possibly can so as to aid each class of its patrons and avoid filling up the vessels with the produce of one particular class only. But it is absolutely impossible for that line to carry the sugar and molasses which is lying in the West Indies on order at the present time; it is an absolute impossibility for them to overtake the amount that is required to be carried, and some other method will have to be

found; such a method, for instance, as a tramp service, and I see that private parties have arranged for a schooner to bring molasses to the City of St. John. Under pressure from the department, the company is doing all it possibly can to get another vessel for that service; but the fact is that more than 80 per cent. of the commercial tonnage of that large company is now under requisition by the British Admiralty and in service for war purposes, and they find it almost impossible to get a vessel. I think everything is being done that possibly can be done to meet the difficulties of the situation and to serve all classes of their patrons. I have had similar complaints from Quebec and other places myself, and have tried to explain the situation to them.

Sir Wilfrid Laurier.—The complaint which I have is that the company discriminates between the freight offering: it takes sugar in preference to molasses, because it is a more profitable and more convenient cargo.

Sir George Foster—As far as I possibly could, I have brought before the company the necessity of proceeding upon the plan I have just stated, namely, that of distributing the freight as equally as possible among their patrons.

#### A GOOD WORD FROM A TRAVELER

CANADIAN GROCER.

Dear Sirs:—Please find enclosed money order covering my subscription for CANADIAN GROCER for 1916. I have been traveling East for Eby-Blain, Ltd., for the last five years and now have enlisted with the local unit from here—the 182nd battalion. I shall put on the Government clothes the first of April or just as soon as I can get away. I will always look forward every Friday for the GROCER, as it often contains something of value and information to the traveling salesman. Wishing the GROCER every success,

FRED JONES,

Whitby, Ont.

# Sugar at Highest Peak Since '98

An Eighteen-Year Comparison of Values Produces Some Interesting Figures—War the Chief Cause of Present Prices, as German and Austrian Beet Sugar is Practically Cut Off From Rest of World—Ups and Downs in Raws.

**T**HE year 1898, by the inauguration of the present method of sugar distribution by wholesale grocers in preference to the old order of things, made price lists and comparisons possible. Thus the beginning of this eighteen year period marks the natural line of demarcation between the old order and the new.

In 1898 consumption in the United States was about two million tons of refined sugar; in 1915 it was 3,800,000 tons; in 1898 the Canadian consumption totalled 119,000 tons; 1914, 330,000. showing even a greater gain than the United States, during a smaller period of time. The year 1914 showed a 100 per cent. increase over 1904. Previous to the war, consumption in Canada was increasing about 10 per cent. per annum, but it has been so checked since, that we may presume it to be less than for the period immediately antedating the war.

The war accounts for all of the recent spectacular price changes in this commodity. It is the consensus of opinion that if we had had no war, we should have had low sugar; having war, we have high sugar. This does not mean that if the war should end suddenly low sugar will follow as a matter of course. Re-adjustment is necessary, a period of recuperation to make the necessary preparation for a new order of things. Even if the war stopped now, we would not to-day be in the same position we would have occupied had there been no war. For consumption has used up all of the existing stocks of sugar during the period of the war and we are now depending upon sugar that is now in process of production or that is yet to be produced. A great many countries, especially Great Britain, previous to the war depended chiefly upon the best sugar of Europe for their supplies. That source has been now cut off for them. They have been forced to look to the cane countries for supplies of refined and in addition to that they are restricted almost entirely to the Western hemisphere for these supplies as the cane sugar that is produced in the old world is largely consumed there and under the present conditions of high freight and scarcity of tonnage, the shipping costs are too nearly prohibitive to allow its being carried to Great Britain.

## A Comparison of Prices

Another feature that makes for strength in the market is the unparalleled prosperity of the United States. Con-

sumption continues to increase there. If outside countries continue to draw on this part of the world for their supplies, it is a question if there will be enough sugar to go around before the next crop is available.

A glance at the wide range of sugar values in this eighteen year period will show an interesting price comparison. In 1898 the list price for granulated sugar, in Montreal was \$4.84, in 1902 about \$3.75, in 1905 when there was a crop shortage to intensify the situation the price rose to \$5.50. In 1906 it had dropped to \$4. again; in 1910 another shortage occurred and the price went to \$5 and by the end of 1911, at which time a failure in the best crop of Europe was evident it had reached \$5.85. By the end of 1912 it had dropped back to \$4.75 and in 1913 down to \$4.50 until in the early part of 1914 previous to the war the low level of \$4.10 was reached.

The effect of the war was such that by the end of 1914, sugar was selling for \$7 for granulated in 100 lb. bags. Until the time of the recent raises, the November 1914 price of \$7 was the highest of the war market. The average price of sugar for 1915 was \$6.15. To-day it is selling for \$7.45 to the retail trade in Montreal and \$7.51 in Toronto.

A comparison of raw sugar prices illustrates the effect of war on that commodity. In November 1912, raw sugar was selling at \$3.92, and by the middle of January, \$3.48. In March it had recovered again to \$3.58 and then

back in June to \$3.33, recovered in September to \$3.76 and then went back to \$3.48 latter part of October and in latter part of November of that year advanced to \$3.67. It will be noticed that the widest range of fluctuation in this period of the year before the war was included in a 60c range—in startling comparison to the wider ranges that were to occur in the following year after war had been declared.

## Raw Sugar Since 1913

The year for raw Cuban sugar which is the basis of the industry in the American market, commenced in December at a selling price of \$3.61 which in January 1914 had fallen to \$3.20. By the end of January a recovery was made to \$3.48 but a decline occurred so that it fell to \$2.92 by April 1st. A recovery was made from April to June, during the so-called "consumers' months" so that the level of \$3.45 was reached in latter month, only to fall back again by the end of July to \$3.46.

The war came the first week in August and the first effect of the war on the market was such that by the third week in August the price was \$6.52. Everyone seemed to think there would be no more sugar. But in the meantime Cuba was still doing business at the old stand, growing sugar and by November it was realized that the production of 1914 was in excess of consumption and that by the time the growing cane of that year was ready to be ground, there would be a large stock of sugar to be carried into the next year. Result, by the first week in November the price was back to \$3.45 again. Up to this time, August represented the peak of the fluctuation. Changes were irregular from August until the second week in Sept. after which time until first week in November the progress of it was continually downward until this level of \$3.45 was reached. By the end of November it was back again to \$4.01 and then the season of 1915 was under way. December saw raw sugar up to \$3.95; recovery followed so that in January it was up to \$4.01 again. Then followed a sudden rising market which culminated on the fourth week in March 1915, with Cuban raws at \$4.95, from which point it ranged down to \$4.70 until the third week of August when owing to accumulation of Cubas and the small demand for refined, there came the sudden weakness which dropped the price down the first of October to \$3.75. This was

## ALLIES PURCHASING AGENTS

The Trade and Commerce Department, Ottawa, has published the following list of purchasing agents for military purposes for the allied Governments:

International Purchasing Commission, India House, Kingsway, London, Eng.

French.—Hudson Bay Co., 56 McGill Street, Montreal; Captain Lafoulloux, Hotel Brevort, New York; Direction de l'Intendance Ministere de la Guerre, Bordeaux, France; M. De la Chaume, 28 Broadway, Westminster, London.

Russian.—Col. N. Golejewski, Military Attache, Room 904, Flat-iron Building, New York City, N.Y.

## CANADIAN GROCER

followed by a very rapid recovery to \$5.14 by the last week of November last year.

The market weakened considerably then because of the prospective grinding of the new crop and the expectation of a record yield. Under the influence of these factors, sugar dropped to 35 $\frac{3}{8}$ , made a recovery later and since then has continually advanced up to time of writing.

This advance owed its initial impulse primarily to the numerous inquiries that developed as result of a large demand from Great Britain, France and some of neutral European countries which previously had been getting their sugar from Germany and Austria. It was realized that record crop expected in Cuba would not be sufficient to supply this abnormal demand, as well as caring for the needs of this part of the world. Before this situation developed the refiners had been accustomed to buy only as needed, but now demand for futures accrued and sales for them as far ahead as May have developed at very high prices, an entirely new development in the market. Between refiners and operators the price of raw sugar has gone up to \$5 and although there has been a later drop, the fluctuation for sometime past has never carried it below 4 $\frac{3}{4}$ c.

These high prices have been greatly stimulated by a lack of tonnage which is so scarce that American refiners cannot accumulate a surplus ahead and supplies are barely coming in sufficient quantities to meet the ordinary need for domestic and foreign sales already made. The freight rate which in a normal time was from 9 to 10c a 100 lbs. from Cuba to New York is now from 50 to 55c which means a difference of  $\frac{1}{2}$ c a pound in the market price. Great disparity exists between the American and Canadian prices for the same product. On the N.Y. market to-day the American refiners sell their sugar at \$6.90 less 2 per cent. which nets him \$6.76. The Canadian refiner's price is \$7.30 and he gives 25c rebate to the wholesaler who sells at an arbitrary rate. The rebate to the wholesale grocer and the freight absorption which is made by the refiner amounts to 35c off the price he quotes; our duty is 36 $\frac{1}{2}$ c higher than the United States; we pay 37c against the American rate of 1c for 100 lbs. In addition to this there is the extra cost of manufacturing which is stated by a refiner to be about 20c more in Canada than in the large American refineries, where they have vastly larger production and decreased overhead charges. Based on to-day's figures and above calculations, Canadian refined sugar, to be on equal basis with American refiners' prices should be \$6.76 plus 35c plus 36 $\frac{1}{2}$ c, plus 20c making a total

of 7.67 $\frac{1}{2}$  as against the one of \$7.40 which prevails in Montreal. That such difference of price exists is a further bull argument for this market.

The difference in duties enforced over a period of years must always be borne in mind as any comparison of quoted figures would be totally inadequate otherwise. As things stand to-day sugar is in a very strong position. On the other hand everything is abnormal, anything is possible and predictions of any kind the last thing warranted by the situation in evidence.



**Leslie Grisdale.**—On St. Patrick's Day an interesting episode took place in lower Wingham, When Major Sinclair and his company arrived there. Upon reaching Leslie Grisdale's grocery store, the major and his men marched into the store, bought all his raisins, most of his fruit and tobacco. Then the major took a vote on the spot whether Mr. Grisdale should sign up at once or not. Every hand was for "yea." Mr. Grisdale, smilingly on the spot, signed up. The 161st has secured a model young man, and a six-footer.

**J. S. Keltie**, member of James Ramsey's Limited, Edmonton, who for the last three years has been employed in the provisions department, has enlisted with the 194th Battalion. The employees of the meat and grocery department presented him with an illuminated wrist watch.

**M. Bolton.**—The trade has reason to be proud of the work of a good many of the boys who have gone to the front. Among these is one, Pte. M. Bolton, who was recently killed in action. Pte. Bolton was for three years on the staff of the T. H. Estabrooks Company, at their Toronto office, and rose to be cashier. He joined the staff in September, 1912, and was there till he died, his position being kept open for him.

Bolton died as he led a bomb party. He was a member of the crack 35th Battalion draft. In several letters Bolton spoke of night bombing operations and raiding of German trenches. One of these describes the dangerous work, in pursuit of which he was, at last, killed. It says, in part:—"Last night I was with a party that bombed their front line and listening posts. Our work was successful but dangerous. We were lucky to get back, because we were sniped at several times."

## OTTAWA R. G. A. NOMINATIONS

Ottawa, March 28.—Nominations of proposed new officers of the Retail Grocers' Association here, were made at the last meeting. Alex. Phillips who has occupied the president's chair for two years has retired. The nominations were:

For president, T. W. Collins and T. Bowman; first vice-president, T. Bowman, R. H. Beck, F. Burgess, A. S. Moreland; second vice-president, R. H. Beck, F. Burgess, R. C. Cummings, A. G. Johnson, M. J. Ade; treasurer, D. Bell; secretary, N. Hurteau; auditors, A. Johnson, A. E. Kelly, R. H. Beck; D. Cowan, A. Duncan, executive, A. Eastman, A. S. Moreland, F. Burgess C. Cummings, S. Ramsay, S. Halpenny; board of trustees, A. Phillips, A. S. Moreland, J. McKeen, A. G. Johnson and T. Bowman.

Among the matters of importance discussed was the statement made by certain of the members that the general public was being misled, through the medium of misleading advertisements which certain stores were using in connection with the sale of a certain baking powder.

It was pointed out by some of the members that one store in particular was advertising the baking powder, in 12-oz. tins, for sale at "regular price 25 cents, two for 35 cents." As a matter of fact the grocers claim the regular price of the 12-oz. tins is 20 cents, and the store-keeper by means of the advertisement was leading the public to believe that they were getting the 16-oz. tin, which is sold at 25 cents. Some of the members expressed the opinion that persons using this advertisement were liable to prosecution for attempting to obtain money under false pretences.

A discussion took place on proposed amendments to the constitution of the association, and it was decided to elect a board of trustees composed of three members, who would ascertain sources for profitable investment of the funds of the association, which would be approved by a two-thirds vote of the members present at the meeting.



A politician who was seeking the votes of a certain community in Ohio to the end that he might be sent to Congress thought it worth while to make mention of his humble origin and early struggles.

"I got my start in life by serving in a grocery at \$3 a week, and yet I managed to save," he announced.

Whereupon a voice from the audience queried:

"Was that before the invention of cash registers?"—New York Times.



An Easter window trim containing some valuable suggestions. This includes hams and bacon, eggs, lard, butter, etc.

## Easter Trim of Appetizing Foods

Only Three Weeks Until This Big Festive Occasion—Now the Time to Make Plans—A Suggestion That Will Help—Note Canadian Grocer's Contest

**E**ASTER is only three weeks distant. Good Friday falls on April 21 and Easter Sunday April 23. Now is the time, therefore, when the retailer should be planning for his Easter display.

The accompanying suggestion may be of assistance. This shows a trim composed chiefly of ham and other meats, as well as eggs, lard, sausage, butter, etc. A glance at this demonstrates that it was of a very appetizing character and one that would surely bring in a good deal of business that otherwise would not have been secured.

That is exactly what the window is for. It is an advertising medium and, in the estimation of a great many grocers, is the best

advertising assistant about the store, apart from the honest dealing and courteous attention. As Easter is a time when appetites change, it should be the time when the grocer should give attention to seasonable foods. This display contains a good deal of that sort and should form the basis of a window the week prior to Easter.

At the same time grocers and clerks should remember the Eastern Window Display Contest being put on by CANADIAN GROCER. Particulars of this appeared in last week's issue and again appear this week. Let the Easter Window this year be the best yet.



# CANADIAN GROCER

ESTABLISHED 1886

*The Only Weekly Grocery Paper Published in Canada.*

THE MACLEAN PUBLISHING COMPANY  
LIMITED.

JOHN BAYNE MACLEAN, *President.*

H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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UNITED STATES—

**New York**—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. **Chicago**—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733 Old South Bldg.; Phone Main 1024.

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## CIGAR TRADE LOOMS UP LARGE

THE issue of March 17 featured an article dealing with the possibilities in cigars from the standpoint of the grocer and general merchant. These possibilities appear to be even greater than was at first expected. As will be seen from the initial article in this week's issue, the trade in cigars in Ontario alone, over hotel bars amounts, it is estimated, to the huge sum of a million dollars annually. With the closing of the bars this trade must be transferred elsewhere. It will be taken up by exclusive cigar stores, by grocers, and by general dealers in the smaller centres affected by the prohibition movement.

If there has been a trade of three-quarters of a million dollars in cigars over hotel bars in Ontario in a year, what will be the extent of the trade in Alberta, Saskatchewan, Manitoba, Ontario, Nova Scotia and Prince Edward Island combined, apart from what used to be done in local option districts? There is certainly business here for every grocer featuring cigars in the prohibition provinces.

The fact, too, that the bars will be closed means that a great many farmers are going to spend more time in the grocery general store. An attractive display of cigars in a silent salesman or showcase is bound to get business. The trade should study this question very fully from every standpoint, as it means extra business from a line that is clean and easily handled. Suggestions from merchants who have made a success of their cigar department will be very much appreciated.

## NO MORE IMPORTED RENNET

THE supply of dried calves' stomachs from which the extract of rennet used in the manufacture of cheese is procured, has for years been secured largely

from central European countries, with whom the Empire is now at war. There seems to be more than a probability that Canadian cheese makers will have to resort to the old-time practice of preparing rennet from the stomachs of calves slaughtered in their own locality.

To meet the situation the Dairy Division at Ottawa has issued a circular giving instructions for saving the calves stomachs and for the preparation of the rennet extract by the cheesemaker. The cost of rennet prepared in the manner instructed will be about one-half the present cost of rennet extract.

## ENTER EASTER WINDOW CONTEST

IN last week's issue an announcement was made of CANADIAN GROCER'S Easter Window Display Contest. This contest is open to grocers and clerks in all parts of Canada and it is to be hoped a large number will join in it. Easter season is a time when appetites change. It not only ushers in the new Spring bonnets, but opens the way for new trade in many food-stuff lines.

During the Lenten season a great many people have abstained from eating meat, confectionery, etc., and when Lent closes they are naturally big consumers of goods of which they had originally deprived themselves during the period of fast.

This opens up a special avenue of trade for the aggressive dealer. The merchant who goes after trade in bacon, ham, cooked meats of all kinds, sausage, etc., who offers the suggestion to consumers that these goods are now in order, and who makes proper display of them is bound to secure a great deal of business. No doubt, every grocer will have some kind of an Easter display. CANADIAN GROCER'S contest makes the display problem of greater interest. We

want every clerk and grocer who puts in an effective window to have photograph taken and enter it in our competition. Such a contest is going to benefit every reader of the paper. It is going to make better display men, better windows and therefore, tend to elevate the grocery business as a whole.

Full particulars of this contest again appear in this week's issue and all interested should read the conditions again. All that is necessary is to have good photograph taken, about 8" by 10" in dimension, describe the window carefully, tell something about its selling quality and send it into the contest editor. The contest closes May 1st.

Twenty dollars in prizes are given.

#### WHY MILK PRODUCTS ARE HIGH

**N**O wonder condensed milk, cheese, butter, etc., are high in price!

A report from Aylmer, Ont., giving particulars of a sale of cattle shows that one cow went for \$190. The herd comprised 11 grade cows, 10 of them freshened last fall. One, a springer, sold for \$190. Those of last fall freshening ranged from \$72 to \$150. The entire herd averaged \$110.60. Heifers from 11 to 16 months old grades brought \$40 to \$71.

Oats, "Irish white," of splendid quality for seed brought 73 cents per bushel for about 500 bushels. Hens were as high as \$1.90 each, the lowest price \$1.15. Seed corn, of which the seller had some 150 bushels, brought \$1.90. Brood sows to farrow, brought as high as \$65.

The sale will total \$4,000 or over when hay, grain, etc., is weighed out.

Incidentally this goes to prove once again that the farmer of to-day is having his innings, that there is plenty of money in the agricultural districts and that business with the farmers should be better than ever.

#### WASTEFUL RECRUITING

**W**ITH 280,000 men from Canada already enlisted, the problem of bringing the forces of the Dominion up to the half-million mark presents serious difficulties for the industrial life of the country. There is no question but what the men can be had. With a systematic campaign such as is now being carried on the men can be recruited. The appeal to the young men of the country is just as strong as it ever was. With the coming of spring and summer large numbers will undoubtedly fall in.

But it is a question whether the present methods can be followed in the raising of the additional 220,000 men without seriously interfering with the industrial progress of Canada. It has been stated that it is the most competent men in all branches of industry who have enlisted in the past. Men with competent brains see the urgency of the present call. The dilatory man puts it off. The man keenly alive

to the situation consequently hearkens to the call. Many there are who feel that they would like to go but because of conflicting interests find they cannot. Very often, under the present voluntary method of recruiting, they do not do the uniform in spite of the sacrifices.

It is not a time when it should be said that the fight belongs to one particular class of men rather than to another. All are equally concerned in the issue. We want to win. We will win—even though it is necessary to strip the men from every productive industry in the country.

But it would not be necessary to cripple our industries if we went about the job in a methodical and businesslike manner. Under the present system when the recruiting sergeant is turned loose he does not stop to consider whether the man would be more valuable where he is. He will clean out the entire force of an industrial plant and close its doors if need be. "It's men we want. Give us men," the sergeant asserts.

Some plants have been closed. Others are working in a very feeble sort of way. In certain instances, proprietors have had to face the possibility of disposing of their plants or closing them up. The same condition no doubt prevails in many industries.

It is not because there is a dearth of men in the country that these shortages have occurred. It is because men have been left free to make the choice. The highly skilled have joined the colors in large numbers. There are many callings which do not require years of work to become proficient in. These could be filled by women and girls and older men.

The question arises: Who shall go and who shall remain? And who shall name the classes to go? The first step should be the taking of a census with all data as to trades and callings, marital relations, ages, where employed. It should then be possible for a competent tribunal to select the classes that should first be requested to perform service for the State. This tribunal should be comprised in part at least of business men who are familiar with the needs of particular industries.

No odium or stigma should attach to men so called or to those left at home. Thrice honored are they who put themselves completely to the service of the State. "Sweet and beautiful it is to serve one's fellowmen." By the fortune of chance, it may be, certain classes can be spared first.

By proper organization, either through Dominion, Provincial or voluntary aggregations of citizens, a complete census could be taken in every city, hamlet and countryside in the Dominion. To conserve our national resources in skilled men a census is a very necessary step. The next step should be a decision by a proper tribunal as to which classes could be spared first.

# Why Saskatchewan Opposes M. O. Tax

Would Not Remove the Difficulty, the R.M.A. Executive Claims—Catalogue Houses Would Then be on Same Footing as Retailers and Would Take Advantage of This Fact in Their Advertising, Declares Secretary.

By F. E. Raymond, Secretary Saskatchewan Branch, R. M. A.

**R**ETAIL merchants for years have been agitating and advocating that mail order houses be taxed, either on the business done or a small tax placed on each catalogue, with the object of having them help to support the community from whence they draw a considerable portion of their business.

The Dominion Board of this Association at Toronto have on one or two occasions been asked to institute legislation with this object in view, but on considering the question from all sides they have always felt that such taxation would not meet the case.

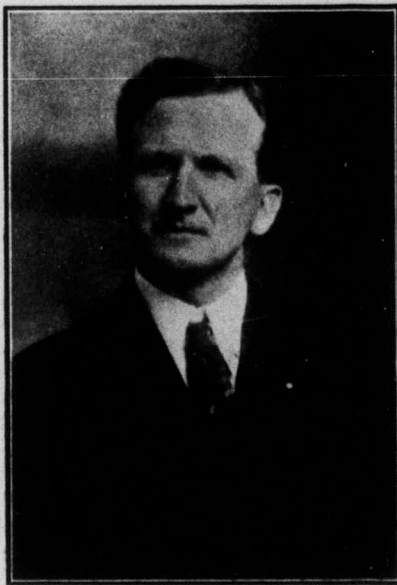
Recently, however, the Manitoba Board of the Retail Merchants' Association announced their intention of calling upon the Manitoba Provincial Government to cause legislation to be enacted re this, and in consideration of the many requests received at the office of the Saskatchewan Association our provincial executive held a meeting at Regina to discuss whether Saskatchewan should apply for the same legislation.

Every retail merchant is familiar with arguments as to why this should be done, but very few of them have heard the opposite side of the case, or considered whether the proposed taxation would provide a remedy.

The Saskatchewan provincial office have given this question very serious consideration, and have the views of authorities on the subject, not only in this country, but in the United States as well, and as a consequence came to the conclusion that taxation would not meet the case.

This decision being published in the newspapers, caused much adverse criticism to be directed against our provincial executive. Some merchants apparently are laboring under the impression that the discussion held was final and settled the question. That, however, was not the impression that was intended to be conveyed. The discussion was quite an informal one, and in any case such a weighty matter would have to be dealt with at the annual convention, it depending entirely upon the resolution passed there whether such taxation be asked for in Saskatchewan.

While admitting that it is only right and fair that a mail order house help to support the community wherein it does a large portion of its business, at the same time, while we are seeking a re-



F. E. RAYMOND,  
Secretary of the Saskatchewan Branch R.M.A.,  
who gives views of the Executive on  
taxing mail order houses

medy, we might as well get the right one, and in our opinion taxation would not apply.

