

**PAGES
MISSING**

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, APRIL 23, 1915

No. 17

RICE

Buy Now—

Push Sales—

Prices are Right—

There's no better food value, and

If it's "Mount Royal" brand
It's "Milled in Canada."

D. W. ROSS COMPANY, Agents
Montreal

If You Have Ever Had the Belief

that a high-grade product at the right price is the only kind of backing that will permanently build up your sales and customer list—then you should certainly look into

CODOU'S MACARONI AND PASTE PRODUCTS

Codou's is the finest the world produces, for it has, as its main ingredient, the best grain in the world for this special purpose—Russian T a g a n r o k wheat. Codou's is made by acknowledged experts who have devoted their whole lives and energies to perfecting paste products.

Codou's is sought the world over for its better quality and wholesomeness.

Make it possible for your customers to enjoy the dish the best families in the world delight in, by suggesting and displaying Codou's.

Stock Up Now!

ARTHUR P. TIPPET & CO.

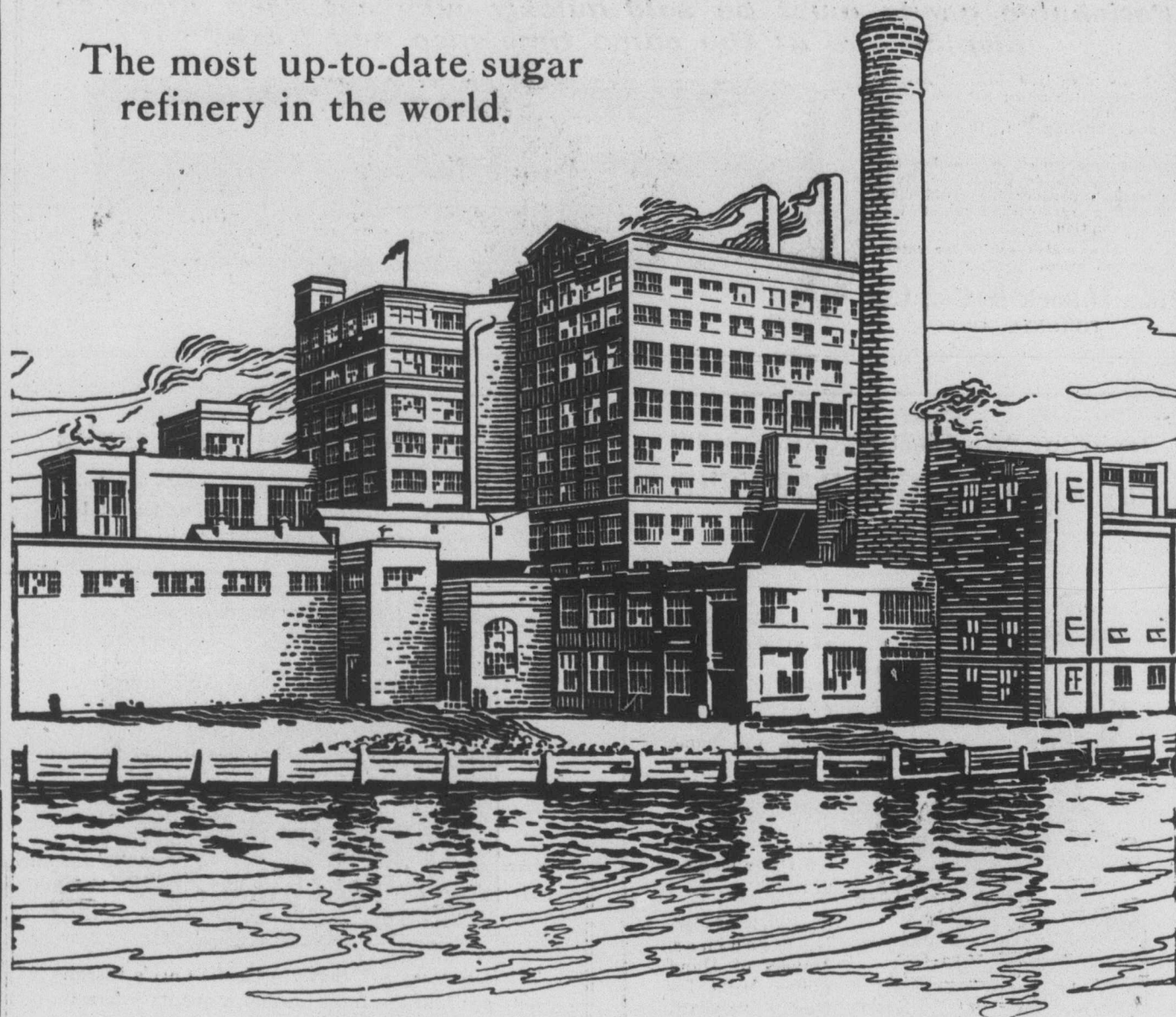
AGENTS

-:-

-:-

MONTREAL

The most up-to-date sugar refinery in the world.



This is the home of

Lantic Sugar

where Quality is the watchword, and where every step in the process of manufacture is one of care and patience for quality. Your customers are reading "Lantic" advertisements. They'll be asking for "Lantic" Sugar. Stock up.

The Red Ball goes on every Package and Bag

ORIGINAL PACKAGES

Lantic Granulated

2 lb. and 5 lb. Sealed Boxes. 10 lb., 20 lb., 100 lb. Bags

Lantic Powdered

2 lb. Sealed Boxes

Lantic Icing

1 lb. Sealed Boxes



Atlantic Sugar Refineries Limited

MONTREAL, Que.

ST. JOHN, N.B.

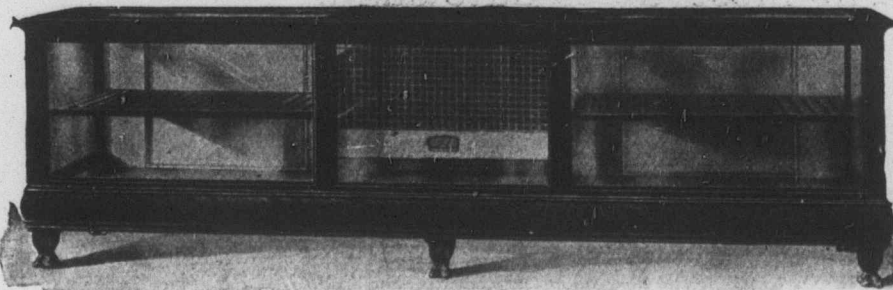
Perishable goods must be sold quickly—why not keep them on display and at the same time nice and fresh?

Goods displayed in our Arctic Refrigerator Silent Salesman will sell quickly and remain fresh and inviting in the hottest weather.

This case comes in 6 and 8 ft. lengths, double glass and well finished, produces dry cold circulating air with smallest ice consumption.

A money-maker—write for catalog and prices.

John Hillock & Co., Ltd.
TORONTO, ONT.



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.

Carr & Co.'s Carlisle Biscuits

have their own distinct following. People who know good biscuits, use good biscuits, demand good biscuits, are the people who buy Carr's Biscuits.



The mere "say so" that you handle Carr's Biscuits puts you into the front rank of a quality salesman.

