

**PAGES
MISSING**

IN THIS ISSUE:—MOVEMENT TO BETTER CANNED GOODS INDUSTRY

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

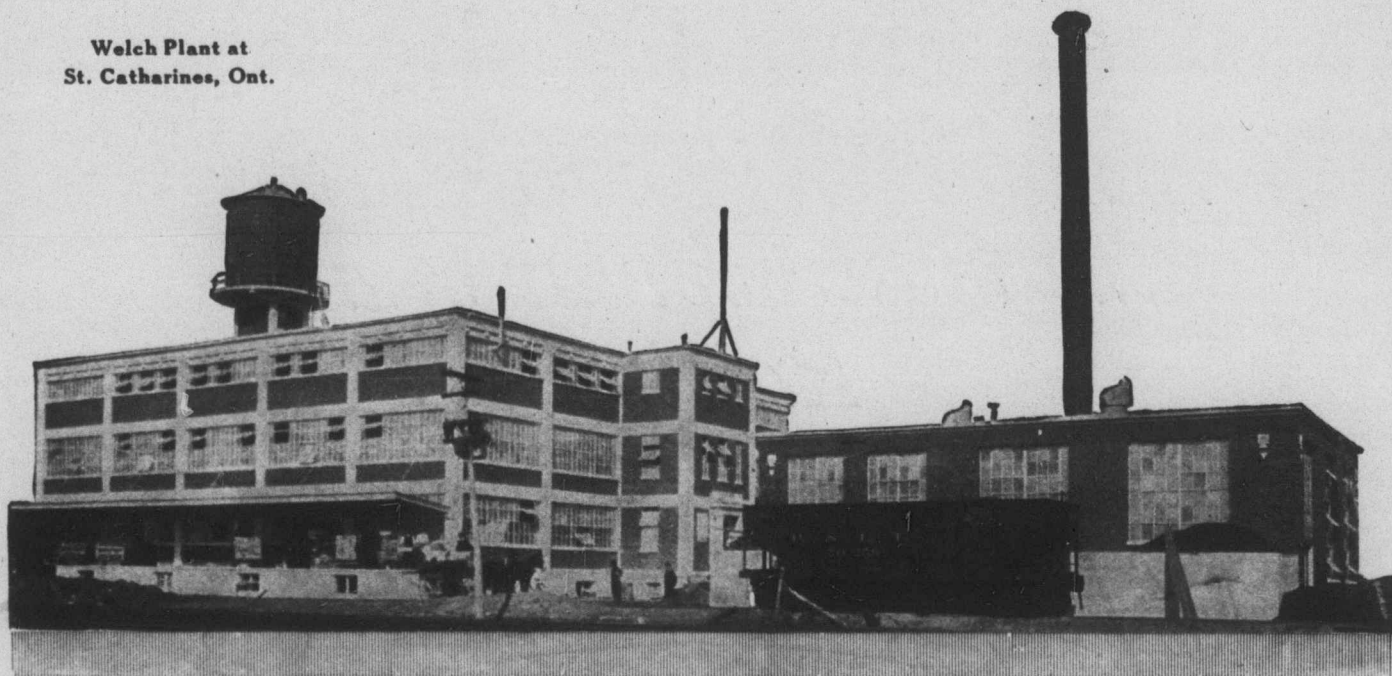
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, APRIL 2, 1915

No. 14

Welch Plant at
St. Catharines, Ont.



Canadian dealers profit by the growing Dominion demand for Welch's

The new Welch Plant at St. Catharines, Ontario, was built to supply the steadily increasing demand for Welch's in the Dominion.

Located in the heart of the famous fruit belt between Lakes Ontario and Erie — this model Welch Plant converts choicest Canadian Concord grapes into

Welch's

"The National Drink"

Absolutely pure, unsweetened, unfermented—Welch's will please the most exacting custom. You can recommend it to your customers with the assurance that it will give entire satisfaction.

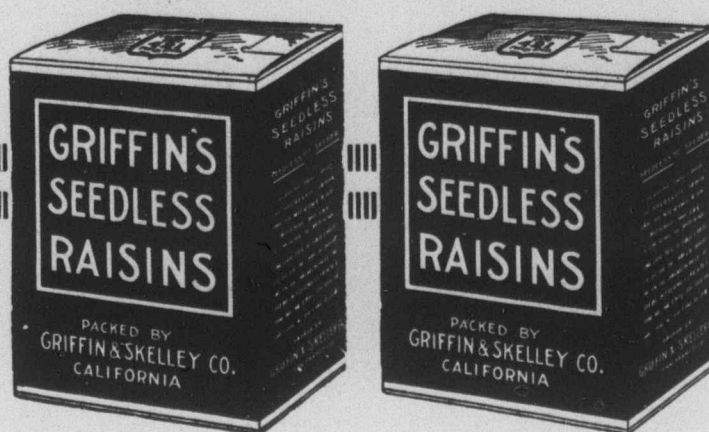
The four convenient sizes of Welch's meet all requirements. At your suggestion some of your customers order Welch's by the case.

Splendid new window and store display material furnished without charge.

Welch's is sold by Leading Jobbers

The Welch Company, Limited, St. Catharines, Ontario

CANADIAN GROCER



Delicious Freshness
has made Griffin & Skelley's
the most popular of all
Raisins

Without the choicest vines and fertile vineyards, without the greatest care in processing, packing, shipping, not even Griffin & Skelley's could secure and maintain the enthusiastic popularity it now enjoys.

Prove to your own satisfaction that housewives in general prefer the choicest and most wholesome raisins by getting Griffin & Skelley's in your store—**prominently.**

Get your wholesaler to supply you to-day.

A. P. TIPPET & CO.
AGENTS -:- MONTREAL





Lantic Sugar has the Merit with a big M

And every newspaper of any prominence is telling the people in big space of the merit of Lantic Sugar.

That is what makes it easy to sell—what makes it the biggest seller with many dealers already.

Get in line—let the big Lantic Advertising Campaign work for you—make you some money.

Sell Lantic Sugars.

Wholesalers have it—or write us.

Atlantic Refineries, Limited, Montreal, St. John



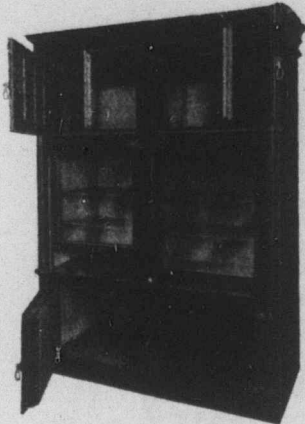
ARCTIC

MEANS PROTECTION Means Profit

You're right on the fringe of warm times—days when a few hours may mean the loss of dollars if your perishable stock is not kept in the dry, cold, circulating air of an

Arctic Refrigerator

The Arctic grocers' refrigerators give you absolute protection, save you dollars and increase your profits. There's a style to suit every requirement. Write to-day for catalogue.



John Hillock & Co., Limited
Makers of High-Grade Refrigerators and Fish Cases
TORONTO

Don't Buy "An Electric Coffee Mill" Buy a **COLES GUARANTEED** **ELECTRIC MILL**



There's a tremendous difference — as great as there is between an unsigned check and a signed one.

When the name COLES is on your mill you're certain it's "right."

Have you a copy of Catalogue 913C?

26 models of electric machines. Makers of Hand Coffee Mills for twenty-five years.

COLES MANUFACTURING CO.

1615 North 23rd St.

PHILA., PA.

Agents: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburn & Co., Calgary, Alta.



IT HOLDS DOWN THE DUST

Standard Floor Dressing holds down the dust on the floor and kills the disease-carrying germs which abound in dust. By preventing the circulation of dust in the air, it keeps your stock clean and bright looking.

STANDARD Floor Dressing

is a sanitary agent and a floor preservative; stops the warping and splintering of floors and improves their appearance.

Stores, offices, warehouses, etc., form a field for the sale of Standard Floor Dressing which has proved profitable for many grocery stores. Its use on your own floors will be its best advertisement. Supplied in gallon and five-gallon lithographed cans; also half-barrels and barrels.

MADE IN CANADA

**THE IMPERIAL OIL COMPANY
LIMITED**

BRANCHES IN ALL CITIES

—the thirst-quenching
summer beverage



As the days lengthen out and the sun begins to warm things up, the thirst-quenchers come to the fore. You should stock up now and be ready for the demand.

E. D. S. GRAPE JUICE

made from Canada's finest Concord grapes, grown around Winona, the acknowledged greatest of all grape-producing sections in Canada. In fact Winona ships 5 earloads of Concord Grapes to 1 from any other section on positive orders from customers who know of their greater richness and higher

flavor. E.D.S. Grape Juice, like all E.D.S. products, is absolutely pure and of a very superior, full-flavor quality—the grapes are picked and pressed the same day, leaving no intermission in which they can become stale or musty.

Order your summer's supply
of E.D.S. Grape Juice now.

E. D. Smith & Son, Limited
WINONA, ONT.

Agents:

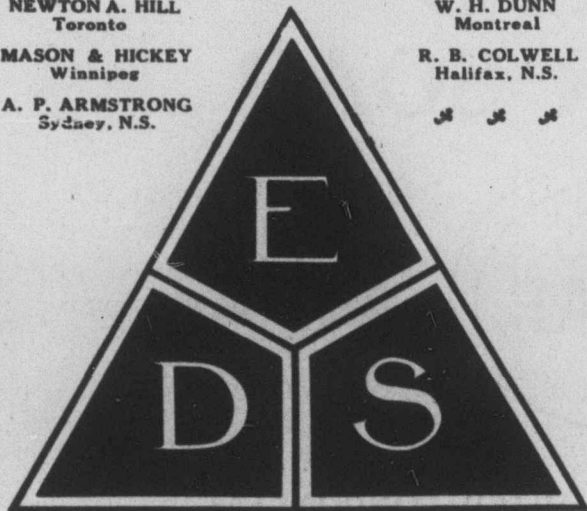
NEWTON A. HILL
Toronto

MASON & HICKEY
Winnipeg

A. P. ARMSTRONG
Sydney, N.S.

W. H. DUNN
Montreal

R. B. COLWELL
Halifax, N.S.



Unquestioned
Purity
—that's
Borden's

made certain by a system superb. A system whereby the milk from the cow to the can is under the strictest surveillance by experts. The most improved methods of sterilizing and clarifying are employed—yet in no way interfering with the natural flavor.

Your efforts are always rewarded with most satisfying returns when you push and recommend milk of such high quality as Borden's. Make up an attractive window *to-day*.

Borden Milk Co., Ltd.

"Leaders of Quality"
MONTREAL

Branch Office:
No. 2 Arcade Bldg.
Vancouver, B.C.



All Canada is Aglow with the Made-in-Canada Fever

How is it Affecting You?

This idea is gathering momentum daily and the grocer who makes the best of it is the one who will win out with a full cash drawer and a growing business.

The five Made-in-Canada lines here shown represent the leaders in their respective fields—Condensed Milk and Coffee. Their value as sales-producers and repeat business-getters is thoroughly established in the trade. Don't be content to stock them, but get them in the limelight by displaying and pushing them as Canada's original products.

We deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c per 100 lbs.

Note these prices:

St. George Brand Coffee, 2 doz. in case	\$4.80
St. George Evaporated Milk, 4 doz. in case	3.60
Banner Condensed Milk, 4 doz. in case	5.25
Princess Condensed Milk, 4 doz. in case	4.50
Premier Skimmed, 4 doz. in case .....	.....

ORDER NOW.

The Malcolm Condensing Co., Limited, St. George, Ont.

Are You Selling this Famous English Nursery Soap?

NO soap has received greater praise and commendation from the British Medical Press than Wright's Coal Tar Soap—for 50 years famous throughout England as the Nursery Soap.

Here is a delightful soap that will appeal to your better class customers. You can build up a **Quality** trade with—

WRIGHT'S COAL TAR SOAP

The original Coal Tar Soap recommended for use by the Medical Profession and used in the best homes in England.



Wright's Coal Tar Soap is an excellent line and should sell at 15c a cake, yielding a good profit. Order a supply **now**.

MANUFACTURED BY

WRIGHT, LAYMAN & UMNEY, LIMITED, LONDON, ENG.

Canadian Agents:—Harold F. Ritchie & Co., Ltd., 10-12-14 McCaul St., Toronto

The Newest Convenience

for making more
wholesome meals,
and better satisfied
customers—

Simcoe Summer Vegetables

They fit in perfectly just
now until the coming sum-
mer crops are ready. Push
them strong in your locality.
Simcoe Summer Vege-
tables are quick sellers and
afford excellent profit.
Write, phone or wire for
your supply TO-DAY.

Dominion Canners, Limited
Hamilton, Ontario



BUSINESS LOGIC!

ADVERTISING is intended to stimulate trade; to establish a connection for the advertiser and make his name well known; to standardize his product and educate the public to an appreciation of its advantages.

¶ If advertising is useful in times of peace, should it not be just as helpful in times of war?

¶ Should not the connection established during a period of commercial prosperity be maintained, even strengthened, until prosperity returns?

¶ Should not the process of familiarizing and educating go on?

¶ If not, why not?

¶ Changes are taking place in the industrial life of Canada. New businesses are coming into existence, some encouraged by the unusual conditions—others undaunted by them. New markets are being opened up. The industrial map of Canada, like the geographical map of Europe, is changing.

¶ The persistent advertiser will keep in touch with his old friends and meet the newcomers. During times of war he will get his share of business and when the war is over his prestige will have been strengthened and his connection enlarged. He will have lost nothing and gained much.



No dealer need longer tolerate leaking shipments

Anchor Caps

make them unnecessary. Ordinary jars and seals are almost all uncertain. But why should you be asked to bear the loss of even a single leaking jar when you can save yourself all inconvenience by insisting on goods sealed with Anchor Caps? Demand Anchor Caps on all your bottled goods. Speak to your wholesaler **to-day**.

The Anchor Cap & Closure Corporation of Canada, Limited

Sudbury St., Foot of Dovercourt Rd.
TORONTO



Now comes the Season of Dainty Salads

You'll find that folk who delight in tasty things to eat have a natural hankering for



Mustard Cream

No other relish possesses just that mild nip, that exquisite flavor, nor retains its goodness as indefinitely.

Naturally Sterling Mustard Cream is not only a quick seller, but a sure repeater.

You'll be glad you stocked Sterling at once.

T. A. LYTLE & CO.

Limited

Sterling Road, TORONTO

'CAMP' COFFEE

Stands on its

It Appeals
to the Public

because of its
exquisite flavour
and the ease and
swiftness with
which it can be
perfectly pre-
pared.

*R. Patterson & Sons
Coffee Specialists
Glasgow*

It should
appeal to you

because it is the
most popular of
all coffee es-
sences; because
it means quick
sales, big sales,
and good profits.

*Ask your
Wholesale
House*



MERITS



GOOD FLOUR

versus

Indifferent kinds

MAKES GOOD BREAD

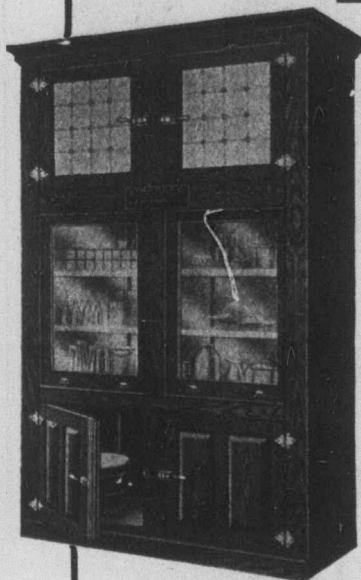
Choose the best, invest in the best, sell no other kind but the best, and you are sure that your flour sales will improve every day to eventually control the trade in your district, because no discriminative buyer will bother with the inferior, no matter how much cheaper he can obtain it, even at his very door.

Anchor Brand Flour is not an experiment, nor the results of a day—nearly 20 years' experience in Manitoba Hard Wheat products were necessary to attain the high standard that to-day is admittedly the supreme "par excellence." Try it.

Leitch Brothers' Flour Mills
LIMITED
Oak Lake, Manitoba

Freeman's Improved Standard

Cold Dr. Air Refrigerator



for

Butchers
Grocers
Creameries
Householders
Restaurants
Hospitals
and all
Institutions

SATISFACTION GUARANTEED
Send for Catalogue, Price List and Discounts

The W. A. Freeman Co., Limited
Hamilton, Ontario

Tobaccos That Always Repeat—

that satisfy with unusual mildness and good flavor; that please with convincing quality—they must be mighty good tobaccos—and mighty safe tobaccos for you to handle. One of the distinguishing features of the Rock City Lines is that they always repeat. Here are three you should stock up *to-day*:

**"Master "King George" "Rose
Mason" Navy" Quesnel"**
SMOKING CHEWING PLUG SMOKING

Rock City Tobacco Co.
LIMITED
QUEBEC and WINNIPEG

Make a good Window Display of

OCEAN BLUE

The brightly printed packages attract the eye, and lead to good sound profitable business.

Order from your Wholesaler

HARGREAVES (CANADA,) LIMITED,
33. Front Street, E. TORONTO.
Western Agents: For Manitoba, Saskatchewan & Alberta:
Nicholson & Bain, Winnipeg, Regina, Saskatoon, Calgary
and Edmonton. For British Columbia & Yukon: Donkin,
Creeden & Avery, 117. Arcade Buildings, Vancouver, B.C.

"SOVEREIGN" SALMON



**FINEST
BRITISH
COLUMBIA
SOCKEYE**

**QUALITY
IS OUR FIRST
CONSIDERATION**

PACKED BY
**THE ANGLO BRITISH COLUMBIA PACKING CO.
LIMITED
VANCOUVER, B.C.**



COW BRAND BAKING SODA has been for years a "staple" with almost every grocer who carries high-class goods. Careful cooks insist on this famous, well-proven soda—Cow Brand. It puts the baking at its very best, gives full satisfaction to customer and dealer.

The demand is steadily growing. Are you supplying the demand?

Church & Dwight
LIMITED
Manufacturers
MONTREAL



Business as Usual

Thanks to the loyalty of our customers and the popularity of Keystone Brand Brushes and Brooms, we have been able to keep our factory running full time with a full staff during the year 1914. The prospects are that we will have to increase our staff in the near future and thereby employ more Canadian labor.

Will you help us to do it?

Stevens-Hepner Co., Ltd.
Port Elgin, Ontario

Keeping In Your Public's Eye and Mind

is half the battle; the other half is in carrying a message that it will listen to and heed.

The message starts 'way back in the shop—in a deserving product and good business methods—and this is the first, most important equipment of the fight for business.

The other half, without which any decisive victory is well-nigh impossible, is made comparatively simple by the fact that your particular public has been so sorted out and classified that you know exactly where to find it.

Your public, the few thousands who are of direct business value to you, are selected automatically from the millions who have no possible interest in your product, and, so far as your purposes are concerned, are brought together at regular intervals for deliberate and serious consideration of their business problems.

They are told, by those whose opinions they respect, how to do things better, quicker or cheaper. They are told how others in their line have profited by the adoption of new methods. They are given information of vital value—information for which they gladly pay; and then the opportunity is open to you—while the whole matter is fresh in their minds—to tell them just how your product fits into the plans presented.

There are few paid subscribers to any trade or technical publication who are not actual or potential buyers—few whose purchasing power or influence can be safely ignored, and few even of the few who “don't read advertisements” who are not influenced by them.

The subordinate of to-day is the department head of to-morrow, and the work of educating him is done while the work of convincing to-day's buyer is going on, for both are readers of a trade or technical paper.

CLARK'S

Tomato Ketchup

is **MADE IN CANADA**
FROM CANADIAN PRODUCTS
BY A CANADIAN FIRM.

But, Mr. Grocer, we are not content to ask you to buy and sell our products solely for those reasons.

CLARK'S Tomato Ketchup

has no superior in quality, either **MADE IN CANADA** or **MADE OUT OF CANADA**, and we do not ask exorbitant prices on account of "quality" or "patriotic sentiment."

OUR GOODS ARE HIGH CLASS.
OUR PRICES ARE REASONABLE.
OUR REPUTATION IS YOUR GUARANTEE.

That is why we say to you

BUY CLARK'S

W. CLARK  LIMITED

Montreal



Tartan
BRAND
THE SIGN OF PURITY

FISH

Our Special Sea Trout, also complete assortment of Dry and Pickled Fish. See our travelers for prices, or mail, telegraph or 'phone at our expense.

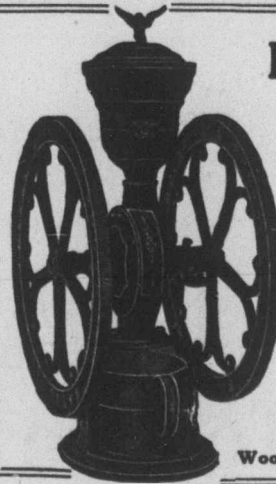
3597, 3596, 3595, 3598, 4656, 748; Night 'Phone, 1807.

BALFOUR, SMYE & CO., Wholesale Grocers **HAMILTON**

7-20-4

is the Best Satisfying and Best Selling Made-in-Canada Cigar. It possesses all the qualities of leadership that will make it the greatest seller in your locality. Display 7-20-4 prominently to-day.

Sherbrooke Cigar Co., Limited
SHERBROOKE, P.Q.



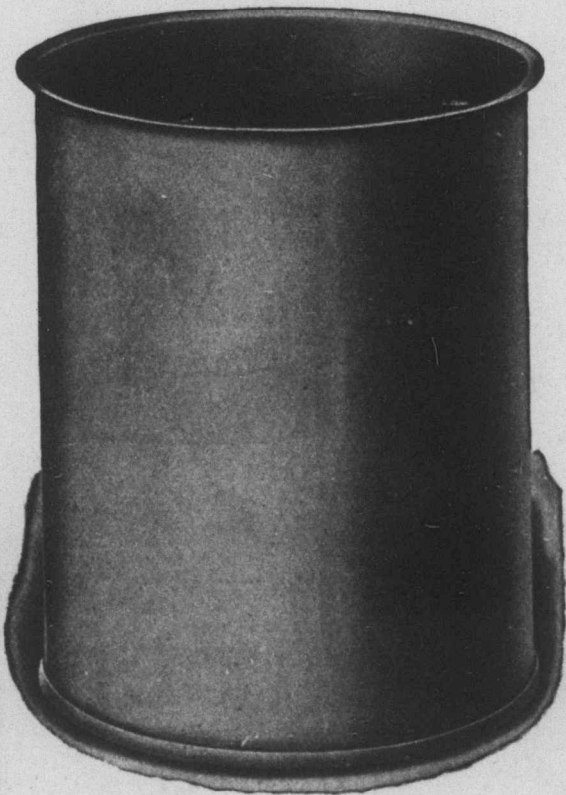
Enjoy Clear Profit

on your Coffee by using an ELGIN NATIONAL Mill—first cost is the only cost and that is but a trifle. There are no current or repair bills to eat up your profit.

ELGIN NATIONALS are popular because of the simplicity and strength of their construction, beauty of finish, fast grinding and easy running qualities.

The LOW PRICE will surprise you—ask your jobber.

Woodruff & Edwards Co., Elgin, Ill., U.S.A.



Sanitary Cans

"The Can of Quality"

Baked Beans,
Soups,
Meats and Milk.

Sanitary Can Company
LIMITED

NIAGARA FALLS, ONTARIO

CANADIAN GROCER

St. Lawrence

Golden Yellows

The finest yellow sugars on the market.

SYMINGTON'S
(Regd. Trade Mark.)
COFFEE ESSENCE



PEEDS ALES Brings delight to the busy housewife. So quickly and easily prepared, so delicious—One bottle makes 40 cups. A splendid seller and profit-maker. Your wholesaler can supply you.

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

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use — stating qualities — We will give you **BEST QUALITY — BEST DELIVERY — BEST PRICES**

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road

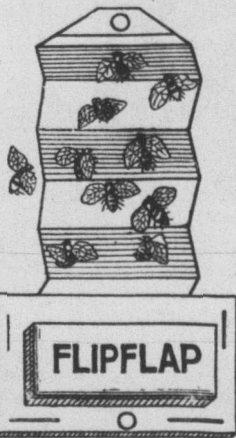
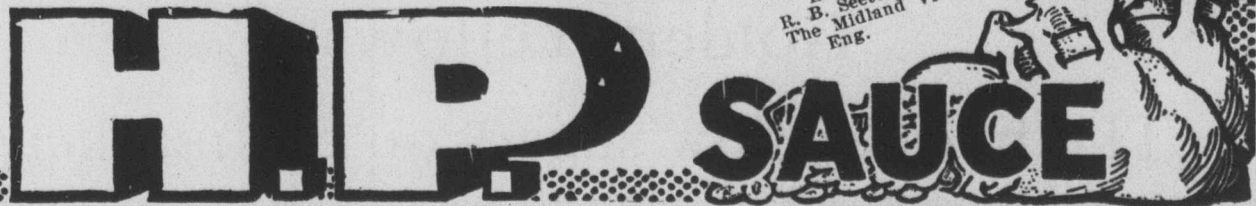
LONDON N., ENGLAND

ADVANCE—OR RETIRE?

There's no standing still in business. It's lines like H.P. Sauce that make for progress. Good Value, Good Profit and Good Advertising—
Some of you are doing great things through H.P. Sauce.

Now how about you?

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



Kill off the Fly!

Use and sell a British
FLIPFLAP
DESTROYER

It is a leader for an effective, neat, and clean catcher. Never leaks, and every fly is caught for good.

Send a Trial Order To-day.

Hodgson, Sumner & Co., Limited
Montreal

Agents for Ontario, Quebec, New Brunswick,
Nova Scotia, Prince Edward Island

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

BLACK JACK

**QUICK
CLEAN
HANDY**

¼-lb. tin—
3 doz. in case



TRY IT

**SOLD BY
ALL
JOBBER**

Say You Saw It

in

Canadian Grocer

We are distributors for WHITE'S JELLY CRYSTALS AND CUSTARD POWDERS

6 oz. CUSTARD POWDER . \$ 85c dz.
10 oz. " " . 1.25 dz.
16 oz. " " . 1.90 dz.

**JELLY CRYSTALS—
ALL FLAVOURS 80c dz.
(Less 5% in Gross Lots)**

The quality of these lines is of a high standard and cannot be duplicated elsewhere at the price.

**WRITE, WIRE OR 'PHONE AT OUR
EXPENSE. ADE. 867, 1057, 941.**

Warren Bros. & Co., Limited
QUEEN and PORTLAND STS., TORONTO

TO KEEP FAITH

Mr. Merchant:—

In no department of your business is it more necessary "TO KEEP FAITH" with your customer than that of TEA and COFFEE. Your trade depends on your sagacity and good judgment to give them the best value their money can procure. Your future success depends on what value you are giving your trade now. In order for you to be in a position to "Keep Faith" it is imperative that you handle those lines that will stand behind you. Minto Bros. have always enjoyed the reputation of supplying the best products at prices that make you money, but more than this—hold your trade.

MINTO BROS., Limited, TORONTO

PACKERS OF

MELAGAMA

Tea and Coffee

The wonderful selling value of a well-established reputation for quality, is well illustrated by

Redpath
SUGAR

When you deliver or hand over the counter a sugar bag or carton bearing the old familiar name, "REDPATH," the customer is satisfied, before she opens it, that you have given her the very best on the market. As she uses it, the satisfaction deepens.

No persuasions, explanations or apologies are needed in selling REDPATH Sugar—it really sells itself, saving you time, trouble and dissatisfaction among customers.

CANADA SUGAR REFINING CO.
Limited MONTREAL



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 of agents wanting agencies.

ONTARIO.

W. G. A. LAMBE & CO.
TORONTO

Established 1885

SUGARS FRUITS

"We are large buyers of Sun-dried Apples. Ship all your good stock to us charging us whatever other dealers are offering, and we will send you our cheque promptly."

**W. H. Millman
& Sons**

Grocery Brokers, - TORONTO

The Harry Horne Co.

GROCERY BROKERS

**Manufacturers' Agents
and Importers**

309-11 King W., Toronto, Can.

We can place your goods on the market successfully.

(Correspond with us.)

W. G. PATRICK & CO.

Limited

**Manufacturers' Agents
and Importers**

51-53 Wellington St. W., Toronto

HENRI DE LEEUW

28 Front Street E. TORONTO

Importer—Foodstuffs—Exporter

I am a buyer for Beans, Peas, Seeds, Dried and Evaporated Apples, and pay cash. Send me samples and wire what you have to offer.

WESTERN PROVINCES.

GEORGE E. MEASAM

COMMISSION MERCHANT

Agencies for confectionery lines solicited. My representatives canvass the retail trade every six weeks in the Country and every two weeks in the City. P. O. BOX 1721, Edmonton, - - - Alberta.

H. P. PENNOCK & CO.,

Limited

Wholesale Grocery Brokers
and Manufacturers' Agents.
WINNIPEG.

We solicit accounts of large and progressive manufacturers wanting live representatives.

W. H. Escott Co.,

LIMITED

Wholesale

Grocery Brokers and
Manufacturers' Agents

Commission Merchants

WINNIPEG

REGINA

CALGARY

EDMONTON

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents.

120 Lombard Street

WINNIPEG

MAN.

Domestic and Foreign Agencies
Solicited.

FRANK H. WILEY

Manufacturers' Agent

Groceries and Heavy Chemicals

Enquiries solicited for shipment from
Spot stock Winnipeg or for Import.