## Local Merchant Must Exist

The local retailer is a necessity to any community. He pays his taxes, and contributes to the various causes of the neighborhood, either in material subscription or in personal interest. His stake in any district is identical with that of the producer, or any other mail order buyer, and he is quite as susceptible to the conditions of his particular district as any one else; and the values he gives do not vary a great deal from those of the large mail order firms when incidental expenses and delays are taken into consideration, so that the catalogue buyer is really no further ahead in actual saving, to say nothing of the direct loss to the community through his money being sent to the distant points.

One of the principal features a mail order house has to contend with is overcoming the natural prejudice of any person to buying goods without first seeing them, and to forwarding his money on trust. The only way these prejudices are overcome is by extensive advertising and offering catchy leaders; but even then there are hundreds of persons who have a conscientious objection to sending their money away from home for goods that can be obtained from the local retailer,

on the grounds that the retailer as a convenience, and as a market for produce, and as one who extends accommodation in time of need, is entitled to a consumer's cash, as well as his credit business.

## What Catalogue Houses Would Do

If a mail order house were taxed a nominal sum it would place them well on the way towards overcoming this prejudice, as they could attractively advertise that they were paying taxes for the privilege of doing business with the person reading the catalogue. In this respect alone the increased advertising power would far more than offset the comparatively small amount paid in taxes.

The taxes in any case would be added to the cost of doing business, so that it would make no appreciable difference in the price of the catalogue house goods, and those of the local merchant. To make a noticeable difference a larger tax would have to be imposed, and in our opinion this could not be done as it would be class legislation.

Another big point to contend with is the opposition of the farmers. The farmer through his association is now a power to be reckoned with, and he is bitterly opposed to the taxing of the mail order houses. These two points alone are sufficient to show that the proposed taxation would not provide the desired remedy, as a country merchant depends wholly on his farm trade for support. If he antagonizes his trade it is only driving it into the enemy's camp.

It is to be regretted that a number of merchants who adversely criticized our executive should do so until they had given the subject thorough consideration and had looked at it from all sides. The association is not passing up anything that would enable them to better meet the mail order competition.

Various plans will be discussed at the forthcoming convention, any one of which we are convinced will provide a much better remedy than would taxation, even if this could be enacted.

Far better would it be if country merchants would to a certain extent adopt the methods of the catalogue houses and cater better to their customers. For one thing, advertise more, bring their business as far as possible down to a strictly cash basis, and if they do give credit

(Continued on page 26.)

# Planning the Easter Campaign

John Brighton, Successful Grocer, Starts Preparations Early—Getting After Trade in Cooked Meats—Brighton and the Clerks in Conference—Provision Counter Moved to Front for Easter Week.

Fifth of the series by A. H. Harvey

JOHN Brighton, grocer of whom you have heard again and again by reason of his successful campaigns in marmalade oranges and afternoon tea dainties and so on, came down to his store one morning beaming all over his face. He sent the messenger boy—briefly and familiarly known as 'The Kid'—round to tell all the clerks that at 5 o'clock, that being in Brighton's estimation the most easy hour, there was going to be a conference of Brighton and his staff. The Kid soon delivered the message to all of us and we wondered what was in the wind. (By the way I should have stated that since my last article I have joined the Brighton staff myself.)

Tweedie, Chief Clerk, opined to me that "The boss has got some scheme on hand for promoting some campaign or other; I guess that is what he wants to talk to us about."

"Well he sure got away with the last thing he tried," I replied. "That was the maple syrup and pancake business. I guess, from the look of him that he has got some other idea now under way for a special campaign. However," and I returned to my work "we shall hear all about it at 5 o'clock".

## Systematic and orderly

There was a little air of excitement in the store all day amongst the three or four of us because we had got used to the idea of John Brighton being a man who did things. We knew him to be a merchant who was systematic, who did not believe in leaving very much to chance, who methodically and in an orderly manner went right out after what he wanted, instead of trying pot-luck and believ-

ing, like Micawber, that 'something would undoubtedly turn up.'

At 5 o'clock then that day, we all gathered at one end of the store and left the Kid to attend to any customers who might come in. It was the off hour and we were reasonably certain of not having very many callers just then, so the Kid was told to pay as much attention as he could to what was being said but to keep a weather eye on the door.

Said Mr. Brighton "It is just about one month from Easter. I was turning over in my mind last night ways and means for making this into the best Easter we have ever had, we have usually done very well at this time of the year but in this year of grace 1916, I

want to lick all former efforts in turn-over. I knew the first thing to do was to get the co-operation of you fellows and this is why I have called you here to-day. Now what does Easter signify to you?"

Apparently Brighton was addressing everybody. Before anybody else could get a word in, the Kid interpolated a remark that Easter to him was the end of the time when he couldn't eat meat.

Brighton turned on him quickly "That's exactly it", he said, "and it's the same way with a lot of other people. During Lent they haven't been, from religious beliefs or some other motive, eating anything in the meat way at all, or at least fasting many days. This of

course has been very good for our fish department as anybody can tell by looking up the detailed records of sales during the present week and for three or four weeks to come. But people cannot go on eating fish for ever, and just as the boy here says Easter to him represents a time when you begin to eat meat again, so it does to a great many other people as well."

"Well now how are we going to cash in on this?" Brighton paused and looked around on the bunch expecting them to answer his question.

## Look to Meat Stock

Tweedie said that in his estimation the first thing was to find out when the time came what stock of cooked meats, bacon, sausage, etc., we had and to replenish them in expectation of a good trade.

"For you see" he said "if you expect a good trade and plan for good trade probably you'll get it."

"That's sound sense" said Brighton. "Well, Tweedie, you can look after that end

## Prepare for Easter with Ham, Bacon and Cooked Meats

The Easter Season is one of the prominent festive seasons of the year. It is usually a time of home-coming and of family reunions. In making preparations don't overlook Ham and Bacon as well as Cooked Meats, Sausage, and the Eggs. Blank Brand Hams and Bacon possess a fine flavor, are delicious, tasty and tempting. To smell them cooking in the frying pan makes one's mouth water. Note these special suggestions:

**Extra Fancy Hams**—If you want a real quality ham for Easter you will ask us for "\_\_\_\_\_". (Name of brand). They are fine, mild, sweet, sugar-cured hams, properly trimmed, and each ham perfect. Per pound, . . .

**Breakfast Bacon**—This is the Blank Brand, cured by a mild process which produces that delicate and appetizing flavor so pleasing to every lover of bacon. Per lb., . . . in the piece, and . . . per lb. nicely and evenly sliced.

**Sliced Botted Ham**—If you haven't the time to select, boil and trim a ham let us suggest our delicious botted ham. You may have it daintily sliced ready for the table at . . . per lb.

**Sliced Cold Meats**—Our selection will appeal to you. We have for sandwiches or luncheon quite a variety, including, besides cooked ham, roast pork, roast beef, cooked specialty, sliced tongue, dried beef, pickled hock, etc.

**Sausage for Breakfast**—Blank Brand sausage are delicious—not strong or greasy, but properly spiced and with a delicate, appetizing flavor that will please the most critical. Per lb., . . .

**New Laid Eggs**—It wouldn't be Easter if there were no Eggs. We receive shipments of absolutely new-laid eggs every day, and are in a position to serve you with the very best. There is no chance of your getting from us an egg that isn't fresh. Per doz., . . .

**James Brown & Co.**

87 Main St.

Phone 111

The above advertisement is tendered as a suggestion to our readers. All that is necessary is to insert the brands desired and the prices.

of it, when we are ready to actually start, see how your stocks of cooked meat, etc. are, look up how much you ordered last year at this time, figure what you think is the right percentage in the way of increase, and we will place our orders sufficiently early. We must remember that we sold some cooked meats through Lent, but not much and as they are more or less perishable we don't want to order a large stock before we are absolutely ready. Now." Brighton went on, "what else?"

"I suggest," said I, "that one of us look after some good display cards indicating that Easter is here and Lent is done with. To do this we might use the symbols of Easter eggs and the rabbit, though why a rabbit should be symbolic of Easter I don't know" I broke off.

"Yes, we have got to have some good display cards" said Brighton in return. "And you can look after those Harvey. I believe in telling the public exactly what you want the public to hear. Have a couple of cards made fairly large for the window of which you can say something like this: 'Lent is over; Easter is here' or on another one say, 'Exit Fasting Enter Cooked Meats' or, on another one, say, 'Doesn't meat look good to you, when you haven't had any for 5 or 6 weeks?' By all means use the rabbit and the egg as an illustration. I believe in setting off display cards by drawings or figures wherever possible. I think it attracts the eye of the customer. I can leave that to you Harvey?"

"Yes".

#### Good Ads. For The Dainties

"Well then", went on Brighton, "we must get some good ads. written for the daily papers. I will look after that myself. I intend to see that we run pretty heavily on this cooked meats and bacon. Of course we cannot insert these ads. yet because it isn't time but I intend taking time by the forelock and preparing just as much as one can. I propose to, as I said, run heavily on the cooked meat idea in these ads. day after day in the daily papers but I shan't harp on the same string, in the same particular way every time. While keeping cooked meats for a subject for a series of ads. I will change the wording and the appeal around from day to day.

"Anybody think of anything else?"

The question again came from Brighton. You see he is a man who believes in taking his clerks into his confidence and giving them credit for a certain amount of common sense. Tweedie spoke up.

"Well if I were you," he said, "I would move the provision department at Easter time right up to the front of the store. It can be done without very much trouble. Simply substitute provisions for general and miscellaneous stuff for

the week preceding Easter and the two or three days after. It will not be much trouble and will certainly attract the eye of the customer when he or she comes in. If you want to get good business in cooked meats you should not have a customer walk right down to the end of the store to see them as they are at present. It's a long way to Tipperary and the customer is liable not to bother with the long tramp. But move the provision department at this time right down to the front and catch the eye of the customers as they come in. This will give you the opportunity to talk about it with it right there in view. A nice case of cooked meats displayed, fresh and dainty, should promote good business in cooked meats."

This was a long speech from Tweedie who is rather silent and non-talkative. However there was a good deal of horse-sense in what he said, as Brighton himself pointed out, and that was decided upon.

#### Decision in Ample Time

"Now, in conclusion," said Mr. Brighton, "you will notice we have taken this matter up at a full conference before it is actually Easter, or at least three weeks before we shall put into execution the ideas we have decided upon. But from now on I am going to have a series of conferences every now and then about what we can do to boost the Easter which have been somewhat neglected during the days of Lenten strictness. I have got the subject of the cooked meat sales under way pretty soon and now that we know where we are at, you boys can go along quietly with the preparations which have been assigned to you and then about one week before Easter we shall have the goods in and we will make the alteration in the way of moving the counter down to the door and arrange for the ads. and display cards and so on as we have talked of this afternoon".

With that the gathering broke up.

"Brighton certainly does know how to prepare ahead," said Tweedie to me.

"He knows more about preparedness than President Wilson", I said as I wished him "Goodnight".

#### COLOR, ANYHOW

The grocer had just put a new boy to work, and among other instructions was this:

"If you do not happen to have what a customer asks for, suggest something else as nearly like it as possible."

Soon a woman came into the store and asked the boy: "Have you any fresh green stuff to-day?"

"No ma'am," answered the boy, "but we have some nice bluing."

#### WHY SASKATCHEWAN OPPOSES M. O. TAX

(Continued from page 24.)

see that their accounts are secured, and follow up their collections better.

At the present time the biggest advantage the catalogue house has over the country retailer is in its buying facilities. It follows then that if a retailer is to compete we must improve our present system of buying. This can, and will have to be done, if the retail merchant is to hold his place in the community.

#### Advocates Closer Relations With Farmers

For some considerable time the Saskatchewan Association has been advocating the Community Building plan; that is, for the farmers and the merchants of any district to combine better for their mutual interests. When all is said and done the interests of a farmer are just as great in his district as those of the retail merchant, and we are convinced that if merchants and the farmers got together on this and organized clubs where this question and similar ones could be thoroughly discussed it would go a long way towards doing away with catalogue buying. It can hardly be done, however, until the merchants abandon their petty jealousies and work together more for their particular town.

Hundreds of merchants both in this country and the States are meeting and beating mail order competition, and do not want taxation at all, realizing as we do that the comparatively small sum gained from such taxation would be more than offset by the additional advertising features the M.O.H. would gain.

The community building idea is gaining very rapidly in the States, particularly in the Middle West, and there are very few small towns that now do not have their farmers' and merchants' clubs. These towns are meeting the competition and the same thing can be done in the West here, if we learn from the experience of our fellow retailers over the border.

It has been shown that the meeting held by our executive in Regina was an informal one, and that the proposed taxation was discussed merely to learn of the arguments for and against it. Every merchant is interested in this big question and should make it his special business to be present at the convention that will be held in Regina May 9, 10, 11, next, and let us have his views upon this subject.

If it is shown there that taxation would provide a remedy for catalogue competition then the association will use every effort to have such taxation brought into being.

## Spring Sales Number April 28

Editorial Department Have Already Got in Touch With Many Merchants and Others Are Being Visited for Their Methods and Ideas—Synopsis of a Few of the Articles Now in Type.

**R**EADERS of Canadian Grocer will be interested to know that our **Annual Spring Sales Number** will be issued this year on April 28th. This brings it out at a time when the retail trade is preparing for Summer business, so that the suggestions offered, both in the editorial and advertising pages, will be received at an appropriate time.

Already the editorial department has prepared a large number of special articles for this big issue, and these are of a most practical character. In fact, the editors make it a point to include in the **Spring Sales Number** each year only articles based on actual methods and ideas of representative grocers and general merchants in the various provinces.

The issue will include the usual handsome window displays, a number of attractive and well-planned store interiors, articles on actual selling methods that have produced results; business management articles showing how various retailers look after their accounts; credit applicants, drafts, invoices, etc., so that they will experience the minimum of trouble.

One article for instance, will deal with how a certain dealer gets the summer-home trade of customers who have left their city homes for summer cottage. This article will be appropriately illustrated, showing the particular method of one dealer.

**"Watches Hotel Registers for Customers."**—In New Ontario, where new citizens are gradually coming in, it is up

to the merchant to devise some method by which to interest as many as possible of these in his own particular store. The ideas and methods of one merchant who operates a big store in a New Ontario town will be presented.

**"A \$110,000 Montreal Store."**—This article describes a new store in Montreal which cost in the neighborhood of \$110,000 to erect. The article will be illustrated with exterior and interior views, and the various departments described fully. Methods the merchant and his staff exercise to obtain new business will also be gone into extensively.

**"From Gasoline Tank to Soda Fountain."**—Here we have an article dealing with a grocer in an Ontario town through which pass many automobiles. How this grocer first attracted the attention of automobile owners and drivers is described; and later how he got considerable trade from the occupants of the automobiles, makes a very interesting story.

These are but a few of several articles already prepared, and our editorial men are to-day out through the country getting in touch with other good retailers for their experiences and methods. Every dealer and clerk should decide now to spend considerable time over this **Spring Number**, as the plans and ideas it will contain will be worth actual money to every reader. Further articles will be announced in future issues.

March 31, 1916.

THE EDITORS.



## CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



### Quebec and Maritime Provinces

F. W. Ford, of Halifax, grocer, died recently.

Hugh Doherty, of St. John, N.B., grocer and butcher, has sold the butchering business.

William Steeves has opened a new retail grocery store at 250 Union street, St. John, N.B.

Mrs. Jennie Tyner has opened a new retail grocery store at the corner of Board and Wentworth streets, St. John, New Brunswick.

Geo. F. Payne has bought the entire stock of groceries, dry goods, etc., of the general store hitherto conducted by Hector Pare, in Granby, Que.

New Brunswick sardine packers have found it necessary to advance the price of their product by forty cents a case, owing both to the increase in the cost of the oil in which they are packed and the tins in which they are contained.

Charles Rosenberg, convicted of many robberies of merchants' cash boxes in Montreal, was sentenced to ten years' penal servitude, the whole proceedings since the time of the arrest taking only two days.

Enoch Buzzell, of Cowansville, Que., died recently after an illness of six months. He was nearly sixty-five years of age, and was born at Abbotsford. He commenced his business career in Montreal as a traveler, and for a time did business in the United States. He returned to Cowansville about twelve years ago to start in business for himself as a general merchant.

Lieutenant Roy H. McKendrick, 3rd New Brunswick Artillery, formerly accountant with the G. E. Barbour Co., wholesale grocers, St. John, N.B., was united in marriage to Miss Edith Hanington, daughter of James Hanington, formerly of St. John, and now of Philadelphia, at the home of the bride's parents on Wednesday, March 22. Lieutenant McKendrick is now at the Partridge Island garrison, St. John, pending orders for overseas.

One of Montreal's oldest merchants died during the week in the person of Mr. John Joseph Duffy, who succumbed to heart failure at the age of 78 years, after an illness of but a few days. The late Mr. Duffy was born at Rigaud in 1837, and was educated there and at Ste. Therese College. He entered into business in Montreal in 1859, with his

brother-in-law, the late William Campbell, establishing the firm of Campbell & Duffy, who conducted the first coffee and spice mill in the province. Later on, Mr. Duffy took over the business under the name of J. J. Duffy & Co., which still continues.

Andrew McNiece, of the Montreal staff of John Duncan & Co., tea importers, sails from Vancouver on April 20 for Japan, to fill a position in the firm's office there. It is interesting to note that after the initial three years' apprenticeship is served the tea men return to Canada every winter to escape the six months' spell of enforced inactivity in Japan.

There are great openings at present in the West Indies for Canadian products and manufactures, according to Senator W. H. Thorne, of St. John, N. B., one of the party of directors of the Royal Bank of Canada, who toured the West Indies in a private yacht. Owing to the unprecedented prices for sugar and the stimulus to the production of cocoa, coffee and other tropical products the islands are enjoying greater prosperity than they ever have known and have the money to spend on imports. Senator Thorne found the people well disposed towards Canadian goods and believes that all that is needed is a little energy on the part of Canadian manufacturers and merchants and a better steamship service to produce an immense increase in the export trade and this would bring with it a better opportunity than ever for the importation of West Indian products.

### Ontario

A. R. Colville, grocer of Toronto, has sold to C. W. F. Brown.

Arnold Brass and N. C. Diffin, Ridgeville, Ont., have both discontinued their general store business.

Frank F. Humphreys has opened a new wholesale warehouse at 37 Macnab street north, Hamilton.

The store of Mrs. A. Clarke at 389 Church street, Toronto, was damaged by fire last week.

S. G. Lawson, of St. Andrews, manufacturers of cheese, and flour and feed merchants, suffered loss by fire recently. His store was insured.

The grocery store of Eachlin & Clark, 389 Church street, Toronto, was damaged by fire to the extent of a thousand

dollars recently. The cause is unknown.

Jackson Bros., butchers, Wellington Street South, London, Ont., have fitted up a modern grocery store next door to their butcher shop, and expect to open for business this week. They have been in the meat business for the past fifteen years.

### Western Canada

Herbert Axford, city traveler for Campbell Bros. & Wilson, Winnipeg, has joined the colors.

H. R. Hunt, Japanese tea exporter, was in Winnipeg last week.

F. C. Graham, Moose Jaw traveler for the Codville Co., is in the hospital at Duluth, undergoing an operation.

A fire at Whonnock, B.C., reduced to ashes the general store and the post office, no portion of them or the contents being saved.

M. D. Milne, Brandon, traveler for the Codville Co., is in the Winnipeg General Hospital undergoing an operation for appendicitis.

In an early morning fire the grocery store of Lalonde and Harrington, of Moose Jaw, Sask., was badly gutted, a great portion of the stock being destroyed. While the origin of the fire is not known, it is believed that it originated in the furnace room. Damage to the building will be between \$500 and \$1,000.

S. Davis & Co., cigar manufacturers, of Montreal, are contemplating the erection of a warehouse in Edmonton for handling the Northern Alberta business. The branch there will be in charge of S. A. L. Telfer. Dudley Freeman, the western manager of the company, claims that the prohibition wave will have a tendency to improve the cigar business, claiming there will be a better demand for the better class goods.

At the regular meeting of the Retail Grocers' Association of Vancouver, it was decided to send a deputation to Victoria to wait on the premier and urge the passing of legislation for a weekly half holiday in all stores. The deputation will consist of F. W. Welsh, T. J. Corley, secretary of the association, and C. Clarke, president. Nothing definite was decided upon with regard to the day of the week best suited for the purpose, the association postponing any decision on this subject until the desired bill had passed the legislature.

## Letters to the Editor

### EARLY CLOSING BY-LAW

Editor Canadian Grocer:

Dear Sir,—We are having some little difficulty in making some of the stores here close at 7 o'clock according to by-law. They want to break it up if possible.

One man, a grocer, sells bread, and ice cream in the summer time, and claims he is exempt although his main business is groceries. Another has a general store but claims he is not compelled to lock his door, but just keeps it closed and the blinds drawn down.

Perhaps some of your readers could give us some advice how to overcome these difficulties. We know that if they are caught selling after hours the magistrate could impose a fine but one merchant does not like to inform on another and there is sometimes a difficulty in proving the sale as it might be evaded by saying that the purchase was made before 7 o'clock, and they were just calling for their parcels. Perhaps some one of your numerous readers will write an answer.

Does the by-law compel a man to lock his door at 7 o'clock?

ONTARIO READER.

March 28, 1916.

### NEW OFFICERS LONDON GROCERS Norman McLeod, the President—A Couple of Presentations to Faithful Workers

London, Ont., March 29.—(Special.)—At the regular monthly meeting of the Retail Grocers' Association, the following officers were elected for the ensuing year:

President—Norman McLeod.

1st Vice-President—Harry Ranahan.

2nd Vice-President—James Haskett.

Secretary—Harry Harley (re-elected).

Treasurer—Thomas Shaw (re-elected).

Executive—Cyril Hayes, G. B. Drake, Alfred Cave, J. A. McFarlane.

Auditors—J. McLeod, G. B. Drake.

President Eedy, on retiring from the chair, thanked the members for their support during the year. Cyril Hayes, on behalf of the association, presented Treasurer Thos. Shaw with some beautiful Crown Derby plates. Mr. Shaw thanked the members for them, and said he would work harder than ever for the success of the association. Harry Ranahan, in a few well-chosen remarks, eulogized the retiring president, and asked him to accept also some beautiful Crown Derby china as a remembrance of the year he spent in the chair—also

to square himself with his wife for being away from home so many evenings. Mr. Eedy, replying, said he would still be an active worker in the ranks. The new president, Norman McLeod, is the oldest grocer in the city, and occupied the president's chair before, about seven years ago. Treasurer Thos. Shaw was re-elected to that office for the tenth time in succession. Committees were named to wait on the City Council regarding some market grievances, also one of the biscuit manufacturers with regard to a matter they considered required adjustment.

There was considerable discussion over the Wednesday half holiday for the summer months. The members on the outskirts of the city wanted the same as last year. May, June, July, August and September. On the other hand, the "down-town" merchants did not want to close during September. However, the motion for the four months carried on the casting vote of the president—that is, May, June, July and August.

### FISHING TRADE OFF B.C. COAST

The Canadian steamer Onward Ho, states the "Pacific Fisherman", belonging to the B. C. Packers' Association of Steveston, B.C., left Vancouver for the northern fishing grounds, after taking on fuel oil, at midnight Jan. 6. This vessel is reported to have caught 180,000 pounds of halibut, and started home some forty hours ahead of the S.S. New England. The Onward Ho undoubtedly ran into the same terrific storm as did the S.S. New England, and at time of going to press this vessel has not been reported or heard from since leaving the fishing grounds on Jan. 17. Grave fears are expressed by everyone as to her safety. It is well known that the Onward Ho was caught in the memorable storm of Jan. 18, 19 and 20, and the fact that she has not been heard from for so long a time and the certain knowledge that her decks and rigging must have been heavily weighted down with ice, makes those interested feel almost certain that she has been sunk. The only hope left for the vessel is the fact that she may have dropped her propeller and drifted to sea in a disabled condition, where she may later be discovered and saved, or that she may have broken down and gone into a secluded harbor, from which no news has reached the outside world. A complete list of the crew and fishermen is not available at this time, but the total number of men aboard the ship was thirty-four to thirty-seven.