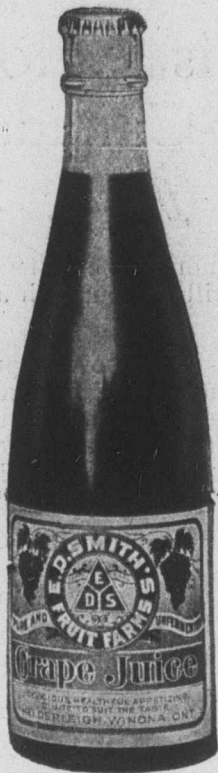
For Prices, etc., Write To-day

CARR & CO. CARLISLE ENGLAND

AGENTS: Wm. H. Dunn, Limited, Montreal; Dunn-Hortop, Limited, Toronto; Hamblin & Brereton, Limited, Winnipeg, Man., and Vancouver, B.C., also 510 Ninth Ave. W., Calgary, Alta., and Edmonton, Alta.; T. A. MacNab & Co., St. John's, Newfoundland.

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step. It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.



The liquid proof of the superiority of Winona Concords

You will have no doubt as to the standing of Winona Concord Grapes in the fruit world if you could have access to the books of Canada's grape growers. You would find that there are at least five carloads of Concords shipped on actual order from Winona to one from any other locality in Canada. This means that the Winona Concord quality is widely known and appreciated.

This delicious quality is reflected in E. D. S. Grape Juice—the rich, fine flavor of the freshly picked fruit is there to the last drop in the bottle.

Try E. D. S. Grape Juice yourself and compare it with others. The proof of Grape Juice is in the glass.

Send a trial order to-day.

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.



Get ready for the Camping and Outing season with an attractive display of

BORDEN Milk Products

The most indispensable articles on the campers' and picnickers' lists are Borden's Condensed Milk and Reindeer Coffee or Cocoa.

Liked for their quality, flavor and deliciousness. Preferred to dairy products because of their convenience and economy, and the fact that hot summer days will not spoil their high quality.

The heavy call for Borden's Milk Products is almost here. Get up an attractive display now, and feature Borden's for campers and picnickers. Replenish your stock to-day.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building
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.



G.N.W. TELEGRAPH

TELEGRAM

COMMERCIAL CABLES

GOLD DUST

A Message To Grocers



"Keep a good supply of GOLD DUST on hand, and keep it where your customers can see it," is our message to you, Mr. Grocer. Our message to your customers is extensive, persistent, persuasive advertising that keeps the GOLD DUST sales coming your way.

THE N.K. FAIRBANK COMPANY
LIMITED

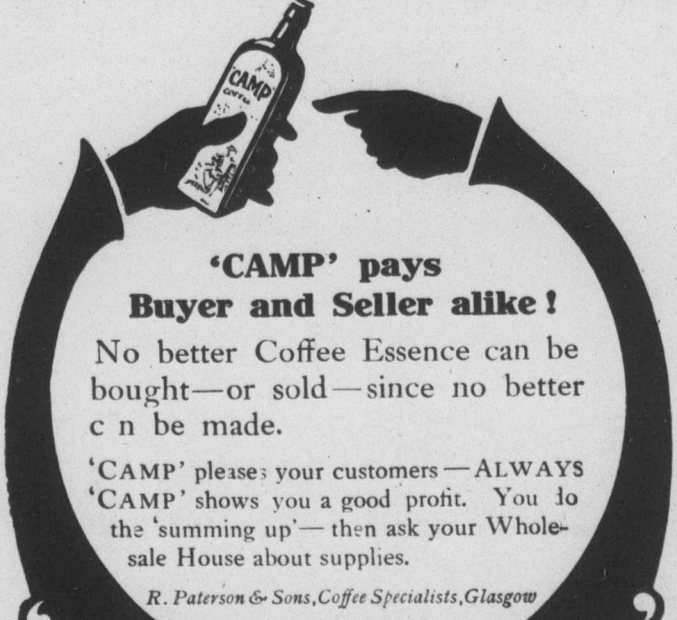
Nothing has "caught on" with the average housewife quite as quickly, as thoroughly, as firmly, as

SIMCOE BRAND Summer Vegetables

You see, folk really DO prefer the crisp tenderness and summertime flavor that only "SIMCOE" Summer Vegetables can give.

Will a couple of cases do for first order? Tell your wholesaler to-day.





**'CAMP' pays
Buyer and Seller alike!**

No better Coffee Essence can be bought—or sold—since no better can be made.

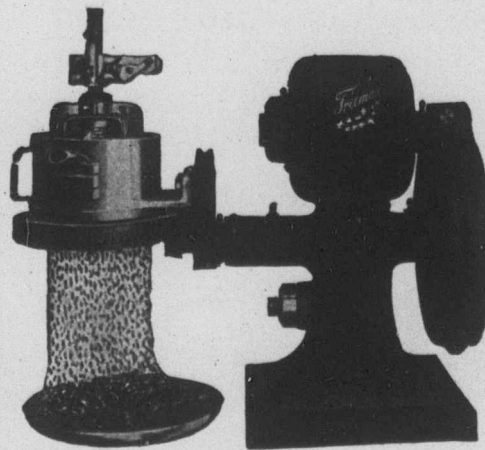
'CAMP' pleases your customers — ALWAYS
'CAMP' shows you a good profit. You do the 'summing up'— then ask your Wholesale House about supplies.

R. Paterson & Sons, Coffee Specialists, Glasgow

CAMP

COFFEE

Freeman's Electrical



**Driven
Meat
Chopper
Bone
Grinder
and
Coffee
Mill**

The above is our Bone Grinding attachment, attached to one of our No. 40. We have meat cutting attachments and coffee grinding attachments for the above. They are fully guaranteed in every way. Send for catalogue which gives full particulars, prices and terms.

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

THEY STAND ALONE



**Goodwillie's
Pure Fruits**

In Glass
are
highest
quality
packed

Agents:
**Rose
&
Lafamme
Limited**
Montreal
and
Toronto

You can get them from your Wholesaler

The choice of most
good smokers—

MASTER MASON

wins satisfied customers when most other tobaccos fail. Its mild, soothing flavor makes a big hit with smokers who KNOW. Some of the other favorite Rock City lines are Rose Quesnel (smoking); King George's Navy (Chewing); Maple Sugar (Chewing).

Stock these quality lines to-day.

Rock City Tobacco Co.
LIMITED
QUEBEC WINNIPEG

ON ACTIVE SERVICE

OCEAN BLUE is in the front rank.

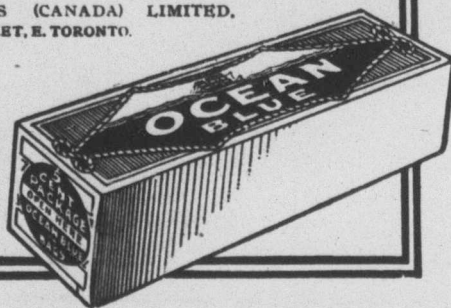
It has advanced in favour by reason of its superior quality, great effectiveness, and the invariably excellent results it produces. You do justice to your own good judgment when you recommend

OCEAN BLUE

Order from your Wholesaler

HARGREAVES (CANADA) LIMITED,
33 FRONT STREET, E. TORONTO.

Western Agents:
For Man., Sask. & Alta.
Nicholson & Bala
Winnipeg,
Regina, Saskatoon, Calgary and
Edmonton. For B.C. and 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.