757-759 Henry Avenue, Winnipeg

RUTTAN, ALDERSON & LOUND

LIMITED

COMMISSION BROKERS

Representing Canadian and British Houses

Agencies Solicited.

WINNIPEG,

MAN.

BRITISH COLUMBIA.

The Campbell Brokerage Co.

Manufacturers' Agents and Commission Brokers.

We have our own warehouse and track-age. Shipments stored and distributed. Can give special attention to a few good agencies.

857 Beatty Street - Vancouver, B.C.

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.

When writing advertisers kindly
mention having seen the ad.
in this paper.

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE, \$2.00.

ALL ORDERS PAYABLE
IN ADVANCE

MacLean Publishing Co.
143-153 University Ave., Toronto

YOU CAN TALK ACROSS THE CONTINENT FOR TWO CENTS PER WORD WITH WANT AD. IN THIS PAPER

An ad. in this journal brings your goods to the attention of the buyer.

“Indian” Prosperity for the Grocer

India has been very much in the limelight since the war began. Her support of the Empire has been both noble and heroic.



Naturally, Canadians feel proud of India, and very friendly disposed towards Indian tea. Those who never before tried Red Rose Tea will do so this year because it consists so largely of Indian tea. Those who have used it regularly will derive even greater enjoyment from its distinctive Indian characteristics of richness, vigor and strength.

Canadian grocers who are quick to take advantage of this present “Indian” opportunity will find it an easy matter to increase their tea trade. The “Indian” qualities of Red Rose Tea make it “the brand of the hour.” A straight Ceylon tea entirely lacks these timely “Indian” selling advantages.

Red Rose Tea

“is good tea”

T. H. ESTABROOKS CO., LIMITED

St. John, Toronto, Winnipeg, Calgary



EUREKA

You can't afford to be without a Eureka Refrigerator in your store.
 You can't afford to take any chance with something said to be just as good.
 You can't afford to buy a Refrigerator that has not stood the test.
 Ask the oldest and most reliable Butchers about the Eureka.

Eureka Refrigerator Company

31 Brock Ave.

Limited

TORONTO



LARD

Keep your eye on the Lard Market! You know what Butter is selling at now, and there is no doubt but that it will be higher. All provisions will be higher before the snow goes. Then why not Lard?

You cannot go astray in buying for your wants, and you can make no mistake in buying "Star" Brand when you do buy.

Put up in tierces, tubs, pails, 20 lb., 10 lb., 5 lb. and 3 lb. tins, also in one pound cartons.

Made under Government inspection.

F. W. Fearman Co., Limited
 HAMILTON

There are two main reasons why it is profitable for you to handle

CHASE & SANBORN'S Coffees

1. The quality of the goods.
2. The fact that we are constantly making that quality better known to the trade you wish to reach.

Chase & Sanborn, - Montreal
 HIGH-GRADE COFFEES

1896

1915

WEDNESDAY, MARCH 3, 1915.

L. TUESDAY, APRIL 21, 1896.

"Unassailable Evidence"
as to its irreproachable quality and value

"SALADA"

CEYLON TEA
IN A "TEA POT" TEST.

LEAD PACKETS ONLY. BLACK AND MIXED. ALL GROCERS.

*In the year 1896 when the above advertisement appeared
the sales of "Salada" totalled 273,710 lbs.*

Perfect Tea must be used
for a perfectly
satisfactory
infusion.

"SALADA"

Tea is the acme of perfection, being all pure,
delicious tea. Black, Mixed or Green.

*This is one of the latest series. The sales of "Salada"
for 1914 (last year) were 8,192,063 lbs.*

HERE IS REMARKABLE PROOF

of our consistency and its value. (See sales figures beneath cuts.) These two "Salada" advertisements were published in daily newspapers, nearly NINETEEN YEARS apart, yet their essential appearance is the same and the appeal to "quality" is identical. In fact we have adhered to the same style of copy throughout our entire history.

Just as our advertising policy has been one of consistency from the beginning, so has our determination to establish and maintain a standard of irreproachable QUALITY been our unswerving aim during the past 23 years (1892-1915).

That the public has been appreciative, there is no question—our splendid record of increased sales, year after year, is positive proof.

"SALADA"

TORONTO
32 Yonge Street

MONTREAL
St. Paul and St. Sulpice St.

NEW YORK
100 Hudson St.

BOSTON
35 S. Market St.

CHICAGO
363 River St.

BUFFALO
78 W. Genesee St.

DETROIT
Shelby Block

LONDON, ENG.
41 Eastcheap

and at PITTSBURG and PHILADELPHIA



The Life of a Child is to Eat

From the time he first rests in the cradle up until boyhood a child's every existence is to Eat. The nutritious, healthfulness of Robinson's "Patent" Barley and "Patent" Groats have won for both unprecedented favor. Robinson's foods constitute the main portion of a child's diet and you'll be surprised how many tins he can tuck away in a week or so. Get both Robinson's "Patent" Barley and "Patent" Groats on display and meet this big demand NOW.

Agents for the Dominion of Canada

MAGOR, SON & CO., LIMITED
403 ST. PAUL ST., MONTREAL 30 CHURCH ST., TORONTO

You Make No Money on Eggs

When you deliver in paper or pasteboard packages

The Breakage Eats the Profit

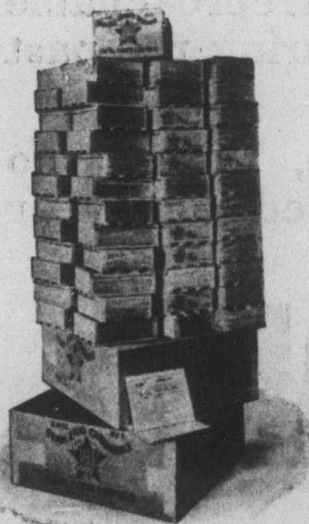
Egg Breakage loses customers and produces dissatisfaction

STAR SYSTEM

FOR

SAFE EGG HANDLING

Eliminates All Breakage and Loss



Send for "The Story of the Fahy Store." A slice cut from every-day experience. Free to you.

One Star System for Each Vehicle

Four Dozen Star Egg Carriers
5000 Star Egg Trays—Printed
1 Package Star Egg Carrier Divisions

Star Egg Carrier & Tray Mfg. Co. 1500 Jay Street
Rochester, N.Y.

CANADIAN GROCER

VOL. XXIX

TORONTO, APRIL 2, 1915

No. 14

Better Basis for Canned Food Industry

Movement on Foot to Form Holding Company to Take Over Sales of All Canned Goods—The Agreement to Extend Over the Coming Three Years—Was There an Attempt to Corner the Canned Tomato Market?—Why Tomatoes Sold so Cheaply.

MONTREAL, Que., March 31.—(Special.)—The project for the formation of a holding company to cement the interests of the various independent canning concerns is now understood to be in the final stages of consummation. Plans have been under consideration for some time, and such has been the situation created by the war conditions in the canned goods market that these plans have been forced to a head in order to protect the interests of the whole industry. Heavy packs for the last two or three years have resulted in big stocks in the hands of the packers on some lines in particular. The temporary financial depression has brought many of the smaller concerns face to face with their bankers and the necessity of liquidating to meet obligations. The result has been that prices have been sacrificed to below the cost of packing in some instances. The condition is considered as a purely temporary one on account of the generally advancing values for staple foods, and it is believed that if sacrificing can be prevented until there is an opportunity for export business under more normal conditions, prices will revert to the old level, and losses, which threaten to be somewhat disastrous to the whole industry can be prevented.

The formation of this holding company, while primarily in the interests of the independents, which will be linked together by maintaining the market, will bring benefits of like importance to the Dominion Canners; in fact, it is believed the big company is quite actively interested. The name of Senator E. D. Smith is prominently connected with the project as trustee, he being one of the most prominent independents, but report has it that four members of the board of nine will represent Dominion interests—and that a fifth might possibly be considered as on the fence. The extent of the stock to be held by each company will be based on production

during past three years. There are about forty-five of the independent concerns, and it is stated on good authority that forty-one had signed a week or so ago, and that the others have either signed since or have agreed upon the general proposals.

Arrangement for Three Years.

The agreement upon which the holding company is based is a three-year arrangement, and not only does it cover the output of the year 1915, 1916 and 1917, but also all of the present stocks on hand. The company will take all the tomatoes, peas, green and wax beans and corn (not on the cob) comprising the present stocks and for the period referred to. Upon this a price has been set which will cover the cost of packing and provide a margin considered as reasonable under the circumstances. Should the market improve to the extent that this figure can be passed, then there will be a division of profits according to the amount of stock held in the holding company—the amount of this stock will be in proportion to the output of the concern.

Attention will be given to this year's pack. In the past there has usually been an overproduction in one or more lines of canned foods, whereas in others the trade generally would have benefited had there been bigger packs. It is, of course, suicidal to have the production of any particular line so great that it has to be sold at less than cost of production—this is exactly what has happened with tomatoes this year.

Was It Attempt to Corner Tomatoes?

Something in the nature of an attempt to corner the tomato market, which incidentally failed, has no doubt been a factor in bringing the interests together. When it is stated that recently in Montreal wholesalers were buying tomatoes at 60c a dozen, compared with the usual price of 97½, less 10 per cent., the weak-

ness of the situation which resulted will be appreciated, especially as the price named is considered as being under the actual cost of packing.

A. Durocher, of Montreal, who has had a somewhat lengthy experience as a canned goods broker, was the active spirit in a buying campaign, which resulted in options being taken on practically everything in sight in the way of canned tomatoes. Mr. Durocher in this campaign acted as a representative of the firm of John Barry & Sons, although to what extent this connection obligated the firm referred to seems to be a matter of opinion.

Mr. Barry explains that Durocher bought certain goods on his instructions—viz., canned tomatoes to the extent of \$150,000 to \$200,000—and that he has lived up to his undertakings with regard to these goods. However, Mr. Durocher, according to Mr. Barry, did not stop here, but went out to buy everything in sight, using the name of Barry & Sons (per Durocher). Then when the drafts began to come through, Mr. Barry investigated and found that, in his opinion, Durocher had evidently gone far beyond the arrangement with himself.

From what can be learned it would appear that there was an attempt to corner the whole supply, but just who was responsible is not made clear, there being reports that certain other interests were at the back of the scheme, and that they failed to "come through" when it came to a question of taking up the options secured by Durocher.

When the options were not taken up, prices began to tumble and the low level was reached which has been referred to. The direct reason is believed to be that the holders were pressed for money and had to sell to meet obligations, and that, in taking a price under the option, they had legal advice that they could claim the difference in prices as damages

(Continued on page 24.)

A New Brand of Co-operative Store

New York Reader Tells About it and Forwards Prospectus—Operated on a Coupon Basis—A Discount of Ten Per Cent. is Represented to Every Buyer of Coupons—Will it Come to Canada?

A NEW YORK retailer, who is a reader of Canadian Grocer, writes as follows:

Editor Canadian Grocer.—I enclose you a copy of a circular of a new company. This circular has the ear-marks of the Householders' Co-operative Stores. They have rented a store at 96th street and Amsterdam avenue at \$2,500 a year. The landlord took \$1,250 in stock for rent. It was formerly rented to the Standard Pure Food Stores for \$1,800 a year. It is said to be started by two French capitalists who found business so bad in France that they came over here to make some money—a mighty good place to drop it.

Your attention will no doubt be interested in the circulars and the methods employed to get trade by means of the neighborhood stores, which are interesting.

New York, N.Y.

A. ELLIOTT.

Accompanying this letter was the circular of the new concern which contained some exceedingly interesting statements and deductions. A good deal of this is worth while reproducing. It says in part, for instance:

"Dear Madam: We wish to acquaint you with a fact of vast importance to yourself. How would you like to have your money bring in 10 per cent. instead of 3 per cent. to 4 per cent. as you get in a bank? I will guarantee you 10 per cent. Just think of it, 10 per cent. How? you ask. It is this way. We have opened 200 grocery stores handling only certain kinds of merchandise, just as good if not better than our competitors. When you invest your money in our coupon books, you can go into any one of the stores mentioned, and procure \$1 worth of eatables, etc., for 90c, which is 10 per cent. profit for you.

"Please bear in mind, that you will not receive only 90c worth of merchandise, but \$1 worth for only 90c. The man does not know that you have our coupon book, when you make a purchase. If you have not one of our coupon books, the same merchandise will cost you \$1 and you do not thereby save the 10 per cent., which is your profit when you purchase our coupon book. You will realize the enormous profit you will get from that 10 per cent. from each purchase, if you should take a pad and pencil and figure up all your purchases within a year. Then deduct 10 per cent. What does it

amount to. Hundreds and hundreds and perhaps thousands of dollars. By giving you that big 10 per cent. for merchandise for which you paid in one year, you can now buy the same merchandise, for the same money, but if you possess our coupon book you get 10 per cent. off. Our coupon books are money. They represent a dollar and all you pay is 90 cents. Send in your money now for our coupon books which sell from \$2.50 up—but you pay only \$2.25 for \$2.50 worth of merchandise. In other words, from all amounts you deduct 10 per cent. and pay us the difference, and then you are able to buy the full amount. Two dollars and fifty cents worth for \$2.25, which you pay for \$2.50 coupon books. You pay \$4.50 for our \$5 coupon books, etc. Deduct 10 per cent. from the value of any coupon book which you desire to purchase; don't delay, but do it now.

Yours very truly,

Profit Sharing Grocery Corp.

60 Broadway, New York.

Isn't that mass of coupon books and figures sufficient to turn one's head?

There then follows a list of the Board of Directors of this concern, which has been organized under the laws of the State of Delaware with a capital stock of \$2,000,000 consisting of \$1 shares.

The chief object represented by this concern is the same as them all—"to effectually reduce the cost of living." In a supplementary statement, it is stated that the company guarantees to give all its shareholders a special discount of 10 per cent. on all goods purchased under the above described method. It adds—"A family expending to-day \$600 for groceries annually, can make a saving of \$60, which will in a measure not only reduce the cost of living, but will go a long way in helping to pay the rent of the apartment. Our profit-sharing co-operative plan has been thoroughly investigated and tested abroad and is recognized as the best and safest plan ever adopted for the benefit of stockholders. Stockholders co-operate in the purchase of goods from our stores and in this way, in a measure, earn their own dividends and in addition to all this, employees will be shareholders to the extent of 30 per cent. of their earnings, so that a double co-operative system is in effect, and a double earning value accrues to the stockholder."

According to the prospectus there is

in addition to the above a credit system to be established, so that stockholders can borrow 75 per cent. of the value of their stock by paying the small interest of 6 per cent. annually. Coupons for this will be issued, good for merchandise at any of their stores, so that should any family owning stock suffer unemployment at any time, their stock immediately becomes available for household uses.

It would be interesting to know just when we are to see the finish of this brand of concern which periodically arises to cope with the high cost of living bogie that is alleged to be after so many. This Profit-sharing Grocers' Corporation certainly bears some of the earmarks of the recent Household Co-operative Stores that passed so quickly out of existence.

SERVICE DEPARTMENT

Editor Canadian Grocer.—Kindly publish the addresses of firms selling or manufacturing Dredge Canisters or Spice Boxes.

A. G., Calgary, Alta.

March 25th, 1915.

Editorial Note.—The Thos. Davidson Mfg. Co., Winnipeg, Man.; the National Metal Ware Co., Hamilton, Ont., or Soren Bros., Toronto, would no doubt be able to supply your requirements.

Editor Canadian Grocer:

Dear Sir,—We are subscribers to the Canadian Grocer and are accepting your invitation to make use of your Service Department for the following information. We want to get next to the people who handle Lightning Rod Material, Copper Cable, Aluminum Cable and Points.

M. & F., Bishops Crossing, Que.

Editorial Note.—This query is somewhat far away from grocery lines, but our Service Department proved themselves equal to the occasion. The Barton Netting Co., Windsor, Ont., will be able to supply the Lightning Rod material, and the Copper Cable and the Aluminum Cable and Points by Canada Wire & Cable Co., Toronto; the Standard Underground Cable Co. of Canada, Hamilton, Ont., or the Steel Co. of Canada, Montreal.

SPRING WINDOW SUGGESTIONS



Suggestion for a window trim of jams, jellies, etc. The arrangement although simple is neat and attractive.



A well arranged window trim of canned goods, olives, meats in glass, honey in the comb, etc., suitable for the spring season.

War Tax on Patent Medicines

Who is Going to Pay it?—Apparently it Rests Between the Dealer and the Manufacturer—
Opinion is Consumer Will Not—Stamped Only When Sale is Made—Comes Into
Force April 15—Affects General Merchants.

Poor innocent pain killer! It is called upon to pay a part of this bloody war. And the grocers, general merchants and druggists, being its vendors, will the tax come out of their pockets? When the hon. minister of finance brought this question up in the House of Commons last week, there was a certain member who said, "It will strike the poor." Hon. Mr. White replied, "I'm not so sure that it will strike the poor." It has struck the poor grocer.

It is surprising the importance assumed by patent remedies in the country store. In the city, the druggist is after the confectionery trade of the grocer, but in the country, the general merchant by little effort, has captured considerable of the trade in patent medicines, especially where there is no druggist in the town. Even in towns where there is a druggist, the business done in this line by the general merchant is considerable. In the larger towns, the cut-rate drug store makes it difficult for the grocer to do much, but not so in the country. In small villages, the annual turnover often exceeds \$1,000 a year.

It is a line that needs to be handled with more care probably than groceries, for like the dog, almost every patent medicine has its day. A new line comes on to the market, and the demand for a while is heavy. Then, when the expenditure on advertising is withdrawn, the demand drops almost to nil.

There is the case of a well-known tonic, which used to be in everybody's mouth. It was so full of alcohol, in the small towns where there was no saloon, the boys used to buy it for a beverage. Then the doctors went after it hot, and it went. General merchants who have it on their shelves to-day, can't give it away.

Many Standardized Lines.

Of course, there are many lines which are practically staple. They are advertised, and have a good reputation. For instance there are emulsions of several makes, hypophosphates, pain-killers, ready reliefs, electric oils, pills for various purposes, and a host of others, the demand for which is constant. Wise merchants confine themselves as far as possible to these lines, carrying stocks of two or three hundred dollars to a thousand. It is a line that turns quickly, often every three months, and it pays big profits.

It is a peculiar business also in that some lines enjoy a big sale in one town, but are slow in another. Travelers who are anxious to get their goods on a merchant's shelves often buy stock that is not moving well, and dispose of it in other towns where the sale is good.

Besides remedies for man, general stores usually carry stocks of animal medicines, their business in these being almost as big, although it turns only about once a year. These lines sell between February and May, when the horses require toning up, and the hens are rushed full speed. Profits in this department run around 33 1-3 per cent., while for human remedies it sometimes goes much higher.

How to Use Stamps.

General merchants have known for some time that the Government intended imposing a war tax on patent medicines, but from the lengthy reports of debates in the House of Commons they have been unable to learn when this law would come into force, and how it would operate. For instance, they were nervous that, as in the case of wines, they would be compelled to place a stamp on every bottle in stock, and many of them had determined in their own minds that if such were the case, there was going to be an immense bonfire of medicine all over Canada, for there are remedies that have been lying on shelves in some cases for twenty years, and not worth the price of the stamp called for. But their case was not nearly so bad as that of the druggists, who, in some instances carried stocks valued as high as \$10,000. This was not all. They were faced with the possibility of stamping goods likely to remain in the store for years after the war is over.

Manufacturers saw this difficulty too, and sent representatives to Ottawa, who advised the Government of the hardships this would work on the country merchants. The Government saw the point, and agreed to change the wording of the Bill so as to allow merchants to place stamps on patent medicines when sales were made.

Animal Medicines.

Then there was difficulty in determining what lines came under the heading of patent medicines. One country merchant asked a representative of this paper whether animal medicines, such as

liniments, embrocations, salves, egg producers, fly chasers, etc., came within the meaning of the Act. He said this was important, as the stock of these goods carried by the average country merchant was equal to his stock of patent medicines. It appears that these lines are subject to the tax, in fact, everything is taxed which has a registered number under the Patent Medicine Act. Perfumes are included, and, of course, wines, which have already been stamped.

"How much is the tax, and when does it come into force?" were other questions asked. The tax amounts to one cent for every 25c worth of patent medicine sold, and the law goes into effect on April 15. Then there is the very important question, "Who is going to pay the tax, the consumer, the retailer, or the manufacturer?" The law does not answer this question, and it will have to be settled by the parties concerned.

Who Pays?

The consensus of opinion in the country is that the consumer will not pay for it, so that it will rest between the retailer and the manufacturer. The retailer thinks the manufacturer may pay the tax, but he is sure the consumer will not. Here is the opinion of one merchant:

"Take a box of pills which retails at 25c. Do you think that the retailer will have the cheek to charge 26c for it? He is already making a fair profit on it. Supposing he pays 1.75 for this line, and retails it at 3.00, will it pay him to attempt to force the customer to pay the war tax after he has made all that profit? But there are cases where the retailer cannot afford to pay the tax. I have in mind a brand of hypophosphate, which has always sold in the country at 1.25. It costs 1.00, and the price on the bottle is 1.50. In this case it will hardly be fair for the merchant to pay the tax."

CANNED FOOD INDUSTRY.

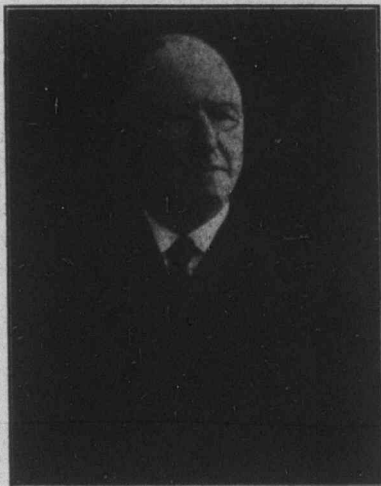
(Continued from page 21.)

through the courts. The courts are being called upon to settle the point.

Editorial Note.—In a recent issue of Canadian Grocer it was pointed out that some canned tomatoes were sold wholesale to the retail trade at around 75 cents. The above despatch corroborates this and apparently explains the reason for the cheap goods.

A Message from the President

W. J. Mellen, of Brantford, Ont., Through Canadian Grocer, Extends Strong Invitation to Every Member of the Ontario Grocery Trade to Be at the Convention—The Reasons.



W. J. MELLEN, Brantford, Ont.,
Chairman of the Ontario Grocers' Section of
the R.M.A.

Editor, Canadian Grocer—I ask the privilege of calling the attention of the trade through your paper to the approaching Convention of the "Grocers' Section" of "The Retail Merchants' Association of Canada," which will be held in London, Ontario, on May 3rd, 4th and 5th, in the Masonic Temple. The Executive are putting forth their best efforts in the history of the grocery trade.

You, Mr. Grocer, wherever you may be located, are vitally interested in many questions which will be discussed at this Convention. There never was a time when so many problems affecting your interests had to be discussed; and although the Executive are doing first-class work day in and day out, they think, as I do, that they should have the hearty support of a well-organized Convention to back them up in the

reforms they are endeavoring to establish for your benefit. Dimes spent in your trip to London on the 3rd, 4th and 5th of May will return dollars to you in increased protection.

Some of the questions that will come up for discussion will be:—

The consideration of the proposal under the Inspection and Sales Act, to have bags and packages marked or branded with the weight of the contents.

The consideration of a plan whereby the retail grocer can receive a fair margin of profit for handling soap and other staple lines.

The consideration of a plan to prevent some wholesalers and manufacturers whose goods we handle, from selling direct to our customers after they have supplied us with their products.

The consideration of the effect on the retail grocery trade of selling carload lots by manufacturers and wholesalers to farmers' clubs and co-operative stores.

The consideration of the abolition of all forms of premiums in packages and otherwise.

These questions and many others of great interest to you will be fully considered.

Another interesting feature in connection with the Convention will be the manufacturers' Display of Made-in-Canada Products, which will bring you in direct touch with some of the best manufacturers of Canadian made goods.

The manufacturers and the wholesale trade of Ontario have been invited, and one day has been set aside to discuss with them some important trade matters, in which you are vitally interested.

In addition to the above programme, which by no means covers all the important features which will be brought before the delegates, the London Executive promises to give everyone a good time while there.

In closing, let me express the wish that I have the pleasure of meeting a large and enthusiastic delegation of the grocers of Ontario in London on May the 3rd, 4th and 5th.

Brantford, Mar. 31, 1915.

W. J. MELLEN,
Chairman Grocers' Section.

CANADIAN GROCER

ESTABLISHED 1886

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED

JOHN BAYNE MACLEAN, President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Cable Address: Macpubco, Toronto.

OFFICES:

CANADA—

Montreal—Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—143-149 University Ave.; Telephone Main 7324. Winnipeg—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—

New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—

London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England. Subscription: Canada, \$2.00; United States, \$2.50. Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Vol. XXIX.

TORONTO, APRIL 2, 1915

No. 14

RESOLUTIONS OF A. LIVE WIRE.

Occasionally in the past I have been out of certain goods asked for by my customers and I know this was not appreciated. I have therefore placed on the shelf where it will be in reach of every member of the staff a "want-book" which is to be used whenever a certain line is running short. I have come firmly to the conclusion that if my customers are to obtain a SERVICE that cannot be excelled elsewhere, I must not have to give the excuse at any time, that "we are just out."—A.L.W.

War Tax on Letters

A NNOUNCEMENT has been made at Ottawa that the war taxes which have not already come into effect will do so on the fifteenth of April. The trade will therefore take note of the fact that a war tax of one cent has been imposed on each letter and postcard mailed in Canada for delivery in Canada, the United States or Mexico, and on each letter mailed in Canada for delivery in the United Kingdom and British Possessions generally, and wherever the two-cent rate applies, to become effective on and from April 15.

This war tax is to be prepaid by the senders by means of a War Stamp for sale by postmasters and other postage stamp vendors.

Wherever possible, stamps on which the words "War Tax" have been printed should be used for prepayment of the war tax, but should ordinary postage stamps be used for this purpose, they will be accepted.

This war stamp or additional stamp for war purposes should be affixed to the upper right hand portion of the address side of the envelope or post card, close to the regular postage so that it may be readily cancelled at the same time as the postage.

In the event of failure on the part of the sender through over-sight or negligence to prepay the war

tax on each letter or post card above specified, the letter or post card will be sent immediately to the nearest Branch Dead Letter Office. The department announces that it is essential that postage on all classes of mail matter should be prepaid by means of ordinary postage stamps. The war tax stamp will not be accepted in any case for the prepayment of postage.

The Out-of-Town Buyer

M ERCHANTS who complain of people of their district buying from mail order houses are not always immune from similar criticism. A country weekly paper takes one of them to task—and rightly too—when the editor says that it is funny how the buy-at-home game is preached by some merchants, and they generally tell their tale to the newspaper man. Recently one of these men, who, by the way, doesn't advertise in his home paper, was giving us his views on people who deal out of town. We pointed out to him that his printing had the appearance of being an out-of-town product. It was true. He bought it in Toronto, and that, too, at a price as great if not greater than if bought here. The subject suddenly changed.

"The other day," the writer adds, "one of our readers from the country gave us a strong argument as to our attitude on people buying away from home. He said a man should buy where he could buy the cheapest, and get the best. This is sound common-sense. We argued that he did not give the home merchant a fair chance. He purchased goods from a catalogue and took what he got whether it was up to quality or not. With the home merchant you can see what you get and if there is anything wrong he is ready to make good when you approach him. We suggested that he take his order to the home merchant, show him what he was going to send away for, and the price, and see if he couldn't do better at home. Our friend said, "No, I wouldn't do that. In fact I never buy away from home at all." We had been talking to a man who realized that good home towns made his farm more valuable, and the community he lived in more habitable. What brought

up the discussion no doubt was the fact that he went to the station and got a package of goods for a neighbor and he probably felt he was a little disloyal to his section by obliging his neighbor in taking it home.

Paris Green Inspection

THE Inland Revenue Department has just issued a report dealing with the samples of Paris green purchased by inspectors throughout Canada. Inspection was made in the districts of Toronto, Hamilton, Windsor, Rocky Mountains and Vancouver, consequent upon complaints received to the effect that an article of unsatisfactory character was being offered as Paris green. It is pleasing to note that, so far as the report is concerned (the products of nine manufacturers were represented in the samples tested) such complaints have been without foundation. The names of the manufacturers are not given here, but will be supplied to readers of Canadian Grocer on request.

Paris green is defined in the 5th schedule to the Adulteration Act, as follows: "An insecticide containing at least fifty per centum of arsenious acid, and at least thirty percentum of cupric oxide and being completely soluble in aqueous ammonia." It is said by the department that all the samples analyzed were found to meet legal requirements within such narrow limits as to make the article perfectly satisfactory. Paris green has been examined on several occasions since 1895, but the recent examination is the first to result in all the samples being found genuine. The report shows clearly that at least nine manufacturers are selling Paris green that is not adulterated.

Daylight Saving

THE daylight saving idea is to be tried out again on a more practical basis in the West. It will be remembered that some years ago the plan was first suggested and was given a brief trial in a number of Ontario towns. Owing to opposition from various sources the idea was not given a very extended trial in any section; possibly in no case was the length of time sufficient to allow of safe conclusions being drawn.

The idea briefly was to open all business places an hour earlier during the summer months and to close an hour earlier. This would be accomplished simply by the expedient of setting the clocks ahead. The man who had been in the custom of getting up at six o'clock would get up at five, but his clock would tell him that it was six as usual; presumably he would go to bed an hour earlier also. There were numerous objections, of course. The question of railway time tables was a disturbing factor and it was feared that the travelling public would be considerably upset. The general opinion seemed to be that the idea might work out well if it were made general all over the country but that isolated communities could not be expected to make a success of it.