Jas. Ross, for fourteen years manager for Smellie Bros., left Russell, Ont., for Shoal Lake to take charge of the firm's store at that place. His position at Russell, will be taken by H. Bell.

## The Why of April Fool Day

Poisson d'Avril, the fish of April, that in France, is worn in gay colored paper imitations and is prominent on post and gift cards, has given us in America our April Fool. And it happened thus:

In the old days, April 1 was the beginning of the new year because on that date the sun gets out of the Zodiac sign of Pisces (the fish) which it has haunted since February. Now to Charles IX. of France, in his Chateau de Roussillon in the year 1564 the thought occurred that January 1st was a much better time of the year for his subjects to exchange the felicitations that go with the New Year, so the change was duly made.

Unfortunately for themselves some people refused to take kindly to the idea and continued to exchange presents on April 1. This was the joker's chance. Other people began to indulge in the sending of April Fool cards and presents which had for their inspiration the Fish. Thus we acquired April Fool's Day, and because of this the people of France wear a fish on that day.

## SERVICE DEPARTMENT

Editor Canadian Grocer,—Will you be kind enough to give us the address of the Montreal agent who handles Geo. Washington coffee?

THE STAR GROCERY,

Per. H. H. Thompson.

North Bay, Ont.

Editor's Note.—This information has been forwarded.

Editor Canadian Grocer,—Kindly give us a list of names of manufacturers of strawberry boxes. We wish to buy in carload quantities.

R. T. HOLMAN, Limited,  
Summerside, P.E.I.

March 20, 1916.

Editor's Note.—This information has been forwarded.

Editor Canadian Grocer:

Dear Sir,—Has there been any change in business tax from 35 per cent. to 25 per cent. recently. Please reply through The Grocer.

SUBSCRIBER

Stirling, Ont

Editorial Note.—There has been no recent change in business tax. Cities over 50,000 population are taxed on a 25 per cent. basis; under 50,000 and over 10,000 population 30 per cent., and under 10,000 35 per cent.



# Another Rise in Sugar

Market Up Ten Cents More—One Firm Up 40c—Fancy Molasses Higher: Troublous Freight Situation—Teas Slightly Lower in London—Canned Goods Selling Well  
—Tapioca and Sago Strong.

Office of Publication, Toronto, March 30, 1916.

**O**NE of the main features of the grocery market this week has been the decline in new-laid eggs. These prices have got on the toboggan and are definitely lower by about 3c during the last week. This knocks on the head, at any rate for the time being, the influx of eggs from Chicago which was assuming large proportions. It has been pointed out in these columns previously that as long as Ontario shippers neglected to deliver eggs in any quantity and as long as there was a surplus of some magnitude in the States, United States eggs would get the business in preference to home products. This, indeed, was actually the state of affairs for the last three or four weeks, but for last few days, at any rate, the production and delivery of Ontario eggs has speeded up and consequently prices have declined. They are now at such a point that Chicago eggs cannot compete, with profit. It is not expected that any material advance will be seen, but rather, on the other hand, prices will be easier or virtually the same.

The butter market is interesting inasmuch as a condition which has obtained for the past month is now altered. For some weeks there has been a noticeable lack of strength in the butter market, notwithstanding fact that it was soaring in the States and there appeared to be no reason why it should be other than firm at any rate here. This condition, however, has vanished and the tone of the market is much stronger this week. This is chiefly due to fact that make of creamery is lighter, and it is rumored that owing to the dearth of skilled labor it is possible that the cream will be shipped into the market as cream instead of as the finished product, this being the easier way. Whether this projected condition will actually materialize or not must be left to the future. At any rate, the rumor of it, coupled with the unusually light make of creamery has added strength to the butter market.

Sugar has advanced 10c again, this making the basis unusually high, heretofore out of all comparison with previous war levels. The lack of raws seems to be the fundamental condition which has caused the advance and another reason is fact that refiners have only got supplies for fragments of the time ahead for which they are already actually sold. The market remains firm even at new levels and a further advance still is not unlikely. Any dullness or easiness appears to be out of the question at present. In fact one refiner advanced 40 cents per cwt. on Tuesday last instead of the 10c above referred to, and many predict the others will do the same.

## Quebec Markets

Montreal, March 30.—Reports indicate a larger volume of business passing than usual for mid-season time of year, and, with few exceptions, reports continue to be favorable with an undertone of optimism regarding future developments. General tone of market is quiet and steady, but not dull, with a considerable activity in some lines that the advent of warmer weather has increased and made more general. No change has occurred in the general situation in regard to freights and embargoes, as re-

ported last week, and there have been fewer price and other changes of first importance than for some time past, although there are the usual number of secondary importance. Staples are selling well, and retailers are inclined to buy more freely and in larger quantities, indicating a growing confidence in state of market.

Sugar continues to maintain its strength, and has advanced further again this week; canned goods are firmer and show increased activity. New developments have occurred in dried fruit lines, dried vegetables and nuts. Further advances have occurred in provision lines. Feeds are developing in demand. Wrapping paper has gone up ¼c per

## Markets in Brief

### QUEBEC MARKETS.

**PRODUCE AND PROVISIONS—**  
Lard compounds up ¼c.  
Boiled hams and breakfast bacon up 1c.  
Eggs cheaper and firmer.  
Turkeys up 1c; all lines scarce.  
**FRUIT AND VEGETABLES—**  
Strawberries up and bananas easier.  
American products expected in larger quantities soon.  
New cabbage in and old down.  
Boston lettuce up and cauliflower down.  
Good onions scarce and high.  
Parsley and rhubarb down.  
**FISH AND OYSTERS—**  
Stocks short and prices high.  
Pickled and salt fish lines quieter.  
**FLOUR AND CEREALS—**  
Bran in good demand.  
Winter wheat flour weaker.  
Embargo still on, but trade better.  
**GENERAL MARKETS—**  
Activity in canned goods.  
Another advance in sugar.

### ONTARIO MARKETS.

**FLOUR AND CEREALS—**  
No change in Manitobas.  
Ontario down slightly.  
Cornmeal firmer.  
Feeds somewhat scarce.  
**FISH AND OYSTERS—**  
Cod is scarce.  
So is haddock.  
Fresh stuff late.  
Frozen stuff high.  
Hence dealer's dilemma.  
**PRODUCE AND PROVISIONS—**  
Lard prices up.  
Butter firmer.  
Eggs going down.  
No change in cheese.  
Geese now arriving.  
**FRUIT AND VEGETABLES—**  
Asparagus sells well.  
Navels generally lower.  
Tangerines off market.  
Strawberries higher.  
Warm weather coming.  
Means lower levels.  
**GENERAL GROCERIES—**  
Sugar up ten cents.  
Teas lower in London.  
Molasses up through freights.  
Canned foods sell well.

### MANITOBA MARKETS.

**FLOUR AND FEED—**  
Rolled oats continues weak.  
Other lines are down.  
Wheat flakes now \$3.75 case.  
Oatmeal, \$2.50; cornmeal, \$2.40.  
Flour market featureless.  
Lower price on mixed chop.  
**FRUIT AND VEGETABLES—**  
Asparagus arrives at \$8 case.  
New cabbage in, quoted 3¼c lb.  
Lower strawberry prices.  
Big decline in tomatoes.  
Potato situation unchanged.  
**FISH AND POULTRY—**  
No live poultry offering.  
Huddle stock nearly exhausted.  
Frozen halibut at 8¼-9c lb.  
No turkeys in sight.  
Fish stocks in good shape.  
**PRODUCE AND PROVISIONS—**  
Cold tightens egg market.  
Hog market still high.  
Slight decline in butter.  
Cheese market quiet.  
**GENERAL GROCERIES—**  
Sugar market firm.  
Barbadoes molasses 65c gal.  
Evaporated apples 11-11½c.  
Tapioca and sago higher.  
Peas in 1 lb. pkgs. scarce.  
Coffee market still firm.  
Advance in canned goods.  
Borax now 8¼c per lb.

CANADIAN GROCER

lb., and cotton twine 1c. Four-ply is selling for from 27c to 28c per lb., and three-ply at from 24½c to 25½c per lb. Canadian vinegar has advanced 6c a gallon, so that proof is now selling at 28c. Cod liver oil has advanced another 75c, and is now offered at from \$4.75 to \$4.85 per gallon. Refined cottonseed oil has advanced 10c, and is now \$1.60 per gallon. A scarcity has developed in the cocoa butter that goes into the manufacture of all kinds of chocolate, so that the States are shipping in Dutch goods in as great amount as they can be had.

SUGAR.—Firmness continues to characterize market following raise of 10c in the price of refined on the local market, so that it is now selling at \$7.45 per 100 lbs., with Lantic sugar 30c higher than that. American refiners' prices have held at \$6.90 to \$7 for past week until this last raise went into effect. Raws have recovered their former position of strength, and market is firm, following the announcement that Cubas, which had been selling at 4¾c, had advanced an eighth, with 5c asked and with refiners buying everything in sight at these prices. Wholesale buying activities have been restricted here during the week owing to stock having been kept up so well during the rising period of the market, but an increase of orders has been noted with the advent of the present week and a healthy condition prevails generally. Retail trade continues to be less affected in its buying by the condition of the market other than confining its purchases pretty well to current needs.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	7 45
25 lb. bags	7 55
2 and 5-lb. cartons	7 70
Extra Ground Sugars—	
Barrels	7 80
50 lb. boxes	8 00
25 lb. boxes	8 20
Yellow Sugars—	
No. 1, 100 lb. bags	7 05
Dark yellow, 100 lb. bags	6 85
Bright yellow, bbls. only, cwt.	7 30
Powdered Sugars—	
Barrels	7 60
50 lb. boxes	7 80
25 lb. boxes	8 00
Paris Lump—	
100 lb. boxes	8 05
50 lb. boxes	8 15
25 lb. boxes	8 35
Crystal Diamonds—	
Barrels	8 05
100 lb. boxes	8 15
50 lb. boxes	8 25
25 lb. boxes	8 45
Cartons	8 65
Half cartons	9 15
Crystal Dominoes, cartons	8 75

MOLASSES AND SYRUPS.—Market remains unchanged in price and in its principal features, but with a more irregular tendency in it since some supplies have materialized during the week, and have assisted in relieving the tension in some quarters and making it more pronounced in others, but in no cases are any other than immediate demands cared for by the small quantities of molasses received on this market, and then only in the case of a small part of the trade. Other shipments are reported on the way, but have been held up as result of

the storms of ten days ago, which have done so much to render the question of supplies a difficult one. It is estimated that the sale of 2,000 puncheons in this market has been lost through the shortage of supplies. The question of a Government molasses boat is still discussed in its relation to the probable effect on this market.

A similar condition in lesser degree prevails in the syrup market and factories are behind in filling orders as result of the switching of trade from molasses to syrup, until the latter has also become very scarce. It is expected that now that Lent is half over a lessened demand will occur and allow of a more normal state of affairs in the industry.

	Prices for	Choice.
	Fancy.	Island of Montreal.
Barbadoes Molasses—		
Puncheons	0 55	0 47
Barrels	0 58	0 50
Half barrels	0 60	0 52
For outside territories prices range about 3c lower.		
Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.		
Corn Syrups—m		
Barrels, per lb., 3¼c; ½ bbls., 4c; ¼ bbls.	0 04½	
Pails, 8¾ lbs., \$1.95; 25 lbs.	1 40	
Cases, 2 lb. tins, 2 doz. in case	2 65	
Cases, 5 lb. tins, 1 doz. in case	3 00	
Cases, 10 lb. tins, ½ doz. in case	2 90	
Cases, 20 lb. tins, ¼ doz. in case	2 85	
Cane Syrups—		
Barrels, lb., 4¼c; ½ bbls.	0 06	
Cases, 2 lb. tins, 2 doz. in case	3 60	

DRIED FRUITS.—Market in many lines has developed some weakness in dried fruit lines that will not keep over the summer, such as evaporated apples, apricots, etc. This, in combination with the causes outlined last week has had a sympathetic influence on other lines of fruit.

Currants retain their strong position, and American cleaned are up ½c, and are now offered at 12c. Both package and loose currants of all varieties are firming up all the time in sympathy with their strong primary position. Date market is very strong, with many inquiries and very hard to get. There is fairly good demand in all lines, and though prices are showing very slight reaction, the general feeling of this market is decidedly weaker than at any time for some weeks.

	Per lb.
Apples, choice winter, 25-lb. boxes	0 09½
Apples, choice winter, 50-lb. boxes	0 09
Apricots	0 14
Nectarines, choice	0 11½
Peaches, hoise	0 08
Pears, choice	0 13½

DRIED FRUITS.	
Candied Peels—	
Citron	0 22 0 23
Lemon	0 20 0 21
Orange	0 19 0 20
Currants—	
Filiatras, fine, loose, new	0 11½
Filiatras, packages, new	0 12½
Dates—	
Dromedary, package stock, old, pkg.	0 09
Fards, choicest	0 12½
Hallowee, loose, new	0 07½
Hallowee, 1-lb. pkgs.	0 07½ 0 09
Figs—	
8 crown, 12-lb. boxes, fancy, layer, lb.	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	0 11½
1 lb. glove boxes, each	0 12
Cal. bricks, 10 oz.	0 09½
Cal. bricks, 16 oz.	0 10
Cal. layers	0 11
Cal. fancy, table, 10 lbs.	1 50
Prunes—	
30 to 40, in 25-lb. boxes, faced	0 11 0 12
40 to 50, in 25-lb. boxes, faced	0 10½ 0 10
50 to 60, in 25-lb. boxes, faced	0 10 0 10

60 to 70, in 25-lb. boxes, faced	0 09½
70 to 80, in 25-lb. boxes, faced	0 09
80 to 90, in 25-lb. boxes, faced	0 08½
90 to 100, in 25-lb. boxes, faced	0 08 0 08

Raisins—	
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	3 75
Muscateles, loose, 3-crown, lb.	0 06½ 0 09
Muscateles, 4-crown, lb.	0 09½ 0 12
Cal. seedless, 16 oz.	0 12½ 0 11
Fancy seeded, 16 oz. pkgs.	0 10½ 0 10½
Choice seeded, 16 oz. pkgs.	0 10½ 0 10½
Valencias, selected	0 11
Valencias, 4-crown layers	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

SPICES.—Market remains unchanged in its chief features, with a good volume of trade passing and steady firmness a feature of the market, although there have been no outright price changes that applied to the trade as a whole. Peppers, cloves and nutmeg are particularly firm, and the latter are said to be very scarce on the London market, from which point shipments to America have been greatly delayed. Black pepper are up to 9¼d. and white to 9¾d. f.o.b. London. Ocean tonnage continues to be factor of first importance in conjunction with embargo difficulties. A feature of the nutmeg market has been the selling of Canadian stocks in the States at figure much below primary market prices prevailing at time of sale. Restricted trading is looked upon as a definite possibility of the future.

	5 and 10-lb. boxes	¼-lb. pkgs. dozen	¼-lb. tins lbs.
Allspice	—0 16	—0 09	—0 23
Cassia	—0 28	—0 85	—0 35
Cayenne pepper	—0 29	—0 35	—0 35
Cloves	0 30-0 32	—0 95	—0 39
Cream tartar—55 to 67c.			
Ginger, Cochín	—0 22	—	—0 29
Ginger, Jamaica	—0 25	0 90-1 00	—0 31
Mace	—0 80	—	—1 00
Nutmegs	0 45-0 45	—0 45	—0 80
Peppers, black	—0 28	0 85-0 90	—0 26
Peppers, white	—0 35	1 15-1 20	—0 37
Pastry spice	—0 22	0 95-1 20	—0 29
Pickling spice	0 16-0 18	—	—
Turmeric	0 21-0 23	—	—

Lower prices for pails, boxes or ballers when delivery can be secured.

Cardamom seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian		0 13
Dutch		0 20 0 22
Cinnamon, China, lb.		0 15½ 0 16
Mustard seed, bulk		0 19 0 23
Peppery seed, bulk		0 36 0 46
Shredded coconut, in pails		0 21 0 23
Pimento, whole		12 15

RICE AND TAPIOCA.—Market for rice is firm as result of an increased demand that has arisen apparently as protective measure on the part of those who fear an advance. This follows a short period during which an easier feeling was noted. Prices remain unchanged, and supplies continue to be restricted in quantity, and the whole situation, as in the case of all imported goods, dependent largely on outside influences, amongst which freight are the chief.

Tapioca remains unchanged in price, with no new developments of note to record other than the reported arrival of new supplies in Boston. Market remains firm, with supplies hard to get and light stocks a feature of local market.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	4 20
"C.C."	4 10
India bright	4 35
Lustre	4 40
Fancy Rices—	
Mandarin, Patna	4 30
Pearl	4 75
Imperial Glace	5 40
Sparkle	6 00
Crystal	5 00
Snow	5 20

## CANADIAN GROCER

Ice drips .....	5 30
Java Onyx .....	6 50
Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).	
Imported Patna—	Per lb.
Bags, 224 lbs. ....	0 05½
Half bags, 112 lbs. ....	0 05½
Quarter bags .....	0 08
Velvet head Carolina .....	0 09
Sago, brown .....	0 06½
0 07	
Tapioca—	
Pearl, lb. ....	0 09
Seed, lb. ....	0 10

**NUTS.**—Market is steady, with a smaller volume of trade reported. There has been no active demand this past week, all inquiries coming from regular customers in a wholesale way and no outside inquiries. Only price change of the week was in pecans, which advanced ½c, and are now 18c to 19c. Almonds are weaker here in sympathy with New York, following report of primary market on new crop that trees had passed the critical flowering stage without frost. Futures are being sold on a speculative basis rather earlier than usual as a result.

Almonds, Tara, new .....	0 15	0 15½
Grenobles .....	0 16	0 16½
Marbols .....	0 13½	0 14
Shelled walnuts, new, per lb. ....	0 35	0 36
Shelled almonds, 28-lb. boxes, per lb. ....	0 40	0 42
Sicily filberts .....	0 14½	0 15
Filberts, shelled .....	0 32	0 34
Pecans, large .....	0 18	0 19
Brazils, new .....	0 15	0 16
Peanuts, American, roasted .....	0 08½	0 12½

**TEA.**—Prices and ruling features remain unchanged in a quiet, steady market that shows more activity than during the preceding week. All reports are of a fairly good trade in a general way and an extra good one in import orders in some quarters. This line shows more stability in its relation to primary market and freight influences than most other lines equally under their control.

**COFFEE.**—Market remains firm and unchanged in price and other features of importance, with freights still the ruling factor. The late embargo has become a consideration in market, but so far has had no direct effect on the development of any adverse situation. Retail trade reports an increasing demand that is based on a more general use of the beverage by outlying country districts, and wholesale trade feels effect of same in inquiries and increased orders.

**DRIED VEGETABLES.**—Market is feeling effect of large stewed ration contracts recently issued in a stronger feeling in beans, which are reported as having advanced 10c to 15c in States. White beans are in better demand and colored still quiet. Peas are steadier and in a fair demand that is not uniform in its operation. Prices are unchanged and steady, although tone of market is livelier than for some time past.

Beans—		
Canadian, 3-lb. pickers, per bushel....	4 20	4 35
Canadian, hand-picked .....	4 80	5 00
Canadian, 5-lb. pickers .....	4 00	
Yellow eyes, per bushel .....	4 20	
Lima, per lb. ....	0 08	0 08½
Peas, white soup, per bushel .....	3 00	3 25
Peas, split, bag, 50 lbs. ....	6 00	
Barley, pot, per bag .....	3 00	
Barley, pearl, lb. ....	0 04½	0 05

**CANNED GOODS.**—Whole market has gained strength following reports

of awarding of additional Government contracts, and undertone is decidedly firm, with some advances in fish lines. Lobsters are up 15c per dozen in 1-lb. tins. Imported sardines are going up steadily, and Norwegian variety have advanced 50c per case, and are now selling at from \$12.50 to \$13 per case. English sprats are up 25c, and are now selling at from \$8.25 to \$8.50 per case.

Spot stocks in most lines are showing effect of increased demand, which has been quickened by report that New York market is bare. Salmon and tomatoes are moving freely, and some big sales at advanced prices have been reported of the latter.

## Ontario Markets

Toronto, March 31.—Trade seems to be in a healthy condition. One wholesaler, and he is pretty indicative of the rest, reports a better February by about twenty per cent, than last year, and expects—from present signs—that this month will beat March of last year "all hollow!" Collections in the city are much better. The country has kept up pretty well right through everything this last year and a half, but the city was not in such good shape. This, says our wholesaler friend, is clearing up a lot, now, and merchants are meeting papers much better. That is a good sign. Spring weather is bucking up buying to a marked extent. Larger orders and more of them seem to be the order of the day along the street.

There is some talk of an advance on canned tomatoes next week. Nothing definite can be learned. Tomatoes have been selling very well recently, and wholesalers claim that prices have been low enough, and perhaps too low. A lot of canned salmon is being sold. London and Liverpool are putting in bids and in fact closing heavy orders for futures, and prices are above those of last year. This would presage an advancing market, but prices can't go up much more without injuring consumption, it is claimed.

Retailers will observe that sugar once more is up. This is the sixth time within March, and puts sugars at an unheard of figure for modern times. Even with this, it is claimed, however, that the market is a bull one, and there are more reasons for advances than for declines. We are still below—on refined—the parity of raws, and with speculation rife to the extent it is in New York, easier raws are unlikely. Moreover, refiners are still short-suited on stocks, compared to their advance selling, and they must go to the market again shortly. Looks like more advances yet!

**SUGAR.**—Once more the feature of

the market is an advance, this time of 10c. This is the sixth since the 1st of March. However, the trade may be truly thankful that the advance was not the customary (lately) fifteen. Present basis of sugars is now \$7.51, except in the case of Lantic, which advanced 40c, going straight to \$7.81. There are those who think that the rest will come up to that level. The important thing to remember about the sugar market is that refined is still—even with yesterday's advance—below the parity of raws. Therefore, while admittedly the market is not one to prophesy about, still further advances rather than a decline would appear to be probable. Raws in New York at time of writing are 45½c. Speculation is protecting them. Refiners in New York are only a week or ten days ahead in supplies. Yet they are sold a month ahead. Refiners will have to enter the market during the next six weeks at the outside. All things, says New York, point to a bull market.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags .....	7 51
20 lb. bags .....	7 61
10 lb. bags .....	7 66
2 and 5-lb. cartons .....	7 80
Nova Scotia refined, 100-lb. bags .....	7 41
New Brunswick refined, 100-lb. bags .....	7 45
Extra Ground Sugars—	
Barrels .....	7 91
50 lb. boxes .....	8 11
25 lb. boxes .....	8 21
Powdered Sugars—	
Barrels .....	7 71
25 lb. boxes .....	8 11
Crystal Diamonds—	
Barrels .....	9 06
100 lb. boxes .....	8 16
50 lb. boxes .....	8 26
Cartons (20 to case) .....	8 81
Cartons (50 to case) .....	9 91
Crystal Dominoes, carton .....	9 16
Paris Lumps—	
100 lb. boxes .....	8 16
50 lb. boxes .....	8 36
25 lb. boxes .....	8 36
Yellow Sugars—	
No. 1 .....	6 81
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

**SYRUPS AND MOLASSES.**—Prices on fancy molasses have been raised 5c a gallon to wholesalers, who have not, however, put prices to the trade up yet. There is a very firm market. The fundamental trouble is the freight situation. "There is no room," said a West Indian shipper, "for any shipments on boats to St. John till after July. All space is booked. Cancellations occur every day. Boats to New York are as bad until the end of July. Thereafter, the only way in which molasses can get to Canada is via New York by boat, and then across the border, consignee paying extra freight."

(Apparently this shipper did not think of the duty!—Editor.)

Freights recently to St. John, when obtainable, were \$5 a puncheon. Regular charge is, of course, about \$3.50. Importers in Canada are anxious to buy heavily, but how can they when they can get no ships, not even sailing vessels.

No wonder the market is exceptionally firm.