**Same Old Story—hubby
raising a fuss about the salt again**



If you wish to bring joy to and get the blessing of the good housewives in your town, sell them the scientifically prepared, free-running

SIFTO Table Salt

It eliminates all the chances of caking in the shaker and is put up in handy, germ-proof and damp-proof packages—is a big selling line. Order now.

The Dominion Salt Co., Limited
Sarnia, Ontario

The Best Proofs
of the PRE-EMINENCE of the

Continental Grocery Bags

are the bags themselves.

Manufactured for those who use the best.

Ask the man
who uses
them

**The Continental Bag & Paper
Company, Limited**

Manufacturers

OTTAWA

Branches, Montreal and Toronto.
Agencies throughout Canada.

There Are Many Ways

of increasing your sales and adding to your profits,
but the

BIGGEST—QUICKEST—EASIEST
way is to have always in stock plenty of

O-Cedar Polish

(Made-in-Canada)

By our national advertising campaign we have made and are increasing the demand for O-Cedar. If you don't supply the demand, someone else will. Why turn down sure sales?

Your Jobber is Ready to Fill Your Order

Channell Chemical Co., Limited
369 Sorauren Ave., Toronto



Miss O-Cedar and
Her Polish

LIKE FLOUR OR SUGAR

You have a speedy selling staple in

Parowax

Housewives demand it because they know it has no equal for sealing preserves. When they think of sealing they think of Parowax.

Parowax is also largely used in the wash boiler, loosening dirt and grease quickly, without hand rubbing.

We are advertising Parowax in magazines and newspapers throughout Canada this year. Be ready for your customers when they ask for it.

Put up in ¼-lb. cakes, 4 cakes in a carton, 20, 40 and 100 cartons to a case.



MADE IN CANADA
THE IMPERIAL OIL COMPANY
Limited
BRANCHES IN ALL CITIES



"Indian Chief Brand" CLAMS



The Very Finest
Clams
on the Market.

Canned
the same day
they are taken from
the Clam Beds.

Quality First

Packed by
Shaw & Ellis, Pocologan, N.B.

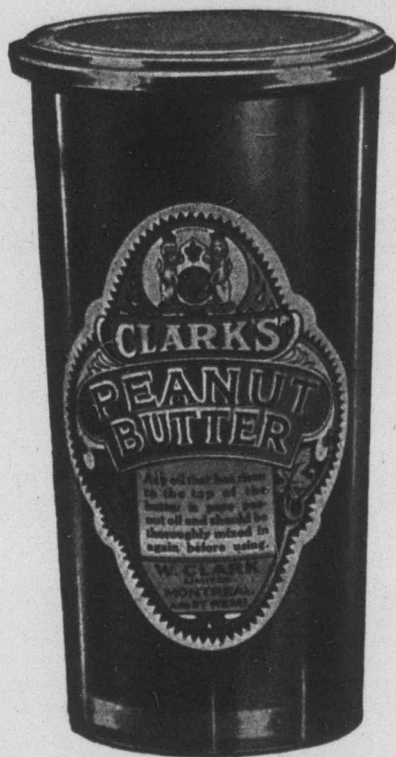
AGENTS:

Montreal, R. B. Hall & Son

Ottawa, William Forbes

Quebec, A. Francois Turcotte

CLARK'S MADE - IN - CANADA PRODUCTS



Get ready for your
**SUMMER
TRADE NOW**

Clark's Peanut Butter

in $\frac{1}{4}$, $\frac{1}{2}$ and 1 Glass
Jars and 5, 10 and
24 lb. Pails.

**Clark's
Tomato Ketchup**

in 8 oz., 12 oz., 16 oz.
Bottles and 1 Gal.
Stone Jugs



Clark's Pork and Beans
Plain, Chili and Tomato
Sauce

CANNED MEATS, SOUPS,
MINCEMEAT, PLUM PUDDINGS,
ETC., ETC.



Every Package has the Clark
guarantee behind it.

W. CLARK, LIMITED

MONTREAL

Clark's

Sartan
BRAND
THE SIGN OF PURITY

HOUSE CLEANING

EVERYBODY'S DOING IT

Check over your stock and send us your order. We'll ship quick and you'll be prepared for the demand. Brooms, Brushes, Soaps, Ammonia, Scouring and Washing Powders, Mops and Cloths, Clothes Pins, Clothes Lines, Washboards, Pails and Tubs, Polish, etc., etc.

BALFOUR, SMYE & CO., Wholesale Grocers HAMILTON

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



The good margin on

**Bee Brand
Products**

makes them an excellent line for you to handle. A line you can push with enthusiasm. Bee Brand Products are such general favorites that the big margin is considerably bigger when you get things figured out. Make these good profits your profits by getting the Bee Brand Line to-day.

FORBES & NADEAU, Montreal, Que.

ONION SETTS

Subject to being unsold on receipt of order, we offer a limited quantity of Choice Yellow Globe ONION SETTS, put up in bags of 32 lbs., for

10c. lb.

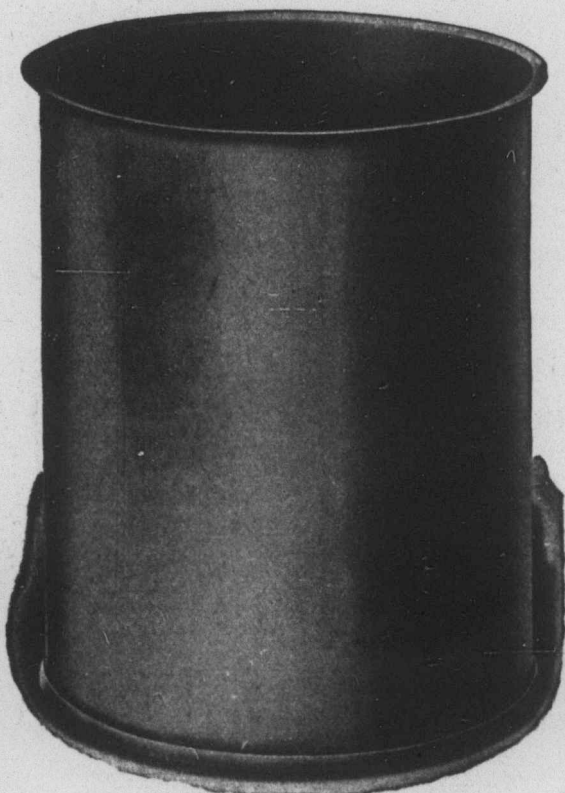
Five bag lots, billed 1c lb. less.

Rush your order. This shipment will not last long.

H. J. ASH

WHOLESALE FRUIT DEALER

44-46 Church Street, - TORONTO



Sanitary Cans

"The Can of Quality"

Baked Beans,
Soups,
Meats and Milk.

**Sanitary Can Company
LIMITED**

NIAGARA FALLS, ONTARIO

CANADIAN GROCER

St. Lawrence

Granulated

The Canadian Standard of Quality.
100 Per Cent. Pure Cane Sugar.

If it's BUSINESS you want, Sir, H.P. Sauce will surely bring it along—

H.P. is no shelf-warmer, it's no sooner on than it's off again—off again to good purpose, too, to your customers and to you.