The idea is now being worked out in the West, notably in Regina. There is also an agitation in Saskatoon that the same plan be followed. These Western points can be expected to give the idea a fair trial and it will be interesting to watch the outcome of the experiment.

Depression's Reaction

BUSINESS at nearly all times shows a tendency to go to extremes. Development leads to optimism which has a tendency to develop booms; depression leads to pessimism and extreme caution. In this the chief factor is the attitude of the public, for after all the consuming demand of the individual is the all important. When the war broke out the effect was a depression that resulted in a demand much below the normal; but since it has been shown that the actual conditions did not warrant the pessimism shown, we are beginning to feel the effect of the reaction.

But people cannot go without foods or wearing apparel. Thus after six months we find that there is a demand developing—and a very healthy demand it is, particularly when it reaches the manufacturer. It is evident that surplus stocks have been largely consumed and that buying has again commenced. Small as many of the orders are they at the same time indicate a guarded policy on the part of the trade—smaller purchases made often rather than heavy stocks on the shelves which tie up capital. From the country sections the demand is developing and is almost back to the normal while there is also better business in the manufacturing centres and the West.

Editorial Notes

NAVIGATION opening is not far distant.

A GOOD AD. will go a long way to coax the reluctant dollar from the secluded sock.

IT IS AT SUCH times as this that the importance of buying becomes most clearly manifest.

WHEN THAT old remark is heard: "It doesn't pay to advertise," the fool-killer spits on his hands.

MORE STAPLE canned goods conditions would be of great advantage to the grocery trade in general.

THE MARCH winds having spent themselves, we can now look forward to spring with a greater degree of assurance.

WHEN HIS prospect has the money a good salesman can always sell a good article. Apply this truth to present conditions.

THE WORST fault to be found with some dealers is that they do not recognize the necessity of making special efforts to feature staple lines.

GENERAL MERCHANTS interested in selling patent medicines should read closely the article in this issue dealing with the war tax on them.

REPORTS FROM the Maritime Provinces with reference to business conditions are most optimistic. The West is also showing a better tone generally.

ADVERTISE OF course, but advertise well and stick to facts. The public has been educated up to the point where only a well-designed and thoroughly businesslike ad. has any weight.



Thro' Other Spectacles



Urges Heavy Fines

From "The Grocer," London, Eng.

The way of the transgressor against the Sale of Food and Drugs Acts is not always made so hard as it should be, as magistrates who administer the law sometimes do not realize their responsibility in the direction of protecting the honest trader and the public alike against the malpractices of unscrupulous dealers; they do not make the punishment fit the crime, and a form of fraud, which is profitable unless checked by heavy fines for repeated offences continues, to the detriment of honest retailers and consumers. The absurd leniency which magistrates have displayed in their treatment of notorious offenders against the Acts has attracted attention, and aroused protests on more than one occasion, and even the Home Office has been compelled to take action in the matter.

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"Public vs. Free Markets"

From New York Journal of Commerce.

Among some of the champions of public markets there has already appeared a disposition to crow over an alleged victory, because the open markets of the Marks ideal have not been put entirely out of business by the efforts of the grocers and marketmen to suppress them. The markets by moving off public property, notably wharf property, and congregating in privately-owned market buildings, are claimed to have laughed at their foes and prevailed over opposition.

All of which is a fallacious view, if the criticism of the free markets is understood aright. The retailers are too experienced to imagine that any amount of protest and howl would suppress public markets as such, nor do they care to oppose public markets.

What the grocers and marketmen objected to was having the city, to which they pay taxes, deliberately go into an enterprise to promote direct trading between producer and consumer, and then use the city's money to boom the new scheme and assail, by comparison if not otherwise, the reputation of existing marketmen. Nor was this all, for official machinery was used to secure free ad-

vertising space in the papers, worth hundreds of thousands of dollars if paid for, and all the prestige of the city was brought to bear to help create unfair competition for legitimate taxpayers.

If marketmen propose to congregate under common roofs, owned by private interests, and ply their competitive trade on a legitimate basis of paying their way, the private grocer will offer no objections, but possibly give the new markets a glad hand in a challenge to show what they can do in the way of saving expense.

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Back to the Land

From Journal of Commerce, Montreal.

Montreal would do well to follow the example of Detroit, Chicago, and other cities, where the cultivation of waste land or vacant lots has been undertaken. The work carried on in Detroit by Mayor Pingree, known for years as "Potato" Pingree, is well known and worthy of emulation. In Chicago there is a City Garden Association, to which tracts of land are loaned to be used for the growth of vegetables. The object of the Chicago organization is "the cultivation of unused land in our city, subject to dispossession when the owner wants to use the land." The association secures the use of the land and erects tool-houses. It allots the land, furnishes the plowing, harrowing, and surveying, seed, services of a superintendent and other helpers, where needed, and supplies the tools. For this it charges a small sum, about one-fifth the cost. Under this plan a man can raise \$30 worth of vegetables in addition to what is sold to pay expenses. The association circular says: "What better way 'back to the land' than by the vacant city lot, which in the process is changed from an unsightly waste to a spot of charm and beauty."

• • •

Baling Store Waste

From Inland Storekeeper.

Much interest has been awakened in the last few years on the subject of conservation. It is as important in merchandising in these days of high costs as it is in preserving the country's resources.

As competition grows keener it behoves the retail merchant to advise

himself thoroughly on all those things that will help him to stop all leaks and utilize all the waste in the store.

The item of the waste paper in the store is one that has been given attention. Waste paper balers now in use in thousands of stores enable the retailer to handle his waste paper to better advantage and to sell it when baled. Waste paper can be sold for \$5 to \$15 a ton. If care is taken to sort out the waste some of it will bring even a higher price.

If paper is distributed as evenly as possible when putting it in the press, it can be pressed more quickly because the pressure is uniform over the entire mass.

• • •

A Plea for the Middleman

From Prescott (U.S.A.) Spectator.

Of late years we hear a good deal adverse to the middleman; a lot of this criticism and reasoning—in fact, most of it—lacks good sense. It is very much like the contention we sometimes hear: If we didn't have to eat we could save a lot of money. If we didn't have to pay the middleman somebody would be better off. Who would be better off? Well, some say the producer and some say the consumer, while the more optimistic contend both consumer and producer would benefit. The facts are it would be impossible for us to do our present volume of business without the middleman. The middleman is the greatest factor in big business to-day; it is he that searches out the markets—creates the markets—for our surplus produce; it is he that takes the financial risk that carries our produce from the fields in immense bulk and distributes it to the consumer in retail quantities. It has been the middleman who has made possible the development of this great western empire, and who has accomplished so mighty a purpose is not to be dismissed lightly. If we didn't have to buy food, clothing, automobiles and a lot of other things we could save a lot of money during the course of a lifetime, but—

If we didn't have to pay the middleman a small proportion of our earnings the chances are we would not be earning anything; for, of all the factors in modern business, the middleman is not the least important, and don't you forget it.

How Modern Store Fronts are Built

Theory of Maximum Glass Surface Carried Out—Keeping Windows Isolated and Ventilated to Prevent Freezing—Prismatic Glass in Transom for Lighting Interior—Depths of Windows and Heights of Bulkheads.

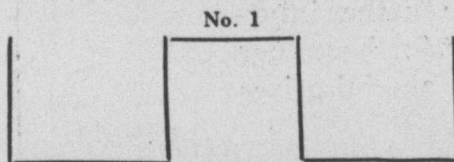
A NUMBER of illustrations and drawings of modern store fronts have been shown in Canadian Grocer. All illustrate the new principle that is being recognized by merchants: that a store front should provide the maximum amount of display surface for goods inside the window, consistent with providing a natural and easy view for the passer-by. The "maximum of display"—because the windows of the store are the mute sales-clerks that draw the public into the only place where they can advantage the store—inside—where living sales clerks can take them in hand. The public pay for the new store fronts in increased purchases. It should be viewed as an Investment: the element that pulls people into the store.

Connecting Up With Publicity.

But it must, also, connect up with other forms of the store's publicity. A store advertises—through various agencies—and convinces readers enough, so that they go to the store. Often a glance at dark, uninviting, out-of-date windows, poorly trimmed, sends them back without entering. Particularly is this the case when appearance in goods is one of the essentials, such as neckwear, men's furnishings, etc. But a bright, inviting front—what a co-operating agency with advertising!

Combating Right-Angle Idea.

The new store fronts combat what may be termed the 90-degree or right-angle theory of display. Here are roughly the two extremes:



In the first, the old style, the customer coming along the street, in either direction, does not see the sides of either window until he is close to them, and he has to turn at right angles in order to see the front ones.

In the second, the slanting windows in the lobby are visible almost from the time the passer-by reaches the outer end of the store, nor do the front windows obscure a view of the side ones as one approaches either way.

Another type of front that is being

WHAT A FRONT COSTS.

Canadian Grocer asked one large Canadian store front manufacturer for a general estimate of cost for a wholly new front. He said:

"Take a 20-foot front. We would supply the plate glass, ceilings, backgrounds, flooring, tiling in entrance, transom fitted with prismatic glass; in fact, everything but electric fixtures, for \$800, or \$40 a foot—from fire wall to fire wall. This is a good average. If we can use the old plate glass it will be that much less."

"And the time of construction?"

"Two weeks will do it all."

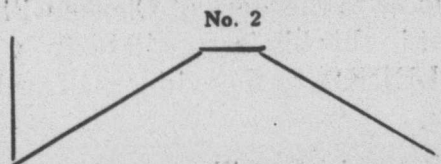
Another firm was asked for an estimate and replied:

"We would supply everything for a completely new window, including plate glass, floors, backgrounds, ceiling, transom glass, mahogany in vestibule, etc., for \$1,250—a very fine job."

replaced, particularly in men's wear stores wherever possible, is the door at the side: it is being set in the centre with two windows of narrow width, but considerable depth at the entrance-way: again a maximum of display space.

The "Island front," again, carries out the theory of maximum display: utilizing what once was occupied, partly as an entrance, partly by the outer edges of the old-time 90-degree windows.

Several drawings are given to illustrate the two principles as they work



out in display facilities, and these should be studied carefully.

There is another reason for the "breaking" of the long and deep, straight lines of the old-time window: much space was wasted at the rear that could not be utilized. Now this is cut off for use in the inside of the store.

There are certain kinds of goods that must be viewed close up. These should have shallow windows, if possible, so that no goods will be set away too far to be viewed to advantage. But large packages

require a different, full-length, good-distance view: a deeper window suits these best; a better perspective is provided.

The height of the window from the ground is also taken into account in these days of more scientific store front planning. For furniture or motor cars, the view should be from low down; say, 6 inches above the ground, for they are articles that stand on the ground and a full view from the natural position is required. In the case of dry goods, groceries, etc., about 18 inches up is the regular height: for jewelry, that is small, and suited to a view more on the level of the eye; 30 inches is the average height of the floor of the window.

One of the important problems of window display for most stores is the freezing of the windows in cold weather. Modern store fronts handle this old-time difficulty quite successfully.

Windows freeze—according to the explanation of physics—under this law: the warmer the air, the more moisture it can contain. In the ordinary window, the warmer air from the inside, on striking against window cooled by the outside air, drops in temperature. The lowering of the temperature lessens the amount of moisture it can retain; condensation follows, and the moisture is collected on the windows in the form of sweat or frost.

The problem, then, simply is, how to keep the air inside the window as cold as the outside air. It follows, first, that the window must be isolated from the store itself; and secondly, that cold air must be brought in from the outside in order to keep the temperature within and without the glass surface the same. This is done by little vent holes under the glass, so that the air rushing in moves over the surface of the glass inside. A slide controls these holes when it is desired to close them up to keep out the dust during the warmer months of the year. Various ingenious devices have been perfected by different firms to cover this cold air principle.

In close connection with this is the use of metal at the base of the glass to carry off any water that may collect in washing the windows, and thus prevent rotting of the wood.

Another point that is being recognized generally in planning store fronts is the better location of the awning. This meets a two-fold problem, one of which

(Continued on page 45.)

Twenty-five Merchants Assist in Single Article

To the Trade: Some twenty-five grocers and general merchants throughout Canada tell in a single article in the Annual Spring Sales Number of Canadian Grocer how they are going after the trade of the farmer. Many men have many minds—so this article will really present 25 different viewpoints. This will be one of the feature articles of the big issue and one that every member of the trade will find exceedingly interesting. These merchants tell their own story to their fellow-men through Canadian Grocer—which makes the article a most practical one. They also tell of their 1914 business and how they went after it; and it is interesting to note that in the great majority of cases business with them last year was ahead of the previous year, and in some instances the increase was quite phenomenal. We can confidently say that this article alone will justify all that has already been said of the practical matter that the Spring Sales Number will contain.

How business is done in a retail store in a mining and tourist town of British Columbia will be another of the interesting stories in the April 16 issue. This article is written by a merchant who has been in business in the town in question for the past eighteen or more years, and who describes in a straight, business-like way the changes in retail methods from the old days and how trade is gone after. This will be one of the best illustrated stories of the entire issue.

Announcement has already been made of the value the Spring Sales Number would be to the clerks. Clerks will be further interested in the fact that in this big issue will be fully set forth another **CONTEST FOR CLERKS**, to the winners of which special prizes will be presented.

Week after next the issue will appear.

THE EDITOR,
Canadian Grocer.

March 31, 1915.

To Our Advertisers

IF you secure but one good new customer through a two-page or full-page advertisement in our Annual Spring Sales Number, it will make the cost of the space appear insignificant.

If you increase the interest and selling efficiency of your present customers but 5% through a real ginger-up, sales-inspiring two-page advertisement in this issue you will pay the cost of a yearly advt. several times over.

We believe in advertising. We have been featuring this issue to our readers for the past six weeks. They will expect to see your advertisement. They will want to know your ideas on why they should sell your goods.

They will judge your proposition by what you have to say about it in this issue. See that they get the proper impression by using a forceful advertisement that will dominate this issue. But act NOW.

Advertising Manager
CANADIAN GROCER



The Clerks' Page



A NEW ORANGE PROBLEM.

Editor Clerks' Page.—Here is a good problem which you might like to use, and which will probably keep your readers guessing:

Two clerks are each given a pile of oranges to sell. One pile contains 39 oranges. The other pile 35 oranges. The clerks sell these at the same rates, and for the sales each receive the same amount. At what rates do they sell the oranges?

R. G.———

Winnipeg, Man.

SAYS LOSS IS \$20 AND THE GOODS.

Editor Clerks' Page.—My answer to the bogus money problem is:

The hobo bought \$5.00 worth, and in payment he handed the dealer a twenty dollar bill; the grocer has not sufficient change, so he goes across the street to Jones and gets changed the bill; later on Jones tells him that the bill is bad. The grocer was obliged to give the \$20 back to Jones, so he loses \$20 in cash and \$5 worth of goods.

EUGENE BEDARD.

Quebec, P.Q.

\$15 AND THE GROCERIES.

Editor Clerks' Page.—My answer to the Hobo problem is that the grocer lost \$15 and the groceries.

N. C.———

Orillia, Ont.

Editor Clerk's Page.—Would be pleased to have C. G. McKeen's answer to his own problem. I cannot see how he can do it as the problem is given out.

The hobo got away with \$15 good money and \$5 worth of groceries, and that is what the grocer lost.

Mattawa, Ont.

N. FINK.

A COUNTER-QUESTION.

Editor Clerks' Page.—Re bogus money problem: I would like to ask your correspondent who claims that the grocer lost \$60, a question. Who received the benefit of all above \$20, which I claim to be the correct answer.

WM. SWIFT,

2022 Waverly St.

Montreal, Que.

ANSWERS TO TWO PROBLEMS.

Editor Clerk's Page.—In reply to the problem from Mattawa, Ont., in your issue of March 19th, there were 11 men, 41 women and 48 children.

In answer to the second one from Springvale, Ont., A would receive 88 8-9 lbs. and B 111 1-9 lbs.

TOM BEAULIEU.

East Angus, Ont.

THREE PROBLEMS ANSWERED

Editor Clerks' Page.—Regarding this week's problem we solve as follows:

The \$100 we would divide this way:
48 children get\$ 4.00
41 women get 41.00
11 men get 55.00

100 \$100.00
Re hobo problem, the grocer would be "out" \$15 cash and the \$5 worth of groceries.

The pork problem is unworkable, for the simple reason that the only price that 200 lb. of pork will figure out \$10 is at a straight 5c lb.

The nearest solution basing it on 200 lb. is 90 lb. at 5½¢ and 110 lb. at 4½¢. Each, in this way, would be paying \$4.95.

H. C. BAILEY.

Maple, Ont., March 20, 1915.

BANQUET ARRANGEMENTS MADE.

At a meeting of the Executive of the London, Ont., Retail Grocers' Association on Thursday evening last, it was decided to hold the banquet to be tendered the visiting grocers during the convention in May, at the Tecumseh House. It will be necessary for visiting grocers to register their names with the secretary at the Masonic Temple to get their banquet ticket.

Committees were named to distribute Wednesday afternoon closing cards to all grocers, also to get information from the various railway agents re the annual excursion. Detroit or Niagara Falls have the call this year.

There was also a committee named to arrange for speakers and entertainment for the banquet. In fact, this will eclipse anything the association has ever before attempted and that is saying a good deal, as London grocers have been always in the forefront.

THE ENCYCLOPEDIA

PEPPERMINT.

Peppermint (*Mentha piperita*) is a herbaceous plant, the leaves of which yield a well-known medical tea. The plant was first mentioned in medical literature in 1696 by the English physician, Ray, who found it in Hertfordshire, England. It went to Germany in the eighteenth century and soon found an important place in the pharmacopeia. The Chinese and Japanese are said to have known of peppermint long before, but it is not certain whether this was the genuine peppermint. There is a certain mystery that enshrouds this plant botanically; it is not known exactly where it originated, and as it occurs in endless varieties, it is not really plain what was meant by "mint" in the old writings. As a rule, the old writers jumble all the kinds of mint indiscriminately together, and it appears as if the genuine peppermint of our times was derived from the early mint and common balsam.

To-day a sharp distinction is made between the various mints, and peppermint occupies the foremost place among them. It is the cultivated kind that is chiefly used, which is grown in England, America, Japan, France and also in Germany in large quantities.

Peppermint in the shape of a herb finds no employment in the line of food substances, but its active principle, the essential oil of peppermint, obtained by distillation from the dry leaves, is used. Various qualities are recognized in commerce.

English peppermint oil, also called after the place of its origin, Mitcham, in the County of Surrey, Mitcham oil, is said to be the most prized and the most costly kind. It is about twice as dear as German oil. The English oil owes its superiority above all else to its careful preparation. Only leaves of selected good quality are used, and of these only about one-quarter of one per cent of the entire weight is distilled off. The total product of England is said not to be more than about 15,000 pounds. The English oil finds universal use where a pure, mild flavor is demanded, that is free from any foreign flavor.

Daylight Saving Endorsed

Saskatoon Retailers Take a Vote and Majority Are in Favor — Advantageous Legislation Secured and More That is Wanted—Weekly Half Holiday Decided Upon —Some Market Troubles.

SASKATOON, Sask., March 30.—A "Booster" meeting of the local Retail Merchants' Association was held last week and a number of old and new members of the association met to discuss the work of the association and to take steps on various matters affecting their interests.

The meeting expressed itself thoroughly in favor of the daylight saving scheme and weekly half-holiday. Among other topics discussed were the business tax, pedlars and transient traders, the City Market, trade sections, the forthcoming convention and other matters of general interest to the retailers of the city. C. T. Woodside, grocer, president, was in the chair.

The chairman expressed his gratification at the good attendance which spoke well for the canvass which had taken place during the past week. He commented upon the necessity for further organization among the retailers of the city and referred to other branches of business which had their trade organizations.

Gratifying reports were presented by the chairmen, H. Tupling, J. L. S. Hutchinson, S. E. Fawcett, A. W. Wylie and Mr. Dibden, with respect to the active membership campaign in Saskatoon. The members of the committee generally met with a hearty reception.

Important Legislation.

J. L. S. Hutchinson delivered a most interesting address on the work of the Association and some of the work it intended to take up in the future. One of the objects he pointed out and, one of the most important, was initiating legislation in the interests of the retailers and watching legislation which was inimical to their interests.

In Saskatchewan the association had been able to bring about the small debts court. They were also now endeavoring to get the limit of \$50 in the small debts court raised to \$100, and also to bring about legislation whereby if they obtained judgment they could issue execution against a debtor's lands. They were also endeavoring to obtain continuous garnishee proceedings and the raising of the pedlar's license in the Province, the producer and grower of meat, fish and farm products to be exempt from such legislation. The Food and Supply Bill and the forcing of a debtor to re-

turn to settle his accounts where they were transacted.

Another matter which was being taken in hand by the association was an alphabetical list of property owners in the registry office. Their credit rating department was second to none and he himself would not be without it for three times the subscription to the association. Other branches of the association's work which had been or would be taken up were the free legal department, the lost debtors' list and the handling of bankrupt stocks.

Endorse Daylight Saving.

The question of daylight saving was discussed, and it was suggested that with regard to the children, the schools might open at 10 o'clock instead of nine. One member of the association, who said he intended to oppose the proposal, as much as possible, said it was impossible to get a family of small children to bed so long as it was daylight and equally impossible to get them up in the morning. The mothers and the employees at the roundhouses of the C. N. R. and the C. P. R., he said, would oppose it. The money that would be spent in putting the question to the vote would be better spent in relieving cases of distress, for it would be defeated as sure as it was brought up. It was argued that the farmers would oppose it very much, on account of the inconvenience to them with respect to shopping, while on the other hand it was contended that the farmers only required to be educated in favor of it. On the question being voted upon

26 of those present expressed themselves in favor of a daylight saving scheme and 12 against. A petition in its favor was circulated at the meeting and largely signed.

A weekly half holiday during the summer months was also discussed, a resolution being proposed that a half holiday should be observed as last year on Wednesday afternoons, from one o'clock during June, July and August, the council to be asked to pass a by-law in either case making the half holiday compulsory. The resolution was carried.

The grocers and fruit dealers in the city, it was contended, should be protected from the pedlars and transient traders and it was decided to take up the matter further.

The city market came in for some criticism, it being contended that the manner of running the market was detrimental to the interests of the retailers. It was pointed out that the retailers could not purchase quantities at less than the consumer could purchase a small quantity, whilst 10 per cent. of the produce sold in the market came from the farmer, 90 per cent. came from the country towns. The retailers, it was contended, were directly paying for the upkeep of the city market, while at the same time they had to pay heavy taxes and electric light and other bills. It was suggested that the members of the association should attend the meeting of the city council on Friday morning at 10 o'clock, when the market question is being investigated.

It was decided to hold a meeting of the association in the Wilson Hall on the second Monday in each month.

READERS' SERVICE DEPARTMENT.

Canadian Grocer conducts a Service Department open to all our readers. Special investigations will be made for retailers and advertisers upon request and free of charge. If you are in search of the source of a new foodstuff, or you want to know the agents or manufacturers of any line—foodstuff or equipment—phone us or drop us a line. The "Readers' Service Department" is at YOUR service.

WOULD LIKE A 24-LB. CHEESE.

Editor Canadian Grocer.—Here on the coast at the present time we are unable to get a twin cheese Canadian, and so the wholesalers are supplying the trade with California cheese.

While the public do not care very much for it there is one thing about it that appeals to me and that is its convenient size (about 24 lbs.). I am writing to ask you if you could use your influence with the Canadian cheese factories to turn out a cheese about this size, as it does not require to be split and is just the thing for the small store.

HENRY NORMAN,
Victoria, B.C. 1446 Haultain.

Convention Subjects for Discussion

Officials of Ontario Grocers' Section of the R.M.A. Completing Arrangements for the Big Meeting in May at London, Ont.—Important Conference With Wholesalers and Manufacturers Announced—Tickets Good Nine or Ten Days.

JUDGING by the way the officials of the Grocers' Section of the Retail Merchants' Association of Ontario are handling the preparations for the big London Convention on May 3, 4 and 5, this year's conference is sure to be of the greatest value and importance to every grocer in the Province. Secretary W. C. Miller, who has charge of the arrangements, is perfecting matters as rapidly as possible. As announced in last week's issue, Mr. Miller was in London the previous week, advancing preparations. He was there again last week, and reports that the London Association is working strenuously to help along the good cause.

It was also reported in last week's issue that committees had been formed among the members of the London Association to look after various work and these committees are already in motion. It has been decided that a number of the London retailers will visit surrounding towns and cities such as Ingersoll, Woodstock, St. Thomas, Chatham, Dorchester, etc., to interest the retailers there. Automobile trips will be undertaken and it begins to look as if the convention in May will be the best attended of any of the Ontario Grocers' in the past.

One of the questions that will be dealt with, is a proposed amendment to the Pure Food and Drug Act. At the present time the Government makes the retailer liable in case there are found on his shelves any article of foodstuff which does not come up to the standard as presented in the Food Standards and the Adulteration Act. The retailers feel that there is a discrimination here in many cases against them, and they intend to go into the matter fully, with a view to presenting an amendment to the Government. There are also some questions to be asked in connection with the new Maple Syrup Products regulations which have prohibited the manufacture in the future of all maple products which are not absolutely pure, and which are marked with the word "maple."

Transient Traders' Act Explanation.

The headquarters of the Retail Merchants' Association is being deluged with questions about the Transient Traders and Pedlars Act. This matter will be gone into thoroughly at the conven-

tion, and the Act will be interpreted to show how the remedy lies in the hands of retailers of each municipality to prevent transient traders doing business under small license fees and against the law in other ways.

It is some time now since the discount of 1 per cent. has been discontinued by the wholesale grocers. Retailers feel that this was unnecessary and there is a movement on foot to attempt to get back this discount. The retail men feel that it would be a benefit to the wholesale grocer, particularly at the present time, in getting his discounts paid more promptly. This matter will be presented to the Wholesale Grocers' Guild, in all probability, when action is taken at the convention.

For a good many years retail grocers in various local associations have expressed their disapproval of having to purchase such lines as canned goods, dried peaches, etc., in advance and having to take them as soon as the wholesaler is in a position to deliver; and at the same time of having to invest so much money so far ahead. They feel that the wholesalers should carry the stock, deliver and invoice the goods as required, and still allow the retailer the privilege of buying them in advance at the usual discount. The retailers' claim is that at present, canned goods and other lines bought on same methods, occupy a great deal of space, long before they are required, and they have at the same time to be covered by insurance. By buying in advance at the discount, and by taking delivery as required, and getting the invoices at the time of each delivery, they feel that because they have less money tied up in one particular line, they will be in a position to meet their regular bills more promptly. The question will be discussed.

To Follow Transient Debtors.

There will also be some time devoted to a discussion on transient debtors. The association hopes to bring about a condition of affairs when all movements of transient debtors will be promptly reported to the head office. Not long ago, a certain Western Ontario merchant reported that two of his customers, who owed him accounts, had moved to another town, and asked the association for information about them. The association's secretary wrote one of the members of the town in question, and re-

ceived the information that both men were working and making fairly good money. This led to the collection of the debt.

Officials of the Grocers' Section of the R.M.A. report that they have evidence to show that wholesalers are still selling direct to consumers; that they have tags and invoices to prove their contention. Invitations will be sent to every wholesale grocer in Ontario, as well as foodstuff manufacturers, to be present at the convention, when this matter will be gone into thoroughly. "We are going to settle this matter for all time," remarked one official.

The work of the association in regard to the liquidation of the National Railway Association and the Household Co-operative Stores will be submitted to the convention, as well as data about other co-operative concerns, and steps that are being taken to compel them to do business legitimately and to prevent them from getting privileges from the Government which are denied other joint stock concerns.

The Joint Conference.

The conference with the wholesalers and manufacturers is considered to be one of the most important, if not the most important, proceeding at the convention. It is well known throughout the trade that strong efforts are being made to organize farmers' clubs to buy groceries direct from wholesalers and manufacturers. In Western Canada, the Grain Growers' Association has already commenced this, and there are promoters out through Ontario attempting to organize the farmers along similar lines. Retailers feel that if wholesalers go in for this business, on an extensive scale, it will seriously affect the retail trade of the country, and will be more or less conducive to trade demoralization. The conference along this line will, therefore, be intensely interesting to every member of the trade. A very urgent invitation will be sent to wholesalers and manufacturers to be on hand to discuss fully the matter.

The Department of Agriculture at Ottawa has been communicated with to send an official to explain to the retailers the new butter regulations, and how they affect the retailer and consumer. Other matters will be also dealt with,

(Continued on next page.)



Current News



Quebec and Maritime Provinces.

John Dence, grocer, Halifax, N.S., died recently.

Peter McKenzie, grocer, has registered in Glace Bay, N.S.

Adams Bros., grocers, Halifax, N.S., sustained a fire loss recently.

D. A. McBeath, grocer, Moncton, N.B., sustained a fire loss last week.

The Farmers' Co-operative Store in Megantic, Que., that was started last June, has closed its doors.

E. L. Meikle & Co., general merchants, Lachute, Que., are trying to dispose of their stock of dress goods, and will extend their lines of hardware and groceries.

Rose & Laflamme, Ltd., commission merchants, 400 St. Paul Street, Montreal, will move into new quarters at 500-502 St. Paul Street, about April 15, taking the whole of the building previously occupied by M. Vineberg & Co.

Ontario.