Corn Syrups—	
Barrels, per lb., 3½c; ¼ bbls., 4c; ½ bbls. ....	0 04½
Pails, 38½ lbs., \$1.95; 25 lbs. ....	1 40

CANADIAN GROCER

Cases, 2 lb. tins, 2 doz. in case.....	2 65
Cases, 5 lb. tins, 1 doz. in case.....	3 90
Cases, 10 lb. tins, 1/2 doz. in case.....	2 90
Cases, 20 lb. tins, 1/4 doz. in case.....	2 85
Cane Syrups—	
Barrels, lb., 4% c; 1/2 bbls.....	0 05
Cases, 2 lb. tins, 2 doz. in case.....	3 00
Molasses—	
Fancy, gallon.....	0 60 0 65
West India, bbls.....	0 34 0 37

TEA.—Cables from London report that at both Indian and Ceylon auctions the market was somewhat easier. Indians were slightly lower. This is difficult to understand when the Colombo situation is taken into account. There the market remains exceptionally firm—although goodness knows supplies are heavy enough—and it is thought that Russia is buying heavily at present. An item of interest is the rumor of a possible tax on teas in the States. Says the "Journal of Commerce," New York, in this connection: "Back of the feeling of confidence is a theory that a duty on tea will be eventually imposed, because of the mounting expenses of the Administration, which are further swelled by the Mexican troubles. However, there is no immediate likelihood of developments in this direction, especially with an election ahead of the party in power, the cry of the 'poor man's breakfast table' being usually effective."

There is no change in the local situation.

DRIED FRUITS.—Amala and other currants on spot have firmed up again, and New York reports the same condition there. Prices appear to be slowly moving to a higher level. Primary markets are very stiff, and Greek exporters, according to cables, are holding out for advanced prices. As spot stocks in this continent are comparatively slight, advances are not improbable.

Prunes appear to have gone off somewhat in the local market, buying being less in bulk and not so frequent. Spot stocks are none too large, but this falling off in demand has made for an easier market, trade apparently being fairly well stocked.

The British embargo apparently did not hurt prunes much. They were in a strong position at the Coast and little disposition was evidenced, after the embargo, by shippers to shade prices.

Peaches and evaporated apples are being cleaned up here, and most wholesalers have small stocks left. There is a good strong demand right now, particularly for peaches.

Peels show no change, and are dull.

Apples, evaporated, per lb. ....	0 10%
Apricots—	
Std., 25's, faced.....	0 12 0 12 1/2
Choice, 25's, faced.....	0 13 1/2 0 14
Extra choice, 25's, faced.....	0 14 1/2 0 15
Fancy, 25's, faced.....	0 15 1/2 0 16
Candied Peels—	
Lemon.....	0 17 0 18
Orange.....	0 17 0 18
Citron.....	0 22 1/2 0 23 1/2
Currants—	
Filistras, per lb. ....	0 13 1/2 0 14 1/2
Amalas, choicest, per lb. ....	0 14 1/2 0 15 1/2
Patras, per lb. ....	0 14 0 15
Vostizas, choice.....	0 14 1/2 0 15 1/2
Cleaned, 1/2 cent more.	

Dates—	
Fards, choicest, 12-lb. boxes.....	0 09 1/2 0 10
Fards, choicest, 60-lb. boxes.....	0 09 0 09 1/2
Package dates.....	0 07 1/2 0 08
Halloweas.....	0 07
Prunes—	
30-40s, California, 25-lb. boxes.....	0 13 0 13 1/2
40-50s, 25-lb. boxes.....	0 10 1/2 0 11
50-60s, 25-lb. boxes.....	0 09 1/2 0 10
60-70s, 50-lb. boxes.....	0 09 1/2 0 10 1/2
70-80s, 50-lb. boxes.....	0 08 1/2 0 09 1/2
80-90s, 50-lb. boxes.....	0 08 1/2 0 09 1/2
90-100s, 50-lb. boxes.....	0 08 0 08 1/2
25-lb. boxes, 1/2c more.	

Peaches—	
Choice, 50-lb. boxes.....	0 07 1/2 0 07 3/4
Stds., 50-lb. boxes.....	0 06 1/2 0 06 3/4
Choice, 25 lbs., faced.....	0 07 1/2 0 07 3/4
Extra choice, 25 lbs., faced.....	0 07 1/2 0 08
Fancy, 25 lbs., faced.....	0 08 1/2 0 09

Raisins—	
Valencia, Cal.....	0 09 0 09 1/2
Seeded, fancy, m 1 lb. packets.....	0 10 0 10 1/2
Seeded, choice, 1 lb. packets.....	0 09 1/2 0 10 1/2
Seded, choice, 12 oz.....	0 08
Seedless, 16 oz. packets.....	0 11 1/2 0 12
Seedless, 12 oz. packets.....	0 10
Raspberries, black, dried, 25-lb. boxes.....	0 40 0 42

NUTS.—There is no activity. Most lines are simply selling in small, hand-to-mouth lots, and show little feature.

In Shell—		Per lb.
Almonds, Tarragona.....	0 15 1/2 0 16 1/2	
Brazils, medium, new.....	0 16 0 18	
Brazils, large, washed, new.....	0 20 0 22	
Chestnuts, peck.....	1 75 2 00	
Filberts, Sicily, bags 110 lbs.....	0 14 0 14 1/2	
Peanuts, Jumbos, roasted.....	0 15 1/2 0 16 1/2	
Peanuts, hand-picked, roasted.....	0 11 0 11 1/2	
Peanuts, fancy, roasted.....	0 09 0 10	
Pecans.....	0 17 0 18	
Walnuts, Grenoble.....	0 14 1/2 0 15 1/2	
Walnuts, Bordeaux.....	0 11 0 12	
Wa. nuts, Marbots.....	0 12 1/2 0 13 1/2	
Shelled—		
Almonds.....	0 46 0 46	
Filberts.....	0 35 0 35	
Peanuts.....	0 60 0 65	
Pecans.....	0 38 0 40	
Walnuts, new, halves.....	0 38 0 40	
Broken.....	0 31 0 32	

BEANS.—There is nothing much to report in the bean situation, except now that stocks are a little better, the trade is somewhat apathetic and not anxious to buy. Blue peas, hand-picked, are in good demand at unchanged quotations. Split peas are down half a cent or so, and we quote 5 1/2-5 3/4, with a fair to middling demand. Stocks are not heavy.

Beans, choice primes, bush.....	4 25 4 50
Beans, hand-picked, bushel.....	4 75
Peas, blue, bushel.....	3 25 3 50
Split, lb.....	0 05 1/2 0 05 3/4

SPICES.—There is a fair demand for all spices, peppers perhaps being still the centre-piece. All lines remain firm, though new supplies of both black and white peppers eased the market a little. Ginger still remains a strong spot, due to scarcity of supplies more than to heavy demand.

Spices—		Compound, per lb.	Pure, per lb.
Alspice, ground.....	0 19	0 16-0 18	
Allspice, whole.....		0 15-0 16	
Arrowroot.....		0 15-0 20	
Bay leaves.....		0 20-0 25	
Bicarb. soda.....		0 05 1/2	
Caraway seeds.....		0 25-0 32	
Cassia, whole.....		0 26-0 34	
Cassia, ground.....	0 16-0 18	0 26-0 34	
Cayenne, whole.....		0 30-0 36	
Cayenne, Jap. chillies.....		0 40-0 45	
Celery seed.....		0 45-0 50	
Celery salt.....		0 30-0 35	
Celery pepper.....		0 30-0 35	
Cinnamon, Batavia.....		0 30-0 40	
Cloves, whole.....		0 35-0 45	
Cloves, ground.....	0 18-0 22	0 35-0 45	
Coriander seed.....		0 12-0 13	
Cream of tartar.....	0 25-0 30	0 50-0 55	
Curry powder.....		0 30-0 35	
Ginger, Cochín.....	0 15-0 17	0 22-0 25	
Ginger, Jamaica, ground.....	0 18-0 21	0 25-0 30	
Ginger, Jamaica, whole.....		0 25-0 30	
Ginger, African, ground.....		0 14-0 19	
Mace.....		0 35-1 00	
Mustard, pure.....		0 22-0 30	
Mustard seed.....		0 20-0 25	
Nutmegs, brown, 4s, 5s; 80s, 4s; 100s.....		0 35-0 40	
Nutmegs, ground, bulk, 30-35c; 1 lb. tins.....		0 37-0 42	
Pastry spice.....		0 25-0 30	
Paprika.....		0 35-0 40	
Peppers, black, ground.....	0 14-0 18	0 22-0 30	
Peppers, black, whole.....		0 24-0 29	

Peppers, white, ground.....	0 19-0 24	0 35-0 40
Peppers, white, whole.....		0 30-0 35
Pickling spice.....		0 18-0 22
Sage.....		0 45-0 50
Saltpetre (chili).....		0 10-0 12
Thyme.....		0 20-0 25
Turmeric.....		0 20-0 22

RICE AND TAPIOCA.—Market is firm here; demand is good, and market tone follows that of U. S. markets. A very firm feeling is experienced in the South, and prices are slightly higher. Foreign rice is somewhat easier, as more is available.

Tapioca is still very firm, and further advances rather than a decline are likely.

Rice—		
Rangoon "B," per cwt.....	4 25	
Rangoon "OC," per cwt.....	4 15	
Rangoon, fancy, per cwt.....	5 25	
Patna, fancy.....	0 07 1/2 0 09	
Tapioca—		
Pearl, per lb.....	0 09 0 10	
Seed, per lb.....	0 09 0 10	

CANNED GOODS.—Stocks of salmon in canners' hands are all pretty well cleaned up. Heavy orders have been placed by London and Liverpool for futures at prices above those at last year's opening. There is a tendency towards firmer levels. Prices can't advance much, however, it is thought, without interfering with consumption.

Tomatoes and peas are very firm. Nothing more can be learned as to the advance on the former on April 1st. Trade is buying very well.

MONTREAL AND TORONTO PRICES

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon, Sockeye—		
1 lb. talls, cases, 4 doz., per doz.....	2 52 1/2	
1 lb. flats, cases 4 doz., per doz.....	2 72 1/2	
1/2 flats, cases 8 doz., per doz.....	1 57 1/2	
Five cases or more, 2 1/2c doz. less than above.		
Chums, 1-lb. talls.....	0 90	
Pinks, 1-lb. talls.....	1 20	
Cohoos, 1-lb. talls.....	1 45	
Red Springs, 1-lb. talls.....	2 00	
Humpback, 1/2-lb. tins.....	0 80	
Canned Vegetables—		
Tomatoes, 3's.....	1 07 1/2 1 10	
Peas, standards.....	0 90 0 92 1/2	
Early June peas.....	0 95 0 97 1/2	
Extra sifted peas.....	1 52 1/2 1 55	
Corn, 2's, doz.....	0 92 1/2 0 95	
Fruits—		Group A
3's Apples, Standard.....	1 05	
3's Apples, Preserved.....	1 20	
Gals. Apples, Standard.....	3 90	
Gals. Apples, Preserved.....	4 25	
Gals. Blueberries (Huckleberries), Standard.....	6 50	
2's Cherries, Red (pitted), light syrup.....	1 50	
2's Cherries, Black, pitted, heavy syrup.....	1 80	
2's Cherries, Black, not pitted, heavy syrup.....	1 55	
2's Cherries, Red, pitted, heavy syrup.....	1 90	
2's Cherries, Red, not pitted, heavy syrup.....	1 55	
Gals. Cherries, Red, pitted.....	8 50	
Gals. Cherries, Red, not pitted.....	8 00	
2's Blueberries (Huckleberries), Standard.....	1 55	
2's Blueberries (Huckleberries), Preserved.....	1 90	
2's Cherries, White, pitted, heavy syrup.....	1 90	
2's Cherries, White, not pitted, heavy syrup.....	1 55	
2's Currants, Black, heavy syrup.....	1 50	
2's Currants, Black, Preserved.....	1 80	
Gals. Currants, Black, Standard.....	6 25	
Gals. Currants, Black, solid pack.....	8 25	
2's Currants, Red, heavy syrup.....	1 50	
2's Currants, Red, Preserved.....	1 80	
Gals. Currants, Red, Standard.....	5 25	
Gals. Currants, Red, solid pack.....	8 25	
2's Gooseberries, heavy syrup.....	1 55	
2's Gooseberries, Preserved.....	1 80	
Gals. Gooseberries, Standard.....	7 25	
Gals. Gooseberries, solid pack.....	8 50	
2's Grapes, White, Niagara, Preserved.....	1 50	
Gals. Grapes, White, Niagara, Standard.....	3 50	
2's Lawtonberries (Blackberries), heavy syrup.....	2 00	
2's Lawtonberries (Blackberries), light syrup.....	1 50	
2's Lawtonberries, Preserved.....	2 25	
Gals. Lawtonberries, Standard.....	7 00	
2's Peaches, White, heavy syrup.....	1 50	
2 1/2's Peaches, White, heavy syrup.....	1 90	
3's Peaches, White, heavy syrup.....	2 35	
1's Peaches, Yellow, heavy syrup, talls.....	1 50	
2's Peaches, Yellow, flats, heavy syrup.....	1 50	
2 1/2's Peaches, Yellow, heavy syrup.....	1 90	
3's Peaches, Yellow, heavy syrup.....	2 20	
3's Peaches, Yellow, whole, heavy syrup.....	2 20	

CANADIAN GROCER

3's Peaches, Pie, not peeled	1 20
3's Peaches, Pie, peeled	1 75
Gals. Peaches, Pie, not peeled	3 25
Gals. Peaches, Pie, peeled	5 00
Gals. Pie Fruits, assorted (add 5%)	1 40
2's Pears, Bartlett, heavy syrup	1 75
2 1/2's Pears, Bartlett, heavy syrup	2 10
3's Pears, Bartlett, heavy syrup	2 25
2's Pears, Flemish Beauty, heavy syrup	1 75
2 1/2's Pears, Flemish Beauty, heavy syrup	2 10
3's Pears, Flemish Beauty, heavy syrup	2 25
2's Pears, Keiffers, heavy syrup	1 40
2 1/2's Pears, Keiffers, heavy syrup	1 85
3's Pears, Keiffers, heavy syrup	1 90
2's Pears, light syrup, Globe	1 20
3's Pears, light syrup, Globe	1 50
3's Pears, Pie, not peeled	1 28
3's Pears, Pie, peeled	1 50
Gals. Pears, Pie, peeled	4 00
Gals. Pears, Pie, not peeled	3 00
2's Pineapple, Sliced, heavy syrup	2 10
2's Pineapple, Shredded, heavy syrup	1 50
3's Pineapples, Whole, heavy syrup	2 10
3's Pineapples, Whole, heavy syrup	2 80
2's Pineapple, Sliced, Hygeian Brand	1 00
2's Plums, Damson, light syrup	1 60
3's Plums, Damson, light syrup	1 15
2's Plums, Damson, heavy syrup	1 55
3's Plums, Damson, heavy syrup	3 00
Gals. Plums, Damson, Standard	1 10
2's Plums, Egg, heavy syrup	1 10
2 1/2's Plums, Egg, heavy syrup	1 40
3's Plums, Egg, heavy syrup	1 50
2's Plums, Green Gage, light syrup	1 00
2's Plums, Green Gage, heavy syrup	1 15
3's Plums, Green Gage, light syrup	1 40
3's Plums, Green Gage, heavy syrup	1 60
Gals. Plums, Green Gage, Standard	3 50
2's Plums, Lombard, light syrup	1 00
2 1/2's Plums, Lombard, light syrup	1 30
3's Plums, Lombard, light syrup	1 50
2's Plums, Lombard, heavy syrup	1 10
2 1/2's Plums, Lombard, heavy syrup	1 30
3's Plums, Lombard, heavy syrup	1 60
Gals. Plums, Lombard, Standard	3 25
2's Raspberries, Black, heavy syrup	2 10
2's Raspberries, Black, light syrup	1 80
2's Raspberries, Black, Preserved	2 25
Gals. Raspberries, Black, Standard	7 25
Gals. Raspberries, Black, solid pack	9 50
2's Raspberries, Red, heavy syrup	2 10
2's Raspberries, Red, light syrup	1 50
2's Raspberries, Red, Preserved	2 40
Gals. Raspberries, Red, Standard	7 40
Gals. Raspberries, Red, solid pack	9 25
2's Rhubarb, Preserved	1 65
3's Rhubarb, Preserved	2 50
Gals. Rhubarb, Standard	3 50
2's Strawberries, heavy syrup	2 25
2's Strawberries, Preserved	2 40
Gals. Strawberries, Standard	7 75
Gals. Strawberries, solid pack	9 75

Manitoba Markets

Winnipeg, March 30—The trade here is in doubts as to what sugar is going to do. Some seem to think that it is a good speculation, while others hold an opposite opinion. The retail trade, while buying on an advancing market, have not been running any big risks as a rule, being content to stock only two or three weeks ahead. Most grocery lines are still on the up-grade, with the important exception of California dried fruits, many lines of which would be cheaper if stocks held at old prices were not so heavy. The effect of the British embargo is already seen on prune quotations.

With the approach of spring, new lines of fresh fruit and vegetables are beginning to arrive. Asparagus and new cabbage arrived this week at rather fancy prices. Strawberries are coming in more freely, and dealers should be able to buy them at \$4.00 for 24 pints this week. Florida tomatoes are also coming in well, and are quoted to-day at \$4.00 per case. In the flour and cereal market there are a number of important changes. Both wheat flakes and oatmeal have declined in sympathy with rolled oats. On account of corn moving more

freely in the South, cornmeal has dropped to \$2.40 for 98's. Stocks of haddies in Winnipeg are practically exhausted.

Among the minor changes reported this week is an advance of 1c per lb. in the price of borax, which is now 8 3/4c per lb. This is rather a high price, as borax used to sell for 4 1/2c. Saltpetre also advanced 1c per lb. last week. Kraft paper is now quoted at 6 1/2c per lb. Other advances included one of tapioca, as was expected, the quotation now being 8c per lb. Sago is quoted at 7c. There has been an advance in New Orleans molasses in tins, and Barbadoes is also higher, the quotation now being 65c. An advance of 5c is reported in certain lines of canned goods, notably tomatoes. Indications are for higher olive prices. Spot stocks are running low and goods are getting harder to secure every day.

SUGAR—Following the sensational advances of a week ago, there has been comparative quiet in market for the past seven days. Repeated advances in both Eastern and Western sugar had effect of inducing the retail trade to buy more freely, although their purchases were not startling. Expecting further advances the retailer usually stocked two or three weeks ahead. The whole situation seems to rest on question of freights. If boats can be got to ship raw sugar from Cuba, and if New York can get two or three large cargoes in, this is liable to ease the situation. Some jobbers appear to think that sugar is a good speculation, whereas others appear to think the opposite. The opinions seem to be fairly evenly divided.

Sugar, Eastern—	Per cwt. in sacks.
Standard granulated	8 05
Extra ground or icing, boxes	8 90
Extra ground or icing, bbls.	8 70
Powdered, boxes	8 70
Powdered, bbls.	8 20
Hard lump (109-lb. case)	9 00
Montreal yellow, bags	7 65
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 00
Halves, 90 lbs., per cwt.	8 10
Bales, 20 lbs., per cwt.	8 10
Powdered, 50s	8 75
Powdered, 5s	9 05
Icing, barrels	8 70
Icing, 50s	8 85
Cut loaf, barrels	8 80
Cut loaf, 50s	9 05
Cut loaf, 25s	9 30
Sugar, British Columbia—	
Extra standard granulated	8 05
Bar sugar, bbls.	8 20
Bar sugar, boxes	8 45
Icing sugar, bbls.	8 40
Icing sugar, boxes	8 65
H. P. lumps, 100-lb. cases	8 90
H. P. lumps, 25-lb. boxes	9 15
Yellow, in bags	7 65

SYRUPS—With the sugar market high, all things point to a possible advance here, especially as the demand for syrup is very heavy just now. Molasses in tins has advanced about 50c per case. Barbadoes in 1/2-lb. bbls. are now quoted at 65c per gallon, and New Orleans at 38.

Corn Syrup—	
2s, per case 2 doz.	2 75
5s, per case 1 doz.	3 05
10s, per case, 1/2 doz.	2 95
20s, per case, 1/4 doz.	2 95
1/4 barrels, by the lb.	4 14
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 85
5-lb. tins, 1 doz. to case, per case	4 15
10-lb. tins, 1/2 doz. to case, per case	3 85
20-lb. tins, 3 tins to case, per case	3 75

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes, 1/2 bbls., per gal.	0 85
New Orleans	0 38

DRIED FRUITS.—The marked weakness in evaporated apples does not seem yet to have affected the price to the trade very seriously, and there is considerable discrepancy between quotations of local jobbers. Some are quoting as low as 11c, whereas others are quoting at 12c. The average price seems to be 11c for choice 50's and 11 1/2c for 25's. Sometime ago they were quoted as high as 12 3/4c, so there has been some reduction. In certain cases apples are being quoted as low as 10c, but these are said not to be No. 1 stock. Currants remain on about the same level as during the past few weeks. While the price is almost prohibitive, opinion of the trade is as long as the retailer can sell them for 15c they will move fairly well. No. 1 pkgs. are being quoted at 11 1/2c. For the time of year, dates are selling fairly well; Hallowee dates are offered at 7 3/4c in 12 oz. pkgs. Some jobbers are quoting higher than this. The prune market is easier, but the thing is to get them here at the lower prices. Quotations on larger sizes are much lower than they have been in the past. There are very few 30-40's on the market, No. 40-50's are being quoted as low as 10c, and 80-90, 25's at 8c.

Dried Fruits—	
Evaporated apples, choice, 50's	0 11
Evaporated apples, choice, 25's	0 11 1/2
Pears, choice, 25's	0 12 1/2
Apricots, choice, 25's	0 13
Apricots, choice, 10's	0 14
Peaches—	
Choice, 25-lb. boxes	0 07
Choice, 10-lb. boxes	0 07 1/2
Currants—	
Filiatras, per lb.	0 10 1/2
Filiatras, fresh cleaned	0 11 1/2
1 lb. package Amalias	0 12
2 lb. package	0 24
Dates—	
Hallowee, loose, per lb.	0 08
Hallowee, 12-oz. pkgs.	0 08 1/2
Fard dates, 12-lb. boxes	1 25
Raisins, California—	
16 oz. fancy, seeded	0 10 1/2
16 oz. choice, seeded	0 09 1/2
12 oz. fancy, seeded	0 09 1/2
12 oz. choice, seeded	0 08 1/2
Raisins, Muscatels—	
3 crown, loose, 25's	0 09 1/2
3 crown, loose, 50's	0 08 1/2
Raisins, Sultanas—	
California, 50's, fancy bleached	0 16 1/2
California, 25's, fancy bleached	0 17 1/2
16-oz. pkgs.	0 17
Raisins, Cal. Valencia—	
25-lb. boxes	0 09
50-lb. boxes	0 09 1/2
Prunes—	
90 to 100, 25s	0 07 1/2
80 to 90, 25s	0 08
70 to 80, 25s	0 08 1/2
60 to 70, 25s	0 08 1/2
50 to 60, 25s	0 09 1/2
40 to 50, 25s	0 10

DRIED VEGETABLES.—There is little change in this market. Most jobbers are offering Japanese beans, quotations being around 7 1/2c per lb. or \$4.50 per bushel. Peas are inclined to be rather scarce, splits selling for 6 1/2c, which is rather high. Considerable difficulty is experienced in securing 1 lb. pkgs. just now.

Beans—	
Choice, white, 3-lb. pickers, per bush.	4 50
Fancy, hand-picked, bushel	4 60
California Lima Beans—	
80-lb. sacks	0 07 1/2
Barley—	
Pot, per sack, 98 lbs.	3 20
Pearl, per sack, 98 lbs.	4 35
Peas—	
Split peas, stck, 98 lbs.	6 15 6 25

CANADIAN GROCER

Whole peas, bushel ..... 2 90  
 Whole peas, 1 lb. pkgs., case ..... 3 30  
**RICE.**—Winnipeg wholesalers have advanced their prices on tapioca, as was expected sometime ago, on account of high primary market. Pearl tapioca is now offered at 8c, and sago at 7c.