Don't TRY to do without

H.P. SAUCE



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

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

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

W. H. Millman & Sons

Wholesale Grocery Brokers

Toronto Ont.

Headquarters for Evaporated Apples and Canned Tomatoes.

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 St. E., Toronto.

IMPORTER - EXPORTER
FOODSTUFFS

Connections all over the world.

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 trackage. 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.

W. J. McAULEY

Commission Broker

Flour, Feed, Grains, Potatoes.

We are open for a good agency in feed-stuff line, calling on the retail trade.

522 Board of Trade Bldg., Montreal



The
"GORGON"
A British
DESTROYER

A clean, neat and effective Fly Catcher. Every fly is caught for good. Absolutely no leakage.

Send a Trial Order

Hodgson, Sumner & Co.
LIMITED
Montreal

Agents for Quebec, Ontario, New Brunswick, Nova Scotia, P.E. Island

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

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

94,113,664 lbs. more Indian than Ceylon

Great Britain used, in 1909, 65,012,828 pounds more of Indian than Ceylon tea.

In 1914, the excess of Indian over Ceylon was 94,113,664 pounds, or a gain in five years of twenty-nine million pounds in favor of Indian tea, and the average price of Indian tea is $\frac{1}{2}$ c per pound more than for Ceylon.

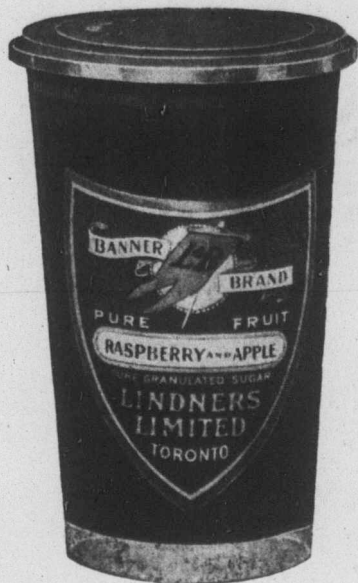
This marvellous gain in the use of Indian tea is due simply to its intrinsic value; its economy in use on account of its greater strength; its richness and flavor; qualities that are appreciated in Canada just as much as in Great Britain.

A very large amount of money has been spent in advertising Ceylon tea, but Indian tea has kept forcing itself to the front. We take some credit for this in Canada, as we were probably the first in this country to appreciate the real value of Indian tea, and it has been the use of a large percentage of Indian tea, especially those from the Assam district in Northern India, that has given Red Rose Tea the distinctive character which has made it such a favorite.

Other firms who have been strong advocates of Ceylon tea alone are sure to follow our lead, and before very long will be using and advertising Indian tea, and when they do, you will remember it as "a tribute to Red Rose Tea"—Always the leader in real value and quality.

T. H. ESTABROOKS CO., Limited

St. John Montreal Toronto Winnipeg Calgary



BANNER BRAND Jams and Jellies

Contain nothing but pure fruit and best of cane sugar. Such perfect Purity and full flavor mean maximum economy in use.

Put up in 2, 4, 5 and 7-lb. gold-lacquered pails, also special Anchor Cap Tumbler, and 12-oz. glass jars.

Get in touch with your Wholesaler, and replenish your stock to-day.

LINDNERS LIMITED

306 Ross Ave., WINNIPEG

340 Dufferin St., TORONTO

REPRESENTATIVES:

H. Whissell, 2928 Drolet St., Montreal; H. D. Marshall, Ottawa; W. L. McKenzie & Co., Edmonton and Regina; Jacksons, Limited, Calgary; H. E. Gross, Vancouver; R. S. McIndoe, Toronto.



The Quality Starch in
the famous Yellow Package

BENSON'S CORN STARCH

Benson's is Canada's finest Corn Starch, and has been the favorite in Canadian homes for more than half a century.

"SILVER GLOSS" is what your customers want when they ask for your best Laundry Starch.

The Canada Starch Co., Limited

Manufacturers of the famous Edwardsburg Brands

Head Office—MONTREAL



The demand for purity and freshness in food products was never so insistent as it is to-day. "SALADA" is the standard of purity and cleanliness in tea and your customers know this. Nothing but fresh, clean leaves, freed from dust, are used, and the incomparable flavor that has won such appreciation, is perfectly preserved in sealed aluminium packets. A display will advertise you as a dealer in "QUALITY."

"SALADA"

TORONTO

MONTREAL

LARD

Last week we told you to keep your eye on the lard market. It is on the advance. Last year selling at 14c, this year at 12c, it is due for further advance this week.

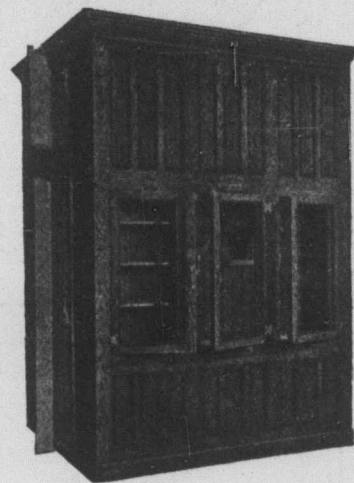
So are meats. Order Hams and Bacon this week.

F. W. Fearman Co., Limited
HAMILTON

EUREKA Refrigerators

will keep your perishable goods in better condition than anything else made.

Meat and other goods are kept dry, sweet and wholesome. That is why more Eureka's are used by Butchers, Grocers, Hotels, Hospitals, etc., than all other patented Refrigerators combined. You cannot afford to take chances with a Damp, Musty, Ice-Box. 28 years' experience in Refrigerator building stands behind every Eureka sent out. Send for Catalogue or call at showrooms.



Eureka Refrigerator Company
31 Brock Ave. Limited TORONTO

CANADIAN GROCER



KEEN'S OXFORD BLUE

Just as her parents and grandparents knew KEEN'S as the acknowledged favorite, so to-day's housewife feels your personal interest when you suggest KEEN'S—*The best* she can buy in washing blues.

Write your nearest wholesaler to-day.

MAGOR, SON & CO., Limited

403 St. Paul Street, MONTREAL

30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA



**"Bordo"
Chocolates**

are well advertised, popular, and a big seller wherever introduced. "BORDO" is a single style of chocolate with a pleasing, unique flavor that captivates and makes permanent customers. Stock "BORDO" and it will be a leader in your candy department.

For "Goodness Sake"
stock

The **M. B. Co.**

Biscuits and Candies

MR. GROCER:—

Be prepared to meet the summer out-
ing trade with a full line of biscuits and
candies, the quality of which you can
fully recommend. There is an M. B.
candy and an M. B. biscuit for every
requirement, and the quality of each is
surety of satisfaction.

*Write Now for Full Particulars
of All Lines*

THE MONTREAL BISCUIT COMPANY

MONTREAL

CANADIAN GROCER

VOL. XXIX

TORONTO, APRIL 23, 1915

No. 17

Niagara Fruits Winter Well

Prospects for Splendid Harvest, Providing Sufficient Rain Falls and There Are No Heavy Frosts—The Peach Tree Promises to Make up for Inactivity Last Year—Trade Likely to See Small Packs This Year and High Prices.