Robt. Munro, grocer, Forest, Ont., died last week.

A. G. Hill, grocer, Toronto, has sold to C. E. Thompson.

Wm. Thompson, grocer, Toronto, has been succeeded by W. R. McCaw.

Roy Hunter has bought the grocery business of S. G. Moore, Cardinal, Ont., and has taken possession.

The assets of the National Railway Association, with head offices in Toronto, have been advertised for sale by tender.

The Swift Canadian Company, Limited, recently took out a permit for a \$48,000 three-storey brick office building at the corner of Keele and St. Clair, Toronto.

The Retail Merchants' Association of Simcoe, Ont., has decided to continue closing at noon on Thursday during June, July and August, the same as last year.

J. D. Mills, Sarnia, Ont., has sold the Red store and grocery business to George A. and John R. Jamieson, and will devote his time entirely to horticultural work. The new proprietors are brothers.

During 1914 the increase in new members of the Retail Merchants' Association in Ontario was 764 members above

the previous year. This year, the officials expect an increase of a thousand over last year.

Organization in connection with the Retail Merchants' Association is going on in Oakville, Lindsay, Elmira and Ottawa, Ont. E. Newton, J. C. Doyle, T. J. Maher and Eric C. Jamieson are the organizers in charge, respectively.

A Niagara Falls, Ont., despatch, says: A Toronto preserving company will start work some time this week on the construction of a factory in Stamford township. The company will manufacture fancy jams for the home trade, and bulk jams for the soldiers at the front.

W. C. Miller, who is secretary of the Ontario Grocers' Section of the Retail Merchants' Association, has been appointed assistant secretary to E. M. Trowern, who is secretary of the Retail Merchants' Association of Ontario. Mr. Miller has charge of the organization work.

On and after Monday, April 5, all jewelry, dry goods, boot, butcher, tailor and grocery stores in Walkerville, Ont., will close at 7 o'clock every evening, excepting Saturdays, days before holidays, and for two weeks preceding Christmas. A by-law to this effect was finally passed at a special meeting of the Town Council last week. The penalty for violation is a fine not exceeding \$50. The date on which the by-law should take effect provoked a little discussion. Councillor Crouchman, who is president of the Retail Merchants' Association, stated that the merchants were anxious to have it go into effect as soon as possible. Mayor Howe remarked he was of the opinion that the by-law should be effective immediately after its final reading, but Councillor Chater argued that the merchants should be given ample notice and suggested May 1. Another suggestion that the date be set as April 1 was quickly dropped when the mayor smilingly remarked: "Gentlemen, that's All Fools' Day—a rather bad day to begin, you'll agree." It was finally decided that the by-law should take effect on and after April 5.

Western Canada.

A. Bay, general merchant, Pelly, Sask., has sold to S. Shatsky.

The general store of G. W. Capling, Bengough, Sask., sustained a fire loss recently.

N. Korman, general merchant, Haskett, Man., is succeeded by Mrs. Samuel Korman.

The W. G. King Co., Limited, general merchants, Elrose, Sask., has been incorporated.

W. A. Wright & Co., general merchants, Bethany, Man., is succeeded by Wright & Swift.

The Globe Store Estate, general merchants, Alsask, Sask., has disposed of its stock to M. Vineberg.

Creditors of the Wawota Co-operative Trading Co., Wawota, Sask., have filed their claims with W. Thompson, Wawota.

CONVENTION SUBJECTS FOR DISCUSSION.

(Continued from page 34.)

which this official will be in a position to explain.

Secretary Miller points out that the Masonic Temple, where the convention will be held, is a particularly desirable location. It is an exceedingly fine building, and has ample accommodation for the sessions, as well as for the exhibits of manufacturers. While the sessions of the convention will probably be confined to Tuesday and Wednesday, May 4 and 5, the Manufacturers' Exhibit will be open on Monday, May 3. Invitations will be extended through the grocers of London to the consuming public to be present on Monday afternoon to see the goods on display and to obtain samples. On Tuesday and Wednesday the exhibit will be open from 10 a.m. to the trade. As reported last week, the London Retail Grocers' Association is extending a banquet to the visitors on Tuesday evening. This will be held at the Tecumseh Hotel.

Canadian Grocer has already dealt fully with the railway certificates in last week's issue. It might be added that tickets for the convention are good going three days prior to the opening of it and good returning three days after the close. This gives anyone desiring to make an extended visit in London some nine or ten days.

Trade Looks Up for Easter

Noticeably Improved Demand—Tea Very Firm and High—Valencia Raisins Advanced—Sugar Quiet—New Prunes at Big Prices—Advance in Package Teas Suggested — Bean Market Takes Easy Turn.

Office of Publication, Toronto, March 31, 1915.

FOR some weeks now, indeed, for some months, the tea markets of Colombo and London have been steadily advancing. Farthing has succeeded farthing and the only break has been when the increase was a halfpenny. Teas have never been so high as they are now, and in addition to the actual cost prices at the auctions there are other eventualities which have to be covered, by someone. War risks, expenses incurred in wasting time in trans-shipment, delayed freights and so forth all have to be accounted for.

Canadian Grocer has been saying for some time that tea men in Canada must very soon put up their prices. There have been one or two changes on the part of the big tea houses,—withdrawals of certain lines and changes in others and the like—but so far there has not been a general advance in prices. This cannot long be delayed. Teas cannot continue to be sold at to-day's prices so long as cost price is what it is. It would seem bankruptcy for the big dealers. Higher prices are apparently somewhere in the offing and may not be far away at that.

Spices are nearly all firm. We recorded an advance in Montreal last week, and in Toronto the market is advancing. The retailer will do well to look after his requirements in this regard right away. Peppers and cream of tartar in particular are firm.

The flour situation has eased up some. Business is quiet, both domestic and export, and save for a little demand in mill feeds, the whole grain market displays little activity just at present. How long this lull will last is a nice point. The news from the front has been steadily good for some days now, and the Dardanelles difficulty is certainly nearer solution. The remark of Mr. Asquith in London the other day to the effect that by June the people in Britain would enjoy lower prices in foodstuffs has done much to make the public believe—taking into consideration the undoubted improvement in the general position—that it isn't such a long way to Tipperary after all, and that the war will end sooner than the three year limit which Lord Kitchener predicted. These things have beared the wheat market on May wheat to some extent, and though prices fluctuate, are up one day and down the next, the high levels we saw recently are not attained at present.

Eggs have sold to an enormous extent during this pre-Easter week. Their remarkable cheapness has made for a big consumption, apart from any Easter demand that there might be. Many butchers give it as their opinion that temporarily, at any rate, new-laid eggs are being eaten instead of meat to a considerable degree. Fish men echo this statement. Prices will hold till Easter, but after that we think they will come even lower. We heard of a man who bought a case the other day from a farmer at 18 cents a dozen; freight ran about another cent, and he is eating strictly fresh eggs at 19 cents a dozen. Probably, after Easter, prices to retailers will be 2 or 3 cents below present figures.

QUEBEC MARKETS.

Montreal, April 1.—Last week was not an exceedingly brisk one. The reason given for this is that retailers in the country are waiting for the opening of navigation. At present, the roads are quiet in the country, and it is almost impossible to draw stuff. When the wheels sink down to the hub in mud, the effect on trade is bad. Navigation will open early this year, and on April 15 the summer rates apply on the railways.

It is only natural, under these circumstances, that dealers who are in need of supplies are willing to wait.

New maple syrup arrived on the market last week end, the weather having been favorable to the running of the sap. The 1915 product is of exceptionally good quality, and quotations are 70-75c for 8½-lb. cans, and \$1.20 per gallon. Retailers may expect a new cane syrup on the market before very long.

The effect of advertising was illus-

Markets in Brief

QUEBEC MARKETS.

FLOUR AND CEREALS—
Rolled Oats advanced 15c.
Weakness in feed market.
Flour market very quiet.
Corn flour market strong.
PRODUCE AND PROVISIONS—
Eggs less plentiful at 23c.
Butter declines to 33c.
Lower quotations on fowl.
New maple syrup arrives.
Provision market quiet.
FRUIT AND VEGETABLES—
Cucumbers up \$1.00 per box.
Demand for cabbages at \$2.00.
Big demand for celery at \$3.50.
Rhubarb 75c small, \$1.50 large.
Oranges up for Easter.
Pineapples advance 50c per crate.
Strawberries moving for Easter.
FISH AND OYSTERS—
First car fresh halibut arrives.
Fresh halibut quoted 11-12c. lb.
Haddock just in brings 5½-6c.
Lobster market much easier.
Holland herrings not in yet.
GENERAL GROCERIES—
Considerable advance in pecans.
Little demand for sugar.
Bean market still easy.
Advance in package tea expected.
No sales of new molasses.
California raisin prices down.

ONTARIO MARKETS.

FLOUR AND CEREALS—
Flour Business Quiet.
Mill Feeds Moving.
Cereals Very Slow.
Rolled Oats Dull.
PRODUCE AND PROVISIONS—
Good Trade in Bacon.
Butter Quite Firm.
Cheese Still High.
No Change in Eggs.
Live Poultry Scarce.
FRUIT AND VEGETABLES—
Navels Firmer.
Big Demand for Pineapples.
American New Potatoes.
Carrots and Beets From U. S.
FISH AND OYSTERS—
Lots of Fresh Fish Coming.
Most Dealers Stocked With Frozen.
Sea Salmon from B. C.
Roe Shad From Baltimore.
GENERAL GROCERIES—
No Price Change in Tea.
Market Very Firm.
New Prunes at High Levels.
Nuts Easter.
Valencia Raisins Slightly Higher.

trated in a lobster campaign conducted by a local house who found large stocks of canned lobsters on their hands. They commenced to co-operate with the retailer by supplying window displays and appropriate cards, and in a short time they were practically cleaned out of their stock.

The high price of cheese, which at present is highest in the history of Canada probably, has had the effect of inducing some country stores to cease handling cheese altogether until lower prices come along. These are expected earlier this year, as the factories will open in three weeks to take advantage of the high prices. Eggs continue to be quoted around 23c, the demand being

CANADIAN GROCER

heavy. The supply fell off slightly during the past week. Butter has declined again.

SUGAR.—Things are exceedingly quiet here with the refiners, this not being a time of the year when much sugar is used. Prices are steady for raws, and unless the demand here improves, higher prices seem unlikely. Refiners predict higher prices later on, owing to general war conditions. The beet industry in Germany and Austria being upset will naturally have an effect on the market. The opinion of the trade is that prices in Canada are high enough just now, and that higher prices are unlikely. The reason given is that wholesalers and retailers bought heavily during February and January, and refiners have big stocks on their hands. With a new refinery in the field, it does not look as though conditions locally will assist in strengthening the market.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	6 80
20 lb. bags	6 80
2 and 5-lb. carton	7 10
Yellow Sugars—	
No. 3	6 65
No. 1	6 40
Extra Ground Sugars—	
Barrels	7 20
50 lb. boxes	7 40
25 lb. boxes	7 60
Powdered Sugars—	
Barrels	7 00
50 lb. boxes	7 20
25 lb. boxes	7 40
Paris Lump—	
100 lb. boxes	7 55
50 lb. boxes	7 65
25 lb. boxes	7 80
Crystal Diamonds—	
Barrels	7 45
100 lb. boxes	7 55
50 lb. boxes	7 65
25 lb. boxes	7 85
Cartons and half cartons	8 05
Crystal Dominoes, cartons	8 15

DRIED FRUITS.—Figs and dates appear to be just as plentiful as reported last week. Currants are inclined to be scarce, and prices, while not any higher, are firm. Sultanas are still scarce and high. California seedless and seeded raisins are plentiful and supplies are coming here from Toronto, where there is something approaching an over-supply. Prices on these lines are lower to the retailer this week.

EVAPORATED FRUITS.	Per lb.
Apples, best winter	0 07½ 0 08½
Apricots	0 15 0 17
Nectarines, choice	0 11½ 0 11½
Peaches, choice	0 09½ 0 10½
Pears, choice	0 09½ 0 13½
DRIED FRUITS.	
Candied Peels—	
Citron	0 20 0 21
Lemon	0 13½ 0 14
Orange	0 13½ 0 14
Currants—	
Amalias, loose	0 07½ 0 08
Amalias, 1-lb. pkgs.	0 07½ 0 08
Piliatras, fine, loose, new	0 07½ 0 08
Piliatras, packages, new	0 08½ 0 09
Vostizans, loose	0 08½ 0 09
Dates—	
Dromedary, package stock, per pkg.	0 09 0 09
Paras, choicest	0 12½ 0 13
Hallowee, loose	0 08½ 0 09
Hallowee, 1-lb. pkgs.	0 08 0 09
Figs—	
5 crown, 12 lb. boxes, fancy, layer, lb.	0 15½ 0 16
7 crown, 12 lb. boxes, fancy, layer, lb.	0 15½ 0 16
8 crown, 12 lb. boxes, fancy, layer, lb.	0 15 0 16
Prunes—	
30 to 40, in 25-lb. boxes, faced	0 15 0 15
40 to 50, in 25-lb. boxes, faced	0 14 0 15
50 to 60, in 25-lb. boxes, faced	0 13 0 14
60 to 70, in 25-lb. boxes, faced	0 12 0 13
70 to 80, in 25-lb. boxes, faced	0 11 0 12
80 to 90, in 25-lb. boxes, faced	0 10½ 0 11
90 to 100, in 25-lb. boxes, faced	0 10 0 11
Raisins—	
Malaga, table box of 22 lbs., 3-crown cluster, \$2.60; 5-crown cluster	3 80 0 08½
Muscatais, loose, 3 crown, lb.	0 08½ 0 11
Sultana, loose	0 09½ 0 11
Valencia, selected	0 09 0 11
Valencia, 4-cr. layer	0 09½ 0 11

Cal. seedless, 16 oz.	0 11
Seedless, 12 oz.	0 09
Fancy seeded, 16 oz.	0 10
Choice seeded, 16 oz.	0 09½

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

RICE.—No changes are reported in prices of rice milled in this country. The opinion of a prominent rice man is that Siam rices will be more in demand this year on account of the better grain. There is nothing new from England, and it seems that millers there will do nothing until supplies are in their hands.

Rangoon Rices—	Per cwt.
Rangoon "B"	3 60
"C.C."	3 50
India bright	3 75
Lustré	3 85
Fancy Rices—	
Imperial Glace	5 60
Sparkle	5 70
Crystal	5 85
Ice drips	5 90
Snow	5 70
Polished	4 85
Pearl	5 05

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, 25 lbs.	0 06 0 06½
Half bags, 12 lbs.	0 05 0 05½
Quarter bag, 5 lbs.	0 05½ 0 06½
Velvet head Carolina	0 09½ 0 10½
Sago, brown	0 06½ 0 06
Tapioca—	
Pearl, lb.	0 05 0 05½
Seed, lb.	0 05 0 05½

MOLASSES.—Conditions are exactly the same as they were a week ago, that is, at a standstill as regards new crop. Prices being quoted are the same, none of the planters having yet shown a disposition to back down. Talk of bringing New Orleans molasses into this field is not taken seriously by the trade. It is pointed out that the French trade demands an article suitable for table use. New Orleans, it is argued, is all right for baking purposes, that being the reason why it is sold so extensively in Ontario.

Barbadoes Molasses—	Island of Montreal.	Choice.
Punchcoons	.45	.43
Barrels	.48	.46
Half barrels	.50	.49

For outside territories prices range about 2c lower for fancy; nothing for choice.

Carload lots of 20 punchcoons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	Per lb.
Barrels, per lb., 3¼c; ¼ bbls., 4c; ¼ bbls.	0 04¼ 1 46
Pails, 38½ lbs., \$1.95; 25 lbs.	2 65
Cases, 2 lb. tins, 2 doz. in case	3 00
Cases, 5 lb. tins, 1 doz. in case	2 90
Cases, 10 lb. tins, ¼ doz. in case	2 85
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 3¼c; ¼ bbls.	0 04 2 65
Cases, 2 lb. tins, 2 doz. per case	0 11 0 12
Maple Syrups—	
New, pure, per 9½ lb. tin	0 70 0 73
Pure, in 15 gal. kegs, 8c per lb. or, per gal.	1 20
Maple sugar, pure, per lb.	0 11 0 12

COFFEE.—No changes are reported in coffee quotations. Prices below are considered good averages.

Coffees, Roasted—	0 26	0 30
Egyptia	0 23 0 24	
Jamaica	0 21 0 22	
Java	0 22 0 23	
Mariacabo	0 27 0 28	
Mexican	0 23 0 24	
Mocha	0 17 0 18	
Rio	0 21 0 22	
Santos	0 10 0 11	
Chicoory, per lb.	0 10 0 11	

NUTS.—Shelled walnuts are a little weaker this week again, if anything. This applies to season's quality, which are poor quality. Walnuts of good quality are scarce and command good prices. Pecans, in shell, are up ½c per lb., and 5c per lb. for shelled. Price to retailer for the latter will be, around 65c. Almonds are about the same.

Almonds, Tara	0 16 0 18
Grenobles, new	0 16 0 16½
Marbots, new	0 15 0 16
Shelled walnuts, new, per lb.	0 34 0 37
Shelled almonds, 25-lb. boxes, per lb.	0 38 0 40
Siedly filberts	0 13 0 14
Filberts, shelled	0 23 0 23
Pecans, large	0 19 0 19
Brazilis	0 12 0 13
Peanuts, No. 1, 12½c; No. 2	0 11½ 0 11½
Peanuts, No. 3	0 10 0 10
Canadian chestnuts	0 12 0 12

SPICES.—The market is still firm, but actually no change in quotations. Supplies are hard to get owing to difficulty in securing bottoms. Peppers particularly are firm. Demand from retail trade is stated to be fairly good.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lb.
Allspice	0 17 0 70-0 80	0 24	0 24
Cassia	0 23 0 78-1 05	0 31	0 31
Cayenne pepper	0 30 1 08-1 21	0 36	0 36
Cloves	0 41 1 21-1 31	0 48	0 48
Green tartar—40c.			
Ginger, Cochin	0 18-0 24		
Ginger, Jamaica	0 23 1 00-1 15	0 31	0 31
Mace	0 20 1 00-1 15	0 31	0 31
Nutmegs	0 40 1 08-1 26	0 75	0 75
Pepper, black	0 25 0 90-1 00	0 31	0 31
Pepper, white	0 34 1 15-1 20	0 40	0 40
Pastry spice	0 23 0 95-1 20	0 31	0 31
Pickling spice	0 16 0 88-1 00	0 80-0 95	0 80-0 95
Turmeric	0 22-0 23		

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

Cardamom seed, per lb., bulk	2 00 2 34
Caraway—	
Canadian	0 13 0 13
Dutch	0 15 0 16
Cinnamon, China, lb.	0 20 0 20
Mustard seed, bulk	0 19 0 23
Celery seed, bulk	0 36 0 46
Cayenne chillies	0 35 0 35
Shredded cocoanut, in pails	0 19½ 0 19½

DRIED VEGETABLES.—The market for beans is described as "sick." Wholesalers declare they can buy all of the 3-lb. pickers they require at \$2.85. At the same time, beans of good quality are not too plentiful and wholesalers who bought heavily when the market was around \$3.05 are not in a position to make reductions in their quotations to retailer. It appears that the elevators in Ontario are getting filled up, and farmers are anxious to sell. A wholesaler here was offered a car of large white marrowfat beans at \$3.85 a month ago. He did not buy then, but after waiting for three weeks, he bought the car at \$3.55—which gives a good idea of the condition of the market. Peas have undergone no change.

Beans—	3 25	3 50
Canadian, 3-lb. pickers, per bushel	3 25	3 50
Yellow, per bushel	3 25	3 50
Yellow eyes, per bushel	3 25	3 50
Lima, per lb.	0 07½ 0 08	
Peas, white soup, per bushel	2 85 3 00	
Peas, split, bag 98 lbs.	5 25	
Barley, pot. per bag	3 00	
Barley, pearl	4 00	

TEAS.—Trade in tea continues quiet, but the feeling persists that with the high prices prevailing, importers will be compelled to ask higher prices for both bulk and package teas. Freights are up again, which is having a tendency to aggravate the situation.

MAPLE SYRUP.—Supplies of new syrup and sugar have been coming in very freely during the past two or three days, the quality of which is excellent. A cold snap resulted in a slight set-back, but with warmer weather, supplies are expected to be heavy during the week. Quotations for 8½-lb. tins are 70c to 75c; per gallon, \$1.20, and sugar, 11 to 12c per lb. There is very little old syrup left, and is not worth while quoting.

CANADIAN GROCER

ONTARIO MARKETS.

TORONTO, March 31.—The return of the cold weather, synchronising as it has done with the approach of the Easter holidays, has made for better business in several lines. There has been noticeably improved trade. This is true of practically all the markets. Fruits and vegetables, dried fruits and dried vegetables, provisions—particularly, of course, new laid eggs—have all been in good demand.

Then again, the distinctly encouraging news from the front has lent firmer tone to the markets generally; that is to say, it has enabled many people who were hovering near pessimism to lay in a stock of optimism. It is to be hoped it's a big stock. General trade, not only groceries, is in better shape. Army contracts have done much to render this state possible notwithstanding the break-up so shattering in its effect which came with the outbreak of war. Collections continue good in the country and not so good in the city. The bad state of the roads is hampering supplies of country produce in some sort, and from this point of view, Spring can't come too soon. On the other hand, as we have noted, the cold snap has been responsible for good buying, notably in vegetables. "It's an ill-wind"—and so on.

In connection with the tea situation and the prevailing firmness not to say advancing tendency, it is worth while noting that the Board of Trade figures published in London on March 8th show that at the end of February, 1915, the bonded stock in the United Kingdom was 127,164,000 pounds as against 127,768,000 a year ago—only six hundred thousand pounds less, while the invisible stock in the country must be much larger. So whatever we may say about the price aspect of the tea situation, apparently there is no fear of a shortage.

SUGAR.—Market here, reflecting New York, is firm and steady still, though business is light. There is little feature, and talk is mostly of the new Cuban crop and the possibilities of France and Great Britain entering as purchasers. Buying here is in as small quantities as are barely necessary.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 25
50 lb. bags	6 25
10 lb. bags	7 01
2 and 5-lb. cartons	7 15
Nova Scotia refined, 100-lb. bags	
	6 75
New Brunswick refined, 100-lb. bags	
	6 50
Extra Ground Sugars—	
Barrels	7 25
50 lb. boxes	7 44
25 lb. boxes	7 50
Powdered Sugars—	
Barrels	7 00
50 lb. boxes	7 25
25 lb. boxes	7 40
Crystal Diamonds—	
Barrels	7 51
100 lb. boxes	7 71
50 lb. boxes	7 71
Cartons (50 to case)	8 11
Cartons (50 to case)	8 51
Crystal Dominoes, cartons	6 25
Paris Lump—	
100 lb. boxes	7 51
50 lb. boxes	7 71
25 lb. boxes	7 91

Yellow Sugars—
No. 1 6 46
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

TEA.—At time of writing we have no cable from London so that probably the price at the auctions this week is unchanged. No one will complain if it is. The market has done enough advancing to last for some time. We hear from more sources than one that teamen cannot go on much longer selling tea at present prices; it's too expensive, and presumably they are not in business for their health any more than anybody else. And there does not seem any likelihood of a lower buying price either in Colombo or London. We should not be surprised at any time to hear that Canadian tea merchants had advanced prices. If they don't and market conditions continue to obtain they must lower their quality. That is the "either-or."

Apropos the Russian buying, we quote from the London, Eng. "Grocer" of recent date:

"Prices of tea have again advanced, and the outlook points to a still further increase. Buying is much above the normal, partly owing to increased duty anticipations, and partly to a fairly active export demand and fears of diminished offerings at an early date. The Russians continue to buy heavily in Colombo, with the result that the market there is actually dearer than London. Russia constitutes a powerful factor in the present situation. Up to February 4, Russia had received 20,000,000 lbs. less from India this season than in the corresponding period of the 1913-14 season. There seems every likelihood of an enormous trade being opened up with Russia, as the sale of vodka there is stopped. The consumption of tea in France has also been stimulated by the restrictions placed upon the sale of absinthe and other spirits during the war. The total stock of tea in this country is only slightly below that at this time last year."

Our contemporary notes the "increased duty anticipations" which are fairly general in England.

DRIED FRUITS.—Feature of this market this week is the speculation in new crop prunes. These are being sold here on a five-cent basis, but in view of the fact that we are at the end of the season, more or less, this price seems high, and we are not inclined to credit the big business that is reported. A two-cent basis is not so long a thing of the past, and five cents seems unnecessarily high. Doubtless the different associations who take some part in getting the prunes from the gardens to the buyer have all to make something on it. 50-60s are getting 12 to 12½ cents, what there are of them. Valencia's get scarcer and scarcer and we advance our quotation half a cent. Currants are enjoying a

little better run just now. Apricots are firm at 14c for standard. Peaches are firmer too, and find quite a good demand. Apricots are dull, Dates have their usual trade. Candied peel is very slow.

Apricots—		
Standard, 25 lb. boxes	0 13	0 14
Choice, 25 lb. boxes	0 14	0 1½
Apples, evaporated, per lb.	0 07½	0 08
Candied Peels—		
Lemon	0 13	0 14
Orange	0 13	0 14
Citron	0 19	0 22
Currants—		
Filiatras, per lb.	0 07½	0 08
Amalas, choicest, per lb.	0 08	0 08½
Patras, per lb.	0 08½	0 09
Vostizas, choice	0 09½	0 10
Cleaned, ½ cent more.		
Dates—		
Farda, choicest, 12-lb. boxes	0 09½	0 10
Farda, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 06	0 06½
Hallowees	0 07½	0 07½
Prunes—		
30-40s, California, 25 lb. boxes	0 14½	0 15
40-50s, 25 lb. boxes	0 12½	0 13½
50-60s, 25 lb. boxes	0 12	0 12½
60-70s, 50 lb. boxes	0 10½	0 11½
70-80s, 50 lb. boxes	0 09	0 09½
80-90s, 50 lb. boxes	0 08	0 08
90-100s, 50 lb. boxes	0 07½	0 08
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 08	0 08½
25-lb. boxes ½c more.		
Raisins—		
Sultanas, choice, new	0 12	0 13
Sultanas, fancy, new	0 14	0 16
Valencia	0 09½	0 10
Seeded, fancy, 1 lb. packets	0 09	0 10½
Seeded, choice, 1 lb. packets	0 09½	0 10½
Seeded, choice, 12 oz.	0 08	0 08
Seedless, 15 oz. packets	0 10½	0 11
Seedless, 12 oz. packets	0 10	0 10

NUTS.—Shelled walnuts continue at lower levels, and business has fallen off to some extent. There is a good deal of buying for futures on the part of wholesalers and importers, at reasonable prices. Brazils are very slow still, new stock and old. Shelled almonds are a trifle more active, but trade has fallen off in them so far that they have a good deal to make up. There are no price changes.

In Shell—			Per lb.
Almonds, Tarragona	0 17½	0 18	
Brazils, medium, new	0 10	0 11	
Brazils, large, washed, new	0 12	0 13	
Chestnuts, peck	1 75	2 00	
Filberts, Sicily, new	0 13	0 14	
Peanuts, Jumbos, roasted	0 12½	0 13½	
Peanuts, hand-picked, roasted	0 11	0 11½	
Peanuts, fancy, roasted	0 09	0 10	
Pecans	0 17	0 18	
Walnuts, Grenoble	0 11	0 12	
Walnuts, Bordeaux	0 11	0 12	
Walnuts, Marbots	0 13	0 14	
Shelled—			
Almonds	0 37	0 40	
Filberts	0 35	0 36	
Peanuts	0 11	0 11½	
Pecans	0 58	0 62	
Walnuts	0 38	0 40	

SPICES.—Those higher prices are still postponed, though they are said to be on the way. Market is very firm, and demand is good. Cream of tartar is especially wanted. Nutmegs are moving quite well.

Spices—		Compound,	Pure
	per lb.	per lb.	per lb.
Allspices, ground	0 10	0 15	0 15
Allspices, whole	0 10	0 15	0 15
Cassia, whole	0 21	0 26	0 26
Cassia, ground	0 14	0 16	0 21
Cinnamon, Batavia	0 25	0 40	0 40
Cloves, whole	0 25	0 33	0 33
Cloves, ground	0 18	0 22	0 25
Cream of tartar	0 25	0 25	0 45
Curry powder	0 15	0 20	0 20
Ginger, Cochin	0 14	0 17	0 22
Ginger, Jamaica, ground	0 17	0 20	0 27
Ginger, Jamaica, ground	0 17	0 20	0 27
Ginger, Jamaica, whole	0 17	0 20	0 27
Ginger, African, ground	0 17	0 20	0 27
Mace	0 20	0 25	0 25
Nutmegs, brown, 9s. 50c; 80s. 62c;			
100s			0 30
Nutmegs, ground, bulk, 45c; 1 lb.			
ginger			0 25
Peppers, black, ground	0 14	0 18	0 22
Peppers, black, whole	0 14	0 18	0 22
Peppers, white, ground	0 18	0 24	0 30
Peppers, white, whole	0 18	0 24	0 30
Pickling spice	0 15	0 15	0 15
Turmeric	0 15	0 20	0 20

CANADIAN GROCER

MOLASSES AND SYRUPS.—There is no change in prices and no feature to the market. Demand is average. Buyers seem to be waiting for the new molasses.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 65
5 lb. tins, 1 doz. in case	3 00
10 lb. tins, 1/2 doz. in case	2 99
30 lb. tins, 1/4 doz. in case	2 85
Barrels, per lb.	0 03 1/2
Half barrels, lb.	0 06 1/2
Quarter barrels, lb.	0 04 1/2
Pails, 38 1/2 lbs. each	1 85
Pails, 25 lbs. each	1 40

Molasses, per gallon—		
New Orleans, barrels	0 26	0 28
New Orleans, half-barrels	0 28	0 30
West Indies, half barrels	0 26	0 28
Barbadoes, fancy, barrels	0 46	0 48
Barbadoes, fancy, half barrels	0 47	0 51

Maple Syrup—Pure—		
5 gallon cans, 1 to case	6 45	6 60
Gallons, 5 to case	6 30	6 45
1/2 gallons, 12 to case	7 25	7 40
Quarts, 24 to case, in glass	7 00	7 25
Pints, 24 to case	4 00	4 20

COFFEE.—Market is very firm with a brisk demand, and prices may advance though dealers are selling on the old basis still.