Rice and Tapioca—

No. 1 Japan, per lb., 100-lb. bags.....	0 05½
No. 2 Japan, per lb., 100-lb. bags.....	0 04½
Slam, per lb., 100-lb. bags.....	0 04½
Patna, per lb., 100-lb. bag.....	0 06½
Carolina, per lb., 100-lb. sacks.....	0 07
Sago, pearl, sacks, per lb.....	0 07
Tapioca, pearl.....	0 08

**COFFEE.**—The market is still strong, partly due to high freights. The market itself, however, is high, Brazil having firmed up on their quotations. Boats are still hard to get, and marine insurance is higher owing to class of vessels now handling this traffic. Roasted Rio is being quoted as low as 17c, but best screened coffee is worth 19½c. The quotation on the latter was 18½c a week ago.

Coffee—

Green, choice, No. 7 Rio.....	0 14
Green, choice, No. 5 Rio.....	0 15
Green Santos.....	0 18½
Roasted Rio, in bulk (sacks).....	0 19½
Roasted Santos.....	0 23
Maracibo.....	0 21½
Chicory, lb., by bbl.....	0 09½
Chicory, lb., 14-lb. tins.....	0 12½

**SPICES.**—Situation has undergone little change during past week. Peppers have again advanced ½c in the primary market. Other lines did not change. One wholesaler is quoting 22c on Casias, 28c for cloves, 25-30c for nutmegs, ground black pepper 28c white pepper 30c; quotations on whole pepper are 1c under these.

Allspice, ground.....	0 11½	0 14½
Cassia, ground.....	0 22	
Cream of tartar, 98% guaranteed.....	0 50	0 53
Cloves, whole.....	0 26	
Cloves, ground.....	0 28	
Ginger, Jamaica, ground.....	0 22½	0 23½
Nutmegs, ground.....	0 25	0 30
Pepper—		
Ground, black.....	0 28	
Ground, white.....	0 30	
Whole, black.....	0 27	
Whole, white.....	0 29	

**TEA.**—The market is still high. Very little buying is going on by wholesale trade, big stocks having been bought during early part of the year. No one grade of tea is acting in a sensational manner, the market on all grades being fairly uniform.

**CANNED GOODS.**—With a better demand opening up on approach of spring, there is tendency for jobbers to advance their prices, as quotations are considerably below at what these goods could be bought in primary market. Higher prices are quoted this week on tomatoes, which are now \$2.45-2.55, an advance of 5c per case. These same goods if bought in the market at present prices would sell, at least, for \$2.60.

BRITISH COLUMBIA MARKETS

By Wire

Vancouver, March 29.—Eggs have gone up again. Strictly fresh are being wholesaled at twenty-seven cents a dozen with the prospects of an early increase. Butter and cheese are firm and predictions of advances are made. Green stuff is plentiful but is being cleared out

as rapidly as it arrives. Business for the week ending to-day has been affected by unusual wet weather. Improved conditions in mining and lumbering camps are tending toward better times in the wholesale markets.

Produce and Provisions—

Butter, creamery, per lb.....	0 32½	0 37½
Butter, New Zealand, lb.....	0 40	0 39½
Cheese, per lb., large, 20½c; twins.....	0 21	
Cheese, Stilton, lb.....	0 23½	
Eggs, local fresh.....	0 27	
Grapefruit, Florida, case.....	7 90	
Lard, 5's, per case.....	8 55	
Lard, 10's, case.....	8 40	
Lard, 20's, each.....	10 90	

General—

Almonds, shelled, lb.....	0 42½
Beans, Lyton, per lb.....	0 06½
Cream of tartar, lb.....	0 65
Beans, Lyton.....	0 06½
Figs, 12-10 oz. pkgs., per box.....	0 90
Figs, 50-60 oz. pkgs., per pkg.....	2 25
Cocoanut, lb.....	0 15½
Cornmeal, ball.....	3 00
Flour, best patents, per bbl.....	6 80
Grapefruit, Flo., case.....	4 75
Honey, Idaho, 24 lbs.....	4 75
Lemons, box.....	35 00
Potatoes, Ashcroft, per ton.....	30 00
Potatoes, local, ton.....	2 80
Roller oats, ball of 80 lbs.....	1 50
Onions, Oregon, cwt.....	3 40
Oranges, new, navel, box.....	1 90
Rice, 50's, sack.....	8 25
Sugar, standard gran., per cwt.....	7 00
Sugar, yellow, per cwt.....	6 45
Walnuts, shelled, lb.....	0 14
Walnuts, Manchurian, lbs.....	2 25
Jams, glass jars, doz.....	7 80
Jams, 4-lb. tins, doz.....	

Canned Goods—

Apples, gala, 6-case.....	1 82
Beans, 2's.....	2 10
Corn, standard, per 2 doz. case.....	2 15
Peas, standard, per 2 doz. case.....	1 90
Plums, Lombard, 2's, case.....	4 80
Peaches, 2½'s, case.....	4 50
Strawberries and raspberries, 2's, case.....	2 30
Tomatoes, standard, per doz. case.....	
Salmon—	
Sockeye, 1's, 4 doz. case.....	9 00
Sockeye, ¼'s, 8 doz. case.....	10 75
Pinks, 1's, 4 doz. case.....	4 00
Dried Fruits—	
Apricots, per lb., 1½; Apples, lb.....	0 12
Prunes, 70-80, 25's, lb.....	0 08
Currants, per lb.....	0 09½
Raisins, seeded, lb.....	0 09½
Peaches, per lb.....	0 07½
White figs, per lb.....	0 07½

ALBERTA MARKETS (CALGARY)

By Wire

Calgary, March 29.—Further advance on sugar of ten cents. Course salt is up twenty cents. Canned vegetables very firm. Advances on jams and lard may be looked for. Slight drop on prunes from quarter to half a cent. Sulphur prices almost double those of year ago. New laid eggs are very plentiful. Some shipments made to British Columbia.

General—

Beans, small white Japan, lb.....	0 07½
Flour, No. 1 patent, 98's.....	3 35
Molasses, extra fancy, gal.....	0 75
Roller oats, ball.....	2 85
Roller oats, 80s.....	2 85
Rice, Siam, cwt.....	4 80
Potatoes, local, per bush.....	0 60
Sago and tapioca, lb.....	0 07½
Sugar, pure cane, granulated, cwt.....	8 75
Shelled walnuts, finest halves, lb.....	0 40
Shelled walnuts, broken, lb.....	0 30
Produce and Provisions—	
Cheese, No. 1, Ontario, large, per lb.....	0 19
Butter, creamery, lb.....	0 35
Butter, No. 1, dairy, lb.....	0 25
Lard, pure, 3s, per case.....	9 80
Lard, pure, 5s, per case.....	9 80
Bacon, smoked backs, per lb.....	0 23
Bacon, smoked bellies, per lb.....	0 24
Canned Goods—	
Tomatoes, 3s, standard, case.....	3 00
Corn, 2s, standard, case.....	2 35
Peas, 2s, standard, case.....	2 45
Tomatoes, gala, case.....	2 10
Apples, gala, Ontario, case.....	1 75
Strawberries, 2s, Ontario, case.....	4 80
Raspberries, 2s, Ontario, case.....	4 80
Salmon, finest sockeye, tails, 4½x1s, case.....	10 00
Salmon, pink, tails, 4½x1s, per case.....	4 80
Lobster, ¼s, per doz.....	3 80
Dried Fruits—	
Currants, lb.....	0 13
Evaporated apples, 50s, per lb.....	0 11
Peaches, choice, 2s, per lb.....	0 07½
Apricots, choice, 2s, per lb.....	0 19
Pears, choice, 2s, per lb.....	0 14

Prunes, 90-100.....	0 07
Sultana raisins, Cal., extra fancy.....	0 15
Valencia raisins, Cal., lb.....	0 10
Fruits and Vegetables—	
Apples, No. 1, box.....	2 00
Apples, cooking, box.....	1 75
Bananas, lb.....	0 05
Grapefruit, Florida, case.....	5 00
Oranges, navel, case.....	3 50
Onions, B.C., ton.....	50 00
Lemons, case.....	4 50

ALBERTA MARKETS (EDMONTON)

By Wire

Edmonton, March 29.—Sugar and flour, firm with no change during week. Strong indication of advance in jam owing to increase in tins and recent advance in sugar. Prunes show small advance. Fall shipment of Norwegian sardines arrived and quoted at thirteen and fourteen dollars a case. French olive oil and mushrooms, peas practically cleaned up, no further supplies in sight. Spice market shows considerable activity resulting in advance in many staple lines. Small quantity of peel booked for fall shipment at open prices. Rice appears easier owing to diminishing demand.

General—

Beans, Japan, lb.....	0 08	0 10
Brans, ton.....	20 00	
Coffee, whole roasted, Rio.....	0 18	0 19
Potatoes, per bush.....	0 65	0 65
Roller oats, 20's, 70c; 40's.....	1 35	
Roller oats, ball, \$3.05; 80's.....	2 45	
Flour, fancy patents, 98-lb. sack.....	3 20	
Flour, seconds.....	2 90	
Rice, Siam, per cwt.....	1 15	
Shorts, per ton.....	22 00	
Sugar, standard gran., per cwt.....	8 55	
Sugar, yellow, per cwt.....	8 15	
Walnuts, shelled, lb.....	0 38	
Produce and Provisions—		
Cheese, lb.....	0 21	
Bacon, lb., 20c; bellies, lb.....	0 22	
Butter, creamery, per lb.....	0 38	
Butter, dairy, No. 1, 32c; No. 2.....	0 30	
Eggs, extra, per doz.....	0 23	
Eggs, No. 1.....	0 22	
Eggs, No. 2.....	0 20	
Lard, lb., pure.....	0 15½	
Canned Goods—		
Corn, standard, per two dozen.....	2 25	
Peas, standard, 2 dozen.....	2 25	
Plums Lombard.....	3 85	
Peaches.....	4 80	
Strawberries, \$4.45; Raspberries.....	2 85	
Tomatoes, standard, per 2 doz.....	3 85	
Salmon, sockeye, 4 doz. talls, case, 1s.....	4 14	
Salmon, pinks, case.....	4 35	
Cohoos, 1's, \$5.80; humpbacks, 1's.....	2 35	
Lobster.....		
Dried Fruits—		
Currants, per lb.....	0 13½	
Prunes, 70-80, 25's, lb.....	0 08½	
Evaporated apples, 50's, lb., 10½c; 25's, 10½c; 35's.....	0 12	

SASKATCHEWAN MARKETS

By Wire

Regina, March 29.—Vinegar advancing. Tapiocas and sagos are higher at 8¼c. All line of canned goods are firm. Eggs are slightly lower with inrush of spring. Sugar remains firm.

Produce and Provisions—

Butter, creamery, per lb.....	0 33
Butter, dairy, No. 1.....	0 25
Cheese, per lb.....	0 21½
Eggs, new laid.....	0 27
Eggs, fancy, storage.....	0 22
Lard, 1's, per case.....	9 90
Lard, 6's, per case.....	9 35
Lard, 10's, per case.....	9 80
Lard, 20's, per case.....	3 25
General—	
Beans, Ontario, white, per bush.....	4 50
Coffee, whole roasted, Rio.....	0 17
Cream of tartar, lb.....	0 50
Cocoanut, lb.....	0 23
Cornmeal, ball.....	2 80
Flour, 80's.....	3 25
Roller oats, 20's.....	2 45
Rice, per cwt.....	4 85
Onions, B.C., 100 lbs.....	3 00
Sugar, standard, gran., per cwt.....	8 44
Sugar, yellow, per cwt.....	7 64
Tapioca and sago, lb.....	0 08½
Walnuts, shelled, 47-49c; almonds.....	0 45

## CANADIAN GROCER

Canned Goods—		
Apples, gala, case	1 80	
Beans	2 25	
Corn, standard, per 2 dozen	2 23	
Peas, standard, per 2 dozen	2 40	
Plums, Lombard	2 10	
Peaches	3 10	
Raspberries, \$4.33; Strawberries	4 73	
Tomatoes, standard, per case	2 60	
Salmon—		
Sockeye, 1's, 4 dozen case	9 55	
Sockeye, 1/2's	12 35	
Cohoos, 1's	6 00	
Humpbacks, 1's	4 60	
Fruits and Vegetables—		
Apples, Washington, bbl.	1 75	2 25
Celery		0 06 1/4
Cranberries, per bbl.		10 50
Grapefruit, case	4 00	4 50
Lemons		5 50
Navela	4 00	4 75
Potatoes, bush, B.C.		1 15
Rhubarb, 45 lb.		4 75
Dried Fruits—		
Apricots, per lb.		0 12
Citron peel, lb.		0 24
Lemon peel, lb.		0 17
Orange peel, lb.		0 17 1/4

### NEW BRUNSWICK MARKETS

By Wire

St. John, March 29.—New Brunswick markets quiet this week with few changes. Most interesting feature was break in potato prices which after a record in high levels dropped to \$3.50. Approach of spring is bringing out stocks but another advance is anticipated when seeding time arrives. Case eggs are stiffer again at 29c. Lard (compound) is off 13 1/2 to 13 3/4c.

The scarcity of molasses, which has developed on account of the lack of tonnage to bring the supply from the West Indies and which has left many dealers entirely without stocks has been relieved to a certain extent by the arrival at St. John of the Royal Mail Steam Packet steamer Caraqueet with 900 puncheons of molasses on board. There still are no sailing vessels available for the trade and the liners cannot bring nearly enough to meet the demand.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.		0 17
Beef, corned, 1's	2 90	3 35
Pork, American clear, per bbl.	29 00	30 00
Butter, dairy, per lb.	0 27	0 30
Butter, creamery, per lb.	0 32	0 34
Eggs, new laid	0 32	0 33
Eggs, case, per doz.	0 27	0 28
Eggs, case, per doz.	0 29	0 30
Lard, compound, per lb.	0 13 1/2	0 13 3/4
Cheese, new	0 19	0 19 1/2
Flour and Cereals—		
Cornmeal, gran.		6 00
Cornmeal, ordinary		1 80
Flour, Manitoba, per bbl.		7 35
Flour, Ontario		6 80
Flour, buckwheat, western, 98-lb. bag		3 50
Roll'd oats, per bbl.		6 25
Fresh Fruits and Vegetables—		
Apples, bbl.	4 00	6 00
Lemons, Messina, box	3 50	4 00
Lemons, Cal., box	5 00	6 00
Oranges, Cal., case	3 50	4 00
Oranges, Florida, case	3 50	4 00
Potatoes, bbls.		3 50
Sugar—		
Standard granulated	7 40	7 45
United Empire	7 30	7 45
Bright yellow	7 20	7 25
No. 1 yellow	7 00	7 05
Paris lumps	8 25	8 50
Beans, white, per bush.	4 00	4 50
Canned pork and beans, per case	3 00	3 40
Molasses, Barbadoes, gal.	0 61	0 62
Cream of tartar, per lb., bulk.	0 45	0 50
Currants	0 12 1/2	0 13 1/4
Rice, per cwt.	5 75	6 00

### CALGARY GROCERS WANT YEARLY HALF HOLIDAY

Calgary, March 28.—If two-thirds of the retail merchants who handle food-stuff can be induced to sign a petition to be presented to council there will not be any business done in their establishments after 1 o'clock on Wednesdays

nor on any day after 6.30 with the exception of Saturdays and a few other days.

This decision was arrived at during a meeting of a number of the retail dealers and was not decided upon until there had been quite a lot of discussion introduced by ex-Alderman Stanley G. Freeze and Robert Wright, which was as follows, was carried:

"The resolution or petition asks the city council to pass a by-law, making it compulsory for all retail grocery, provision, flour, feed, fruit, vegetable, tea, coffee, butcher, fish and meat shops in the city to close at 1 o'clock every Wednesday except Wednesday in weeks in which another holiday occurs, and at 6.30 every day except on Saturdays and the days immediately preceding holidays and the four working days preceding Christmas."

The meeting was presided over by Mr. Jenkins, who with some others opposed the Wednesday afternoon half holiday. This opposition was very strongly against the shorter hours on Wednesday

being extended for the full year, though they were not so outspoken in their objection against it for four months in the year. It was claimed that some of the stores would not let their employes off at 1 o'clock but would keep them employed for a greater part of the afternoon.

Mr. Clarke of Crescent Heights said the half-holiday had been effective up in that portion of the city last season and had worked very satisfactory to the merchants and without any inconvenience to the customers.

The last objection which was raised was that the Wednesday night sometimes falls on the 15th of the month and as this was pay day for the railway employes and they could not spend their money that afternoon they would buy more economically afterwards.

George Stoddard said he did not think the railway men would object to the clerks getting a few hours off, Mr. Freeze said if all the stores were closed they could not spend their money and after a little more discussion the resolution carried with only one vote against it.

## Storekeeper Versus Merchant

By Henry Clark

A storekeeper is a pessimistic individual who will not subscribe for or read any up-to-date paper which relates wholly to the line of goods he is trying to sell. He is a man who will not advertise in the local paper and damns the local editor in the same breath if he dares to accept any out of town advertising. He is the old fossil of antiquated storekeeping who would not join a state or national association of merchants in his line of business—he would not think of leaving the four walls of his store during his natural lifetime to go to market and brush up on his line. He would rather unlock the door every morning with a grouch on, complain about catalogue competition when the goods people call for have not been on his shelves for months, spend the day about his joint, blowing tobacco smoke into the face of his lady customers, or spitting tobacco on the mop boards, alternating with a tirade of abuse about his competitor, who is a scallywag and a rank price-cutter, etc.

### The Merchant

The merchant is a man of decency, progressive and wide-awake. He carries the goods the people want, when they want them. In this way he eliminates a whole lot of such so-called catalogue competition. He realizes competition is getting keener each year, and he must study prices and buy right, so

he subscribes and takes several good magazines and keeps posted. He fully appreciates that profits are being cut down, and he must make it up in the turnover by increasing the volume of his business. To do this he advertises in the local paper, lets the people know he is a real merchant, and will meet the price. He observes that system is the first real law of good merchandising, so he has a store well lighted and ventilated, good fixtures, good quality merchandise, bought and well displayed. He employs clerks who have brains and can sell the goods, and he pays them good salaries, as he realizes cheap help is a liability on his business. He belongs to the Commercial Club of his town, and he is a booster for his town and community. In his home life he is a gentleman. In short, he co-operates with every influence in his community which has for its ultimate end the upbuilding and betterment of the town, the people, and the business he and others may be engaged in.

The Vancouver Retail Merchants' Association have moved their offices to the fourth floor of the Pacific Building. The local association, together with the Retail Merchants' Association of British Columbia, have occupied the old quarters at the corner of Hastings and Granville streets, for the past nine years.



## THROUGH OTHER SPECTACLES



### Canned Salmon Industry Not a Bonanza

From Pacific Fisherman, Seattle.

The great increase in the number of salmon canneries started on Puget Sound in 1915 and the disastrous season which they nearly all, both new and old, experienced, together with the numerous canneries projected for Alaska the coming season, have had the result of forcibly calling the attention of those interested in the conversation of this great industry to the need for some radical change in the near future if it is to be preserved for our children and grandchildren.

On Puget Sound not only has the number of canneries increased, but there has been an even greater proportionate increase in the number of purse seines operated. As a result probably not more than one or two canneries made expenses, while the large majority ran many thousands of dollars behind. In the case of the purse seiners, we are reliably informed that not more than a half dozen of the three or four hundred boats made a profit. And this despite the fact that the raw fish brought more money than ever before.

In 1911, the corresponding year in the cycle, 15 canneries, and none of them with anything like the capacities of the present Puget Sound plants, packed 1,557,029 cases of canned salmon. In 1915 41 canneries packed only 1,269,206 cases, and a good part of the fish to fill these came from British Columbia waters, having been purchased from Canadian fishermen in order to help fill a few at least of the many thousands of empty cans in our plants.

Another danger point is in the Ketchikan district of Alaska. Here the number of canneries has greatly increased of recent years, with a consequent heavy drain on the fishery resources of that section.

The principal cause for the large number of companies now in the business, or preparing to engage in it, is the entirely erroneous idea generally prevalent that it is a bonanza business, and that all a man needs to do in order to get rich quick is to build a salmon cannery. As a matter of fact the coast is strewn with plants which have fallen by the wayside, while the comparatively few successful ones have rarely made but little more than they would have made had they put their money in a much less hazardous industry.

### Catalogue House Methods

From New York Journal of Commerce

Not content with the paternalistic assistance the Post Office Department has already given in building up their business and giving them preferential opportunity for competing with the local merchant in his own community, it is reported from the Middle West that the mail order houses have started a movement to persuade the postmasters of that region to correct their mailing lists for them, free of charge and presumably under the impression that it is a part of their official duty. As a result retailers in the farm states where mail orders most commonly operate have called the matter to the attention of the authorities at Washington and are hoping to head off the scheme before it becomes an established precedent among country postmasters.

The letter refers to section 523, article 3, page 301, of the Postal Laws and Regulations as promulgated in 1913, as authority for making the corrections, and then proceeds to interpret those regulations so as to get the maximum of benefit and make the postmaster believe he is obliged to make the changes in the

list in order to comply with the regulation. Here is the section of the postal laws and regulations referred to:

"Complete or partial lists of names of patrons shall not be furnished by postmasters, but lists sent to postmasters may be corrected by the crossing off of the names of persons to whom mail cannot be delivered or forwarded, and the lists shall be returned, whether corrected or not, when postage stamps are sent for that purpose. New names or addresses shall not be added."

Here is the letter which is said to have been widely circulated:

To the Postmaster:

To relieve you of the annoyance and waste of both time and labor you experience because of undeliverable mail, and to enable us to keep our files up to date, we are submitting herewith our mailing list of your town and would appreciate it very much if you would kindly correct it in the following manner:

1. Cross off the names of all parties who you are sure no longer receive mail at your office.

2. Whenever the name of more than one person living in the same house appears, cross off those who are not heads of families.

3. Encircle the name of all heads of families.

4. Make whatever corrections you may deem necessary in regard to the rural route, box or street numbers.

You will find your authority for complying with this request under section 523, article 3, page 301, of the 1913 Postal Laws and Regulations.

We also take this opportunity of assuring you that we are at all times willing to cooperate with postmasters and the Post Office Department in everything that will assist in lessening the burdens of either the postmasters or carriers.

We thank you in advance for your kindness and assure you we shall at all times be pleased to consider any suggestions you may have to offer regarding the handling of our mail.

MONTGOMERY, WARD & CO.,

J. J. Kelly, Cat. Circulation Manager.

### Buying by Parcel Post

From New England Grocer and Tradesman

Some little time ago, The Times of Washington, D.C., contained an interview with Mrs. Alice E. Whitaker, Chairman of the Home Economics Committee of the District Federation of Women's Clubs, and President of the one pound by this simple, we will not say Housekeepers' Alliance of Washington. In that interview, Mrs. Whitaker touched upon several important points which are of vital interest to retail grocers as well as consumers. From the fact that this lady does not make statements that have not been well considered, what she said is well worth pondering over.

Mrs. Whitaker, in her interview, referred particularly to the problems of buying, speaking of the desirability of the use of scales which indicate the weight of the goods on the side of the scale facing the customer as well as on the opposite side of the counter.

In Massachusetts, we think, nearly all scales in the best markets and grocery stores do so indicate, and as far as the covering of foods displayed in the markets are concerned, another point touched upon by Mrs. Whitaker, Massachusetts has a law, which we are glad to say is very well enforced, requiring that foods exposed for sale shall be screened or protected in glass cases, especially articles that are moist or sticky, like meat and fish, and certain dried fruits, such as raisins, dates, figs and so on.

We are particularly interested in what Mrs. Whitaker says about parcel post buying, be-

cause that has been more or less of a fad in the minds of many people, especially in the minds of certain attaches of the government service. Much has been claimed for it. Mrs. Whitaker says many obstacles have been encountered by those who have tried it, and it has been seriously questioned whether parcel post shipping can ever be efficacious. "Personally," she says, "I have taken a deep interest in parcel post buying, but after seeing it in operation, I must admit that I question whether the middle man can be eliminated in our complex state of society. There are too many points to be considered, and on these we hope to get the verdict from the housewives." We would just like to observe right here, that Mrs. Whitaker, we are quite sure, does not wish to get rid of the middle man—she is too sensible a person to entertain such an idea.