PRESENT prospects point to a splendid year in so far as fruit crops in the Niagara Peninsula are concerned. During the past week Canadian Grocer has got in touch with a number of the large fruit growers and preservers, and they all affirm that the fruits have wintered well and that if future conditions are at all favorable, we shall see this season, fine yields of practically every fruit, including the peach, which last year was a great disappointment.

"The prospect is for a full crop of everything in the fruit line," is the statement of one prominent fruit man. "There never was a better prospect at this time of year, but of course, fruit of all kinds has to run the gauntlet of many troubles after this. Probably the most prolific cause of the failure of fruit crops is a wet spell at blossoming time which destroys the pollen of the blossoms, and we have that yet to go through. The next most prolific cause of loss is a frost in blossoming time. That has to be gone through. We have got safely through a third difficulty—that is the severity of the winter, which sometimes affects the buds of peach trees, but not frequently, nor do the hard frosts in winter ever affect most of our varieties of fruit trees. So that we have really only got through the least of the three great troubles of the fruit grower. We have the two greatest difficulties to go through yet."

IF NO FROSTS SHOULD COME.

"Our information," states another, "is that all fruits have wintered well, the peach trees especially, and providing there are no June frosts, indications point to a large crop of fruits of all kinds. We have not got specific information from factories as yet, but hope to have it within the next week or so, when we shall be glad to give you more information."

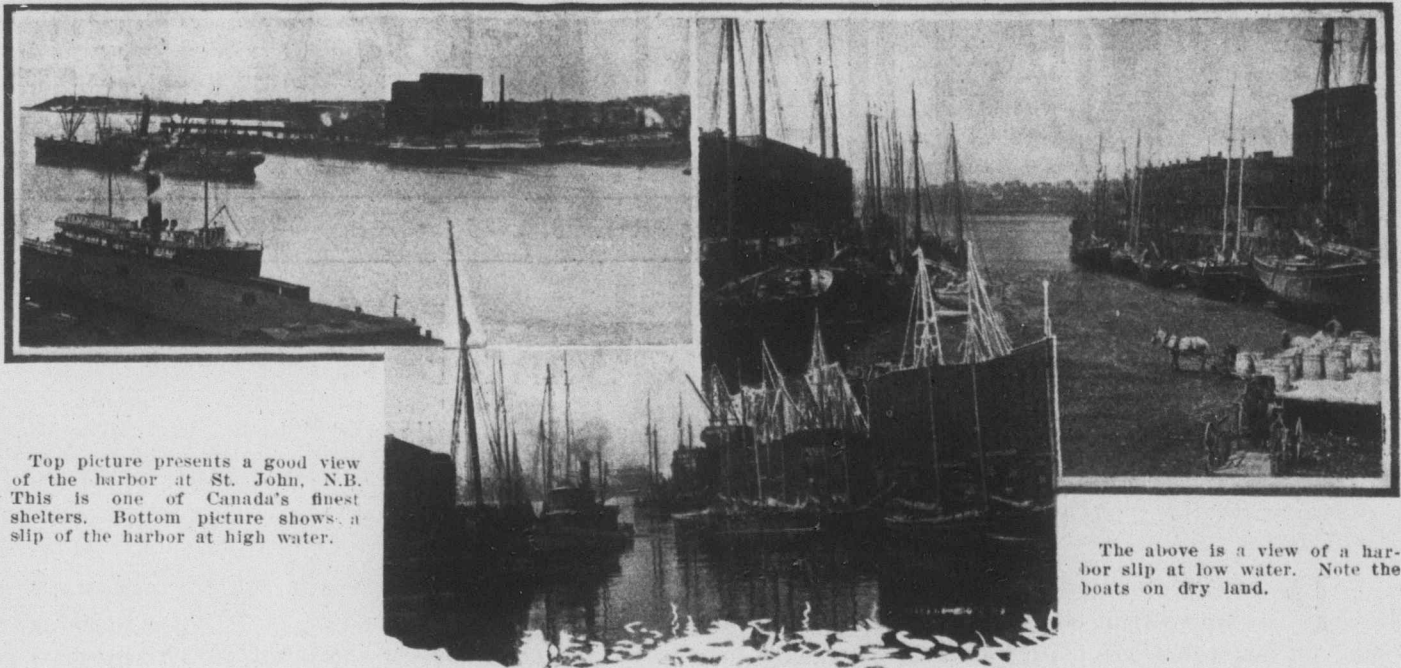
"The strawberry plants as well as the other small fruit bushes," is another's experience, "have wintered well, and the prospects look bright for a very good crop. The only drawback to date that we can see is the lack of sufficient rain, which we presume will come in due course. We understand there will be a very good chance of a normal peach crop, and this is more certain from the fact that last season there were practically no peaches to speak of.

"Business conditions generally are improving, and we fail to see why any enterprising Canadian should not do very well, particularly after the war closes."

A St. Catharines fruit man declared that so far as he knew all fruits have come through the winter very well indeed. The strawberries look well and so do the raspberries, and he understands that the peach crop should be a good one, in fact all fruits look good.

SMALL PACK AND HIGH PRICES.

It looks as if the pack of fruits this year will be a small one. Few, if any, packers will put up a surplus, experience having taught them that to do so only means a financial loss. For example, at the present time, there are packers selling fruits at considerably less than cost, in order to clear out their old stocks before new stocks come in. Fruit preserving will also cost considerably more this year. For example, sugar, as the trade knows, is nearly 100% dearer. There is also a duty on the tin plate and other materials used, and owing to general financial conditions, the consumption of canned fruits will not likely be as heavy as usual, and therefore no doubt the pack will be regulated, taking all of these facts into consideration.



Top picture presents a good view of the harbor at St. John, N.B. This is one of Canada's finest shelters. Bottom picture shows a slip of the harbor at high water.

The above is a view of a harbor slip at low water. Note the boats on dry land.

Live Problems of New Brunswick Merchants

Two Days' Convention in St. John Brings to Light Many Things That Are of Vital Importance to the Trade of That Province—Resolutions Were Many and Covered Wide Field—Fredericton Gets Next Convention.

Staff Correspondence.

ST. JOHN, N.B., April 21.—When the first convention of the New Brunswick Retail Merchants' Association closed last week in St. John, under the auspices of the Dominion body, there was not one among its steadily increasing roll of members but felt that the movement for organization in this province was a distinct success. The convention held in the Seamen's Institute was well attended; the delegates came from different parts of the province; they heard addresses of interest on many matters pertaining to the welfare of the retail trade; they discussed freely among themselves items tending to promote the better interests of all; and they realized the force of the time-honored maxim regarding unity and strength.

The convention was a success. All those in attendance at the sessions felt that they had profited considerably thereby. The discussions on the various resolutions submitted brought out much valuable information regarding methods of business in New Brunswick, and showed wherein the retailer could benefit himself and his customers if there

was an adoption of the improved modes suggested. Undoubtedly much good will result from the convention. The delegates were enthusiastic concerning it, and before the next annual session, which is to be held in Fredericton, convenes, it is anticipated that there will be a big increase in membership.

A. O. Skinner, of St. John, presided at the meetings, and was honored with being re-elected to the office of president.

The Opening.