Coffee—		
Standard Old Govt. Java	0 36	0 38
Plantation Ceylon	0 32	0 34
Java	0 35	0 40
Arabian Mocha	0 34	0 37
Guatemala	0 30	0 30
Bucaramanga	0 30	0 32
Mexican	0 30	0 32
Maraicabo	0 27	0 30
Jamaica	0 24	0 25
Santos	0 18	0 22
Rio	0 15	0 17
Chicory	0 14	

RICE AND TAPIOCA.—No change in conditions or prices, though market is firm, demand being unusually good. Patna is especially a good seller.

Rice—		
Rangoon "B." per cwt.	3 48	
Rangoon, per cwt.	3 50	4 00
Rangoon, fancy, per cwt.	5 00	5 00
Patna, fancy	0 07 1/2	0 08

Tapioca—		
Pearl, per lb.	0 06	0 07 1/2
Seed, per lb.	0 05	0 07 1/2
Sago, brown, per lb.	0 05	0 06 1/2

MANITOBA MARKETS.

WINNIPEG, March 31.—Ordinarily contract business makes the volume of trade satisfactory in March. This year the volume of contracting is greatly cut down, and as a result things have been somewhat quiet. With April, however, it is evident there will be steady buying from the grocers. A good spring trade is evidently on the way.

SUGAR.—This market is strong and present indications seem to indicate an advance in Canadian refined, New York having shown big gains in both raw and refined during the past week. It would seem like a time to go over stocks, and those dealers who find these low, might well place reasonably sized orders.

There is no change in the syrup situation.

Sugar, Eastern—	Per cwt. in sacks.
Standard granulated	7 35
Extra ground or icing, boxes	8 20
Extra ground or icing, bbls.	8 00
Powdered, boxes	8 50
Powdered, bbls.	7 80
Hard lump (100-lb. cases)	8 20
Montreal yellow, bags	6 85

Sugar, Western Ontario—		
Sacks, per 100 lbs.	7 35	
Halves, 50 lbs., per cwt.	4 20	
Sales, 20 lbs., per cwt.	4 20	
Powdered, barrels	8 55	
Powdered, 50s	8 80	
Powdered, 25s	7 20	
Icing, barrels	7 10	

Icing, 50s	7 25
Icing, 25s	7 25
Icing, pails	7 15
Cut loaf, barrels	6 95
Cut loaf, 50s	7 20
Cut loaf, 25s	7 45

Sugar, British Columbia—		
Extra standard granulated	7 35	
Bar sugar, bbls.	7 00	
Bar sugar, boxes	5 00	
Icing sugar, bbls.	8 00	
Icing sugar, boxes	8 20	
H. P. lumps, 100-lb. cases	8 30	
H. P. lumps, 25-lb. boxes	8 55	
Yellow, in bags	6 85	

Corn Syrup—		
2s, per case 2 doz.	2 73	
5s, per case 1 doz.	3 13	
10s, per case 1/2 doz.	3 01	
20s, per case 1/4 doz.	3 02	

B. C. Cane Syrups—
 2-lb. tins, 2 doz. to case, per case..... 3 15
 5-lb. tins, 1 doz. to case, per case..... 3 60
 10-lb. tins, 1/2 doz. to case, per case..... 3 30
 20-lb. tins, 3 tins to case, per case..... 3 25

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

Molasses—	Per gal.
Barbadoes	0 53
New Orleans	0 34

Maple Syrups—	Per case.
Imperial quart, case, 2 doz.	5 40
Imperial 1/2 gal., 1 doz.	5 55
New, pure, 1/2 gal. case	9 00
New, pure, 1/4 gal. quart, case 2 doz.	9 70
New, pure, quart bottles, case 2 doz.	9 75

DRIED FRUITS.—Peaches are scarce on the local market. There have been some advances in raisins as given below, and the seeded variety are likely to go higher. There has been a big demand for this line lately, dealers very evidently having realized that indications are for higher prices. Apples remain at the quotations struck last week of 8 1/4 for 50's. This in face of the fact that they have been selling as high as 8c in Winnipeg. The situation is somewhat peculiar, however, and it is difficult to tell if there will be any immediate advance.

Apples, evaporated, new, 50's	0 08 1/2
Apricots, choice, 25's	0 13 1/2
Apricots, choice, 10's	0 13 1/2
Apricots, standard, 25's	0 12 1/2

Currents—		
Dry clean	0 08	
Washed	0 08 1/2	
1 lb. package	0 08 1/2	
2 lb. package	0 17 1/2	
Vostizias, bulk	0 10	

Dates—		
Hallowee, loose, per lb.	0 09	
Hallowee, 1 lb. pkgs.	0 07 1/2	
Fard dates, 12-lb. boxes	1 25	

Peaches—		
Standard, 25-lb. boxes	0 06 1/2	
Choice, 25-lb. boxes	0 07 1/2	
Choice, 10-lb. boxes	0 08 1/2	

Raisins, Muscatels—		
3 crown, loose, 25's	0 08 1/2	
3 crown, loose, 50's	0 08 1/2	

Raisins, Valencias—		
Fine selected	2 40	2 45
Four crown layers	2 45	
Choice, seeded, lb.	0 09 1/2	
Fancy seeded, lb.	0 09 1/2	
12-oz. packages, fancy	0 08	
12-oz. packages, choice	0 07 1/2	

Raisins, Sultanas—		
Corinthian Giants	0 13 1/2	
Superfine	0 12 1/2	
Finest	0 11 1/2	
Fine	0 10 1/2	

Prunes, in 25-lb. boxes—		
90 to 100	0 08 1/2	
80 to 90	0 08 1/2	
70 to 80	0 09 1/2	
60 to 70	0 10 1/2	
50 to 60	0 11	
40 to 50	11 1/2	

Table Layer Figs—		
7-crown, 3-lb. boxes, per lb.	0 15 1/2	
6-crown, 10-lb. boxes, per lb.	0 13 1/2	
5-crown, 10-lb. boxes, per lb.	0 11 1/2	
4-crown, 10-lb. boxes, per lb.	0 11 1/2	
3-crown, 10-lb. boxes, per lb.	0 11 1/2	
Glove boxes, per doz.	1 75	
Cooking figs, taps, about 25 lbs., lb.	0 05 1/2	
Cooking figs, choice natural, 25-lb. bags, per lb.	0 05 1/2	

RICE AND TAPIOCA.—A big demand is being felt for rice. Some price changes have been struck, Carolina having advanced 1/2c. Tapioca, too, is going higher. At the present time it is difficult to secure, and stocks are none too plentiful.

Rice and Tapioca—		
No. 1 Japan, per lb.	0 04 1/2	0 05 1/2
No. 2 Japan, per lb.	0 04	0 04 1/2
Siam, per lb.	0 04	0 04 1/2
Patna, per lb.	0 06 1/2	0 06 1/2
Carolina, per lb.	0 05 1/2	0 05 1/2
Sago pearl, per lb.	0 04 1/2	0 04 1/2
Tapioca, pearl, per lb.	0 04 1/2	0 04 1/2

NUTS.—Nuts are moving. Very little demand for other lines.

Nuts—	Per lb.
Brazil, new stock	0 13
Tarragona almonds	0 19
Peanuts, roasted Jumbos	0 12 1/2
Peanuts, choice	0 10
Pecans	0 12
Marbot walnuts	0 12 1/2
Grenoble walnuts	0 12 1/2
Sicily filberts	0 12 1/2
Almonds, unshelled	0 17
Shelled almonds	0 40
Shelled walnuts	0 32

BEANS.—The most unexpected situation has arisen here, though whether it will continue or not is hard to say. The eastern market is slightly easier. Here the opinion seems to be that the export demand must have fallen off somewhat, and grocers, realizing that if there was any real drop in this export demand, prices would go down very materially, are tending to unload. So far this weakness in the East has had no effect on the Western market, and it may not be so. If the uneasiness continues, however, or if it is discovered the demand from abroad is really reduced, the effect will of course be felt here.

Beans—		
Canadian, hand-picked	3 85	3 95
3-lb. pickers		3 65

California Lima Beans—		
Bag lots	0 08 1/2	
Less than bag lots	0 08 1/2	

Barley—		
Pot, per sack, 96 lbs.	3 30	
Pearl, per sack, 96 lbs.	4 30	

Peas—		
Split peas, sack, 96 lbs.	6 40	
Sack, 40's	3 02	
Whole peas, bushel	2 90	

TEAS AND COFFEES.—In tea some of the cheaper lines are practically off the market. For instance, at present time it is quite impossible to sell teas at 25 cents.

In coffee there have been some advances. Santos going up from 1 to 1 1/4c perhaps because of the depletion of the European supplies. Rios are up from 1/2 to 3/4 cent.

Coffee—	Per lb.
Rio, No. 5, green	0 16 1/2
Rio, roasted	0 19 1/2
Santos, green, No. 4	0 19 1/2
Santos, roasted	0 23
Chicory, per lb.	0 07

Teas—		
Japanes—		
Choiceest basket, fired	0 35	0 45
Choiceest, pan fired	0 40	0 50
Very fine, pan fired	0 35	0 40
Medium, pan fired	0 30	0 35

India and Ceylon—		
Souchongs	0 30	
Pekoe Souchongs	0 35	
Broken orange and orange	0 40	0 50

China—		
Fine Keelum	0 50	0 60
Good Packlum		0 35

WINNIPEG.

FLOUR AND CEREAL.—Of late the wheat market has been steady at slightly above the \$1.50 mark. Flour, therefore, is firm at the returned high quotations struck last week. There is such a steady tone to the wheat market now, that millers seem fairly certain that prices at the present figure will obtain for some time, and have sent out word to this effect to the trade. As a matter of fact,

CANADIAN GROCER

business in flour this month has been exceedingly quiet. Apparently, when the drop came a little time ago, dealers bought quite extensively and are not now in need of any fresh supplies.

Cereals remain at the prices of last week. The demand is fair. For feeds, there is a very good demand, and the market is firm. No price changes have been struck.

Manitoba Wheat Flour—	Per bbl.
Best patents	7 70
Second patents	7 40
Low grades	5 40
Roll'd oats, 30's	3 30
Standard oatmeal, 36 lbs.	4 15
Cornmeal, 96's	2 50

BRITISH COLUMBIA MARKETS.

(By Wire.)

Vancouver, March 31.—Refined sugar is up 15c in American Pacific Coast cities, but there is no change here. Soft wheat flours are down 30 cents; graham and whole wheat have declined 25c. Last Florida grapefruit is showing. Australian grapes off market. Local vegetables are in and of fine quality, and are ousting imported products. Importations of California butter are showing better quality. Finnan haddies are in brisk demand. Supply is limited in onions, which are likely to soar. Alberta eggs are arriving. Business with wholesalers is up to average, staples mostly being dealt in.

PRODUCE AND PROVISIONS.

Butter, creamery, per lb.	35 1/2 c
New Zealand cubes	35 c
New Zealand brick	36 c
Cheese, per lb., large	20 1/2 c
EGGS—	
Local fresh	24 to 26 c
Extra selected	23 c
Vancouver Island	25 c
Lard, 3's, per case	7 70
Lard, 5's, per case	7 50
Lard, 10's, per case	7 50
Lard, 20's each	2 50

GENERAL.

Beans, Ontario, per lb.	65 1/2 c
Cream of tartar, lb.	50 c
Cocunut, lb.	15 1/2 c
Cornmeal, ball	33 00
Evap. Apples, 50's	65 1/2 c
Flour, 48's, bbl.	11 00
Potatoes, per ton	3 85
Roll'd Oats, ball of 90 lbs.	62 c
Onions, lb.	1 90
Rice, 50's, sack	7 45
Sugar, standard, gran., per cwt.	6 80
Sugar, yellow, per cwt.	42 c
Walnuts, shelled, lb., 40c; Almonds	

CANNED GOODS.

Apples, gala, 6 case	\$1 50
Beans, 2's	3 05
Corn, standard, per 2 dozen case	2 10
Peas, standard, per 2 dozen case	2 05
Plums, Lombard, 2's, case	3 60
Peaches, 2 1/2's, case	4 50
Strawberries and raspberries, 2's, case	4 80
Tomatoes, standard, per dozen, case	2 20

SALMON.

Sockeye, 1's, 4 doz. case	\$9 00
Sockeye, 1/2's, 8 doz. case	10 75
Cohoos, 1's, 4 doz. case	4 75
Humpbacks, 1's, 4 doz. case	4 00

DRIED FRUITS.

Apricots, per lb., 14c; Apples, lb.	65 1/2 c
Currents, per lb., 65 1/2 c; Raisins, seeded, lb.	65 1/2 c
Prunes, 70-80, 25's, lb.	65 1/2 c
Peaches, per lb.	67 c
White Figs, per lb.	67 c

ALBERTA MARKETS.

(By Wire.)

Edmonton, March 31.—Prunes are considerably weaker while rice is firmer. A quantity of Eastern canned sugar is being imported into Edmonton, which is a new departure for this city. Country

trade continues good while city could improve. Changes in market prices reported show cheese 21 to 22 1/2c. Butter, dairy, number one, is 28c and number two, 25c. Lard has declined.

Produce and Provisions—		
Cheese, per lb.	0 21	0 22 1/2
Butter, creamery, per lb.	0 39	0 39
Butter, dairy, No. 1, 28c; No. 2.	0 25	0 25
Lard, pure, 3's, per case	7 85	7 85
Lard, pure, 5's, per case	7 80	7 80
Lard, pure, 10's, per case	7 75	7 75
Lard, pure, 20's, each	2 67	2 67
General—		
Beans, Ontario, per bushel	3 75	3 80
Beans, Japan, per bush.	3 90	4 00
Coffee, whole roasted, Rio	0 15	0 15
Evaporated apples, 50's	0 65	0 65
Potatoes, per bush.	1 83	1 83
Roll'd oats, 30's, 40's	3 60	3 60
Roll'd oats, ball, 34; 30's	3 95	4 10
Flour, 30's	3 90	3 90
Rice, per cwt.	7 80	7 90
Sugar, standard gran., per cwt.	7 80	7 90
Sugar, yellow, per cwt.	7 40	7 40

Canned Goods—		
Apples, gala, case	1 50	1 50
Corn, standard, per two dozen	2 05	2 10
Peas, standard, 2 dozen	2 10	2 10
Plums, Lombard	2 35	2 35
Peaches	3 25	3 25
Strawberries, 2 1/2's; raspberries	4 40	4 40
Tomatoes, standard, per dozen	2 20	2 20
Salmon, sockeye, 4 doz. tall, case, 1's	9 50	9 50
Cohoos, 1's, 36.75; humpbacks, 1's	4 35	4 35
Fruits—		
Lemons	4 00	4 00

SASKATCHEWAN MARKETS.

(By Wire.)

Regina, March 31.—For month of March business in this district has been remarkably good, taking into consideration prevailing conditions. Past week has been no exception, all merchants reporting good sales. Egg market is steady at 16 cents. Butter is in good demand and very scarce yet.

Produce and Provisions—		
Butter, creamery, per lb.	0 35	0 35
Butter, dairy, No. 1	0 27	0 27
Cheese, per lb., large	0 20 1/2	0 20 1/2
Eggs, new laid	1 80	1 80
Lard, 3's, per case	7 75	7 75
Lard, 5's, per case	7 70	7 70
Lard, 10's, per case	7 70	7 70
Lard, 20's, each	2 55	2 55
General—		
Beans, Ontario, per bushel	3 90	3 90
Coffee, whole roasted, Rio	0 17	0 17 1/2
Cream of tartar, lb.	0 32	0 32
Cocunut, lb.	0 20 1/2	0 20 1/2
Cornmeal, ball	3 12	3 12
Evap. apples, 50's	0 65 1/2	0 65 1/2
Flour, 30's	3 85	3 85
Potatoes, N.E., per bush., 95c; Ontario	3 80	3 80
Roll'd oats, ball of 90 lbs.	5 70	5 70
Onions, Val.	2 50	2 50
Oysters, per gal.	3 90	3 90
Rice, per cwt.	7 80	7 80
Sugar, standard, gran., per cwt.	6 40	6 40
Sugar, yellow, per cwt.	6 80	6 80
Walnuts, shelled, 44c; almonds	0 85	0 85

Canned Goods—		
Apples, gala, case	1 55	1 55
Broken beans, 2's	2 65	2 65
Beans	2 25	2 25
Corn, standard, per 2 dozen	2 25	2 25
Peas, standard, per 2 dozen	2 25	2 25
Plums, Lombard	2 15	2 15
Peaches	3 21	3 21
Strawberries and raspberries	4 05	4 05
Tomatoes, standard, per dozen	2 40	2 40
Salmon—		
Sockeye, 1's, 4 doz. case	9 85	9 85
Sockeye, 1/2's	10 75	10 75
Cohoos, 1's	6 00	6 00
Humpbacks, 1's	4 80	4 80
Fruits and Vegetables—		
Apples, fancy, box	1 80	1 80
Cranberries, per bbl.	7 80	7 80
Grapefruit, per crate	4 80	4 80
Sweet potatoes, per crate	4 75	4 75
Lemons	4 75	4 75
Oranges	3 35	4 00

Dried Fruits—		
Apricots, per lb.	0 12 1/2	0 12 1/2
Apples, per lb.	0 07 1/2	0 07 1/2
Currents, per lb.	0 06 1/2	0 06 1/2
Prunes, 70-80, 25's, lb.	0 19 1/2	0 19 1/2

NEW BRUNSWICK MARKETS.

(By Wire.)

St. John, N. B., March 31.—Business continues fair with local dealers. Col-

lections are not up to standard. Markets are quiet and there is much interest in the pending retailers' convention.

Egg market for Easter is easy with supplies plentiful and heavy sales. Ruling prices are 20c and 21c. New cheese will be in local market next week, old stocks being exhausted. There is no change in flour market; future is uncertain, but dealers don't expect lower prices for a while. Sugar is strong in New York. Buying is only fair. Molasses is unchanged, market being firm.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 30	0 32
Bacon, roll, per lb.	0 17	0 17
Beef, barrel	26 00	27 00
Beef, corner, 1's	2 75	3 35
Pork, American clear, per bbl.	25 00	25 00
Pork, domestic, per bbl.	24 00	25 00
Butter, dairy, per lb.	0 27	0 25
Butter, creamery, per lb.	0 31	0 32
Eggs	0 20	0 21
Lard, compound, per lb.	0 11 1/4	0 11 1/4
Lard, pure, per lb.	0 13	0 13 1/2
Cheese	0 20	0 21
Flour and Cereals—		
Cornmeal, gran.	5 75	5 75
Cornmeal, ordinary	1 85	1 85
Flour, Manitoba, per bbl.	8 65	8 65
Flour, Ontario	8 30	8 30
Roll'd oats, per bbl.	8 80	8 80
Oatmeal, standard, per bbl.	8 80	8 80
Fresh Fruits and Vegetables—		
Lemons, Messina, box	7 00	7 00
Oranges, Val., case	4 00	5 00
Potatoes, bbl.	1 35	1 45
Sugar—		
Standard granulated	6 85	6 85
United Empire	6 75	6 75
Bright yellow	6 75	6 75
No. 1 yellow	6 45	6 45
Paris lump	7 75	7 75
Lemons, Messina, box	7 00	7 00
Beans, hand-picked, bush.	3 75	3 80
Beans, yellow eyes, per bush.	3 85	4 00
Canned pork and beans, per case	2 60	2 80
Molasses, fancy, 4c; Barbadoes	0 39 1/4	0 40
Cream of tartar, per lb., bulk	0 38	0 41
Currents, per lb.	0 08 1/2	0 08 1/2
Rice, per cwt.	4 80	4 75

CANNED GOODS.

ONTARIO AND QUEBEC PRICES 1914 PACK

VEGETABLES.

	Group A.
2's Asparagus tips	1 62 1/2
2's Asparagus butts	1 47 1/2
2's Beans, crystal wax	1 05
2's Beans, golden wax, midget	1 25
2's Beans, golden wax	0 95
3's Beans, golden wax	1 32 1/2
Gals., Beans, golden wax	3 77 1/2
2's Beans, Lima	1 22 1/2
2's Beans, red kidney	1 05
2's Beans, Refuge or Valentine green	0 95
3's Beans, Refuge (green)	1 32 1/2
2's Beans, Refuge, midget	1 25
Gals., Beans, Refuge	3 77 1/2
2's Beets, sliced, blood red, Simcoe	1 00
2's Beets, whole, blood red, Simcoe	1 00
2's Beets, whole, blood red, Rosebud	1 30
3's Beets, sliced, blood red, Simcoe	1 35
3's Beets, whole, blood red, Simcoe	1 45
3's Beets, whole, blood red, Rosebud	1 45
3's Cabbage	0 97 1/2
Gals., Cabbage	2 77 1/2
2's Carrots	0 97 1/2
3's Carrots	1 27 1/2
2's Cauliflower	1 37 1/2
3's Cauliflower	1 77 1/2
2's Corn	0 95
3's Corn, Fancy	1 05
Gals., Corn on Cob	4 82 1/2
2's Parsnips	0 97 1/2
3's Parsnips	1 17 1/2
2's Peas, standard, size 4	0 95
2's Peas, early June, size 3	0 97 1/2
2's Peas, sweet wrinkles, size 2	1 00
2's Peas, extra fine sifted, size 1	1 40
Gals., Peas, standard	4 07 1/2
Gals., Peas, Early June	4 17 1/2
Gals., Peas, sweet wrinkles	4 32 1/2
2 1/2's Sauer Kraut, Simcoe	0 82 1/2
3's Sauer Kraut, Simcoe	0 97 1/2
Gals., Sauer Kraut, Simcoe	2 77 1/2
3's Spinach	1 15
3's Spinach	1 50
Gal. Spinach	4 55
3's Squash	0 97 1/2
Gals., Squash	2 77 1/2
2's Succotash	0 97 1/2
2's Tomatoes	0 87 1/2
2 1/2's Tomatoes	0 95
3's Tomatoes	1 30
Gals., Tomatoes	2 92 1/2
3's Turnips	0 97 1/2

FRUITS.

3's Apples, Standard	0 82 1/2
3's Apples, Preserved	1 00
Gals., Apples, Standard	2 05
Gals., Apples, Preserved	2 05
2's Blueberries, standard	1 82
2's Blueberries, preserved	1 82 1/2
Gals., Blueberries, std.	6 87 1/2
2's Blk. cherries, pitted, H.S.	1 82 1/2

Ontario's Moratorium

Measure Reasonable With One Exception, Says Financial Paper—And a Change is Urged—Employment of District Agricultural Directors.

From The Financial Post.

UNDOUBTEDLY the measure proposed by the Ontario Legislature which may be cited as the Moratorium Act, 1914, is reasonable except in one respect, and that is, it requires the mortgagee if he desires to enforce his contract, to get the permission of a judge in order to do so. Let us say here, however, that very few mortgagees will under present circumstances exercise the extreme right which the law has given them except under provocation. By provocation we mean the unnecessary avoidance of obligations. When any reputable lender or lending organization has good reason to believe that a debtor, previously having a good record, cannot pay, usually no attempt to foreclose or take other extreme measures will be made. If, however, it is quite apparent to the mortgagee or the lender that the debtor is in a position to pay his interest or principal no obstacle can be justly raised against proceeding according to the contract terms. Under any circumstances it should be left to the debtor to take the initiative in seeking relief. The Ontario Act, however, puts the boot on the other foot. It requires the lender in every case to get permission to foreclose, whereas it should be the duty of the debtor unable to meet his debt, "by reason of circumstances attributable to the present war," to take the initiative.

The lender has fulfilled his part of the contract when he furnished the money. The second part of the contract, that of repaying the debt, is the burden of the debtor, and if he finds himself unable to comply with the terms of the contract to which he is a party owing to special circumstances, the gravity of which is admitted, it should rest upon him to initiate proceedings and set out before a judge why relief should be given to him. But the Ontario Government has thought fit to make it obligatory on the part of the lender to seek the permission of a judge before he can proceed under the terms of its contract.

We dealt with this question on February 27th under the head of "Where Contracts in Canada are Regarded as Scraps of Paper." We drew the attention of the Premier of Ontario, the Hon. W. H. Hearst, to that article, and he replied to us as follows:—

Editor, The Financial Post:

I have your letter of the 6th instant, with enclosures, for which I am obliged. I can scarcely understand the necessity of drawing my attention to the article entitled "Where Contracts in Canada are Regarded as Scraps

of Paper," as this article can have no possible reference to legislation on the subject referred to in this House, and I would judge that if the article were intended to refer to Ontario that the writer did not have the copy of the Bill before him. All the Ontario Bill does is to give power to judges to give relief from foreclosure, or from forfeiture on account of non-payment of principal, where the debtor is unable to show to the judge that he is unable immediately to make his payment by reason of circumstances attributable to the present war.

Discretion is only given to the judge in cases of principal money, and does not even extend discretion to the judges in matters of interest, insurance or taxes, and the article to which you refer seems to recognize the reasonableness of a provision of this character. I may add that the principle of this Bill has been before trust companies, mortgage companies and investors for some months, and we have had no complaint or objection whatever from this class.

With reference to the other article on seed grain, I can only say that so far as the Province is concerned seed grain will only be supplied in a limited way and in small quantities to settlers in the northern portion of the Province, and I do not think it will interfere to any extent with mortgage securities. I am rather of the opinion where mortgages or liens upon the land exist, and the cases of such will be few, the proposed action of the Government will help rather than hurt the parties holding such liens or securities.

Yours truly,
W. H. HEARST.

In so far as the Premier's letter refers to contracts between mortgagees and mortgagors, we deem the attitude of the Ontario Government as being very reasonable and just with the exception that the seeking of relief should rest at the outset with the debtor and not with the creditor. We hope that the Government may see its way clear to make this change in Bill No. 72, which, we might add, we had before us when we discussed the question of moratoria in Canada under the head referred to. If the Ontario Provincial Government adopts our suggestion, we feel sure that it will have a very good effect in modifying extreme measures proposed to be taken by other provinces. Further, it will have a salutary effect in assuring lenders and investors generally that their rights are not to be subjected to limitation unless upon the initiative of a debtor able to show good cause under prevailing circumstances why relief should be given to him. Let us repeat that no considerate creditor or lender will demur at giving relief when the grounds for it are reasonable and proper.

NEW MILLION DOLLAR FLOUR CONCERN.

The Sudbury Flour Mills, Limited, with head office at Ottawa, Ont., have been granted a Federal charter. This company is capitalized at \$1,000,000.