Mrs. Whitaker is of the opinion that supplies must be bought from the farmer in larger quantities than the small householder or flat dweller can use but to buy by parcel post, one must plan far days ahead, and many things may upset plans in the household. In the case of poultry, Mrs. Whitaker, through investigation made by her, found that she could at that time buy two broilers at the market for say twenty-five cents a pound; she could get two at the same time in the country for twenty-four cents per pound, but she must dress these fowls; that is, those purchased in the country. For this saving, she asks, will the housewife be willing to take this trouble? We will answer for the housewife, no.

Another difficulty, Mrs. Whitaker goes on to say, is being encountered, namely, the uncertainty of getting what is ordered. This has been a complaint of those who have ordered eggs, only to be told by the producer that the hens are not laying. Of course, consumers can go to the neighborhood grocer and be sure of having an order filled, and the same can be said with reference to the market.

Then there is always the question of intelligent buying, and the housewife is better off, better served and better protected by her grocer than by any more disinterested person.

### Reading Trade Publications Desirable

From The Credit Men's Journal

The value of knowing trade conditions throughout the territory in which his firm is doing business is of the greatest benefit and value to the credit man.

There are many methods by which this data can be gathered, but few equal in value the careful scrutiny of the commercial pages of up-to-date newspapers, the trade press, and the bulletins issued by the different departments of the Dominion, as well as the Provincial Governments.

The question of time to consult these mediums is one that is of prime consideration to the average man in charge of a credit department. The multitudinous duties that fall to this end of most businesses make the leisure hour for concentrated thought very difficult to get. But it should be got. Where the press of details keeps a man's mind constantly engaged, his ability to develop new policies, to initiate new movements, to improve his department and all departments of his house is impaired. Time for thought, for studying of conditions, methods, improvements, etc., is just as essential in all realms of commercial life as in scholastic circles, and the best equipped man is the man who takes the time to think out the problems, to study new policies and to concentrate his mind on the needs and requirements of his business for tomorrow, as well as the needs of the immediate hour.





# FRUIT AND VEGETABLES



## Strawberries Firmer: Potatoes Unchanged

Many Changes on Montreal and Toronto Markets—Warmer Weather Means Better Stocks and Lower Prices—California Celery About Done—Asparagus Selling Well.

### MONTREAL

FRUIT.—Market shows effect of approach of warm weather and the expected influx of imports from the States in an easier feeling that is becoming evident although it has not yet affected prices to any appreciable extent. Present condition of market is quiet and firm, and unchanged from the mid-seasonal characteristics it has maintained of late.

Strawberries have advanced and are now offered from 50c to 65c a box. Bananas are offered at from \$2 to \$2.25 a bunch. There is a stronger feeling evident in oranges apparent since their recent advance to \$3.25 to \$3.75 for navels. Good quality apples are hard to get and firm in consequence although the receipts of all grades were larger this week than usual for time of year. Grape fruit continues to retain the position it has held in the market for the last three weeks and lemons are unchanged.

Apples—	
Fameuse, No. 1's	7 00
McIntosh Reds	6 00
Starks	5 00
Spys	7 00
Ben Davis, No. 1	4 25
Ben Davis, No. 2	3 75
Russets, No. 1	6 00
Russets, No. 2	5 00
Greenings	5 00
Baldwins	4 00
Bananas, bunches	2 00
Cranberries, Cape Cod, bbl.	12 00
Cranberries, Nova Scotia, bbl.	8 50
Grapefruit, 46-54-64-80-96	2 50
Lemons—	
California	2 75
Vercelle	2 75
Messina, 300 size, box	2 50
Oranges—	
Navels	3 25
Jamaica, 125-200-216	2 50
Porto Rico, 125-150-250-288	2 50
Mexican	2 25
Pineapples, 18-24 and 30-36	5 50
Strawberries, Florida, box	0 50

VEGETABLES.—Market is quiet and shows general weakness with the advent of increased supplies that are so affecting prices as to lead to expectations of an improved business. The first car of the year of new cabbage has been received and is selling at \$3.50 per crate and has had a weakening effect on the price of the old which is now being offered at \$1.75. Tomatoes continue to come in plentifully and are selling at per list prices. California celery has been finished for this year but Florida celery is very plentiful and still firm at

\$3. Boston lettuce has advanced 25c and there is no more Florida lettuce on this market. Good quality red onions are very scarce and firm but a large quantity of poor quality stuff is also on the market. Cauliflower is down to \$3.50 per crate. Rhubarb has dropped 25c and is now being offered at \$1.25 per dozen. Bermuda parsley is down 10c and is offered at \$1.25 largely due to the arrival of Canadian parsley on the market. Spinach is high and very scarce and is selling at \$3.50 per bushel, as barrels are now out of this market. Potatoes remain unchanged in price with demand restricted to actual needs.

Artichokes, bag	1 50
Beets, bag	1 50
Beans, wax, N.Y., per basket	4 00
Beans, green, N.Y., per basket	4 00
Brussel sprouts, qt.	0 15
Cabbage, Montreal, per bbl.	1 75
Cabbage, red, doz.	0 80
Carrots, bag	0 50
Cauliflower, crate, single, doz. bunches	3 50
Cauliflower, Canadian, doz.	1 00
Celery, Florida	3 00
Cucumbers, fancy, Boston, doz.	1 75
Egg plant, N.Y., doz.	1 75
Endive Can., per lb.	0 20
Garlic	0 30
Horse radish, per lb.	0 15
Leeks, bunch	0 25
Head lettuce, Boston, box	2 00
Curly lettuce, box 4 doz.	2 40
Mint, doz.	0 60
Mushrooms, 4-lb. basket	2 00
Oyster plant, doz.	0 80
Onions—	
Montreal, 100 lbs., bag	4 00
Spanish, crate	6 50
Parsnips, bag	1 50
Parsley, Canadian, doz. bunches	0 80
Parsley, Bermuda	1 25
Potatoes—	
Montreal, 80 lbs., bag	1 75
New Brunswick, 80 lbs., bag	2 00
Green Mt.	2 00
Sweet, hamper	1 75
Rhubarb, per doz.	1 25
Spinach, New York, bbl.	3 50
Turnips, bag	1 00
Turnips, bag, Quebec	1 25
Tomatoes, hothouse, lb.	0 30
Tomatoes, Florida, 5 basket crate	2 50
Watercress, Boston hothouse, doz.	0 75
Watercress, Canadian, doz.	0 40

### TORONTO

FRUIT.—Bananas are much in demand, and stocks in this market are a trifle on the light side just now, hence an advance in price to \$2.75. Navels have a much wider range, according to size, though they are down in price generally, and are quoted anywhere from \$2.50 to \$3.75. Pears are off entirely. So are tangerines. These have had a good run this year, by the way better than in previous seasons. Strawberries are slightly firmer, and are up a nickel to

65 cents. Other lines show little change. War weather is bringing more ample supplies, particularly of American stuff. Trade is buying fairly well, though orders are somewhat small in bulk.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 80	3 00
Apples, snow, bbl.	3 00	6 00
Apples, 5 lbs, bbl.	4 00	6 00
Apples, Baldwins, bbl., No. 1	3 00	5 00
Apples, Greenings, bbl.	3 00	5 00
Apples, Russets, bbl.	3 00	4 00
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 00	2 80
Bananas, per bunch	2 00	2 75
Cranberries, bbl.	12 50	
Grapefruit—		
Florida, case	3 80	4 00
Cuban, case	3 00	3 50
Oranges—		
Florida, case	3 50	4 00
Navels	2 50	3 75
Marmalade, case	3 25	
Kings, case	5 75	6 00
Lemons, new, Calif., box	3 25	3 50
Lemons, new, Messina, box	3 00	3 25
Limes, per 100	1 50	
Pineapples, Florida	5 50	6 00
Strawberries, Florida, box	0 55	0 65

VEGETABLES.—Asparagus is selling by the bunch now, rather than by the dozen, and we quote 65 to 75 cents. There is a fair demand. Cabbage is up to \$3.50 a case for No. 1 stuff. Carrots are higher on a good demand and slight stocks, and we quote \$1.25. Cauliflower on the other hand shows a marked decline as stocks become more plentiful, and levels run about \$3 to \$3.25. Head lettuce is coming in freely now and shows a decline. Potatoes are unchanged. Prices are fairly firm. B.C. stuff is apparently not selling, Ontario and Delawares dividing the business. Radishes, rhubarb and turnips get cheaper as bigger supplies come along. General business pursues the even tenor of its way, with little feature. Market conditions at this time of year reflect one main circumstance; a cheapening of prices as the warm weather makes supplies more abundant.

Asparagus, bunch	0 65	0 75
Artichokes, doz.	1 25	1 30
Cabbage, new, case	3 00	3 50
Beets, Canadian, bag	0 60	0 70
Carrots, new, doz. bunches	0 75	1 25
Cauliflower, case	3 00	3 25
Celery, Cal., case	6 50	6 75
Celery, Florida, case	2 75	3 00
Cucumbers—		
Hothouse, doz.	2 25	2 50
Onions—		
Choice, Canadian	2 75	3 00
American, 100-lb. bag	3 75	4 00
Spanish, large case	6 00	6 25
Green, doz., bunches	0 10	0 60
Lettuce, leaf, doz.	0 75	0 35
Lettuce head, hamper	2 75	3 00
Mushrooms, imported, 6 qt.	2 25	2 75

(Continued on page 40.)



# PRODUCE AND PROVISIONS



## New Laid on the Toboggan

All Prices Much Lower—Chicago Egg Can't Compete at Present—Firmness in Butter Levels—Geese on the Poultry Market—Lard Prices Up Again

### MONTREAL

**PROVISIONS.**—Undertone of market continues firm as a result of increased price of hogs which has affected all pork products and caused further advances of  $\frac{1}{4}c$  all round in lard compounds which are  $13\frac{3}{4}c$  in tierces and of one cent. in breakfast bacon and boiled hams which are now selling at 24c and 32c respectively. Smoked meats are stronger and there is a good demand for immediate requirements and a stronger undertone is evident in the lard market. Abattoir dressed hogs are in good demand at  $14\frac{1}{2}c$  and live hogs sold last week at  $11\frac{1}{2}c$ . Trading is on the whole active and shows a general tendency toward increased prices owing to short deliveries.

<b>Hams—</b>	
Small, per lb. ....	0 21
Medium, per lb. ....	0 20
Large, per lb. ....	0 19
<b>Bacon—</b>	
Plain, bone in ....	0 24
Boneless ....	0 29
Peameal ....	0 29
<b>Bacon—</b>	
Breakfast, per lb. ....	0 24
Roll ....	0 17
Shoulders, bone in ....	0 15
Shoulders, boneless ....	0 16
<b>Cooked Meats—</b>	
Hams, boiled, per lb. ....	0 32
Hams, roast, per lb. ....	0 32
Shoulders, boiled ....	0 26
Shoulders, roasted ....	0 27
<b>Dry Salt Meats—</b>	
Long clear bacon, 50-70 lbs. ....	0 15 $\frac{1}{4}$
Long clear bacon, 80-100 lbs. ....	0 14 $\frac{1}{4}$
Flanks, bone in, not smoked ....	0 15 $\frac{1}{4}$
<b>Barrelled Pork—</b>	
Heavy short cut mess ....	Per bbl. 27 00
Heavy short cut clear ....	27 50
Clear fat backs ....	30 00
Clear pork ....	28 00
<b>Lard, Pure—</b>	
Tierces, 350 lbs. net ....	0 15
Tubs, 50 lbs. net ....	0 15 $\frac{1}{4}$
Tins, 50 lbs. net ....	0 15 $\frac{1}{4}$
Pails, wood, 20 lbs. net ....	15 $\frac{1}{4}$
Pails, tin, 20 lbs. gross ....	0 15
Cases, 10 lb. tins, 60 in case ....	0 15 $\frac{1}{4}$
Cases, 3 and 5-lb. tins, 60 in case ....	0 16 $\frac{1}{4}$
Bricks, 1 lb., each ....	0 17 $\frac{1}{4}$
<b>Lard, Compound—</b>	
Tierces, 375 lbs. net ....	0 13 $\frac{1}{4}$
Tubs, 50 lbs. net ....	0 14
Tins, 50 lbs. net ....	0 14 $\frac{1}{4}$
Pails, wood, 20 lbs. net ....	0 14 $\frac{1}{4}$
Pails, tin, 20 lbs. net ....	0 14 $\frac{1}{4}$
Cases, 10-lb. tins, 60 in case ....	0 15 $\frac{1}{4}$
Cases, 3 and 5-lb. tins, 60 in case ....	0 15
Bricks, 1 lb. each ....	0 16
<b>Hog—</b>	
Dressed, abattoir killed ....	0 14 $\frac{1}{2}$

**BUTTER.**—Market is very firm with indications all pointing to a stronger feeling in the event of any export trade developing as deliveries are light and insufficient to stand the strain of any outside demand. Local demand is the chief feature in the improved state of the market as comparatively small amounts are going to outside points, al-

though enquiries are on the increase for fine to finest creamery from outside sources. Receipts are smaller than last year at this time but the new milk made butter is beginning to put in an appearance and is expected to swell receipts before long.

<b>Butter—</b>	
Finest creamery, September make ....	0 35
Finest creamery, fresh made ....	0 33
Dairy prints ....	0 28
Dairy, solids ....	0 27
Separator prints ....	0 26
Bakers ....	0 23

**EGGS.**—Market is down 2c, and continues to be governed by an easy feeling that caused declines during the week that have been succeeded by a slightly firmer feeling for the moment in sympathy with the strength exhibited on the Chicago market, but the general tendency is still a downward one. Stocks are slightly scarce, but those on hand are moving freely, and it is expected that with the advent of increased supplies that eggs will have to be stored and prices put on a packing basis. Canadian eggs are coming along more freely and in the country dealers are paying 23c and 24c for eggs which are being offered at from two to three cents higher here.

<b>Eggs, case lots—</b>	
New laid, stamped ....	0 26

**CHEESE.**—Market remains firm with no changes to report in any important feature although there is little trading activity to report as stocks are light and prices tend to discourage buying which is pretty well restricted to actual needs. New make is not yet offered in sufficient quantities to materially affect market but prevailing high prices are considered likely to increase the natural output and hasten its appearance on the market.

<b>Cheese—</b>	
1915 make ....	0 19 0 20
Stilton ....	0 21

**POULTRY.**—Turkeys are up one cent and are now offered at from 27c to 29c, otherwise there are no price changes to record. Prospects for new crop are better but present situation tends to become more acute all the time with the using up of the small stocks on hand and the shortage of supplies in sight which are so limited that with the con-

sumption of present stocks it is thought that the market will be forced to wait on new crop arrivals. There is a steady demand that is somewhat restricted in bulk because of the high prices prevailing. Arrivals of fresh killed are limited and have had but very little effect on the disposal of the frozen stocks that are the chief factor in the market.

<b>Poultry—</b>	
<b>Frozen stock—</b>	
Turkeys ....	0 25 0 28
Fowl, large ....	0 20 0 21
Fowl, small ....	0 16 0 19
Ducks ....	0 20
Geese ....	0 17 0 18
Roasting chicken, milkfed, 4 lbs. or over ....	0 21 0 26
Roasting chicken, ordinary ....	0 18 0 22
Spring broilers, dressed, pair ....	0 75 1 00
Squabs, Canadian, pair ....	0 40
Squabs, Philadelphia, pair ....	0 70
Pigeons, pair ....	0 25 0 30
<b>Live stock—</b>	
Fowl, 5 lbs. and over ....	0 22 0 23
Fowl, small ....	0 18 0 21
Turkeys ....	0 22 0 25
Ducks ....	0 25 0 28
Geese ....	0 16 0 18
Chicken ....	0 15 0 18

**HONEY.**—Market is steady, quiet and unchanged with the tone of the market steady and a fair amount of business passing. Supplies on hand have been drawn on to some extent by the recent Western demand but are still in sufficient quantity to care for the normal demand that exists at present.

<b>Honey—</b>	
Buckwheat, tins ....	0 09 $\frac{1}{4}$
Strained clover, 60-lb. tins ....	0 12
Strained clover, in 10-lb. tins ....	0 12 $\frac{1}{4}$
Strained clover in 5-lb. tins ....	0 12 $\frac{1}{4}$
Comb honey, white clover, per section. ....	0 16
Comb honey, buckwheat, per section. ....	0 13

### TORONTO

**PROVISIONS.**—Once more, all lard prices show a slight increase, part and parcel of a general firmness in pork products. Pure lard shows a quarter cent advance and compound roughly about the same. Breakfast bacon is a trifle easier. Meats generally are somewhat slow, a characteristic circumstance of a Lenten market.

<b>Hams—</b>	
Light, per lb. ....	0 19 0 20
Medium, per lb. ....	0 20 0 21
Large, per lb. ....	0 15 0 17
<b>Bacon—</b>	
Plain ....	0 25 0 26
Boneless, per lb. ....	0 28 0 29
Pea meal, per lb. ....	0 28 0 29
<b>Bacon—</b>	
Breakfast, per lb. ....	0 21 0 24
Roll, per lb. ....	0 17 0 18
Shoulders, per lb. ....	0 17 0 18
<b>Pickled meats—</b>	
Less than smoked.	
<b>Dry Salt Meats—</b>	
Long clear bacon, top lots ....	0 16 0 16 $\frac{1}{2}$
Long clear bacon, small lots ....	0 16 $\frac{1}{4}$ 0 16 $\frac{1}{2}$
Fat backs, lb. ....	0 13 $\frac{1}{4}$ 0 14
<b>Cooked Meats—</b>	
Hams, boiled, per lb. ....	0 27 0 29

# CANADIAN GROCER

Hams, roast, per lb.	0 27	0 29
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	27 00
Short cut, per bbl.	27 00	29 00

Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13½	0 14
Tubs, 50 lbs., per lb.	0 14	0 14½
Pails, 3 and 5 lbs., per lb.	0 14½	0 14½
Bricks, 1 lb., per lb.	0 15	
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 13	0 13½
Tubs, 50 lbs., per lb.	0 13½	0 13½
Pails, 30 lbs., per lb.	0 13½	0 14

Hogs—		
Live	9 50	9 75
Dressed, abattoir killed	14 00	14 25

**BUTTER.**—The market has taken on a firmness which has been a stranger for a couple of weeks. Creamery prints are not higher, but they are stronger and may advance. The make in the country is much lighter. Creamery solids are up one cent and firm at that. Dairies show a rise of at least one cent in both grades. So do bakers. Creameries rumor a lack of production this season, urging a lack of skilled labor as reason. This, they claim, will induce country handlers to ship cream instead of bothering to turn it into butter.

Creamery prints, lb.	0 34	0 36
Creamery solids	0 32	0 33
Dairy prints, choice, lb.	0 29	0 32
Dairy prints, lb.	0 25	0 27
Bakers	0 24	0 25

**CHEESE.**—The situation shows nothing new. Prices remain firm and high. England is firm, though not actually higher. Export remains important factor as ever.

Cheese—		
New, large, per lb.	0 19	
New, twins, per lb.	0 19½	
Old, large, per lb.	0 19½	
Old, twins, per lb.	0 19½	
Old, triplets, per lb.	0 20	

**EGGS.**—New laids have fallen no less than three cents during past week, and this has put the Chicago egg temporarily out of the question. Receipts from Ontario points have been very heavy all week, the number of cases day after day showing increase, until a bottom level was reached which made the Chicago egg no good at all as a competitor. Wholesalers were quoting 27 to 28, in cartons, and a cent less ex-cartons this week. They were offering 22 and 23 cents recently at country points, free cases, Toronto basis, but no higher than 22 cents is offered at time of writing. The new laid, at least, is on the toboggan.

Eggs—		
New laids, specials, in cartons	0 27	0 28
New laids	0 25	0 27

**POULTRY.**—No appreciation on last week's prices has followed, though all levels are well enough supported. Chicken, particularly milk fed seems to be in good demand. Geese are coming in now, and we quote 10 to 12 for live and five cents more for dressed.

Poultry—		
Old fowl, pound	0 16-0 18	0 17-0 19
Old turkeys	0 15-0 19	0 20-0 23
Ducklings	0 11-0 14	0 15-0 20
Turkeys	0 12-0 20	0 25-0 27
Chickens	0 16-0 18	0 20-0 23
Chickens, milkfed	0 17-0 20	0 25-0 26

**HONEY.**—Demand remains hand to mouth, and prices show no change.

Honey—		
Buckwheat, bbls., per lb.	0 07	0 07½
Buckwheat, tins, per lb.	0 07½	0 08
Clover, 50 lb. tins, per lb.	0 13	0 13½

Clover, 10 lb. tins, per lb.	0 14	
Clover, 5 lb. tins, per lb.	0 14	
Comb, No. 1, doz.	2 50	3 00
Comb, No. 2, doz.	2 00	2 40

## WINNIPEG

### PRODUCE AND PROVISIONS.

Continued cold weather has had effect of reducing current receipts of eggs. The market has fluctuated considerably during past week, and a further snowfall is liable to tighten market up again. Quotations on new-laid last week were 23-23½c. There is not enough coming in. The hog market is still high—around \$10.10, and prices of meats remain about same. There has been a slight decline in creamery butter, which is now offered at 34c. The butter market still remains comparatively easy. Cheese remains in about same position as it has been for weeks back.

Hams—		
Light, per lb.	0 20	0 21
Medium, per lb.	0 18	0 19
Large, per lb.	0 15	0 16
Bacon—		
Breakfast, per lb.	0 21	0 22
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light	0 15½	
Cooked Meats—		
Hams, boiled, per lb.	0 28	0 29
Shoulders, boiled, per lb.	0 23	0 24
Barrelled Pork—		
Mess pork, bbl.	27 00	
Lard, Pure—		
Tierces	0 14½	
Pails	2 97	
Cases, 10s	9 15	
Cases, 5s	9 23	
Cases, 3s	9 30	
Cartons	0 16	
Lard, Compound—		
Tierces	0 12½	
Tubs, 50s, net	6 25	
Pails, 20s, net	2 60	
Butter—		
Creamery	0 34	
Best dairy	0 28	
Cooking	0 20	
Eggs—		
New laids	0 23	
Cheese—		
Ontario, large	0 20½	
Ontario, twins	0 20½	

## FRUIT AND VEGETABLES

(Continued from page 38.)

Parsnips, bag	0 75	0 80
Parsley, doz.	1 15	1 25
Peppers, green, case	3 00	4 00
Potatoes—		
N.B. Delawares, bag	1 90	2 00
Ontario, bag	1 85	
Sweet, kiln-dried, hamper	1 35	
Radishes, doz.	0 40	0 45
Rhubarb, doz.	0 50	1 15
Spinach, bbl.	3 50	3 75
Sprouts, qt.	0 10	0 12
Tomatoes, hothouse, lb.	0 20	0 20
Turnips, bag	0 50	0 45

## WINNIPEG

### FRUIT AND VEGETABLES.

New arrivals this week include asparagus, quoted at \$8 per case, and new cabbage, which is selling for 3½c per lb. Strawberries are arriving more freely, and the first car is expected this week. Before long the price will be down to \$4 for 24 pints. The potato situation is unchanged. Florida tomatoes are arriving more freely, and quotation has dropped to \$4 per case.