Following the preliminaries attending the opening, such as registration, issue of credentials, and other details, the convention settled itself into a business-like routine. The chairman gave an address concerning the growth of the association, expressing satisfaction with the large attendance, and extending a hearty welcome to the out-of-town delegates. There were, he pointed out, already over 1,000 members enrolled in the province, and the number was rapidly increasing. The various retailers of St. John paid in the neighborhood of 75 per cent. of the taxes of the city. After expressing his delight at seeing so large

and representative a gathering, the president introduced his Worship Mayor Frink, who, in a few well-chosen words, welcomed the delegates to St. John and wished them every success in their efforts to promote the best interests of the cause they represented.

A reply in behalf of the delegates was given by E. M. Trowern, of Toronto, Dominion secretary, who voiced the gratitude of the gathering for the kindly words spoken, and spoke of the pleasure the association felt in holding the convention in this city, paying a neat tribute to St. John as an excellent location for the development of trade, and for its value as a port to the Dominion.

A. E. Murray, of Fredericton, made many suggestions concerning the retail trade in the province and spoke of the different problems with which the average dealer had to contend in the course of business.

Resolutions.

Various important resolutions were dealt with as follows:—

“Resolved, that having received a number of complaints from the mer-

CANADIAN GROCER

chants doing business in the border towns that goods are being smuggled in without paying duty, we would recommend that this matter be referred to the Dominion Board to be taken up with the Minister of Customs and endeavor, if possible, to have this evil remedied."—Carried.

"Resolved, that as taxes are being collected from all retail merchants throughout the Province of New Brunswick for the purpose of maintaining the various towns, cities and villages, and licenses are being paid to maintain those municipalities, a large amount of trade is being done through the mail order houses, which are taking away a large percentage of the business which properly belong to the province, and that no remuneration is being received by those municipalities for this loss of business; and that this meeting recommend that this subject be referred to the incoming executive, and that they advise some plan for its remedy, and submit the same at the next meeting of the Dominion Board."—Carried.

"Resolved, that it is the opinion of this meeting that it is advisable that a Bulk Sales Act should be placed upon the statutes of this province that should make provisions so as to be applicable to all commercial classes, and we would suggest that a recommendation should be sent to the Dominion Board asking them to consider the advisability of having a Bulk Sales Act applicable to the whole Dominion and placed upon the Dominion statutes."—Carried.

It was explained that a Bulk Sales Act had been before the Legislature of the province at the present session, but had been opposed by the merchants, their opinion being that such an Act should be adopted by the Dominion Parliaments.

"Resolved, that it is the opinion of this meeting that if it is deemed advisable to make any change in the Assess-

ment Act of the province, that the executive be requested to see that the interests of the retail trade be properly protected."—Carried.

At a subsequent meeting held on the same evening it was unanimously decided to appoint a special committee to bring in a report on this subject.

Want Amendment Re Garnishee.

"Resolved, that it is the opinion of this meeting that some system should be devised whereby small accounts could be garnisheed, and that the Garnishee Act should be amended to meet this requirement."—Carried.

"Resolved, that this meeting endorse the proposal recommended by some of our sister provinces, that a change be made in the 'Lord's Day Act,' whereby customers who purchase goods on Sunday be held equally liable with the vendor selling the same, and that this matter be referred to the Dominion Board."—Carried.

"Resolved, that as some members of our association have requested that the subject of the association having a fire insurance department and also a fire adjuster to protect the interests of the members be considered at this convention." Referred to the executive for further consideration.

Would Abolish All Premiums.

"Resolved, that it is the opinion of this meeting that an amendment be made to the criminal code, whereby all lottery, guessing and voting contests, as well as premiums placed in or on products by manufacturers, be abolished."—Carried.

"Resolved that, in view of the fact that freight charges are being paid by some merchants and not by others, that we deem it advisable that all our members be notified that if they do not wish to pay cartage charges that they specify this when purchasing their goods."—Carried.

"Resolved, that it is the opinion of this meeting, and that this convention recommends that it would be a great advantage to the retail merchants of this province, that when any changes are being made in our provincial laws that the same be submitted to the Dominion Board, and that information be received as to how such proposed legislation, if in force, operates in other provinces."—Carried.

"Resolved, that it is the opinion of this meeting that the system adopted by a few retail merchants to advertise well-known lines of goods at or below cost, in order to induce customers to purchase other lines of goods, out of which they make large profits, is not in the best interests of retail merchandising, and it is deceptive to the general public."—Carried.

Unfairness of the Farmer.

"Resolved, that in view of the fact that the Dominion Government is spending large sums of money to encourage farmers to increase their products, and also in experimental stations and in educational campaigns, which money comes out of the common treasury of the Dominion, and which money is paid to a large extent into the treasury by the retail merchants when they pay duty on the goods they carry in stock; and in view of this fact, we greatly deplore the action of some farmers, who evidently have not the welfare of Canada at heart, in advocating the abolition of retail merchants, by buying goods in carload lots for the purpose of distributing them among themselves, thinking thereby that they are saving money, whereas they are doing an injury to themselves as well as to the retail merchants and the public at large, and we, therefore, recommend that this meeting ask the Dominion Board to take this matter up, and take such action as they deem advisable by calling the attention



Queen's Square, St. John, N.B., which is a popular part of the city in the spring and summer months.

CANADIAN GROCER

of the Dominion Government to the same."—Carried.

"Resolved that, whereas in our opinion if any error has been committed in the purchasing of some war supplies, it has been on the part of the heads of the departments of the Government in not consulting with qualified retail merchants who understand the quality of the products made by the manufacturers of Canada, and who could have advised the Government as to the prices and the quality of the goods they desired to purchase, and who would furthermore have been only too pleased to have given their advice absolutely free had the Government notified the retail merchants either directly or through the officers of the Retail Merchants' Association of Canada; and this meeting, therefore, ask that a copy of this resolution be forwarded to the secretary of the Dominion Board, so that a copy of the same may be submitted to the secretaries of other provinces and forwarded to the Premier of the Dominion, as well as the Department of Trade and Commerce."—Carried.

"Resolved, that it is the opinion of this meeting that for the purpose of securing the better enforcement of the 'Pedlar's License Act' throughout the Province of New Brunswick that a license fee be charged by the Provincial Government to all pedlars, and that a portion of this be given to each municipality for the purpose of seeing that the law is enforced."—Carried.

"Resolved, that whereas no provision has been made up to the present time, either by the Provincial or the Dominion Government, to provide a proper system for prosecuting those giving short weights and measures in any municipality throughout Canada, that this meeting recommends that some provision be made for the same, and that this matter be referred to the Dominion Board."—Carried.

It was asserted in the discussion upon this resolution that old-fashioned scales were being used in St. John that were by law made illegal over a year ago, and apparently no one was being prosecuted.

"Resolved, that whereas provision has been made by the Provincial and Dominion Governments to have Ministers at the head of the various departments of the Government, such Ministers of Agriculture, Ministers of Labor, etc., that we regret that no provision has been made in this Province for Minister of Inland Trade whose time and attention could be given to the question of retail distribution and retail distributors, who have more money sunk in their operations in this province than all the other interests combined, we therefore urge the Government that such a Minister be appointed."—Left to executive.

"Resolved, that it is the opinion of this meeting that the same rights and privileges be given to all retail merchants, as is now given to hotel keepers who have the power under the Criminal Code to arrest and prosecute their delinquents who endeavor to escape their bills."—Carried.