2's Blk. cherries, not pitted, H.S.	1 52 1/2
2's Red ptd. cherries, H.S.	1 92 1/2
2's Cherries, red, pitted, L.S.	1 45
2's not ptd., red cherries, H.S.	1 52 1/2
Gals. ptd. red cherries	8 82 1/2
Gals. not ptd. red cherries	8 02 1/2
2's Cherries, white, ptd., H.S.	1 92 1/2
2's Cherries, white, not ptd., H.S.	1 52 1/2
2's Black currants, H.S.	1 47 1/2
2's Preserved black currants	1 77 1/2
Gals. black currants, std.	5 27 1/2
Gals. black currants, solid pack	8 27 1/2
2's Red currants, H.S.	1 47 1/2
2's Red preserved currants	1 77 1/2
Gals. red currants, standard	5 27 1/2
Gals. red currants, solid pack	8 27 1/2
2's Gooseberries, H.S.	1 47 1/2
2's Gooseberries, preserved	1 77 1/2
Gals. gooseberries, standard	7 02 1/2
Gals. gooseberries, solid pack	8 77 1/2
2's Grapes, white, Niagara, preserved	1 42 1/2
Gals. Grapes, white, Niagara, standard	3 22 1/2
2's Lawtonberries, heavy syrup	1 97 1/2
2's Lawtonberries, L.S. (group B)	1 45
2's Lawtonberries, preserved	2 17 1/2
Gals. Lawtonberries, std.	7 07 1/2
2's Peaches, white, heavy syrup	1 77 1/2
2 1/2's Peaches, white, heavy syrup	2 02 1/2
3's Peaches, white, heavy syrup	2 12 1/2
1 1/2's Peaches, yellow, flats, heavy syrup	1 77 1/2
2's Peaches, yellow, heavy syrup	1 77 1/2
2 1/2's Peaches, yellow, heavy syrup	2 02 1/2
3's Peaches, yellow, heavy syrup	2 12 1/2
3's Peaches, white, heavy syrup	1 77 1/2
3's Peaches, pie, not peeled	1 77 1/2
3's Peaches, pie, peeled	1 82 1/2
Gals. Peaches, pie, not peeled	3 02 1/2
Gals. Peaches, pie, peeled	4 77 1/2
Gals. pie fruits, assorted (add 50c)	.....
2's Pears, Bartlett, heavy syrup	1 52 1/2
2 1/2's Pears, Bartlett, heavy syrup	2 02 1/2
3's Pears, Bartlett, heavy syrup	2 02 1/2
2's Pears, Flemish Beauty, heavy syrup	1 52 1/2
2 1/2's Pears, Flemish Beauty, heavy syrup	2 02 1/2
3's Pears, Flemish Beauty, heavy syrup	2 02 1/2
2's Pears, Keiffers, heavy syrup	1 27 1/2
2 1/2's Pears, Keiffers, heavy syrup	1 52 1/2
3's Pears, Keiffers, heavy syrup	1 77 1/2
2's Pears, light syrup, Globe	1 12 1/2
3's Pears, light syrup, Globe	1 42 1/2
3's Pears, pie, not peeled	1 12 1/2
3's Pears, pie, not peeled	1 42 1/2
Gals. Pears, pie, peeled	3 77 1/2
Gals. Pears, pie, not peeled	2 77 1/2
Barrels, per cwt.	5 65
2's Pineapples, sliced, heavy syrup	1 92 1/2
2's Pineapples, shredded, heavy syrup	1 47 1/2
2's Pineapple, whole, heavy syrup	1 92 1/2
3's Pineapples, whole, heavy syrup	2 47 1/2
2's Pineapples, sliced, Hygeian brand	2 00
2's Plums, Damson, light syrup	0 97 1/2
3's Plums, Damson, light syrup	1 37 1/2
2's Plums, Damson, heavy syrup	1 07 1/2
3's Plums, Damson, heavy syrup	1 42 1/2
Gals. Plums, Damson, standard	2 77 1/2
2's Plums, Egg, heavy syrup	1 12 1/2
2 1/2's Plums, Egg, heavy syrup	1 37 1/2
3's Plums, Egg, heavy syrup	1 47 1/2
2's Plums, Green Gage, light syrup	1 00
2's Plums, Green Gage, heavy syrup	1 12 1/2
3's Plums, Green Gage, light syrup	1 37 1/2
3's Plums, Green Gage, heavy syrup	1 47 1/2
Gals. Plums, Green Gage, standard	3 02 1/2
2's Plums, Lombard, light syrup	0 97 1/2
2 1/2's Plums, Lombard, light syrup	1 27 1/2
3's Plums, Lombard, light syrup	1 37 1/2
2's Plums, Lombard, heavy syrup	1 07 1/2
2 1/2's Plums, Lombard, heavy syrup	1 27 1/2
3's Plums, Lombard, heavy syrup	1 42 1/2
Gals. Plums, Lombard, standard	2 77 1/2
2's Raspberries, black, H.S.	1 97 1/2
2's Raspberries, black, L.S. (group B)	1 45
2's Raspberries, black, preserved	2 17 1/2
Gals. Raspberries, black, std.	7 07 1/2
Gals. Raspberries, black, solid pack	9 32 1/2
2's Raspberries, red, H.S.	1 97 1/2
2's Raspberries, red, L.S. (group B)	1 45
2's Raspberries, red, preserved	2 17 1/2
Gals. Raspberries, red, std.	7 32 1/2
Gals. Raspberries, red, solid pack	9 32 1/2
2's Rhubarb, preserved	1 57 1/2
3's Rhubarb, preserved	2 32 1/2
Gals. Rhubarb, standard	3 57 1/2
2's Strawberries, H.S.	2 17 1/2
2's S strawberries, preserved	2 32 1/2
Gals. Strawberries, standard	5 57 1/2
Gals. Strawberries, solid pack	9 82 1/2
(Group B, 2 1/2c dozen lower.)	.....
Salmon—	.....
Sockeyes, talls, 1's, per doz.	2 47 1/2
Sockeyes, talls, 1/2's, per doz.	1 65
Sockeyes, flats, 1's, per doz.	2 52 1/2
Pinks, 1's, per doz.	1 20
Pinks, 1/2's, per doz.	0 85
Cohoos, 1's, per doz.	1 65
Cohoos, 1/2's, per doz.	0 95

A QUESTION OF "MUST," NOT "WILL."

MacLean Publishing Co.,
Gentlemen,—Enclosed you will find cheque for two dollars, as per your statement. It is not a matter of will we have Canadian Grocer, it's a matter of must have it, as we greatly appreciate its reliable information, and it is easy to save some money by keeping in touch with market conditions each week.

Yours,
FULLER BROS.,

Arkona, Ontario.

R. H. Robinson, an Orangeville, Ont. grocer has been elected to the council of the Board of Trade there.



Fruit and Vegetables



Big Demand for Oranges

Celery Up for Easter in Montreal—Tomatoes Find Ready Sale—Lemons Are Firmer — Strawberries Sell Well—American New Potatoes \$3.50 Bushel.

MONTREAL.

FRUIT.—Navel oranges jumped considerably in price during the past week, which is due to increased demand on the approach of Easter, and perhaps somewhat to an advertising campaign which was recently conducted through the daily newspapers. As at other holiday seasons, the demand for oranges always improves at Easter. Prices may decline as soon as Easter is over. There was also an advance of 50c per crate in the price of pine apples, also attributed to the bigger demand during the holidays. These are now quoted at \$4.50-\$5. Apples are also enjoying an exceptional demand, and with oranges are moving the quickest of any fruit. There is also a fair demand for bananas. Coconuts have advanced from \$4 to \$4.75 per sack as there is a scarcity on account of the holidays. There will be plenty after the holidays, as the price will be down. Cranberries are still quiet. Such a poor season there has not been for many years. Strawberries are bringing 40c per quart, and are retailing at 45c. There should be a good demand during the next week or two. Kumquats, offered at 20c per quart, are the only new line seen on the market for Easter.

Apples—	
Baldwins, No. 1, bbl.	3 75
Ben Davis, No. 1, bbl.	3 75
Spps, No. 1, bbl.	4 50
Starks, No. 1, bbl.	3 75
Russels, No. 1, bbl.	4 50
Fameuse, No. 1, bbl.	6 00
McIntosh Reds, No. 1, bbl.	6 00
No. 2 varieties, 50c to \$1 less per barrel.	
Bananas, crate	2 00
Coconuts, sack	4 75
Cranberries, bbl.	5 00
Grapefruits, case	2 00
Grapes, Malaga, keg	5 00
Grapes, Belgium hothouse, lb.	1 25
Lemons—	
Messina Verdelli, extra fancy, 300 size	2 50
Oranges—	
Cal Navel, 125-150-175-200-215-250-285	3 00
Cal., 95-100 size box	3 00
Florida, 175-200-215	2 50
Florida, 125-150	2 50
Mexican, 125-150-175-200-215-250	2 00
Valencias, 7 1/4 size, large cases	4 50
Bitter oranges	2 00
Pineapples, case	4 50
Strawberries, per box	0 40

VEGETABLES.—Cucumbers went up to \$1 a box in Boston this week and are now offered at \$2.25 per doz. for cheap grade. This is attributed to the heavy

demand for Easter. Wax and green beans are practically out of the market, the price—\$8—being too high, and very few are coming in. Radishes are offered slightly less—35c. New cabbages are quoted \$4 a crate, but the demand is not so good as for old cabbage, the price of which has advanced considerably, quotations now being \$2 crate, an advance of 25c. Celery is down a little to \$3.50 and there is a good demand. Boston head lettuce is up slightly, being offered at \$2 to-day. Curly lettuce is slightly cheaper. Mushrooms are up slightly to \$2.25 per basket of 4 lb. Small size rhubarb can be secured as low as 75c per doz., but good stuff costs \$1.50. There are lots of tomatoes coming in, but the quality has not been of the best.

Beets, new, crate	2 75
Beets, bag	0 75
Beans, wax, basket	7 00
Beans, green, basket	7 00
Brussels Sprouts, American, quart	0 75
Cabbage, per bbl.	2 00
Cabbage, red, per bbl.	1 50
Cabbage, new, bbl.	5 75
Carrots, bag	0 75
Carrots, new, crate	2 75
Cauliflowers, Florida-Cal., doz.	3 00
Cucumbers, fancy, doz.	2 50
Celery, Florida	3 50
Horseradish, lb.	0 12 1/2
Leeks, doz, bunch	3 50
Lettuce, head, per box	2 00
Curly lettuce, per box	1 50
Mushrooms, 4 lbs., basket	2 25
Onions—	
Spanish, per case	5 00
Red, 100-lb. bags	2 00
Yellow, 100-lb. bag	2 25
Parsnips, bag	1 00
Parsley, American, doz. bunches	0 75
Peppers, green, 3/4-qt. basket	0 50
Potatoes—	
Montreal, bag	0 85
Green Mountain	0 65
New, bbl., 150 lbs.	7 00
Potatoes, sweet, Jersey, hpr.	2 50
Radishes, doz.	0 35
Rhubarb, hothouse, doz.	1 50
Spinach, American, in bbls.	4 00
Turnips, bag	0 75
Tomatoes, Florida, crate	4 50
Tomatoes, Bahamas, crate	3 50
Watercress, American, doz.	0 90
Watercress, Canadian, doz.	0 80

TORONTO.

FRUIT.—Oranges seem a good deal firmer; demand is "better than ever," to quote a dealer. Price is \$2.75 to \$3.00. Pineapples are very firm, and best sellers. Strawberries from Florida are moving well at 45-50c. Cranberries picked up a trifle this week. General price is \$5 to \$5.25, but we hear of some very fine stuff selling at \$6.

Bananas are having quite a run. Grapefruit at \$2.75 to \$3, is having good business. Business has picked up some. Possibly the approach of Easter is loosening up retailers because they find a good consumer demand for the holidays. Lemons are firmer at ruling prices.

Apples—	
Wagners	2 75
Greenings	3 25
Baldwins	2 50
Spies	4 25
Seeks	2 25
Canada Reds	2 50
No. 2s, 40-50c less.	
Bananas, per bunch	1 40
Coconuts, sack	4 00
Cranberries	5 00
Grapes—	
Canadian, 6-qt. bbls.	0 16
Tokays	2 50
Malaga, barrel	4 50
Malaga, fancy, barrel	5 00
Belgian, per lb.	1 25
Oranges—	
Florida	2 25
California navels	2 50
Lemons, Messinas	2 75
Lemons, California	2 75
Limes, per 100	1 25
Lemons—	
California, box	3 25
Canadian, late varieties	0 25
Pineapples, Porto Rico, case 1 .....0.	4 75
Grapefruit	2 75

VEGETABLES.—New carrots and beets and parsley from Chicago are in, and sell at 75c a bunch, each of them. New potatoes from Florida are having a good exclusive sale. They are worth \$12 a barrel or \$3.50 a bushel. There is a good railway trade in them. Potatoes at anywhere from 60 to 75, according to whether they are Delawares or Canadians, are moving better, possibly on account of the return cold snap. Rhubarb at 90c finds a limited demand. Better stuff fetches \$1.15. Mushrooms are in good demand. Hothouse cucumbers from Illinois at \$3 a dozen are getting the business. Celeries continue a leader at prices which obtained last week.

Beets, Canadian, bag	0 45
Beets, American	0 75
Cabbage, Canadian, dozen	0 40
Cabbage, bbl.	1 00
Carrots, bag	0 45
Carrots, American	0 75
California cauliflower	3 50
Citrons, doz.	0 45
Cucumbers—	
Slicing, hothouse	2 75
Medium pickling sizes	0 35
Crate	4 00
Celery, California, case	5 00
Celery, Florida	3 00
Mushrooms, per lb.	0 70
Water cress, 11-qt. basket	0 90

(Continued on page 45.)



Fish and Oysters



New Lines of Fresh Fish

Roe, Shad, Flounders, Haddock and Cod—From Canadian and U. S. Points—Sea Salmon and Halibut Good Sellers—Many Toronto Dealers With Plenty of Frozen Fish.

MONTREAL.

FISH AND OYSTERS.—The principal item of news this week is that the first car of fresh halibut has arrived from the West, consigned to a local wholesaler. It arrived about a week later than last year. Fishing has been slightly delayed on account of bad weather, and some cargoes have been sold as high as 10½c on the vessel. The price being asked for this first consignment is 11-12c, which is considered a stiff price. Lower prices are expected later on, as there has been an increase in the fleet. Last year, many of the independent boats on the coast retired from the industry on account of low prices, and heavy accumulations of stock in warehouse. Now that these accumulations have been disposed of, and prices are encouraging, these small vessels will return, thus increasing the production. Thus, much lower prices may be expected during the coming season. Besides, halibut, large quantities of haddock have been coming in, and as this is the last week of Lent, and contains an extra fast day, there should be large quantities of this fish going into consumption. The price being asked for haddock is 5½c-6c, which is also a good price. Most of the haddock, contrary to expectations, is being brought in from the United States, as fishing on our shores has been poor. For Passover week, very little fresh fish has been available, and consequently a good deal of frozen lake fish has been sold, particularly dore, pike and tullibees. Supply of lobster has improved, and prices are easier, 25c being quoted for medium and large.

TORONTO.

FISH AND OYSTERS.—There is a deluge of fresh fish this week. Fresh caught sea salmon from the Pacific at 30c a pound is moving well. Flounders from New York, halibut from British Columbia, and haddock

and cod from Nova Scotia have been in some little time, and all are finding a ready sale at the hands of those who are carrying them. It is said that a lot of wholesalers are very heavily stocked on frozen lines, and that they are not making much as yet of the fresh stuff. Those that are, however, can get the business. Frozen prices have been cut in a number of cases.

Something new is fresh Jumbo roe shad at \$1.75 each. It comes from New York and Baltimore; is like a white carp to look at, and has a roe which is considered a great delicacy. It is selling very well. Only one man has it so far. Scallops, too, are new. They come from Halifax and at \$2.25 a gallon and ready buyers. Lobsters are moving very much better. Crab meat and white bait from Baltimore and New York respectively are arriving. Lake Erie fresh caught white fish is expected any time. Business is looking up, particularly with those who were fortunate enough to be lightly stocked on the frozen: the public is buying fresh fish right now.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.07	10-12
Haddies, 15-lb. and 30-lb. boxes, lb.	.06½	10-12
Haddies, fillets, per lb.	.08	.12
Haddies, Nobe, boneless, per lb.	.08½	..
Herring, Ciscoe, per box	1.40	.12
St. John bloaters, 100 in box	1.00	1.20
Yarmouth bloaters, 60 in box	1.20	1.27
Smoked herrings, medium, box	.20	..
Smoked boneless herrings, 10-lb. box	1.10	..
Kipperd herrings, selected, 60 in box	1.50	1.25-1.60
Smoked salmon, per lb.	.25	.23
Smoked halibut	..	.20

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspé, large, per lb.	.10	.21
Red, steel heads, per lb.	.10	.12-13
Red, sockeyes, per lb.	.10	.10
Red, Cohoes or silvers, per lb.	.08-.08½	.10
Pale, qualla, dressed, per lb.	.07-.07½	.07½-.08
Halibut, white western, large and medium, per lb.	.07½-.08	.09
Halibut, eastern chicken, per lb.	.07½-.08	.10
Mackerel, bloater, per lb.	.07½-.08	.09
Haddock, medium and large, lb.	.05½-.06	10-12
Market codfish, per lb.	.05½	.04
Steak codfish, per lb.	.04-.04½	.10
Canadian soles, per lb.	.15-16	..
Blue fish, per lb.	.09	..
Smelts	.09	13-20
Herrings, per 100 count	3.00	..
Round pike	.05-.5½	..
Grass pike	.06	.06½

DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7 50
Dried hake, medium and large, 100 lb.	6 00
Dried pollock, medium and large, 100 lb.	6 00

Dressed or skinless codfish, 100-lb. case.	7 25	8 00
Boneless codfish, 2-lb. blocks, 20-lb. boxes, per lb.	0 08	0 08
Boneless codfish, 2-lb. blocks, 20-lb. boxes, per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 12	0 10
Shredded codfish, 12-lb. boxes, 24 cartons, 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	1 40
Selects, per gal., solid meat	2 00	2 50
Best clams, imp. gallon	1 50	..
Best scallops, imp. gallon	2 00	2 25
Best prawns, imp. gallon	2 25	..
Best shrimps, imp. gallon	2 25	..
Sealed, best standards, qt. cans, each	0 40	..
Sealed, best select, quart cans, each	0 50	..

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per bbl.	8 00	..
Canadian cultivated oysters, bbl.	9 00	10 00
Clams, per bbl.	6 00	8 00
Live lobsters, small, lb.	0 20	0 45
Live lobsters, medium and large, lb.	0 28	..
Boiled lobsters, medium and large	0 30	..
Winkles, bush	1 00	..
Little Necks, per 100	1 25	..

FRESH FISH.

	Montreal	Toronto
Halibut	.12½-.13	0 15
Haddock, fancy, express, lb.	0 06	0 06
Steak cod, fancy, express, lb.	0 07	0 10
Carp	0 12	..
Herrings, lake	0 04½	..
Flounders	0 07	0 14
Sea Salmon	..	0 30

FROZEN—LAKE AND RIVER.

White fish, large, per lb.	.06½-.09	.09
White fish, small tullibees, per lb.	.06½-.06	.07
Lake trout, large and medium, lb.	.08	.12
Dore, dress or round, lb.	.09	.08-10
Pike, dressed and headless, lb.	.06-.06½	.07
Pike, round, per lb.	.05½-.06	.06-.07

PICKLED FISH.

Salmon, Labrador, tierces, 300 lb.	20 00	..
Salmon, Labrador, bbls., 200 lbs.	14 00	..
Salmon, Labrador, half bbls., 100 lbs.	7 50	..
Salmon, B.C., bbls.	13 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lb.	12 00	..
Sea trout, Labrador, bbls., 200 lb.	12 00	..
Sea trout, Labrador, half bbls., 200 lb.	6 50	6 50
Mackerel, N.S., bbls., 200 lb.	12 00	..
Mackerel, N.S., half bbls., 100 lb.	7 00	..
Mackerel, N.S., pails, 20 lbs.	1 75	2 00
Herrings, Labrador, bbls.	6 00	6 25
Herrings, Labrador, half bbls.	3 25	3 25
Lake trout, 100-lb. kegs	6 00	6 00
Quebec sardines, bbls.	6 00	..
Quebec sardines, half bbls.	3 50	..
Tongues and sounds, per lb.	0 07½	..
Scotch herrings, imported, half bbls.	8 00	..
Holland herrings, imp'ted milkers, hf bbls	8 00	..
Holland herrings, imp'ted milkers, kegs	0 95	0 75-1 00
Holland herrings, mixed, half bbls.	7 00	..
Holland herrings, mixed, kegs	0 85	0 70-0 95
Lochfyne herrings, box	1 35	..
Turbot, bbl.	14 00	..
Green cod, No. 1, bbl.	10 00	10 00
Green cod, No. 2, bbl.	8 50	8 50

WINNIPEG.

FISH.—This week has been perhaps the busiest week of the year, the four fast days having brought about an exceedingly strong demand. For the most part it has been frozen fish which has been selling, though fresh halibut and fresh salmon have also moved well.

(Continued on page 45.)



Produce and Provisions



Big Demand for New Laid

Jews Are Buying Especially Heavily—Twenty-Five Cases Where Three Are Usual—Butter Very Firm—Cheese Still High—Scarcity in Live Poultry.

MONTREAL.

PROVISIONS.—Dealers are unusually late in placing their Easter orders, or else they have so little faith, they are not buying specially at all for the holidays. There has been no snap to this end of the grocery business for some weeks. The market is slightly firmer on account of continued small supplies coming forward. Quotations for abattoir fresh killed hogs are higher—\$12.25-\$12.50.

Hams—		
Medium, per lb.	0 17	
Large, per lb.	0 16	
Backs—		
Plain, bone in	0 21	
Boneless	0 23	
Peameal	0 24	
Bacon—		
Breakfast, per lb.	0 19	
Roll	0 18	
Shoulders, bone in	0 14	
Shoulders, boneless	0 15	
Cooked Meats—		
Hams, boiled, per lb.	0 34	0 25
Hams, roast, per lb.	0 28	0 23
Shoulders, boiled	0 25	0 25
Shoulders, roasted	0 26	0 26
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15 1/2	0 15 1/2
Long clear bacon, 80-100 lbs.	0 14 1/2	0 14 1/2
Flanks, bone in, not smoked	0 16 1/2	0 16 1/2
Barrelled Pork—		Per bbl.
Heavy short cut mess	26 00	26 00
Heavy short cut clear	26 00	26 00
Clear fat backs	26 00	26 00
Clear pork	27 30	27 30
Lard, Pure—		
Tierces, 350 lbs. net	0 12 1/4	
Tubs, 50 lbs. net	0 13	
Boxes, 50 lbs. net	0 12 1/4	
Pails, wood, 20 lbs. gross	0 12 1/4	
Pails, tin, 20 lbs. gross	0 12 1/4	
Cases, 10-lb. tins, 60 in case	0 13	
Cases, 3 and 5-lb. tins, 60 in case	0 13 1/4	
Bricks, 1 lb. each	0 13 1/4	
Lard, Compound—		
Tierces, 375 lbs. net	0 09 1/2	0 10
Tubs, 50 lbs. net	0 10 1/4	0 10 1/4
Boxes, 50 lbs. net	0 10 1/4	0 10 1/4
Pails, wood, 20 lbs. net	0 10 1/4	0 10 1/4
Pails, tin, 20 lbs. net	0 10 1/4	0 10 1/4
Cases, 10-lb. tins, 60 in case	0 11 1/4	0 11 1/4
Cases, 3 and 5-lb. tins, 60 in case	0 11 1/4	0 11 1/4
Bricks, 1 lb. each	0 12 1/4	0 12 1/4
Eggs—		
Dressed, abattoir killed	12 25	12 50

BUTTER.—Large quantities of new butter are coming in, and as stocks of old make are a little large, owing to the early season, dealers have been compelled to drop their prices. Finest creamery is quoted at 33c, and might go a little lower for Easter, but it is not likely. Dairy prints are down to 29c, and other lines proportionately. This price makes it impossible for American butter to be brought in at a profit. Lower prices have had the effect of improving the demand, which should continue around Easter, and will probably

have the effect of holding the market up until after the holidays.

Butter—	
Finest creamery	0 33
Dairy prints	0 29
Dairy, solids	0 27
Separator prints	0 27
Bakers'	0 25

CHEESE.—New make is expected in about three weeks. At present there is very little on the market, and the unprecedented prices of the past two months are still maintained. Prices being quoted to-day have never been equalled in the history of the trade, and many dealers in the country are not handling it all on that account. New prices are expected to be lower, but there will not be a very big difference until the quantity made is considerable.

Cheese—		
Cheese	0 18	0 19
Old specials, per lb.	0 20	0 20
Swilton	0 19	0 20

EGGS.—New-laid continue to come in freely, but there was a noticeable falling off compared with last week. There is no surplus at all, whereas a year ago there was. The demand for Easter is considerable. Quotations differ little from last week, when new-laid were offered at 23c-24c. New-laid splits are down to 21c.

Eggs, case lots—		
New laid	0 23	
Splits, new laid	0 20	

POULTRY.—Last week, on account of the trade for the Passover holidays, which opened this week, there was a brisk demand for fowl, which realized good prices. Large fowl brought as high as 22-23c, the price of which is now down to 19-20c. Small fowl, which brought 19-20c, are now selling for 18c. There do not seem to be too many on the market. Turkeys, dressed, are worth 23c-24c. No live are offering. Live ducks, which are scarce, have been bringing as high as 30c and 35c. Dressed are reasonable, quotations being 17-18c. Dressed geese are offered at 12-13c, and few live offering.

Fresh Stock—		Live.	Dressed.
Fowl, 5 lbs. and over	19-20	17-19	17-19
Fowl, small	18	14-15	14-15
Spring chicken	14-15	15-20	15-20
Fancy, crate-fed chickens, 5 lbs.	14-18	20-25	20-25
Turkeys, fancy	22-24	22-24	22-24
Ducks	20-25	15-18	15-18

Geese	13-15	14-15
Pigeons, pair	30-35	30-35
Squab pigeons, pair	18	18

TORONTO.

PROVISIONS.—Dressed hogs are in better shape. Demand is more active and a fair trade is doing in abattoir fresh-killed dressed stock. Bacon is moving better, perhaps as a natural corollary to the enormous demand for eggs. Prices show no change. Lard is fairly active and there is a steady tone to the market.

Hams—		
Light, per lb.	0 18	0 16 1/4
Medium, per lb.	0 17	0 17 1/4
Large, per lb.	0 14 1/4	0 15
Backs—		
Backs, per lb.	0 20	0 21
Boneless, per lb.	0 23	0 24
Pea meal, per lb.	0 26	0 26
Bacon—		
Breakfast, per lb.	0 18	0 22
Roll, per lb.	0 14	0 15 1/4
Shoulders, per lb.	0 13 1/4	0 14
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 13 1/4	0 13 1/4
Cooked Meats—		
Hams, boiled, per lb.	0 22	0 23
Hams, roast, per lb.	0 23	0 24
Shoulders, boiled, per lb.	0 20	0 21
Shoulders, roast, per lb.	0 20	0 21
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	27 00	29 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 11	0 11 1/4
Tubs, 50 lbs.	0 11 1/4	0 12
Pails	0 12	0 12 1/4
Tins, 3 and 5 lbs., per lb.	0 12 1/4	0 12 1/4
Bricks, 1 lb., per lb.	0 13	0 13 1/4
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09	0 09 1/4
Tubs, 50 lbs., per lb.	0 09 1/4	0 10
Pails, 20 lbs., per lb.	0 10	0 10 1/4
Hogs—		
F.O.B., live, per cwt.	7 45	7 45
Live, fed and watered, per cwt.	7 75	7 75
Dressed, per cwt.	10 00	10 00

BUTTER.—Fresh butter is a little scarce coming in, and that has firmed up prices a trifle. Creamery is worth 34 to 35c. We quote bakers a shade higher. Storage butter is very scarce. Hardening of market is probably only temporary. Lower prices must come shortly. Trade is good.

Butter—		
Creamery prints, fresh made	0 34	0 35
Separator prints	0 28	0 28
Dairy prints, choice	0 27	0 28
Dairy, solids	0 25	0 25
Bakers	0 20	0 24

CHEESE.—Market is very firm, and while there is no actual price change to record, quotations are sufficiently high—higher than ever before. It should soon be easier as the cows come in but there are those who say that cheese won't go

CANADIAN GROCER

below 16c to the farmer again—that is, so long as the war continues. It is surprising how sales have kept up though prices are four or five cents higher than usual. We are readjusting our quotations. There is no old cheese on the market. That described as old is September make, and what is selling for new is winter made. There is no new make yet.

Cheese—		
Old, large	0 19	0 19½
Old, twins	0 19½	0 19½
New, large	0 18	0 18½
New, twins	0 18½	0 18½

EGGS.—The market is holding steady and will do until after Easter. Prices show no change at all, but this year will see the cheapest Easter eggs for some seasons. Demand is excellent. Everybody is buying eggs, preferring them at present levels to fish and meat and so on. There has been a big Passover demand. The Jew who, ordinarily, would buy three cases, has been buying as many as twenty-five cases this last week. And there is another holiday this week.

Eggs—		
New laid, in cartons	0 22	0 23
New laid	0 20	0 21
Cracked eggs	0 18	0 19

POULTRY.—Deliveries have been very slight—that is of live stuff. We quote 12 to 14c on live fowl, but this price may be advanced during the week. The scarcity leaves room for wonderment as to where the Jews have bought their poultry. They must have gone out to the country after it. Prices remain firm and will do for some time.

Fresh Stock—		
Fowl	0 12-0 14	0 12-0 15
Spring chicken, lb.	0 12-0 14	0 15-0 18
Fancy, crate-fed chicken, 5 lbs.	0 16-0 18	0 18-0 20
Turkeys, fancy	0 20-0 22	0 20-0 22
Turkeys, old Tom	0 15-0 16	0 15-0 20
Ducks	0 12-0 14	0 15-0 17
Geese	0 10-0 14	0 10-0 13

WINNIPEG.

PRODUCE.—In all lines with the single exception of eggs a scarcity is noted this week, the condition of the roads in the country evidently having a good deal to do with interference with the arrival of new stocks. The demand has been very good.

Cured meats remain at their old quotations. Lard also has not changed, but is expected to go up before long. There is a big demand and the class of stocks being received is not of the best kind for making the better grade lards.

Cured Meats—		
Hams, per lb.	0 20	0 20
Shoulders, per lb.	0 15	0 15
Bacon, per lb.	0 25	0 25
Long clear, D.S., per lb.	0 14	0 14
Meat pork, bbl.	21 00	21 00
Lard—		
Tierces	12 00	12 00
Tubs	7 35	7 35
Falls	3 55	3 55
Cases, 55	7 12	7 12
Cases, 35	7 50	7 50

BUTTER.—So far there is practically no new make, and with the good demand which has been felt, stocks are low. It is expected that receipts will become heavier in the next few weeks.

Butter—		
Creamery, Manitoba	0 35	0 35
Dairy	0 27	0 31
Coaking	0 22	0 23

CHEESE.—Prices are firm. The demand is good, and as in the case of butter, the supply limited.

Cheese—		
New, large	0 20	0 20
New, twins	0 20½	0 21

EGGS.—Since last week prices have dropped. New lays now being quoted at 20c. There is a very good supply being received, but the class of eggs is not of the very highest quality.