Fresh Fruits—		
Grapfruit, case	4 00	
Strawberries, Florida, quart	0 60	
Ontario apples, bbls.	5 00	7 00
B.C. box apples, No. 1s	3 00	
B.C. box apples, No. 2s	1 75	
Washington box apples	2 50	
Navel oranges, case	3 25	4 00
California lemons	4 50	
Bananas, bunches	2 50	3 50
Jersey cranberries, box	4 50	
Malaga grapes, keg	15 00	
Vegetables—		
Asparagus, case	8 00	

Cabbage, new, lb.	0 03½
Cabbage, per lb.	0 02½
Peppers, per basket	0 75
Mushrooms	0 80
Carrots, per lb.	0 02
B.C. potatoes	1 25
Alberta potatoes	1 00
Sweet potatoes, hamper	2 25
Garlic, per lb.	0 25
Turnips, bushel	0 80
California head lettuce, case	4 50
California cauliflower, doz.	3 80
Valencia onions, cases	7 50
Red Globe onions, lb.	0 06
Head lettuce, doz.	1 00
California celery, doz.	1 50
Florida tomatoes, case	4 00

## DEVELOPING FISH EXPORTS

Some months ago in response to a request from the British Board of Agriculture, an inquiry was made as to the possibility of obtaining fish supplies in Canada for the United Kingdom. Investigation was made, information was gathered and a complete report of Canada's facilities in that respect forwarded to the British Government. Along with this were sent samples of fish gathered and forwarded by the Department of Fisheries. These included cod, haddock, pollock, whitefish, mackerel, herring, flounders and witches, all frozen fish, together with frozen smoked haddocks, filets, bloaters and kippers.

In due course these arrived, placed in cold storage and were afterwards distributed to the principal fish markets in the United Kingdom. Reports have been received thereon and these are favorable as regards quality of fresh haddock, witches and smoked fish generally, although complaint was made in all cases that sufficient care had not been taken in splitting or filleting the smoked fish and also in packing and freezing. These, however, are matters that can easily be remedied, and as the quality was reported good on the whole, the outlook is favorable.

In case the fish buyers and merchants of Great Britain wish to enter into business relations with Canadian fish exporters, the British Board of Agriculture and Fisheries have supplied from the Export Directory of Canada lists of firms exporting various categories of Canadian fish, and are furnishing copies of these lists on application. They are also referring for further information to the Canadian Trade Commissioner in London, Harrison Watson, 73 Basinghall street, London, E.C. Any persons interested in the export of Canadian fish to Great Britain should communicate with Mr. Watson at the last-named address.

The London (Eng.) Daily Mirror publishes the following: (Censored for the benefit of Canadian readers). "I don't like the oil you cook your fish with," complained the epicurean customer in an English fried fish shop. "It ain't the oil we use," replied the diplomatic salesman. "It's the gasoline from them sunken U boats wot flavors the fish these days!"



# FISH AND OYSTERS



## Record Prices for Haddock and Cod

### The Fish Dealers' Dilemma—Scarcity of Frozen and Late Arrival of Fresh Fish—Haddock and Cod Soaring, and Firm at That

#### MONTREAL

FISH.—Trade has continued to keep very active and market firm and in consequence of the free movement of stocks the latter have been reduced to a minimum. This applies more particularly to frozen fish lines which except in a few cases are completely cleaned out so that advances occur from day to day that are only occasionally offset by declines only as the presence of newly arriving stocks are felt on the market but the general tendency is decidedly an upward one. This state of affairs is helped by the scarcity of fresh fish which owing to the lateness of the season and the stormy weather are exceedingly scarce. Haddock has been sold lately at from 11c to 12c per lb., a record price. The fact that Lenten season is only half over has a firming effect on the market in spite of prevailing high prices. In pickled and salt fish lines demand has not been up to expectations. Herring, salmon and trout are pretty well sold out, but good supplies of cod fish in all lines are obtainable at moderate prices. In smoked fish market is pretty well cleaned up except for small quantity of kippers and bloaters. Lobsters continue to be high. Bulk and shell oysters are inactive without any feature of note. Trade here is now looking forward to early arrival of fresh fish that improved weather conditions are expected to bring into this market.

#### TORONTO

FISH AND OYSTERS.—Stocks of fresh fish are late arriving this year, and are comparatively small on this market. This is a pity because demand is unprecedentedly heavy. Trade is expecting fresh stuff in larger quantities, and has been doing so for some weeks. Their arrival has not materialized yet, however. Trade is, therefore, caught between two fires, as it were. Frozen fish is, in most cases, out of sight. Cod is up to 10 and 12 cents; and haddock sells freely at 10 cents. Lenten demand has been larger than usual. Stormy weather some weeks back continues even to-day, and these two conditions alone make a firm market for frozen lines. Add to that the be-

lateness of the fresh fish, and you have a dilemma for the fish dealer.

Salmon and trout continue to sell, and winter caught whitefish is a good old reliable. Inroads upon this last have been heavy, however, and price is firm. In fact the whole market rules very strong. Smoked and pickled lines are in big demand, and stocks are none too good. Oysters show no change. Lobster once more is out of sight.

#### SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.08-.08 1/4	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.09	.09
Haddies, fillets, per lb.	.12	.11
Herring, Ciscos, baskets	1.25	1.50
St. John bloaters, 100 in box	1.20	1.25
St. John bloaters, per box	1.00	1.00
Yarmouth bloaters, 60 in a box	1.20	1.25
Smoked herrings, large, box	.15	.15
Smoked herrings, medium, box	.15	.15
Smoked boneless herrings, 10-lb. box	1.40	1.40
Kipperd herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	.10	.10

#### FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.11	.11
Red Cohoes, dressed, lb.	.12	.11
Pale qualla, dressed, per lb.	.10	.08
Halibut, white western, large and medium, per lb.	.11-.12	.10-.12
Halibut, eastern, chicken, per lb.	.11	.12
Mackerel, bloater, per lb.	.08 1/2-.09	.10
Haddock, medium and large, lb.	.10	.10
Market codfish, per lb.	.05	.05
Steak codfish, per lb.	.10	.10
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.16	.15
Smelts	.11	.13
Smelts, extra	.15	.20
Herrings, per 100 count	3.00	3.00
Round pike	.07	...
Grass pike, dressed	.08	...
Swordfish, lb.	.10	...

#### DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 00
Dried hake, medium and large, 100 lbs.	6 00	6 00
Dried pollock, medium and large, 100 lbs.	6 00	6 00
Dressed or skinned codfish, 100-lb. case.	6 50	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes.	0 11	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

#### BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal.	1 40	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	1 00	...
Best scallops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	...
Best shrimps, imp. gallon	2 00	...
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best select, quart cans, each	0 50	0 75
Rockaways, 100	1 50	...
Blue points, small	1 00	...
Blue points, large	1 50	...

#### CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	9 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, lb.	...	0 60
Little necks, per 100	1 25	1 50

#### FRESH SEA FISH.

	Montreal	Toronto
Halibut	13 -11	12 -14
Haddock, fancy express, lb.	9 -10	9 -10

Mackerel, medium, each	14 -15	...
Steak cod, fancy, express, lb.	10 -11	10 -12
Herrings, each	3	3
Flounders	10	3
Flounders, New York	...	14
Salmon, Western	15 -16	20 -22
Salmon, Eastern	15 -16	...

#### FRESH LAKE FISH.

Carp, lb.	0 12	...
Pike, lb.	0 10	0 07
Perch, lb.	0 08	0 07
Suckers, lb.	0 08	0 09
Whitefish, lb.	0 12	0 14
Herrings, per 100	3 00	3 00
Lake trout	0 12	0 14
Eels, lb.	0 10	0 08
Dore	11-12	0 13

#### FROZEN LAKE AND RIVER.

Whitefish, large, per lb.	.08-.09 1/4	.08-.10
Whitefish, small tulibeas	.07-.07 1/4	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or omd, lb.	.08 1/4-.09	.08-.13
Pike, dressed and headless, lb.	.07-.07 1/4	.07
Pike, round, per lb.	.06 1/2-.07	.06-.07

#### PICKLED FISH.

Salmon, Labrador, tierces, 300 lbs.	20 00	...
Salmon, Labrador, bbls., 200 lbs.	14 00	...
Salmon, Labrador, half bbls., 100 lbs.	7 00	...
Salmon, B.C., bbls.	12 00	14 00
Sea trout, Riffin's Bay, bbls., 200 lbs.	11 00	...
Sea trout, Labrador, bbls., 200 lbs.	12 00	...
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 80
Mackerel, N.S., half bbls., 100 lbs.	20 00	...
Mackerel, N.S., full bbls., 200 lbs.	12 00	...
Herrings, Labrador, bbls.	8 50	...
Herrings, Labrador, half bbls.	3 50	3 80

#### WINNIPEG

FISH AND POULTRY.—It is difficult to give any information regarding the poultry market here, as practically no live stock is being offered, and all the dressed stuff is Eastern, and very little of that. The demand is very good. There are no turkeys in sight. The price of haddies remains about the same as it was a week ago, and it is expected in a few days the supply will be exhausted. Fresh supplies are not expected here until May. There is no fresh halibut on the market yet, and frozen is being offered at 8 1/2-9c. Outside of haddies, there is very little scarcity, and most of the Winnipeg companies have stock sufficient to last them until May 15th, when fresh stuff begins to arrive.

#### Fish—

Frozen salmon	0 10	0 10
Frozen halibut	0 08 1/2	0 10
Pickled	0 07 1/2	0 08
Steak cod, per lb.	...	0 09
Lake Winnipeg whitefish	...	0 09
Pinnag haddie	0 09 1/2	0 17
Kippers, per box	2 75	...
Lake trout, per lb.	0 10	...
Bloaters, per box	2 00	...
Salt mackerel, 20-lb. kit	3 00	...
Smoked gold-eyes, doz.	0 50	...
Oysters, per gal.	2 50	...
Oysters, on shell, doz.	0 25	...

#### Poultry, Live—

Fowl	0 15	...
Roosters	0 11 1/4	...
Chickens	0 15	...
Turkeys	0 19	...
Ducks	0 13	...
Ducklings	0 14	...
Geese	0 12	...

#### Poultry, Dressed—

Ducks, No. 1	2 24	...
Fowl, No. 1	2 20	...
Turkeys, No. 1	3 30	...
Geese, No. 1	0 22	...



# FLOUR AND CEREALS



## Weakness in Ontario Flour

This is Only Interesting Spot in Grain Market—Wheat Slightly Stiffer — Cornmeal Firm on Advance in American Corn—No Interest in Feeds

### MONTREAL

**FLOUR.**—Embargo continues to be feature of market that shows no changes in any of its leading features. Operations of some millers have been greatly restricted by operation of the embargo; others report less interference with trade as a result of its geographical location. Shortages are reported from some parts as result of the universal congestion and delays in transit and repeat orders are being held up in consequence. Conditions point to an increase of business with the lifting of embargoes and cleaning up of congestion. Conditions in general show an improvement over last week in an increased number of inquiries at the lower prices prevailing in a steadier market.

Winter wheat flour has shown further weakness during the week, chiefly as result of the embargo. Prices are all nominal and very irregular and there is a tendency to take whatever is offered by holders of big stocks. Little business is reported owing to inability of shippers to get their stuff moved and the demand is so small that even the attraction of bargain prices has not noticeably attracted buyers.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	6 80
Second patents	6 10
Strong bakers	5 80

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	5 85	6 10
90 per cent., in wood	5 60	5 80
90 per cent., in bags	2 70	2 75

**CEREALS.**—Market is fairly firm, quiet and steady with no changes of note to report other than a slight decline of the normal trade that has been ruling the market for some time past. The slackened demand has created a slightly easier feeling that has not as yet materially affected prices. Raw oat market has shown firmness during the week but this is partially offset by the advent of warmer weather.

Cornmeal—	Per 98-lb. sack
Gold dust	2 75

Rolled Oats—	90's in jute.
Small lots	2 75
25 bags or more	2 60
Packages, case	3 90
Oatmeal—fine, standard and granulated, over rolled oats in 90's, in jute.	10 per cent.

Rolled Wheat—	100-lb. bbls.
Hominy, per 98-lb. sack	4 00
Hominy, per 98-lb. sack	2 75
Corn flour, bag	2 65
Rye flour, bag	2 65

Barley, pot	3 00
Barley, pearl, lb	0 04 1/2

**FEEDS.**—There continues to be an easy undertone on a firm market of which the embargo is the chief feature that is proving effective. An unsettled and erratic condition continues to rule. Prices remain unchanged with no lessening of the easy feeling dominant last week although stocks are moving very freely and in good demand particularly in bran, of which spot stocks are none too large. Inquiries that tend to indicate a trade in futures as a feature of the present market.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat molasses	34 00
Feed flour, bag	35 00
Mixed chop, ton	32 00
Crushed oats, ton	33 00
Oats, chop, ton	33 00
Barley, chop, ton	32 00
Feed oats, cleaned, Manitoba, bush	0 55
Feed wheat, bag	1 80

### TORONTO

**FLOUR.**—The market has grown somewhat dull and uninteresting. Wheat at time of writing, is definitely a little stronger in tone, though strangely enough quotation given in this column last week at this time is virtually the same as to-day—No. 1 Northern, in store at Fort William, \$1.09 1/2. As to flour, trade is buying pretty much hand-to-mouth and there is no feature. Export appears to be pretty dead at present. Mills are not grinding much of course, and haven't been for some weeks. Freight situation is still a hampering-factor, and it is questionable whether there will be very much doing till somehow or other that is cleared up. Winter wheat flour shows a reduction of about ten cents, there being a falling-off in demand. Even lessened levels have no interest for the trade apparently, which has all it needs in the way of stocks.

Manitoba Wheat Flour—	Small lots.	Car lots.
First patents	6 70	6 80
Second patents	6 20	6 00
Strong bakers	6 00	5 80
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	4 30	4 30

**CEREALS.**—American corn is the only big spot in the cereal market and that has resulted in a firmness for cornmeal. Rolled oats are easier, warmer weather having offset, to some extent,

diminished stocks. General list is unaltered in price and condition.

Barley, pearl, 98 lbs.	4 70	4 80
Buckwheat grits, 98 lbs.		4 80
Corn flour, 98 lbs.	2 65	2 75
Cornmeal, yellow, 98 lbs.		2 50
Graham flour, 98 lbs.		3 25
Hominy, granulated, 98 lbs.		3 00
Hominy, pearl, 98 lbs.		3 00
Oatmeal, standard, 98 lbs.		2 75
Oatmeal, granulated, 98 lbs.		2 75
Pean, Canadian, boiling, bush.		3 00
Pean, split, 98 lbs.		6 00
Rolled oats, 90-lb. bags		2 55
Rolled wheat, 100-lb. bbl.	3 30	3 50
Rye flour, 98 lbs.		2 80
Whole wheat flour, 98 lbs.		3 25
Wheatlets, 98 lbs.		3 50

**FEEDS.**—Not even the fact that the mills are grinding little flour these days, and therefore not turning out much in the way of feeds stirs that market to any extent. Business is dull. Buying is hard to mouth, stocks in purchasers' hands being ample, apparently. There is no feature.

Mill Feeds—	Mixed cars per ton
Bran	24 00
Shorts	26 00
Special middlings	29 00
Feed flour, per bag	1 60
Oats—	1 70
No. 3, Ontario, outside points	0 41
	0 42

### WINNIPEG

**FLOUR AND CEREALS.**—The weak rolled oats market has had the effect of bringing down prices of quite a number of cereals. Efforts were made by millers to keep wheat flakes at \$3.90 per case, but they have been compelled to drop them now to \$3.75 in sympathy with rolled oats. Rolled oats have also brought down oatmeal, which is now selling at \$2.50 for 98 lbs. Cornmeal has declined to \$2.40. The reason for the latter is that corn is moving more freely in the South. Rolled oats still remain easy, and demand is below normal. The flour market is absolutely featureless, which is also true of wheat. The flour demand is off, and the export demand is practically nil on account of the embargo. Feeds are quiet, and mixed chop has been dropped to \$28 per ton.

Flour—		
Best patents		6 30
Bakers		5 80
Clears		5 10
XXXX		4 10

Cereals—		
Rolled oats, 80 lbs.	1 90	2 00
Rolled oats, pkgs., family size		3 75
Wheat flakes, case		3 75
Oatmeal, standard and gran., 98 lbs.		2 50
Cornmeal, 98 lbs.		2 45

Feeds—		
Bran, ton		18 00
Shorts, ton		20 00
Middlings, ton		23 00
Mixed chop, ton		28 00

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Tillson's (fine cut) Oatmeal, Tillson's Rolled Oats, (a food not a fad), Tillson's Scotch Health Bran, Rainbow Flour (for bread), Gold Seal Flour (for pastry).

*The Sequel is:*

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TORONTO, ONTARIO

# There are better profits on Hironnelle (Swallow) and L'Etoile (Star) Macaroni

Being made right here in Canada, there is no high customs duty to cut in on and reduce your profits.

And, besides, the quality of these home-made paste products is in every way equal, if not superior, to the most expensive imported macaronis.

The best wheat in the world—Manitoba Hard—is the only variety used in the manufacture of "L'Etoile and Hironnelle," while the scientific manufacturing process brings out all the sweet, delicious wholesomeness of the natural grain.

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## C. H. Catelli, Limited

MONTREAL

AGENTS

Tees & Perse, Limited, Winnipeg  
C. C. Mann, Toronto

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SPACE IN THIS DEPARTMENT IS \$56  
PER INCH PER YEAR

BAKING POWDER		
ROYAL BAKING POWDER		
Size	Less than 10 case lots	Bbl. lots or 10 cases and over
Dime	\$ .95	\$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

### WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs. ....	\$ 0 40
4 oz. Tins, 4 doz to case, weight 20 lbs. ....	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs. ....	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs. ....	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs. ....	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs. ....	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs. ....	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs. ....	9 50

### DOMINION CANNERS, LTD. JAMS

	Per doz.
"Aylmer" Pure Jams and Jellies 16-oz. Glass Jars.	
Apricot .....	\$ 2 30
Assorted .....	2 20
Blackberry .....	2 25
Blueberry .....	2 25
Currant, Red .....	2 20
Currant, Black .....	2 25
Cherry .....	2 20
Gooseberry .....	2 10
Plum .....	2 10
Plum, Green Gage .....	2 20
Pear .....	2 10
Peach .....	2 10
Raspberry, Red .....	2 25
Raspberry, Black .....	2 25
Rasp. and Red Currant .....	2 20
Rasp. and Gooseberry .....	2 20
Strawberry .....	2 30

### CATSUPS

1/2 Glass Bottles	Per doz.
1/4 Pts. Delhi Epicure .....	\$ 1 20
1/2 Pts., Red Seal, screw tops .....	1 00
1/4 Pts., Red Seal, crown tops .....	0 90
Pts., Delhi Epicure .....	1 90
Pts., Red Seal .....	1 40
Pts., Tiger .....	1 15
Ots., Delhi Epicure .....	2 40
Ots., Red Seal .....	1 75
Ots., Lynn Valley .....	1 75

### BAKED BEANS, with Pork.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case .....	0 47 1/2
1's Baked Beans, Plain, 4 doz. to case .....	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case .....	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case .....	0 70
2's Baked Beans, Plain, tall, 2 doz. to case .....	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case .....	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to case .....	1 05
Family Baked Beans, Plain, 2 doz. to case .....	1 20
Family Baked Beans, Tomato Sauce, 2 doz. to case .....	1 22 1/2
Family Baked Beans, Chili Sauce, 2 doz. to case .....	1 22 1/2

3's Baked Beans, Tomato Sauce, flats, 2 doz. to case, Aylmer only .....	1 40
3's Baked Beans, Chili Sauce, flats, 2 doz. to case, Aylmer only .....	1 40
3's Baked Beans, Plain, tall, 2 doz. to case .....	1 50
3's Baked Beans, Tomato Sauce, 2 doz. to case .....	1 00
3's Baked Beans, Chili Sauce, 2 doz. to case .....	1 60

### "AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case, per doz. ....	\$ 1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz. ....	1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz. ....	1 60
16 oz. Glass, Tall, Vacuum Top, 2 doz. per case, per doz. ....	1 60
2's Glass, Vacuum Top, per doz. ....	2 80
2's Tin, 2 doz. per case, per doz. ....	2 30
4's Tin, 12 palls in crate, pail .....	0 40
5's Tin, 8 palls in crate, pail .....	0 47 1/2
7's Tin or Wood, 6 palls in crate, pail .....	0 65
14's Tin or Wood, 4 palls in crate, lb. ....	0 00
30's Tin or Wood, one pail only, lb. ....	0 00

### BLUE

Keen's Oxford, per lb. ....	\$ 0 17
In 10-lb. lots or case .....	0 16

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Pancake Flour (Self-rising), 2 doz. to case, weight 50 lbs. ....	2 70
Breakfast Food, 2 doz. to case, weight 85 lbs. ....	3 60
King's Food, 2 doz. to case, weight 95 lbs. ....	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs. ....	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs. ....	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs. ....	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs. ....	3 60

### COCOA AND CHOCOLATE

#### THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz. ....	4 50
Perfection, 1/4-lb. tins, doz. ....	2 40
Perfection, 1/2-lb. tins, doz. ....	1 25
Perfection, 10c size, doz. ....	0 90
Perfection, 5-lb. tins, per lb. ....	0 37
Soluble bulk, No. 1, lb. ....	0 21
Soluble bulk, No. 2, lb. ....	0 19
London Pearl, per lb. ....	0 22
Special quotations for Cocoa in barrels, kegs, etc.	



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Queen's Dessert, 1/4's and 1/2's, 12-lb. boxes .....	0 40
Queen's Dessert, 6's, 12-lb. boxes .....	0 40
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Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/2-lb. packages, 2 and 4 doz. in box, per doz. ....	1 00
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Maple buds, 5-lb. boxes. ....	0 38
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes .....	0 32
Chocolate wafers, No. 2, 5-lb. boxes .....	0 27
Nonparell wafers, No. 1, 5-lb. boxes .....	0 32
Nonparell wafers, No. 2, 5-lb. boxes .....	0 27
Chocolate girger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes .....	0 35
Coffee drops, 5-lb. boxes. ....	0 38
Lunch bars, 5-lb. boxes. ....	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box. ....	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box .....	0 90
Nut milk chocolate, 1/4's, 6-lb. boxes, lb. ....	0 38
Nut milk chocolate, 1/4's, 6-lb. boxes, lb. ....	0 38
Nut milk chocolate, 5c bars, 24 bars, per box .....	0 90
Almond nut bars, 24 bars, per box .....	0 90

**BORDEN MILK CO., LTD.**  
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Terms net 30 days.  
5 Box lots and upward—Freight prepaid up to 50 cents.

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Eagle Brand, each 48 cans. .	6 65
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Gold Seal, Purity, each 48 cans .....	5 75
Mayflower Brand, each 48 cans .....	5 75
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St. Charles Brand, Hotel, each 24 cans .....	4 50
Jersey Brand, Hotel, each 24 cans .....	4 50
Peerless Brand, Hotel, each 24 cans .....	4 50
St. Charles Brand, Tall, each 48 cans .....	4 60
Jersey Brand, Tall, each 48 cans .....	4 80
Peerless Brand, Tall, each 48 cans .....	4 60
St. Charles Brand, Family, each 48 cans .....	4 00
Jersey Brand, Family, each 48 cans .....	4 00
Peerless Brand, Family, each 48 cans .....	4 00
St. Charles Brand, small, each 48 cans .....	2 00
Jersey Brand, small, each 48 cans .....	2 00
Peerless Brand, small, each 48 cans .....	2 00

**CONDENSED COFFEE**

Reindeer Brand, "Large," each 24 cans .....	\$4 80
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**WHITE SWAN SPICES AND CEREALS, LTD.**

**WHITE SWAN**

1 lb. square tins, 4 doz. to case, weight 70 lbs. ....	0 36
1 lb. round tins, 4 doz. to case, weight 30 lbs. ....	0 34 1/2

**ENGLISH BREAKFAST COFFEE.**

1/2 lb. tins, 2 doz. to case, weight 22 lbs. ....	0 22
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1/2 lb. tins, 2 doz. to case, weight 22 lbs. ....	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs. ....	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs. ....	0 30

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1 lb. tins, 2 doz. to case, weight 45 lbs., per lb. ....	0 27

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**WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.**

1 oz. bottles, per doz., weight 3 lbs. ....	\$ 1 05
2 oz. bottles, per doz., weight 4 lbs. ....	2 00
2 1/2 oz. bottles, per doz., weight 6 lbs. ....	2 30
4 oz. bottles, per doz., weight 7 lbs. ....	3 50
8 oz. bottles, per doz., weight 14 lbs. ....	6 50
16 oz. bottle, per doz., weight 23 lbs. ....	12 00
32 oz. bottles, per doz., weight 40 lbs. ....	22 00
Bulk, per gallon, weight 16 lbs. ....	10 00

**CRESCENT MFG. CO.**  
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Special Delivered Price for Canada

	Per doz.
1/2 oz. (4 doz. case), weight 9 lbs., retail each 15c. ....	\$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c. ....	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c. ....	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c. ....	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.00. ....	13 25
Pint (1 doz. case), weight 29 lbs., retail each \$3. ....	24 50
Quart (1 doz. case), weight 53 lbs., retail each \$5.50. ....	45 00
Half gallons, each, retail each, \$10 .....	7 50
Gallons, each, retail each \$18 .....	14 50

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Knox Plain Sparkling Gelatins (2-qt. size), per doz. .	1 30
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Cox's Instant Powdered Gelatine (2-qt. size), per doz. ....	1 10

**W. CLARK, LIMITED.**  
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Compressed Corned Beef, 1/2s, \$1.50; 1s, \$2.50; 2s, \$5; 6s, \$18; 14s, \$37.	
Roast Beef, 1/4s, \$1.50; 1s, \$2.50; 2s, \$5; 6s, \$18.	
Boiled Beef, 1s, \$2.50; 2s, \$5; 6s, \$18.	
Jellied Veals, 1/4s, \$1.50; 1s, \$3; 2s, \$4.50; 6s, \$18.	
Corned Beef Hash, 1/4s, \$1.50; 1s, \$2.50; 2s, \$4.50.	
Beefsteak and Onions, 1/4s, \$1.50; 1s, \$2.90; 2s, \$5.40.	