"Resolved, that it is the opinion of this meeting that greater co-operation between the press and the retail merchants of this province would be in the best interests of both as well as the general public."—Carried.

"Resolved, that in the opinion of this meeting it would be a great benefit to the merchants of this Province if a Dominion Act was passed whereby inter-provincial judgments could be secured throughout Canada, and that we recommend this matter be referred to the Dominion Board to be dealt with."—Carried.

The Adulteration of Food.

"Resolved, that whereas considerable annoyance has been given some merchants who have been prosecuted for having in their possession adulterated goods, which they were not aware of, and they have been forced to pay fines, we recommend that all such cases be forwarded to the secretary of the New Brunswick Board, and that letters be sent out to the members of the section of trade so interested, advising them of the name of the manufacturer selling such adulterated goods, and that the same be communicated to the Dominion Board, so as to have the matter placed before the members in other provinces, and in this way warn the merchants against handling these goods, and stop the sale of same."—Carried.

"Resolved, that we recommend that an 'early closing' Act be applied for in this Province and that it contains provisions to operate for any afternoon in the week, as well as for certain hours during the day."

This resolution evoked considerable discussion and was strongly opposed by several delegates. It was contended that the proposed legislation was unworkable and could not be made applicable to all localities. It was finally withdrawn.

"Resolved, that whereas the Dominion Board of our association in convention assembled has adopted the resolutions passed by the Provincial Board of our province, that the fees for the inspection of weights and measures be abolished, as the inspection is for the benefit of the general public and should be paid for out of the funds of the Dominion treasury that we endorse the action of the Dominion Board, and forward this resolution to them, and promise to give them all the assistance that we can in

having this resolution carried out."—Carried.

Delegates were very emphatic in condemnation of the present system of inspection and especially the collection of fees and cartage.

"Resolved, that it is the opinion of this meeting that we should place ourselves upon record as being opposed to the principle of any municipality going into competition with retail merchants who pay taxes in the municipality."—Carried.

"Resolved, that it is the opinion of this meeting that a Provincial Act be placed on the statute books defining the quantity of butter fat at which milk should be sold at, and regulating the conditions under which milk should be sold."—Carried.

Some very strong sentiments were expressed by delegates on the kind and quality of milk sold in St. John under present methods.

"Resolved, that we urge every newspaper in the province publishing wholesale prices of foodstuffs or other merchandise to discontinue same, as it is of no value to either the retail merchant or the consuming public, and it creates an impression among the consumers that retail merchants should sell at the prices advertised. This we feel is an injustice to the retail merchant."—Carried.

"Resolved, that it is the opinion of this meeting that the press of this province should be asked not to accept any advertising from retail catalogue houses, as it is not in the best interest of the community to advertise or advocate sending money away from the home town."

It was ordered that this be left in the hands of the executive to consult with the newspaper proprietors concerning the same.

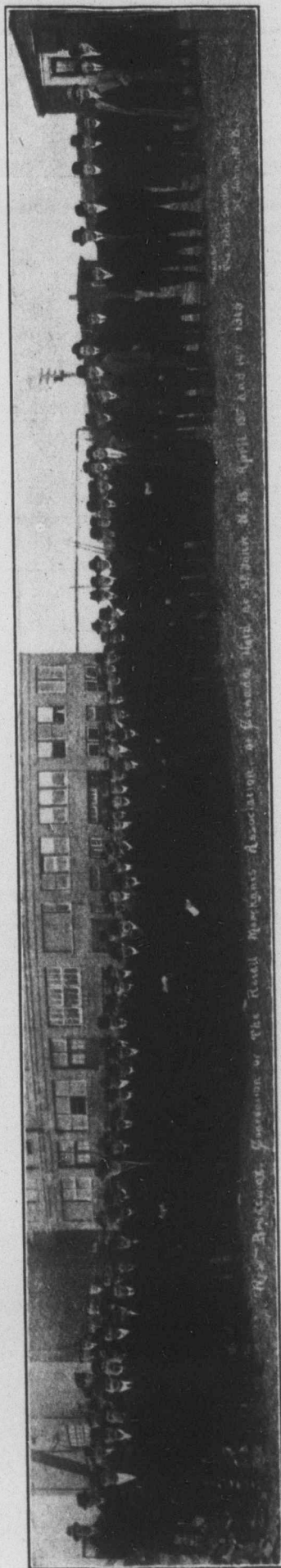
"Resolved, that it is the opinion of this meeting that as the Landlord and Tenants Act is not satisfactory to our members, that the Executive be requested to prepare amendments to the same and report at the next convention."—Carried.

It was shown in the discussion upon this resolution that where a tenant moved out of a property without paying the rent that the goods of any incoming tenant could be seized for the same and merchants had frequently lost goods such as carpets and housefurnishings by placing them in houses where the rent had not been paid.

Favor Daylight Saving Scheme.

"Resolved, that this convention considers that it would be an advantage to have a daylight hour put into operation in such localities as may require the same and that this matter be left with

CANADIAN GROCER



The delegates to the Convention got their pictures taken in the grounds of the Atlantic Sugar Refinery. This is always one of the pleasant features of merchants' conferences.

the Executive to submit to the various branches."—Carried.

"Resolved, that this convention recommend that if any member of any branch of our association in this Province, receives what he considers to be unfair treatment from any commission agent, manufacturer or wholesaler, either in this or any other province, that the same be submitted to the Secretary of the Province so that it can be investigated and action taken thereon, if it be deemed advisable."—Carried.

"Resolved, that whereas it has been called to our attention that certain manufacturers of nails in Canada are selling their products at a less rate to retailers in the border towns of the United States, than they are to those in Canada, and as a result customers of merchants in Canada are buying their nails from across the line instead of in their home town, that the matter be taken up by the executive with the manufacturers."—Carried.

"Resolved, that a most hearty vote of thanks of this convention be extended to E. M. Trowern, secretary of our Dominion Board for his attendance at this convention and for the great amount of information and assistance he has rendered to us by his presence, and to every manufacturer and wholesale merchant who has assisted by their individual efforts, or by their advertisements in our programme to make our first annual convention the unqualified success which it has attained.

"Further Resolved, that our special thanks be extended to Mr. Bissell as representing the management of the Atlantic Sugar Refinery for the courtesies extended to our association in allowing us the privilege of a tour of inspection of their splendid up-to-date refinery.

"And Further Resolved, that our appreciation and thanks be extended to every citizen and merchant who so kindly placed their autos and in many cases their own services at the disposal of our members in the excellent sight-seeing tour of our city yesterday afternoon, and also to the management of the Imperial Theatre for their kindness in granting us special privileges at their evening performance, and for their courtesies extended in a tour of inspection of the whole building after the performance.

"We also desire to extend a hearty vote of thanks to the Press and Trade Papers who so generously reported the proceedings of this convention, and be it

"Further Resolved, that a letter conveying the above resolution be sent to those who in any way contributed to the success of our convention."—Carried.

The election of officers was then held which resulted as follows:

President—A. O. Skinner (re-elected) St. John.

Vice-President—A. E. Murray, Fredericton.

2nd Vice-President—Dr. E. O. Steeves, Moncton.

Treasurer—Wm. Hawker, St. John.

Secretary—N. C. Cameron (re-elected) St. John.

Secretary's Report.