Eggs, New Laid, doz.		
	0 20	0 20

POULTRY.—Stocks are low and prices normal.

Fresh Stock—		
Turkeys, per lb.	0 14	0 25
Ducks, per lb.	0 10	0 15
Chickens, per lb.	0 10	0 30
Geese, per lb.	0 15	0 17

FRUIT AND VEGETABLES.

(Continued from page 42.)

Onions—		
Spanish, big crate	4 25	4 50
Can., 75-lb. bags	1 25	1 50
Can., 100-lb. sacks	1 65	1 75
Green peppers, basket	0 75	0 75
Potatoes, Delaware	0 65	0 70
Potatoes, Canadian, bag	0 60	0 65
Potatoes, Florida, new, bbl.	12 00	12 00
Parsley, basket, 1½ qt.	0 30	0 35
Parsley, American	0 75	0 75
Pumpkins	0 10	0 20
Tomatoes, hothouse, lb.	0 25	0 30
Turnips, bag	0 30	0 30
Sweet potatoes, hamper	1 65	1 65
Squash, Hubbard, doz.	0 75	0 75
Lettuce, leaf	0 20	0 30
Lettuce, Boston, head, hamper	4 00	4 50
Lettuce, Boston, head, small	3 00	3 25
Parsnips, Canadian, bag	0 55	0 65
Persimmons, California, crate	2 50	2 50
Pomegranates, doz.	0 75	0 75
Pomegranates, crate	3 00	3 25
Rhubarb, hothouse	0 90	1 15

WINNIPEG.

FRUIT AND VEGETABLES.—The continued cold weather has caused a falling off in the fruit business which is very quiet at present. The opinion is, however, that a good demand will be felt in April offsetting the slackness at present.

Apples—		
Washington	1 60	1 60
Apples, bbles.	4 50	5 00
B. C. box apples	1 50	1 50
Cranberries, case	2 75	2 75
Bananas, lb.	0 04½	0 04½
Grapes—		
Emperor, per keg	5 00	5 00
Almeria, keg	8 00	8 00
Grape fruit	2 75	3 00
Lemons—		
California	3 75	3 75
Oranges, California Navels	3 00	3 50

VEGETABLES.—The one feature of the week is the arrival of some carload lots of Texas cabbages; these being sold at 4c. Celery is getting very scarce, but is still sold at the same figures. Tomatoes are getting more plentiful, but here too there has not been any change in price and a steady demand is being felt.

Celery, California		
	7 00	7 50
Texas Cabbages		
	0 04	0 04
Cauliflower, per doz.		
	2 00	2 00
Head lettuce, California, per doz.		
	0 90	0 90
Leaf lettuce, doz.		
	0 45	0 50
Onions—		
California, 100-lb. sacks	2 00	2 50
Valencia, per case	5 50	6 00
Parsley, per doz. bunches	0 40	0 50
Sweet potatoes, per lb.	0 06	0 06
Tomatoes, California, per case	6 00	6 00
Honey, comb, per case (24 sections)	5 50	5 50
Rhubarb, per lb.	0 12½	0 12½

FISH AND OYSTERS.

(Continued from page 43.)

Some price changes have been struck during the week, fresh white fish moving down slightly, present quotation being

8c. Gold eyes also are down to 10c, and frozen halibut are now quoted at 9c. The tendency is to clear out frozen fish at this season to prepare for the fresh fish which will be arriving about the middle of April. It is expected trout will be one of the first lines to reach the market. Salmon has risen 1c this week being now quoted at 18c.

Fish—		
New fresh jackfish	0 03½	0 03½
New tulbees	0 06	0 06
Fresh whitefish	0 08	0 08
Fresh pickerel	0 07½	0 07½
Trout	0 10	0 10
Gold eyes	0 03½	0 03½
Halibut	0 12	0 12
Frozen halibut	0 09	0 09
Salmon	0 18	0 18
Frozen salmon	0 10	0 10
Fresh cod	0 10	0 10
Fresh smelts	0 11	0 11
Oysters, per gal., Imperial	2 90	2 90
Carriers (4% Imperial gal.)	10 75	10 75
Shell oysters, per cwt.	1 75	1 85
Shell oysters, per bbl.	17 00	17 00
Haddies	0 12½	0 12½
Haddies, fillets	1 50	1 50
Kippers, per box	1 75	1 75
Ocean herring, lb.	0 06	0 06

HOW MODERN STORE FRONTS ARE BUILT.

(Continued from page 29.)

is related closely to the shutting off of the windows from the rest of the store. A large number of some of the biggest stores in the country depend, to-day, for much of their lighting on the display windows: the result is that the background is low, and an open space left between the top and the ceiling. In some stores where the difficulty over a higher temperature inside the window is felt, glass is used to fill in the space at the back so as still to allow of light reaching the main part of the store.

But the most modern method is the use of prismatic glass for the transom, above the show windows; that is, the show windows are cut short, not reaching the ceiling, and prismatic glass stretched across the front, as indicated in several illustrations herewith.

Now as to the awning. If it was placed above the transom, at the junction of first and second storeys, it would blot out the light from the prismatic glass when it was let down: hence it is affixed below this glass, and just at the top of the display windows. Sometimes it is protected from the weather, and hidden from view by a "shelter."

Lower Windows Good in Theory.

Just another point here, noting how exactly the modern idea is being worked out: why cut down the height of the display window?

Because modern window trimming declares that, except under unusual circumstances, a display should not be above the level of the eye of a passer-by on the street: most of what runs to the top, as in old-time windows, is lost, so far as any effect on the spectator is concerned. Why, then, run the display windows up to the top, if light can be supplied to the store with lower windows?



Flour and Cereals



Flour Market Rather Quiet

Not Much Business Either Domestic or Export—Mill Feeds Firmer in Toronto—Rolled Oats Up in Montreal—Cereals Quiet in Ontario.

MONTREAL.

FLOUR.—The local market for spring wheat flour is featureless, and prices remain unchanged. Dealers in the country seem to be well stocked, and are not inclined to buy until the situation in Turkey clears, or if that is delayed, until their stocks are very low. Everything seems to hinge on the Dardanelles, and what Russia will do when they are open. The trade seems content to "wait and see" for a while, at any rate. Little business in winter wheat flour is being done, and prices can be considered 10c per bbl. lower than those quoted here, although the easy feeling is simply due to lack of demand. If any effort were made to buy in any quantity, prices would probably go up. Stocks are getting run down as the close of the season approaches, and any demand will result in higher prices. From now until the new crop arrives there is a chance of a scarcity, and if war were to end now, prices would likely stay up, because when the war is over there is going to be a big demand from those countries which have been fighting, as, despite all talk about their women folks looking after the crops, there cannot have been much fall wheat sown.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	7 80
Second patents	7 30
Strong bakers	7 10
Flour in cotton sacks, 10 cents per barrel more.	

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	7 55	7 55
90 per cent., in wood	7 20	7 20
90 per cent., in bags	3 25	3 50

CEREALS.—There was a marked decline in the market for rolled oats about ten days ago, the price to retailer dropping as low as \$3.55. As soon as buying became brisk, the market advanced again, and prices early this week were 15c higher than those quoted in our last issue. Corn flour was reported strong this week, millers stating that they were over sold. The market for rye flour is looking better, but until present stocks are used up, there is not likely to

be an advance here. However, the situation is good.

Commeal—	Per 95-lb. sack
Gold dust	2 50 2 55
Unbolted	2 25
Rolled Oats—	90% in jute.
Small lots	3 75
25 bags or more	3 60
Packages, case	4 75
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled Wheat—	100-lb. bbls.
Small lots	3 65
Hominy, per 95-lb. sack	2 15
Corn flour, bag	3 05
Rye flour, bag	3 30

FEEDS.—Market for all feeds is easier owing to the early spring. With prospect of grazing, there is no inclination to buy, and bran especially is easy. Shorts are a little stronger. Naturally buyers are not going to stock up with something they are likely to carry over, especially when supplies are plentiful.

Mill Feeds—	Per ton
Bran	25 00
Shorts	25 00
Middlings	30 00
Wheat moulee	35 00
Feed flour, bag	2 55
Mixed chops, ton	41 00
Crushed oats, ton	43 00
Barley, pot, 95 lbs.	2 85
Oats, chop, ton	43 00
Barley chop, ton	37 00
Feed oats, cleaned, Manitoba, bush	0 75
Feed wheat, bag	7 35

TORONTO.

FLOUR.—There is no price news to report and business at present is rather dull. Market is weaker on account of the feeling that the war is going to end sooner than was thought. Mr. Asquith's dictum to the effect that people in Britain will have cheaper food by June has been a bear factor, too. It is a nice point whether flour will actually be cheaper by June, though by that time the Dardanelles will have been reduced and the Russian wheat freed. But though there will be three crops, the Russian, Indian and that of the Argentine, the Indian will be the only one ready by that time. And, good as it is, difficulties of shipment will make for delay. Flour prices, that is for futures, are problematical. Wheat is weaker just at present, but the constant talk of the quick reduction of the Dardanelles is the reas-

on. The market is subject to slightest rumor nowadays.

Prices on July wheat in Chicago appear to be rather high. Quotation right now is \$1.20. May wheat is around \$1.50. It is unlikely that July wheat will fetch \$1.20.

Manitoba Wheat Flour—	Small lots.	Car lots.
First patents	7 80	7 70
Second patents	7 40	7 20
Strong bakers	7 20	7 10
Flour in cotton sacks, 10c per bbl. more.		

Winter Wheat Flour—	Small lots.	Car lots.
Fancy patents	7 75	7 50
90 per cent.	7 50	7 30
Straight roller	7 30	7 10
Blended flour	7 30	7 30

CEREALS.—Rolled oats are said to be quoted too low, but millers can't very well put their prices up. There are hardly any sales. Even barley is weaker. Cereal market is dull just now. Peas are moving best of anything.

Barley, pearl, 95 lbs.	5 00
Buckwheat grits, 95 lbs.	5 50 6 00
Corn flour, 95 lbs.	2 50 3 00
Commeal, yellow, 95 lbs.	2 05 2 05
Graham flour, 95 lbs.	3 00 3 30
Hominy, granulated, 95 lbs.	3 00
Hominy, pearl, 95 lbs.	3 00
Oatmeal, standard, 95 lbs.	3 92½
Oatmeal, granulated, 95 lbs.	3 92½
Peas, Canadian, boiling, bush.	2 90 3 00
Peas, split, 95 lbs.	5 00
Rolled oats, 90-lb. bags	3 55 3 75
Rolled wheat, 100-lb. bbl.	3 75 4 00
Rye flour, 95 lbs.	3 00
Whole wheat flour, 95 lbs.	3 75 4 00
Wheatlets, 95 lbs.	3 75 4 00

MILL FEEDS.—Market has picked up some. There is a noticeably better demand and more business is being done. The mills, of course, are turning out less feed: some of them are not operating. Then the return of the cold weather doesn't help the grass to grow any more quickly. But when the snow finally disappears we ought to see easier prices on feeds right along.

Mill Feeds—	Mixed cars, per ton
Bran	25 00 27 00
Shorts	25 00 25 00
Middlings	30 00 30 00
Wheat moulee	35 00
Feed flour, per bag	1 55 1 90
Oats—	
No. 3, Ontario, outside points	0 55 0 55
No. 3, C.W., bay ports	0 60

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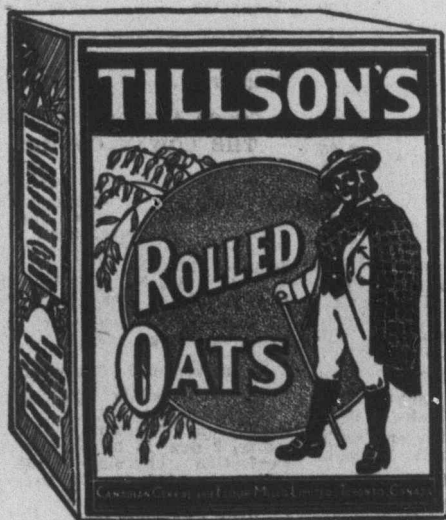
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4 oz. Tins, 4 doz. to case, weight 20 lbs.	65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 45 lbs.	1 50
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
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No. 10 (20c size), 4 doz. cs.	1 80
No. 10 (20c size), 2 doz. cs.	1 85
No. 8 (15c size), 4 doz. cs.	1 30
No. 2 (10c size), 6 doz. cs.	0 80
No. 2 (10c size), 3 doz. cs.	0 85
No. 3 (5c size), 4 doz. cs.	0 45

Also in tins. Prices on application.

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Size.	Per doz.	Per doz.
Dime	\$.85	\$.97
4-oz.	1.40	1.35
6-oz.	1.85	1.80
8-oz.	2.55	2.50
12-oz.	3.55	3.75
16-oz.	4.90	4.90
2½-lb.	11.00	11.55
3-lb.	13.00	13.35
5-lb.	22.35	21.00

Barrels—when packed in barrels one per cent. discount will be allowed.

FOREST CITY BAKING POWDER.

6-oz. tins	\$0 75
12-oz. tins	1 25
16-oz. tins	1 75

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

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Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00

	Per case
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz. to case, weight 85 lbs.	4 50
King's Food, 2 doz. to case, weight 95 lbs.	5 50
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 75
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 00

DOMINION CANNERS, LIMITED.

Aylmer Pure Jams, 16 oz. Jar.	Per doz.
Strawberry, 1914 pack	\$2 20
Raspberry, red, heavy syrup	2 10
Black Currant	2 10
Red Currant	2 10
Peaches	2 10
Pear, Bart.	2 10

Aylmer Pure Jellies.

Red Currant	2 10
Black Currant	2 10
Crabapple	1 45
Raspberry and red currant	2 10
Raspberry and gooseberry	2 10
Plum jam	1 85
Green Gage plum stoneless	1 85
Gooseberry	1 85
Grape	1 85

Aylmer Marmalade

Orange Jelly	1 00
Lemon	1 90
Pineapple	1 90
Ginger	2 25

Aylmer Pure Preserves—Bulk

	5 lbs. 7 lbs.
Strawberry	0 72 0 89
Black currant	0 65 0 85
Raspberry	0 65 0 85

Aylmer 14's and 20's per lb.

Strawberry	0 11
Raspberry	0 14

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

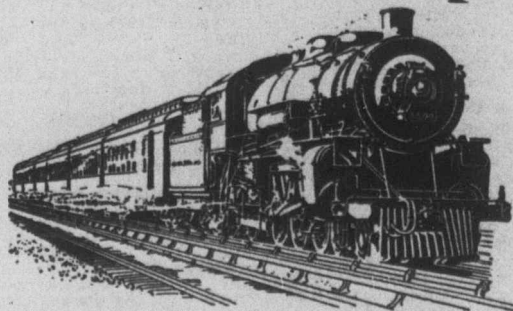
Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ¼-lb. tins, doz.	3 00
Perfection, ½-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 30
Perfection, 5-lb. tins, per lb.	0 55
Soluble bulk, No. 1, lb.	0 20
Soluble bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocos in barrels, kegs, etc.

(Unsweetened Chocolate).

Supreme chocolate, ¼'s, 12-lb. boxes, per lb.	0 40
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 00
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 30
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35

Lack of Speedy Deliveries—



is the Biggest Drawback in many a Western Campaign

But Nicholson & Bain Service turns such a drawback into a distinct advantage.

With warehouses in the six strategic cities of the West, the district representatives get into personal touch with ALL prospects IMMEDIATELY.

So well and favorably known are Nicholson & Bain representatives in their respective districts

that your product is sure to be given interested consideration everywhere.

There is no quicker, surer or more efficient way of placing your product on the whole Western field than putting it up to Nicholson & Bain. There may still be an opening for your product. No obligation.

Write to-day.

NICHOLSON & BAIN

WHOLESALE COMMISSION AGENTS AND BROKERS

Head Office:—Winnipeg, Man. Branches:—Regina, Saskatoon, Edmonton, Calgary, Vancouver

Every Package of Dr. Cassell's Tablets You Sell to a Nerve-Tired Woman is Going to Cement her Friendship for your Store



Dr. Cassell's are not magic tablets, but a good, sound nerve trouble remedy that is absolutely harmless, but thoroughly efficient when used by either old or young people.

You have a mighty fine chance to reap a good round profit (50%) on extra sales by linking up your efforts with our extensive newspaper campaign.

Every home should have a package of Dr. Cassell's Tablets always handy. Will you supply them?

Order a Trial Shipment

Dr. Cassell's Medicine Co., Limited, Manchester, Eng.

Agent for Canada: Harold F. Ritchie Co., Limited, 10-14 McCaul St., Toronto

MADE IN CANADA

Quality Counts

—Costs More
—Worth It!



WHITE SWAN BISCUIT FLOUR is manufactured in the most scientific manner from the purest and best winter wheat, by a modern process which enables us to turn out a product of the greatest purity and excellence.

Per Case of 2 Dozen Packages, \$3.00.



WHITE SWAN BUCKWHEAT FLOUR—Highest award Gold and Silver Medals, World's Fair, St. Louis, 1904.

Per Case of 3 Dozen Packages, \$3.00.



WHITE SWAN PANCAKE FLOUR is manufactured from the finest Wheat, Corn and Rice. A healthful and nutritious food for all seasons.

Per Case of 3 Dozen Packages, \$3.00.

All of these Flours are self-rising, and being blended with definite percentages of seasoning and leavening in accurate proportions, absolute success in baking is assured. Ready for instant use and economical because they save the cost of Baking Powder, Salt, Cream of Tartar, and Soda.

NO ALUM NO AMMONIA

Complete Directions in the Package

White Swan Spices and Cereals, Ltd.
TORONTO, CANADA

Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, 1/4's, 6 and 12-lb. boxes	0 27
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/2-lb. packages, 2 doz. in box, per doz.	1 60
Chocolate Confections Per lb.	
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. boxes	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. boxes	0 31
Milk chocolate wafers 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 24 bars, per box	0 85

JOHN P. MOTT & CO.'S.

Miss N. Estabrook, St. John, N. B.; J. A. Taylor, Montreal; P. Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Perse, Calgary, Alta.; Russell, Johnson, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) doz.	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
Breakfast cocoa, 1/4's and 1/2's	0 36
No. 1 chocolate	0 50
Navy chocolate, 1/4's	0 26
Vanilla sticks, per gr.	1 00
Diamond chocolate, 1/4's	0 24
Plain choice chocolate liquors	20 30
Sweet chocolate coatings	0 20

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved Per case.	
Eagle Brand, each 4 doz.	\$6 25
Reindeer Brand, each 4 doz.	6 25
Silver Cow Brand, each 4 doz.	5 75
Gold Seal Brand, each 4 doz.	5 60
Mayflower Brand, each 4 doz.	5 60
Purity Brand, each 4 doz.	5 60
Challenge Brand, each 4 doz.	4 85
Clover Brand, each 4 doz.	4 85

Evaporated (Unsweetened)—

St. Charles Brand, small, each 4 doz.	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each, 4 doz.	4 50
Jersey Brand, tall, each, 4 doz.	4 50
St. Charles Brand, Hotel, each, 2 doz.	4 25

Peerless Brand, Hotel, each, 2 doz.	4 25
Jersey Brand, Hotel, each, 2 doz.	4 25
St. Charles Brand, gallons, each, 1/2 doz.	4 75
"Reindeer" Coffee and Milk, "large," each, 2 doz.	4 80
"Reindeer" Coffee and Milk, "small," each, 4 doz.	5 50
"Regal" Coffee and Milk, each, 2 doz.	4 50
"Reindeer" Cocoa and Milk, each, 2 doz.	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN.

1 lb. tins, 4 doz. to case, weight, 50 lbs.	36
1 lb. tins, 2 doz. to case, weight 35 lbs.	26
Add one-half cent per pound to the above.	

ENGLISH BREAKFAST COFFEE.

1/2 lb. tins, 2 doz. to case, weight 22 lbs.	22
1 lb. tins, 2 doz. to case, weight 40 lbs.	26

MOJA.

1/2 lb. tins, 2 doz. to case, weight 22 lbs.	22
1 lb. tins, 2 doz. to case, weight 40 lbs.	26
2 lb. tins, 1 doz. to case, weight 40 lbs.	30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.	
1 lb. tins, 2 doz. to case, per lb.	37
Shipping weight, 50 lbs. per case.	

MINTO BROS.

MELAGAMA COFFEE.

1s, 1 1/2s, Grd.	25	30
1s, 1/2s, B. & G.	22	40
1s only, B. & G.	25	45
1s, 1/2s, B. & G.	28	50
Packed in 30 and 50-lb. cases.		
Terms net 30 days prepaid.		

MINTO COFFEE (Bulk).

M Bean or Gr.	38
N Bean or Gr.	35
N Bean or Gr.	32
T Bean or Gr.	30
O Bean or Gr.	28
Spec. Grd. Compound	38
Packed in 25 and 50-lb. tins.	

FLAVORING EXTRACTS.

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS

1 oz. bottles, per doz., weight 3 lbs.	\$ 1 00
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. bottles, 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.

CRESCENT MAPLEINE.

Special Delivered Price for Canada

1/2-oz. (4 doz. case), weight 9 lbs., retail each 15c	\$ 1 40
1 oz. (4 doz. case), weight 14 lbs., retail each 30c	2 55
2 oz. (3 doz. case), weight 15 lbs., retail each 50c	4 40
4 oz. (2 doz. case), weight 17 lbs., retail each 90c	7 00
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.50	13 00
Pint (1 doz. case), weight 20 lbs., retail each \$3.	25 00
Quart (1 doz. case), weight 53 lbs., retail each \$5.50	47 75
Gallons, each, retail each \$20	17 12

"Just pure Coffee, refined like sugar. Use it as you do sugar,— $\frac{3}{4}$ of a teaspoonful to a cup and pour on boiling water. Sugar and cream to taste—dissolves instantly—no sediment—the flavor is always perfect—you control the strength. Sold only in air-tight tins. A child can make as good coffee as a chef with

G. Washington's
INSTANT Coffee

**Now You Can Drink All
The Coffee You Want**

FOR SALE BY

Canadian Wholesale Grocers



G. WASHINGTON COFFEE SALES CO., 79 Wall St., New York

Write for literature telling of Mr. Washington's Wonderful Refining Process, which gives us this 100% Pure Refined Coffee.

Canadian Sales Agent:

Edmund Littler
169 William Street
MONTREAL, CANADA

Always
Sold
In
This
Package



For twenty years the standard of clean, wholesome, natural, sun-cured, seedless raisins.

More than five million families annually testify to their superiority.

THE AMERICAN VINEYARD COMPANY, Growers and Packers

TORONTO

MONTREAL

WINNIPEG

EDMONTON

SASKATOON

We Can Supplant German and Austrian Woodenware Specialties

If we know what you have been getting from this source in the past, and would be pleased to have suggestions from the wholesale and retail trade and to pay for samples they would submit of anything we could make here, in the hope of supplying a proper demand, of keeping our plant running in these unusual times, and especially to afford all the work possible to our employees during the coming winter.

All our standard products are stocked to render prompt shipment, and merchants are asked to provide a stock of "Cane's" wash-boards, pails and tubs against a sure demand that will be created this coming winter. More washings will be done at home for a time now than have been for some years. We are ready to supply you, are you ready to buy? Order from our wholesale.

THE WM. CANE & SONS CO., LIMITED

W. H. Escott Co., wholesale western representatives for Winnipeg, Regina, Calgary and Edmonton.

G. H. Gillespie, 392 Richmond St., London, Ont.

J. W. Bickle & Greening, Hamilton.

F. M. Baker, 27 $\frac{1}{2}$ Front St. East, Toronto, Ont.

Wm. C. Christmas & Co., St. Nicholas Bldg., Montreal.

H. D. Marshall, 197 Sparks St., Ottawa,

W. S. Clawson & Co., South Wharf, St. John, N.B.

Pyke Bros., Halifax, N.S.

Oppenheimer Bros., Vancouver and Victoria, for British Columbia.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

INCREASE YOUR TRADE

BY

Modern Show Card Lettering, Designing, Etc.



SIXTH EDITION---NOW READY

WITH THIRTY-TWO ADDITIONAL PAGES TO THAT OF FORMER EDITIONS

A practical treatise on Up-to-Date Pen and Brush Lettering, giving instruction representing many styles of lettering, position, movement, shading, spacing, designing and arrangement, with illustrations of large and small letters of each alphabet, together with a full analysis and diagram for making neat and prominent figures off-hand for price tickets, etc. Over 400 illustrations of finished show cards and price tickets are given in

**Marking Pen Lettering
Soennecken Pen Lettering
Automatic Pen Lettering and
Up-to-Date Brush Lettering**

outside of fifty-one page alphabet plates and lettering exercises of a large variety of standard show card alphabets with practical instruction, together with show card designs, showing how to produce neat and fancy border and scroll outlines, tinted backgrounds, etc.

This book is far beyond anything ever published in this line. It contains solid, practical, common-sense instruction—a book that is free from absurd theories and mystifying kinks, and contains 2,000 advertising phrases for Card Signs, Posters, etc.

All orders payable in advance. If you do not find this book worth the price return it inside of five days and get your money back.

The price of the Book is \$1.00 delivered to your address postpaid

Page size of book 6x9 in., 144 pages

The MacLean Publishing Co., Ltd.

BOOK DEPARTMENT

143-153 University Ave., Toronto

**BOAR'S HEAD LARD
COMPOUND.**

N. K. FAIRBANK CO., LTD.

Tierces	0 10%
Tubs, 60 lbs.	0 10%
Pails, 20 lbs.	0 10%
Tins, 20 lbs.	0 10%
Cases, 3 lbs., 20 to case ...	0 11%
Cases, 5 lbs., 12 to case ...	0 11%
Cases, 10 lbs., 6 to case ...	0 11

F.O.B. Montreal.

MUSTARD.

COLMAN'S OR KEEN'S.

Per doz. tins	
D. S. F., ¼-lb.	\$1 50
D. S. F., ½-lb.	2 68
D. S. F., 1-lb.	5 36
F. D., ¼-lb.	0 25
F. D., ½-lb.	1 63
Per jar	
Durham, 4-lb. jar	0 57
Durham, 1-lb. jar	0 28

JELLY POWDERS.

**WHITE SWAN SPICES AND
CEREALS, LTD.**

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	\$ 0 90
--	---------

List Price.

JELL-O.

Assorted case, contains 2 doz. 1 80	Straight.
Lemon, contains 2 doz.	1 80
Orange, contains 2 doz.	1 80
Raspberry, contains 2 doz. 1 80	
Strawberry, contains 2 doz. 1 80	
Chocolate, contains 2 doz. ...	1 50
Cherry, contains 2 doz.	1 80
Peach, contains 2 doz.	1 80
Weight, 8 lbs. to case, Freight rate, 2nd class.	

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 doz. 2 50	Straight.
-------------------------------------	-----------

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz. 2 50	
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz. ...	2 50
Weight, 11 lbs. to case. Freight rate, 2nd class.	

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20
30 days.	

RICHARDS' PURE SOAP.

Richards' Quick Naptha Soap. Packed 100 bars to case. 5-case lots (delivered), \$4.15 each with 20 bars of Quick Naptha as a free premium.

FELS NAPTHA.

Prices—Ontario and Quebec:	
Less than 5 cases	\$5 90
Five cases or more	4 95

WHITE SWAN LYE.

Single cases, 4 doz.	\$3 50
5 case lots, 4 doz.	3 35
Shipping weight 50 lbs. per case.	

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Laundry Starches—	
Boxes. Cents.	
40 lbs., Canada Laundry....	.06%
40 lbs., boxes Canada white gloss, 1 lb. pkg. ....	.06%
48 lbs. No. 1 white or blue, 4 lb. cartons .....	.07%
48 lbs. No. 1 white or blue, 3 lb. cartons .....	.07%
100 lbs., kegs, No. 1 white. ....	.06%
200 lbs., bbls., No. 1 white. ....	.06%
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs. ....	.07%
48 lbs. silver gloss, in 6-lb. tin canisters .....	.06%
36 lbs., silver gloss 6-lb. draw lid boxes .....	.06%
100 lbs., kegs, silver gloss, large crystals .....	.07%
28 lbs., Benson's Satin, 1-lb. cartons, chrome label ...	.07%
40 lbs., Benson's Enamel (cold water), per case....	3 00
20 lbs., Benson's Enamel (cold water), per case ...	1 50
Celluloid—boxes containing 45 cartons, per case	3 00

Culinary Starch.

40 lbs. W. T. Benson & Co.'s prepared corn .....	.07%
40 lbs. Canada pure corn starch .....	.06%
(120-lb. boxes ¼c higher.)	
Casco Potato Flour, 20-lb. boxes, per lb. ....	.10

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%
Kegs, 100 lbs. ....	.06%
Lily White Gloss—	
1-lb. fancy cartons cases 30 lbs. ....	.07%
8 in case .....	.06
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ...	.06%
Kegs 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 00

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)	

UPTON'S CLOVER HONEY

—
Have you seen our
new package?
—

Write us for price list.

The T. Upton Co., Limited
ST. CATHARINES

Factories at Hamilton and St. Catharines

Pure Maple Syrup and Sugar

We expect to receive from Quebec our first lot, made from this year's run, this week.

Syrup will be put up in Pint, Quart, Half-gallon, Gallon, and Five-gallon tins, both Imperial and wine measure; also in kegs containing 25 Imperial gallons. Sugar will be packed about 50 lbs. to box, in 1/4-lb., 1/2-lb., or 1-lb. blocks.