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It is making  
a hit.

**Strawberries  
Fresh from the South**

Now arriving daily in cases of  
24 pints; quality good and prices  
down.

**Oregon Cauliflower**

Large white heads, extra fine  
quality.

**Tomatoes**

Peters Famous Pack.

All the seasonable lines of  
**Fresh Fruits and Vegetables.**

**White & Co., Limited**  
Importers  
**TORONTO**  
Branch at Hamilton

The Reputation and Standing of  
**Walter Baker & Co.'s  
Cocoa and Chocolate  
Preparations**



Registered  
Trade Mark

Have been built up  
by years of fair  
dealing, of honest  
manufacturing, an  
unwavering policy  
of maintaining the  
high quality of the  
goods and by ex-  
tensive and persist-  
ent advertising.  
This means for the  
grocer a steady and  
increasing demand  
from satisfied cus-  
tomers, in the long  
run by far the  
most profitable  
trade.

All of our goods  
sold in Canada are  
made in Canada.

**Walter Baker & Co. Limited**  
Established 1780  
Montreal, Can.      Dorchester, Mass.

This space would cost  
you only \$2.10 per issue  
for one year.

**The Apple  
Crop**

in the famous Georgian  
Bay District is very short  
this year. Write us be-  
fore placing your winter  
order.

**FISH**

Salt Trout and  
Herring

Fresh Frozen Trout  
and Herring

**Lemon Bros.**  
OWEN SOUND, ONT.

**Everybody**

Says:

"Traenzzi has cer-  
tainly given good  
Lemons this sea-  
son."

We add:

**"As usual."**

**J. J. McCabe**  
Agent  
**TORONTO**

# B. B. B. Star Brand

Boneless Breakfast Bacon, Sugar Cured and the choicest on the market. Come in now with your orders for Easter stock. Prices will not be lower, they may be higher. Made under Government Inspection.

**F. W. Fearman Co.**

Limited  
Established 1854  
HAMILTON

# Brooms of Quality

may always be had by ordering our brands. We have them at \$3.00, \$3.25, \$3.50, \$3.75, \$4.00, \$4.25, \$4.50, \$4.75, \$5.00, \$5.50, \$5.75, \$6.00 per dozen.

FACTORY and MILL  
Brooms \$3.75, \$4.25, \$4.75 per dozen.

**Walter Woods & Co.**

Hamilton - Winnipeg

**BRANTFORD STARCH**  
Ontario and Quebec  
Laundry Starches—  
Canada Laundry—  
Boxes about 40 lbs. .... .06  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40  
lbs. .... .06%  
First Quality White Laundry—  
3-lb. canisters, ca. of 48 lbs. .07%  
Barrels, 200 lbs. .... .06%  
Kega, 100 lbs. .... .06%  
Lily White Gloss—  
1-lb. fancy carton cases 30  
lbs. .... .07%  
8 in case .... .08  
6-lb. toy trunks, lock and  
key, 6-lb. toy drum, with  
drumsticks, 8 in case ... .08%  
Kega, extra large crystals,  
100 lbs. .... .07%  
Canadian Electric Starch—  
Boxes, containing 40 fancy  
pkgs., per case .... 3 00  
Celluloid Starches—  
Boxes containing 45 cartons,  
per case .... 3 60  
Culinary Starches—  
Challenge Prepared Corn—  
1-lb. pkts., boxes of 40 lbs. .06%  
Brantford Prepared Corn—  
1-lb. pkts., boxes of 40 lbs. .07%  
"Crystal Maize" Corn Starch—  
1-lb. pkts., boxes of 40 lbs. .07%  
20-lb. boxes ¼c higher than 40's)  
**COW BRAND BAKING SODA**  
in boxes only.  
Packed as follows:  
5c packages (96) ..... \$ 3 20  
1 lb. packages (60) ..... 3 20  
¼ lb. packages (120) ..... 3 40  
1 lb. 30 } Packages Mixed 3 30  
¼ lb. 60 }

**SYRUP**  
THE CANADA STARCH CO.  
LTD., CROWN BRAND CORN  
SYRUP

2-lb. tins, 2 doz. in case....\$2 65  
5-lb. tins, 1 doz. in case.... 3 00  
10-lb. tins, ½ doz. in case.. 2 90  
20-lb. tins, ¼ doz. in case.. 2 85  
Barrels, 700 lbs. .... 3%  
Half barrels, 350 lbs. .... 4  
Quarter barrels, 175 lbs. ... 4½  
Pails, 38½ lbs. .... 1 95  
Pails, 25 lbs. each ..... 1 40  
3 lb. Perfect Seal Jar, 1 doz.  
in case ..... 2 70

**LILY WHITE CORN SYRUP**  
2-lb. tins, 2 doz. in case ... 3 00  
5-lb. tins, 1 doz. in case ... 3 35  
10-lb. tins, ½ doz. in case.. 3 25  
20-lb. tins, ¼ doz. in case.. 3 20  
(5, 10 and 20-lb. tins have wire handles.)

**ST. LAWRENCE SUGAR  
REFINING CO.**  
Crystal Diamond Brand Cane  
Syrup

2-lb. tins, 2 doz. in case..3 60  
Barrels ..... 0 04½  
¼ barrels ..... 0 05

**THE BRITISH COLUMBIA  
SUGAR REFINING  
CO., LTD.**

**ROGERS' GOLDEN SYRUP**  
Manufactured from pure cane  
sugar.

2 lb. tins, 2 doz. in case...\$3 55  
5 lb. tins, 1 doz. in case... 4 15  
10 lb. tins, ½ doz. in case.. 3 85  
20 lb. tins, ¼ doz. in case... 3 75  
Delivered in Winnipeg in carload  
lots.

**CALIFORNIA FRUIT CANNERS  
ASSOCIATION**

**CALIFORNIA RIPE OLIVES  
DEL MONTE BRAND**

Size	Mam.	Large	Med.
2½ Can	\$ 4.75	\$ 3.75	\$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.25
No. 10 Can	14.00	12.00	9.00

**YUBA BRAND**

2½ Can	\$3.00	\$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Picnic Can	.....	.90

All prices per dozen—F.O.B.  
Jobbing Points.

**CANNED HADDIES,  
"THISTLE" BRAND**

A. P. TIPPET & CO., Agents  
Cases, 4 doz. each, flats, per  
case .....\$5 85  
Cases, 4 doz. each, ovals, per  
case ..... 5 85

**INFANTS' FOOD**  
**MAGOR SONS & CO., LTD.**  
Robinson's patent barley, ¼-lb.  
tins, \$1.60; 1-lb. tins, \$3.00; Rob-  
inson's patent groats, ¼-lb. tins,  
\$1.60; 1-lb. tins, \$3.00.

**BEAVER BRAND CORN AND  
MAPLE SYRUP**  
Quart tins (wine measure),  
2 doz. in case, per case ... 4 70

**STOVE POLISH**  
**JAMES DOME BLACK LEAD**

2a size, gross ..... 2 50  
6a size, gross ..... 2 40

**NUGGET POLISHES**

Polish, Black and Tan	Doz.	0 85
Metal Outfits, Black and Tan	3 65	
Card Outfits, Black and Tan	3 25	
Creams and White Cleanser	1 10	

**ORANGE MARMALADE  
"BANNER BRAND" PURE  
FRUIT PRODUCTS**

**JAMS AND JELLIES**

2's	.....	\$2 10
4's	.....	0 25
5's	.....	0 45
7's	.....	0 60
30's, wood	.....	0 06
12-oz. glass jar	.....	1 15
Tumbler, glass, doz.	.....	0 95

Prices subject to change without  
notice.

**MARMALADE**

2's, per doz.	.....	\$3 30
4's, per pail	.....	0 40
5's, per pail	.....	0 45
7's, per pail	.....	0 65
30's, wood, lb.	.....	0 08½
12-oz. glass jar, doz.	.....	1 20
Tumbler, glass, doz.	.....	1 00

Prices subject to change without  
notice.

**WENTWORTH ORCHARD CO.,  
LTD.**

Hamilton and Toronto.

**Pure Fruit, Jams and Jellies**

Raspberry and Apple, Strawberry  
and Apple, Peach and Apple,  
Plum and Apple, Gooseberry and  
Apple, Black Currant and Apple,  
Red Currant and Apple: Tum-  
blers, 90c doz.; 12-oz. jars, \$1.20  
doz.; 16-oz. jars, \$1.60 doz.; No.  
2 gold tins, \$2.30 doz.; No. 4 gold  
pails, 40c each; No. 5 gold pails,  
50c each.

**Fruit Pie Filling**

Raspberry flavor, strawberry  
flavor, peach flavor, plum flavor,  
gooseberry flavor, No. 2 gold  
tins, \$2.30 doz.

**Whole Tomato Catsup**

½ pints, bottles	.....	0 95
Pint, bottles	.....	1 30

**Worcestershire Sauce**

½ pints, doz.	.....	0 95
Pints, doz.	.....	1 30

**YEAST**

**White Swan Yeast Cakes,**  
per case, 3 doz. 5c pkts. ... 1 20

**IMPERIAL TOBACCO CO. OF  
CANADA, LIMITED,  
EMPIRE BRANCH.**

**Black Watch, 8s, butts 9**  
lbs. .... \$ 0 60

**Boha, 6s and 12s, 12 and 6**  
lbs. .... 0 40

**Currency Bars, 12s, ½ butts,**  
12 lbs., boxes 6 lbs. .... 0 46

**Currency, 6s, ½ butts, 9 lbs.**  
Stag Bars, 6½s, butts, 11  
lbs., boxes, 5½s, lbs. .... 0 46

**Walnut Bars, 8½s, boxes 7**  
lbs. .... 0 64

**Pay Roll, thick bars, 8½s,**  
6 lb boxes ..... 0 68

**Pay Roll, thin bars, 8½s, 6**  
lb. boxes ..... 0 68

**Pay Roll, plug, 8½s, 12 and**  
7 lb. caddles ..... 0 68

**Shamrock, plug, 7½s, ½**  
butts, 12 lb. boxes, 6 lbs. .... 0 57

**Empire, 7s and 14s, caddles**  
15 lbs., ¼ caddles, 6 lbs. .... 0 52

**Great West, pouches, 9s** ... 0 72

**Forest and Stream, tins, 11s,**  
2 lb. cartons ..... 0 80

**Forest and Stream, ¼s, ½s**  
and 1-lb. tins ..... 0 60

**Forest and Stream, 1-lb.**  
glass humidors ..... 1 00

## Easter Window Display Contest

**O**F course you have decided to have the usual attractive Easter Window Display this year. You will not let an opportunity slip by for extra business and splendid advertising, such as a fine window of Easter lines would produce.

When you have your display in shape get a photograph of it and enter it in Canadian Grocer's Easter Window Display Contest. This contest is open to all grocers and clerks in Canada, and it is to be hoped as many as possible will come in it.

All that is necessary when you have your display in shape is to call in a good photographer; have him take a picture of it, and mail it to the Contest Editor, Canadian Grocer, at the Toronto Office.

### RESULTS OF SUCH A CONTEST.

A competition of this kind not only helps you sell more goods and gain additional prestige for the store, but it assists every dealer and clerk in the country to produce better windows, to take a greater interest in displays and in general to raise the standard of the grocery business.

Easter comes at the end of Lent. Good Friday is April 21. This is a time when the appetites of many have been sharpened up for the many appetizing foods which they have denied themselves during the Lenten season. It is a time when big sales can be made of goods such as tasty bacon, various lines of cooked meats, cheese, eggs, honey, confectionery, fancy biscuits, etc.

It will thus be seen that the possibilities for a good business around the Easter holidays are large. The public is always, however, in need of suggestions. These must be supplied by the dealer and his selling staff. A good display will go a long way to arouse the interest and attention of customers and of the passerby.

Don't overlook your Easter Window Display and be sure it is entered in Canadian Grocer's contest.

The contest will be divided into two sections, one for grocers and clerks in towns under 10,000 population, and the other for grocers and clerks in cities above that population. The prizes in each class will be: first, \$5; second, \$3; third, \$2, making a total of \$20 for the six best windows supplied.

The contest will be judged from the standpoint of Selling Power, Attractiveness and Originalty, in order named.

In ordering photograph see that you get one about 10" x 8". This will show the goods to best advantage. A snapshot is too small.

Get the picture just as soon as the Easter window is in shape, and send it along to the Contest Editor. Contest closes May 1. Address 149-153 University Avenue, Toronto.

# Buyers' Guide

## CLASSIFIED ADVERTISING

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

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

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

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

### WANTED

SELL ME ALL YOU HAVE IN STOCK OF Turkish dyes—Color—Moss Green only— price paid 10c a package. Address, A. J. Nolett, grocer, Pierreville, Que.

GROCER WITH TWELVE YEARS' EXPERIENCE in retail business and knowledge of crockery. Open for engagement. Married. Box 134, Canadian Grocer.

A MAN WITH GOOD CHARACTER. Temperate habits, good experience. Can produce good references if necessary. Is desirous of making a change from present position as manager in grocery department. Box 125, Canadian Grocer.

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c/o Canadian Grocer, University Avenue, Toronto.



WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.


WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

WANTED—MEN. ARE YOU CAPABLE OF organizing and controlling a subscription sales force? If you are, you are the man we want to get in touch with. We have a plan that will make you "real money." Part or whole time accepted. Drop us a card for full particulars. The MacLean Publishing Co., 143-153 University Ave., Dept. F, Toronto, Ont.

### FOR SALE

FOR SALE—GENERAL STORE, CASH BUSINESS, in a live country location, stock \$3,000; turnover, \$15,000. Price and terms right; send for prospectus. Wilton Bros., Kneebill Valley, Alberta.

 **TANGLEFOOT**   
**The Non-Poisonous Fly Destroyer**  
 Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

**OAKLEY'S KNIFE POLISH**  
  
 JOHN OAKLEY & SONS, LIMITED,  
 LONDON, ENGLAND.

#### AGENTS:

Géo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

#### JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.  
 154 Toronto St. Toronto 52 Can. Life Bldg. Montreal

When writing advertised kindly mention that you saw it in this paper.

We are now located in our new and more spacious warehouse at  
**60-62 JARVIS ST.**  
**TORONTO SALT WORKS**  
 GEO. J. CLIFF

A want ad. in this paper will bring replies from all parts of Canada.

## Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT.

## EGG FILLERS

Our capacity is three times the total Filler requirements of Canada  
**PROMPT DELIVERIES**  
 by us are therefore certain.  
**THE TRENT MFG. CO., LIMITED**  
 TRENTON, ONTARIO, CANADA

## ASSIGNEES AGENTS LIMITED

154 Simcoe Street TORONTO  
**COLLECTIONS ASSIGNMENTS**  
 Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

### CHIVER'S

**JAMS—JELLIES—MARMALADE**  
 Are guaranteed absolutely pure and of the highest quality.  
 Send us your orders.  
 Agents:  
**Frank L. Benedict & Co., Montreal**

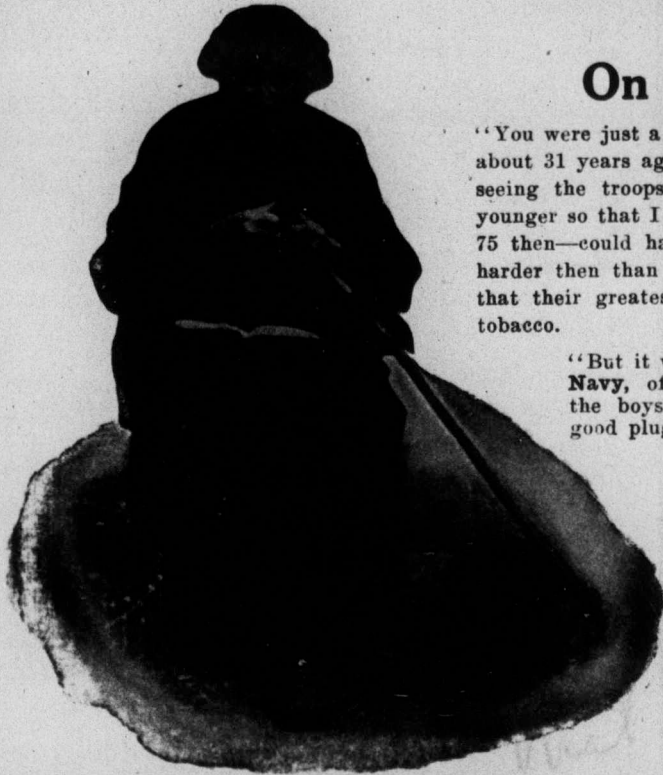
When writing advertiser kindly mention that you saw his ad. in this paper.

No. 42

## Chats with "Old Baba"

(Canada's 105-year-old Pioneer)

### On the Firing Line in '85



"You were just a little shaver then, lad—the year of the Riel Rebellion. It's about 31 years ago now, but to me it seems but yesterday. I well remember seeing the troops going off to the front, and 'tis often I wished myself younger so that I could take a hand. But an old lad of my age—I was about 75 then—could hardly stand the racket of active service, and it was much harder then than to-day. Why, lad, some of the old veterans have told me that their greatest comfort on the march, or in the camp, was a chew of tobacco.

"But it wasn't as nice as **King George Navy**, of course—I often think how the boys of '85 would have liked a good plug of **King George**. Smith, the Grocer, tells me that his sales of this grand chew is all the time growing.

"You take it from me, lad—and I ought to be some judge, you know—**King George Navy** is the best chew on the market."

Do you sell "**King George**"?

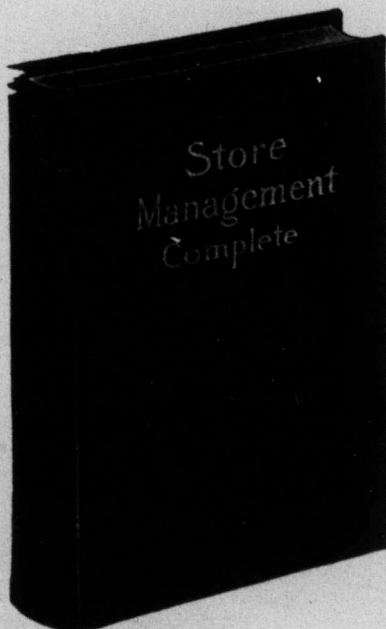


**Rock City Tobacco Co., Ltd.**  
Quebec and Winnipeg

## ARE YOU THE MAN AT THE HELM?

Are you running your ship of business along the shortest and safest course to the harbor of success? Or are you going a round-about way, scratching and scraping along the rocks of loss and failure.

Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.



### STORE MANAGEMENT COMPLETE

is a guide that will show you how to get the maximum trade and profit out of your business. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete"). It tells all about the management of a store. The following is a synopsis of one of the chapters:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivery goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full-page illustrations, and 13 chapters. \$1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

**TECHNICAL BOOK DEPARTMENT**  
**MacLean Publishing Co.**

143-153 University Avenue

TORONTO

# A FEW HOURS TIME

## Netted Him \$13.75

Arthur W. Rundle of Toronto recently read in one of our advertisements that we wanted to get into touch with young men to represent us. He applied in person for a position, was accepted, and has since qualified in every sense of the word—by making good, both for himself and for us.

During his first three days, he worked on an average of five hours a day. The results of his efforts netted him \$13.75 in Cash. We paid Mr. Rundle better than \$1.00 an hour, for every hour he worked. He came to us without previous selling experience; he had no first-hand knowledge of business, but he did have confidence in himself and in our plan. This is one of the **few** instances of how our boys are making good.

The results of Arthur W. Rundle's success can easily be **duplicated** in your town and by you. We want more young men who are possessed of lots of energy and an ambition to get ahead. We want to make an appointment right away in your community — who knows but what you are just the man we are looking for?

Anyhow write us and let us explain our plan to you. Simply say: "Show me how to make profits out of my spare time."

**The MacLean Publishing Co.  
Limited**

143-153 University Ave.

TORONTO

CANADA

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# Perhaps You Are a Careful and Close Buyer

**I**T may be an ingrained caution. It may be that you have been "bitten" once or twice, and so are "shy." It may be that it is a developed habit—a measure and method of self-protection. But no matter why you may be a hard man to sell to, is not this true:

That many things bought by you, and now greatly esteemed, were stoutly resisted by you when the salesman brought them to your attention for the first time?

For example, a cash-carrier system, cash-recording system, typewriter, computing scale, plate glass windows, prism lighting, show-cases, loose-leaf systems—and almost everything else in common use nowadays by merchants, are resisted when they are first presented. But later, when they are bought, and when they have been given time to demonstrate their value, why, you could not induce the merchant to do without them.

All this leads up to this point:

Suppose we urge you to read THE FINANCIAL POST each week—to subscribe for it for a year at a cost of \$3.00 (52 issues), there is just a chance that you would resist the suggestion—not so much because of the \$3.00, but because "you don't see it."

Now the regular reading of THE POST will make you see your own and the Nation's Business in a bigger way, and by adding to your power to see things pertaining to Money and Business in a clearer, larger way, you will be a stronger man for the business in which you are engaged now. If you can grow to a stronger business man at a cost in money of \$3.00 a year, the chances are that you will not hesitate to pay the \$3.00.

Nothing that you can read outside the trade paper serving your field of business is so much worth while as the reading of a first-class business paper. The Business Outlook will help you in your business:

Will tell you when to get ready for poor business conditions, when to watch your collections with unusual care, when to buy sparingly, and when to prepare for big business. It will also help you with your banker. Will probably save you money in exchange on your cheques and drafts, because you understand the movements of money.

At any rate, we ask you to take the first necessary step in the direction of the larger business world which lies about you and close up to you and which is vitally connected with your affairs. We ask you to sign and return the form below, confident that you will be glad afterwards.

## THE FINANCIAL POST OF CANADA

143-153 University Ave.,

Toronto

.....1916.

THE FINANCIAL POST OF CANADA,  
143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. I will remit \$3.00 to pay for my subscription on receipt of bill.

Name .....

Address .....

.....



# If Spare Time Means Dollars to You

If an extra \$5.00 or \$10.00 a week interests you and you have two or three hours a day that you can spare, let us tell you how that much time can be turned into money. The more time you have the better the pay. We'll buy all you have and pay cash for it.

We need bright, active, hustling young men as district representatives. We will within the next month make hundreds of appointments—why not write at once and **secure** your district. If you are looking for an increase in wages, to take care of your many extra summer needs—our plan provides the money for them without interfering in the least with your regular duties.

We need a man in your home town to represent us, and for that **service**, his earnings will be liberal. That, we will tell you all about when you write us.

Do so to-day—next week every minute of your spare time will count for you in cash.

Address

**THE MACLEAN PUBLISHING CO**

Dept. C. G.

**TORONTO**

**CANADA**

## HELP YOURSELF TO A REPUTATION

by buying a copy of

### THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

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