The Quality will be right up to our usual high standard, and is sold under a

GUARANTEE OF PURITY

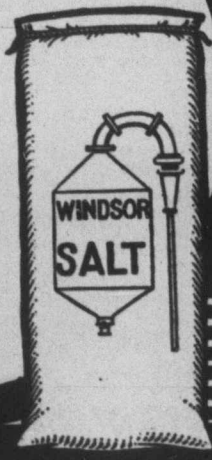
one of the first points to be considered in handling Maple products. Write us for prices to-day.

HUGH WALKER & SON
ESTABLISHED 1861
GUELPH and NORTH BAY

WINDSOR TABLE SALT

is just clean, pure Salt, refined to the highest degree of purity, in the most modern Salt works on the continent and Made in Canada.

**Canadian Salt
Co., Limited,**
WINDSOR, ONT.



Our Tiger (50 cent line) Brooms

are superfine carpet **BROOMS** on polished handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms.**

Walter Woods & Co.
HAMILTON



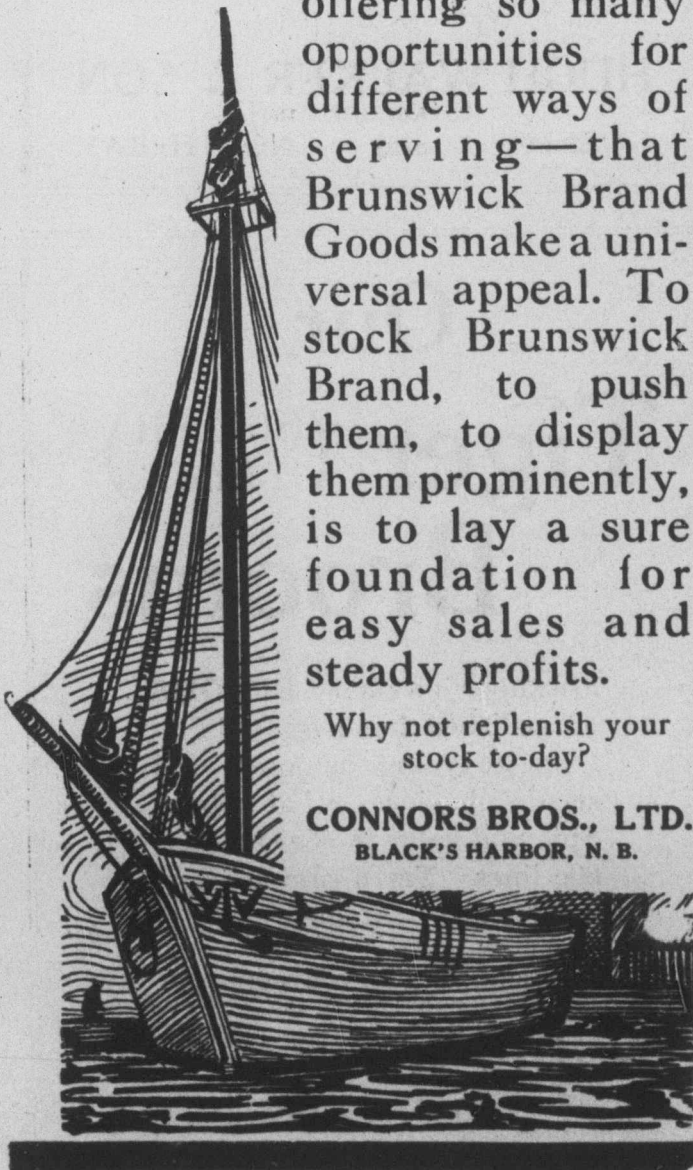
Brunswick Brand Goods

As nourishing food might easily be featured on the basis of economy, but as a matter of fact Brunswick Brand Goods are their own excuse, appetizing, nourishing, deliciously pleasing to all,

offering so many opportunities for different ways of serving—that Brunswick Brand Goods make a universal appeal. To stock Brunswick Brand, to push them, to display them prominently, is to lay a sure foundation for easy sales and steady profits.

Why not replenish your stock to-day?

CONNORS BROS., LTD.
BLACK'S HARBOR, N. B.



OCEAN MILLS, MONTREAL.

Chinese starch, 16 oz. pack., 4 doz. per case, \$4; Ocean Corn Starch, 16 oz. pack., 4 doz. per case, \$3.60; King Corn Starch, 16 oz. pack., 4 doz. per case, \$3.12; Ocean Blanc Mange, all flavors, 8 oz. pack., 4 doz. per case, \$4; Ocean Borax, 8 oz. pack., 4 doz. per case, \$1.80; Ocean Baking Soda, 8-oz. package, 120 packages, per case, \$3; Ocean Baking Soda, 16 oz. pack., 60 pack. per case, \$3; Ocean Baking Powder, 1 lb. pack., 3 doz. per case, \$6.75; Ocean Baking Powder, 8 oz. pack., 5 doz. per case, \$6.50; Ocean Baking Powder, 4 oz. pack., 4 doz. per case, \$3; Ocean Baking Powder, 3 oz. pack., 4 doz. per case, \$1.60; Ocean Baking Powder, 5 lb. tin, 10 tins per case, \$7.50; Chinese Washing Powder, 8 oz., 120 pack. per case, \$4.25; retail at 6c per doz., 45c; Ocean Extracts, all flavors, 2 oz., 6 doz. per case, \$6; Ocean Mustard (French Mustard, quart size), 2 doz. per case, \$4.80; Ocean Mustard (French Mustard), pint size, 2 doz. per case, \$4; Ocean Liquid Blue, pint bottles, 2 doz. per case, \$1.80; Petrolatum, 2 oz. jars, 12 doz. per case, \$5.40; Petrolatum, 5 oz. jars, 6 doz. per case, \$5.40; Ocean Cough Syrup, 8 oz. bottle, 3 doz., per case, \$7.20.

COW BRAND BAKING SODA
In boxes only.

Packed as follows:
5c packages (96) \$3 20
1 lb. packages (60) 3 20
1/2 lb. packages (120) 3 40
1 lb. 30 } Packages, Mixed. 3 30
1/2 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, 1/2 doz. in case.. 2 90
20-lb. tins, 1/4 doz. in case.. 2 85
Barrels, 700 lbs. 3 1/4
Half barrels, 350 lbs. 4
Quarter barrels, 175 lbs.... 4 1/4
Pails, 38 1/4 lbs. 1 35
Pails, 25 lbs. each 1 40

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case... 3 00
5-lb. tins, 1 doz. in case... 3 55
10-lb. tins, 1/2 doz. in case.. 3 25
20-lb. tins, 1/4 doz. in case.. 3 20
(5, 10 and 20-lb. tins have wire handles.)

ST. LAWRENCE SUGAR REFG. CO.

Crystal Diamond Brand Cane Syrup.
2-lb. tins, 2 doz. in case..\$2 65
Barrels 0 03 1/4
1/2 barrels 0 1/4

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.
Cases, 4 doz. each, flats, per case \$5 40
Cases, 4 doz. each, ovals, per case 5 40

INFANTS' FOOD.

Robinson's patent barley, 1/2 lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25.

BEAVER BRAND CORN AND MAPLE SYRUP.

Quart tins (wine measure), 2 doz. in case, per case... 4 70

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.
2s, Tins, 2 doz. to case.
Quebec, per case \$1 85
Ontario, per case 1 90
Manitoba, per case 2 30
Saskatchewan, per case ... 2 40
Alberta, per case 2 70

DOMOLCO BRAND.

2s, Tins, 2 doz. to case.
Quebec and Ontario, per case 2 95
Manitoba, per case 3 40
Saskatchewan, per case ... 3 55
Alberta, per case 3 75
British Columbia, per case. 2 40
British Columbia, per case. 3 55

SAUCES.

PATERSON'S WORCESTER SAUCE.

1/2-pint bottles, 3 and 6 doz. cases, doz. 0 30
Pint bottles, 3 doz. cases, doz. 1 75

H. P.
H. P. Sauce— Per doz.
Cases of 3 dozen 1 90
H. P. Pickles—
Cases of 2 doz. pints.... 3 25
Cases of 3 doz. 1/2-pints... 2 20

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 05
Card Outfits, Black and Tan 3 25
Creams and White Cleanser 1 10

TEAS.

THE SALADA TEA CO.
East of Winnipeg.

Wholesale. R't'l.
Brown Label, 1s and 1/2s .29 .35
Blue Label, 1s, 1/2s, 1/4s, and 1/8s35 .45
Red Label, 1s and 1/2s... .41 .55
Gold Label, 1/2s49 .65
Red-Gold Label, 1/2s55 .80

ORANGE MARMALADE.

"BANNER BRAND" PURE FRUIT PRODUCTS.

JAMS AND JELLIES.

2's \$ 2 15
4's 0 35
5's 0 42
7's 0 60
30's, wood 0 08
12-oz. glass jar 1 15
Tumbler, glass 0 95

MARMALADE.

2's, per doz. \$ 2 30
4's, per pull 0 40
5's, per pull 0 45
7's, per pull 0 65
30's, wood, lb. 0 08 1/2
12-oz. glass jar, doz. 1 20
Tumbler, glass, doz. 1 00
Prices subject to change without notice.

MINTO BROS., Limited, Toronto.

We pack in 60 and 100-lb. cases
All delivered prices.

MELAGAMA TEA.

Whol. Ret.
Red Label, 1s or 1/2s. 0 29 0 30
Green Label, 1s, 1/2s, 1/4s 0 32 0 40
Blue Label, 1s, 1/2s, 1/4s 0 37 0 50
Yellow Label, 1s, 1/2s, 1/4s 0 42 0 60
Purple Label, 1/2s only 0 55 0 60
Gold Label, 1/2s only. 0 70 1 00

MINTO TEA.

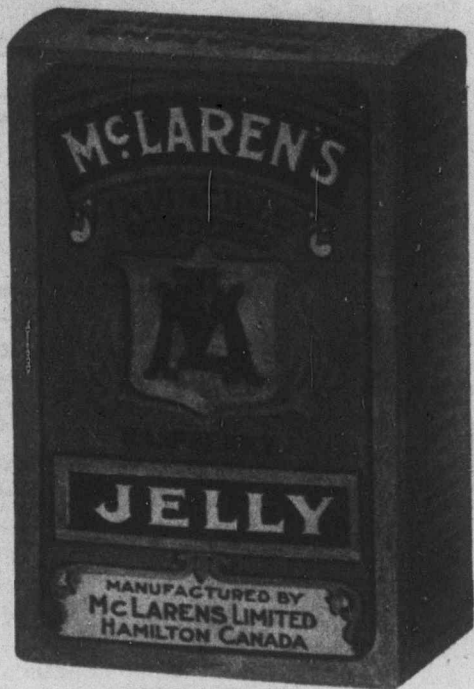
Whol. Ret.
Green Bag 0 25 0 35
Red Bag 0 32 0 40
Yellow Bag 0 37 0 50
Purple Bag 0 42 0 60

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c pks.... 1 25

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

Black Watch, 8s, butts 9 lbs., boxes 6 lbs. \$0 10
Bobs, 6s and 12s, 12 and 6 lbs. 0 40
Currency, 12s, 1/2 butts, 12 lbs., boxes 6 lbs. 0 40
Currency, 6s, 1/2 butts, 9 lbs. 0 40
Stag Bars, 6s, butts, 11 lbs., boxes 5 1/2 lbs. 0 45
Walnut Bars, 8 1/2s, boxes 7 lbs. 0 64
Pay Roll, thick bars, 8 1/2s, 6 lb. boxes 0 65
Pay Roll, thin bars, 8 1/2s, 5 lb. boxes 0 65
Pay Roll, plug, 8 1/2s, 12 and 7 lb. caddies 0 65
Shamrock, plug, 7 1/2s, 1/2 butts, 12 lbs., boxes 6 lbs. 0 67
Empire, 7s and 14s, caddies 15 lbs., 1/2 caddies, 6 lbs. 0 66
Great West, pouches, 8s... 0 72
Forest and Stream, tins, 11s, 2 lb. cartons 0 80



“Why, Mary! Is the Fruit Gone Already?”

“Yes, John, but don't worry, I've just ordered some of McLaren's Jelly Powders. They are so delicious and tasty you will be glad the fruit is all gone.”

This typical conversation of this season of the year means business for you. Help it along by suggesting

McLaren's Invincible Jelly Powder

A natty counter trim with one of our new display cards will boost your sales. Try it.

MCLARENS LIMITED
Hamilton and Winnipeg

Are You Interested?

In Buying a Business,
In Selling a Business,
In Engaging a Clerk,
In Securing a Position,
In Securing a Partner,
In Disposing of Second-hand Fixtures,

Then you should use
Canadian Grocer's Classified Ad.
Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveler, just the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches
All These Men.

RATES:

(payable in advance)

2c per word, first insertion.

1c per word, subsequent insertions.

5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

Canadian Grocer

143-153 University Ave., Toronto

Daily arrivals of
fine, fresh, frozen

Lake Trout and Herring

also Pickled Herring.
Just the thing for
deliciously appetizing
and economical
meals. Big margin
for the dealer.

¶ Only few hundred
barrels Georgian Bay
Apples left. Rush
your order through
—NOW.

Lemon Bros.

Owen Sound, Ont.

Just Order

“St. Nicholas”

They're the

Best

Lemons

J. J. McCABE

Agent

Toronto

Buyers' Guide



TANGLEFOOT



The Non-Poisonous Fly Destroyer

Destroys Billions of Flies every year—vastly more than all other means combined. Absolutely Sanitary.

SEEDS



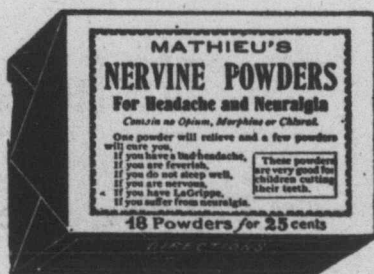
RENNIE'S ALWAYS GROW—
THE FINEST IN THE LAND.

Catalogue FREE. Sold by best dealers.

WM. RENNIE Co. LIMITED
ADELAIDE and JARVIS STS., TORONTO, ONT.
Also at Montreal, Winnipeg, Vancouver.

Every Merchant who handles—

Mathieu's Nervine Powders



knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's is a specific in all forms of colds.*

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The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—

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With (Name of firm)
Street
City or town Prov.....

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT ad. in this paper.

The W. T. Ott Co., Inc.
Toronto
Cllicquot Club Beverages
Priscilla Prepared Flours
Bass Islands Grape Juice
Snow-Mellow 55-1

Write us for New Price List of WINDSOR SALT

TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

The Best for all forms of Coughs, Asthma, Bronchitis, and all ailments of Respiratory Organs.

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FOR AGENCY, WRITE
THE MERITOL CHEMICAL CO.
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BOND AND FREE
Direct Railway connection. Car distributing. Write for rates.

Dominion Warehousing Co., Ltd.
Phone R54. 46 to 56 Nicholas St., Ottawa.

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Our capacity is three times the total Filler requirements of Canada.

PROMPT DELIVERIES
by us are therefore certain.
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TRENTON, ONTARIO, CANADA

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The Highest Quality
Most Reasonably Priced
"Quality" Cocoa
On Sale Anywhere.
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Agents Montreal

We are buyers of evaporated and farmers' dried apples. Prices and tags on application.

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Ingersoll Ontario

WRITE TO
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for Sample Copy of the
Irish Grocer, Drug, Provision and
General Trades' Journal

If you are interested in Irish trade.

CANADIAN GROCER

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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.

FOR SALE

FOR SALE — AT NELSON, B.C. SMALL grocery business in good position. 45% cash business, balance monthly accounts. For terms and particulars apply W. R. Allen, P.O. Box 1140, Nelson, B.C.

FOR SALE — SECOND-HAND McCASKEY Register, in perfect condition. Having placed my business on cash basis I have no use for same. My highest recommendation goes with it. Box 82, Canadian Grocer, Toronto.

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WANTED

WANTED TO HEAR FROM OWNER OF good general merchandise or grocery store for sale. Send price and particulars. D. F. Bush, Minneapolis, Minn.

JAM BOILER WANTED—MUST BE SOBER and able to take charge of boiling room, with good knowledge of jams, jellies, marmalades and preserved fruits, also how to put down pulps of all kinds. Reply in confidence, stating age, experience and wages required. Box 81, Canadian Grocer, Toronto.

WANTED—ENERGETIC MAN TO SECURE subscriptions and renewals to MacLean's Magazine and The Farmer's Magazine. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Canada.

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—SITUATION BY EXPERIENCED grocery clerk; first or take charge. Dis when suited. Apply D. M., 114 Smith St., Winnipeg.

WANTED—BY EXPERIENCED MANAGER, position as buyer or partnership in progressive business. Successful record. Qualified accountant. Box 79, Canadian Grocer, Toronto.

WANTED—MANAGER FOR ESTABLISHED Wholesale Grocery Company in British Columbia. Right man will be sold an interest. Write Box 78, Canadian Grocer, Toronto.

WANTED—EXPERIENCED RETAIL GROCER Manager, familiar with financial and office duties. Write Box 77, Canadian Grocer, Toronto.

ESTABLISHED PACKING HOUSE HAS AT-tractive proposition for travelers calling on right class of trade in following territories: Ground bordered by C.P.R., Toronto to Owen Sound, and the old Grand Trunk, Toronto to Sarnia; on ground north from Orillia and Midland to the Soo; on ground from Belleville and Peterboro to Ottawa and Montreal. Write Box A B C, Canadian Grocer.

MISCELLANEOUS

EVERY MERCHANT WHO SEEKS MAXI- mum efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

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will add to your profits

Kelway Langport
England

grow and sell

SEEDS OF ALL KINDS

for Traders

Write to the actual wholesale growers for rock-bottom prices and illustrated catalogue.

Buy well ahead to secure

LOWEST PRICES.

WRITE TO-DAY

Maple Sugar Season Now On

Write us. We handle only guaranteed pure stock.
Woodman & McKee, Coaticook, Que.

Coffee, Its History, Classification and Description

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This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
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This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department

143-153 University Avenue, Toronto

A want ad. in this paper will

bring replies from all

parts of Canada.

MR. UP-TO-DATE

you should always carry a stock of

MAPLEINE

The last word in flavors.

Order from

Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.

Mason & Hickey

287 Stanley St., Winnipeg, Man.

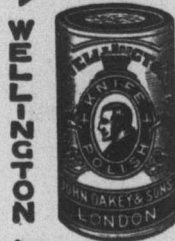
CRESCENT MFG. CO.

SEATTLE, WASH.



OAKLEY'S

KNIFE



POLISH

JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS:

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

Start With His Promissory Note

When you let a man "run an account" he has your goods and YOU HAVE NOTHING, except YOUR account of his indebtedness. When you use

ALLISON COUPON BOOKS

you START with his PROMISSORY NOTE, and HE starts with the understanding that you mean business. ALLISON COUPON BOOKS save thousands of dollars a year for merchants like you.

HOW THEY WORK:

A man wants credit. You think he is good. Give him a \$10.00 Allison Coupon Book. Have him sign the receipt, or note form, in the front of the book, which you tear out and keep. Charge him with \$10.00—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on, until the book is used up. Then he pays the \$10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.



For sale by the jobbing trade everywhere.
Manufactured by

ALLISON COUPON COMPANY
Indianapolis, Indiana, U.S.A.

GOOD NEWS FOR CANADA
McVITIE & PRICE, Limited

Biscuit Manufacturers

EDINBURGH (Scotland) and LONDON (England)

have now a complete chain of Agents from the Atlantic seaboard to the Pacific Coast, who carry fresh stocks of their high-grade Biscuits.

Write to any of these Agents for samples and terms and you will receive prompt attention:

- | | |
|--|--|
| Nova Scotia. | C. E. Choat & Co., Halifax, N.S. |
| Quebec and Ontario. | C. H. Cole, 501 Read Buildings, Montreal.
C. H. Cole, 33 Front East, Toronto. |
| Manitoba and Saskatchewan. Alberta. | Richards & Brown, Ltd., James St., Winnipeg.
Campbell, Wilson & Horne, Ltd., Calgary.
Campbell, Wilson & Horne, Ltd., Lethbridge.
Campbell, Wilson & Horne, Ltd., Edmonton. |
| British Columbia and Yukon. | Kelly, Douglas & Co., Ltd., Vancouver.
Kelly, Douglas & Co., Ltd., Victoria.
Kelly, Douglas & Co., Ltd., New Westminster.
Kelly, Douglas & Co., Ltd., Prince Rupert. |

GENERAL CANADIAN REPRESENTATIVE:
Mr. Sydney Othwaite, 501 Read Bldgs., Montreal

Buy Now!



Made in Canada

PERFECTION

Cheese Cutter is the best, because it is the simplest in construction, has but few parts, and those NOT delicate parts. It is the simplest to set for use and to operate. It is BETTER MADE. Notice the five-ply birch board, the heavy double-edge steel knife, the glass shield, the graceful appearance. Finished in scale blue enamel. Order through jobber, agent, or direct.

AMERICAN COMPUTING CO. OF CANADA
HAMILTON, ONT.

It's the Quality in the Taste that Turns the First Sale of "Queen Quality" Pickles and Catsups into Regular Business—



The Queen Quality taste is a good one to get going in your town, for its effect is magic.

One woman tells her friend, the friend spreads the news in her circle—an endless chain results — sales grow.

Start the endless chain from a good window or counter display to-day — use 10 and 20 ounce bottles of Queen Quality Pickles and Catsup or any of the several Queen Quality lines. Ask about our bonded spirit and cider vinegar.

Write for quotations.

Taylor & Pringle Co., Owen Sound, Ont.

COIN PURSES

(Our new penny piece)

- NIGHT STICKS**
WHISTLES
FLEXIBLE STICKS
CIGARETTES

and a full line of attractive and quick-selling Licorice Specialties.

Order from your Wholesaler

Everything in Licorice for Grocer, Druggist and Confectioner

MADE IN CANADA

National Licorice Company
MONTREAL

Century SALT
 is pure, clean salt.

To build a business honestly you must sell purity in food products. Century Salt, from one year end to the other, is exactly the same, always pure white crystals, refined with the greatest care. Excellent for table, cooking or dairy—you can satisfy every customer with Century Salt.

The DOMINION SALT CO., Limited
 SARNIA, ONT.

Cleave's

CELEBRATED
 DEVONSHIRE CREAM
Chocolate

A high-grade and up-to-date article, showing an excellent profit and giving increasing satisfaction.

THE CHOCOLATE THE PEOPLE WANT.

Also other new and attractive
 5 cent lines.

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 TORONTO Mason's Ltd., 25 Melinda St.
 WINNIPEG—Hamblin & Brereton, Ltd., 149 Notre Dame Ave. E.
 VANCOUVER—Hamblin & Brereton, Ltd., 842 Cambie St.

JOHN CLEAVE & SON, LIMITED
 CREDITON, DEVON, ENGLAND

Do You Want More Money?

OF course you do and are willing to make use of your spare hours in a way that will net you the biggest returns. Many others like yourself have had the same desire to turn their spare time into money and profitable experience. They are now making from \$5 to \$20 a week, according to the time given.

IF YOU ARE NOT AFRAID OF WORK you can make \$5 a week, giving 3 hours a week to taking subscriptions to

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We supply you with all you need to take subscriptions except the determination. We allow a definite, liberal commission on both new and renewal subscriptions.

THE coming months are the most pleasant in the year for the work. If you write at once we can appoint you as our local representative.

MACLEAN PUBLISHING CO., Ltd.
 143-153 University Avenue, TORONTO

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for good furniture and floor polish. These are staple articles. Just now the housewife recognizes

IOCO

LIQUID GLOSS

as the most satisfactory.

IOCO sells because it does more than merely polish furniture and floors. It lays the dust and keeps the varnish from cracking. It is also used extensively on motor cars.

Use our advertising to increase your sales. For prices, write

THE IMPERIAL OIL COMPANY, LIMITED
 TORONTO ST. JOHN WINNIPEG SASKATOON
 MONTREAL HALIFAX REGINA CALGARY
 EDMONTON VANCOUVER

Made in  Canada

TEA

Wholesale Buyers Take Notice!

We are offering special values in
CHINA YOUNG HYSONS
AND
CHINA GUNPOWDERS

and no live buyers of these Teas can afford to purchase without first seeing our samples.

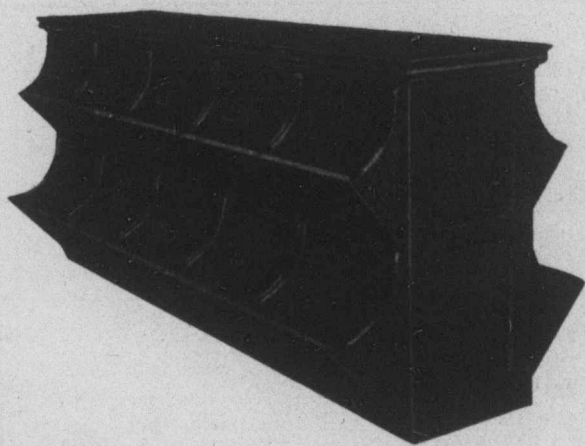
WRITE US

Also for samples of any other kind of Tea you are open for, we have a large and varied stock and are free sellers.

John Duncan & Co.

Established 1866

MONTREAL



Clean Out Sale

We have on hand in former show rooms at No. 10 Elm St., the following samples:

- 10' Fruit and Vegetable Counter, like cut, with 2 rows of 6 bins to a side..\$75.00
- 5' Grocery Counter, 2 bbl. bins..... 35.00
- 6' Counter, with shelves 25.00
- Sanitary flat top office desk 15.00

All are in solid oak, golden finish, and to avoid expense of crating and freight, we will offer for immediate sale, as they are at 1-3 off our regular price, as stated. Terms, 2% 10 days, or net 60 on contracts. All or any article will be sold to first satisfactory purchaser.

The Walker Bin & Store Fixture Co., Limited

BERLIN, ONT.

We are open to receive applications for sale of fixtures in Toronto from active, experienced parties.

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For one week only and subject if unsold.

700 c/s Chum Salmon

CAVALIER Brand

\$3.25 c/s of 48 1-lb. tins

400 c/s White Spring Salmon

STAR Brand

\$3.80 c/s of 48 1-lb. tins

In lots of not less than five cases.

As these prices are away below market value, you should place your order now.

CRYSTAL SUGAR

Two carloads extra bright crystal sugar at very attractive prices.

Write or 'Phone for Quotations.

ROCK-BOTTOM PRICES.

COURTEOUS SERVICE.

PROMPT DELIVERY.

Laporte, Martin, Limitée

568 St. Paul St., Montreal

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You have noticed our Letter Box service. Every week we hear from dealers who desire names and addresses of firms manufacturing some particular article.

This service may be beneficial to you. If you are in the market for any article you do not know where to get, our services will be cheerfully given.

The Canadian Grocer is in position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Grocer you are entitled to this service.

The Canadian Grocer

Montreal

Toronto

Winnipeg

Vancouver

CANADIAN GROCER



Tuckett's

T and B Myrtle Cut

For 50 years T and B Myrtle Cut has been the true friend of the veteran smoker—the man who delights in the smooth, cool, sweet flavor of the well-aged, sun-cured Virginia leaf. Win the trade of the head of the house by stocking his favorite blend, one of the Tuckett three—"Myrtle Cut," "Orinoco" or "Our Seal"—a tobacco for all stages of smokers.

Order from your wholesaler.

Tin Cans

Plain or Decorated

Fibre Cans

All Fibre or with Metal Ends

**Two Completely Equipped
Factories Well Located to
Serve the Canadian Trade**

AMERICAN CAN COMPANY

MONTREAL .: HAMILTON

A BUSINESS BUILT UPON "SERVICE"

You can buy "groceries" from a great many sources, but "grocery service" from comparatively few

Our complete organization, large and complete stocks, labor-saving equipment and knowledge gained from thirty years' grocery merchandising are ever at the disposal of our patrons.

WE SPECIALIZE IN MERCHANDISE OF "MERIT," controlling the following lines:

GOLD STANDARD PURE FOOD PRODUCTS—

Coffee, Baking Powder, Spices, Flavoring Extracts, Jelly Powders, etc.

H. J. HEINZ (57 Varieties) Pickles and Condiments.

SUNKIST CALIFORNIA CANNED GOODS AND DRIED FRUITS—

(Quality supreme from the land of "Sunshine.")

GOLD STANDARD DOMESTIC CANNED GOODS—

(The best that Canada grows):

Tomatoes, Corn, Peas, Beans, Strawberries, Cherries, Raspberries, Peaches, etc.

SOME DISTINCT FEATURES OF OUR SERVICE:

The operation of our own factory, enabling us to supply Gold Standard Food Products and "**FRESH ROASTED COFFEES**" of **MAXIMUM QUALITY** at a **MINIMUM OF PRICE.**

OUR PRODUCE DEPARTMENT, handling our patrons' farm produce (without commission) on a mutually advantageous basis.

THREE BRANCH WAREHOUSES, carrying duplicates of our Winnipeg stock.

ORDERS SHIPPED THE SAME DAY RECEIVED.

FAIR DEALING, HONEST TREATMENT, OUR REPUTATION BEHIND EVERY TRANSACTION.

A postal will bring a more detailed account of our service to you.

THE CODVILLE COMPANY, LIMITED

WINNIPEG, MANITOBA

SASKATOON, Sask.

MOOSE JAW, Sask.

BRANDON, Man.