The secretary then presented the following report:

To the Officers and Members of the Retail Merchants' Association of Canada, New Brunswick Provincial Board:

Gentlemen,—

It gives me a great deal of pleasure to present to you the first annual report of our organization in this Province.

On the 20th of October last, I had the pleasure of addressing a meeting of the retail merchants of St. John. I presented to them the need and necessity of an organization of this kind, and at that meeting it was unanimously decided that an organization should be started at once, and since that time, we have organized branches in every village, town and city throughout the Province. I am pleased to see so many delegates present to-day from every part of the Province, and trust that each one will go away from here feeling that our association is an absolute necessity in order to protect the interests of the retail merchants of the Province.

I have to thank the officers of the New Brunswick Provincial Board for the great assistance they have given me since the beginning of our work here. Many of them have spent a great deal of time and money to help effect the organization work.

We have at the present time a delinquent debtors' list, containing over a thousand names in this Province, and more names are coming in every day. Many of our members have been able to collect amounts that were otherwise considered worthless. I hope that in a very short time, this list will be published and sent to every member of the association.

We visited the Provincial Legislature to oppose an amendment being made to the present Assessment Act, and believe that we have been successful in having it thrown out.

We have also been successful in having what is known as "Dollar Day" in nearly every village, town and city, and reports have come in from all quarters, stating that these days have been a great success.

We have met representatives of the wholesale grocery trade in this Province and have been successful in arranging a policy that will put trade in its proper channels, and the greatest good feeling exists to-day between the wholesale

(Continued on page 26.)

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, 86 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 23, 1915

No. 17

RESOLUTIONS OF A. LIVE WIRE.

Hitherto I have always approached travelers with a fear that they were going to sell me something, so that eventually I avoided them as I would evil. Having had evidence that travelers are only human, I have resolved to meet every one with a bold front, buying if necessary and vice versa, at the same time learning all I can from them and getting into their good graces. I have discovered that the traveling salesman is my friend, and I have resolved to treat, in future, him as such —
A. L. W.

The New Brunswick Convention

THE first annual convention of the New Brunswick Retail Merchants' Association, under the auspices of the Dominion body, held at St. John, N.B., last week, was a success from many standpoints. The attendance, considering that it was the first convention, was very satisfactory, and there is every reason to believe that there will be a much larger attendance next year. A partial report of the convention appeared in last week's issue of this paper and a complete report appears in this issue. Reference to the report will show that several important and vital resolutions were dealt with. The retailers expressed themselves as being desirous of co-operating in every movement that would assist in advancing the interests of trade and commerce in Canada. It was pointed out, however, that some manufacturers are marketing their goods through the jobbers, and at the same time selling to the catalogue houses at jobber's prices, thus allowing the former to sell goods retail, at jobber's prices, in competition with the retail trade. It was claimed that this discrimination forced the retailers to import foreign-made goods in order to meet the competition of the mail order houses. Another resolution dealt with

lottery, guessing and voting contests, premiums, etc., and it was the opinion of the meeting that an amendment be made to the criminal code, whereby all these be abolished. In this connection it is well for merchants to remember that many of these advertising schemes are already prohibited under the trading stamp act. A resolution was carried requesting the newspapers not to publish the wholesale prices of merchandise.

Another resolution was to the effect that in the opinion of the meeting the press of the country should not accept advertising from retail catalogue houses. This is a matter that can be remedied by the merchants themselves. If they advertise in, and help to support their local papers, there is not much danger of the local publisher soliciting the trade of the catalogue houses. The retailers were also of the opinion, that in the purchasing of supplies for the war office, the Government should have consulted the retail merchants through the officers of the R.M.A., who would have been glad to give advice and assistance without charge. The retailers also deplore the attitude of some farmers, who advocate the abolition of the retail merchant, and who encourage buying the goods in carload lots for distribution among themselves, and other co-operative buying schemes that work out to the disadvantage of both the retailer and the farmer.

Every reader of this paper should study the complete convention report as it appears elsewhere in this issue. Many questions of vital importance to the retail trade were dealt with.

Farmers' Clubs Buying Direct

ONE of the important questions that will come before the Grocers' Section of the Retail Merchants' Association Convention in London will be that of farmer's clubs throughout the country, which are organizing to buy their goods direct from wholesalers. This is probably more pronounced in Western Canada where the Grain Growers' Association has secured a strong footing, and which is now

endeavoring to buy foodstuffs, etc., in carload quantities.

There is a great menace here to the grocery trade. Merchants of course appreciate the necessity for the formation of Farmer's Clubs to look after their own private interests; but they do not see why these clubs should attempt to usurp from the retailer, business that rightfully belongs to him. An important point that the farmer should consider is this. No matter how strongly he organizes or how perfect a system he has, he still must depend on the local store to provide him with certain goods at certain times. When a member of such a club is in a hurry for anything, he phones or drives into the home town store and gets it. Usually it is charged, but when he purchases from a distance, he sends his good money away before he sees or gets the goods. He overlooks the fact that his home retailer gives him a service that the distant house cannot, and that this service must be paid for. He overlooks too, that when money is sent out of the community, it impoverishes that community. For the good of the country at large, therefore, the retail store is an absolute necessity, and from the broad standpoint of general development the Farmer's Club that sends away for goods is a hindrance.

What the retailers are concerned in most, is a desire to get from every wholesaler in the country a declaration that they will not sell to such organizations. It is unfair for the wholesaler to depend upon the retailer for the bulk of his business and then to go over his head whenever an opportunity occurs and take business from his customers. It is true, of course, that many wholesalers are refusing this business. This is the chief point that will be considered when this matter comes up at the grocer's convention.

Smaller Fruit Pack Expected.

IT is not probable that the peach crop failure which visited the Niagara Peninsula last year will recur again this year. Information which Canadian Grocer has received from that district, points to the fact that peach trees have wintered well and that the buds have withstood the attacks of Jack Frost successfully. It is seldom, in fact, true that we see a failure of any fruit crop two years in succession. This year, therefore, we may look forward to a pretty good crop of peaches, providing subsequent weather conditions are at all favorable.

Fruit men also say that other fruits, such as strawberries and raspberries have come through the winter in good shape. With a few warm rains, plenty of sunshine and no hard frost between now and June, we shall undoubtedly see splendid crops in these particular lines.

There is also some speculation as to the extent and the prices of the pack of fruits this year. From present appearances it looks as if the packs will not be nearly as large as in normal times. The trade knows that during the season 1914-15, packers were not very successful in regard to marketing their products at favorable prices, and this is going to deter many of them from producing any surplus pack. At the same time sugar is pretty nearly \$3 cwt. more expensive than at the corresponding period last year. There is, too, a duty on tin plate which did not exist 12 months ago. These three items point to a smaller pack and higher prices for the 1915 pack of fruits.

Assisting Mail Order Houses

CANADIAN Grocer pointed out in a recent issue how the mail order houses of Canada were saving large sums of money by sending their catalogues by freight to local post offices and having them distributed from there at the first zone rate. The Retail Merchants' Association have further information that at least one mail order house is employing local postmasters throughout the country to assist them in distributing their catalogues. These postmasters are asked either to send in a list of possible mail order buyers in their respective districts or to check over lists that already have been made in order to eliminate the "dead-wood"—that is people who have left the district—and to add on any new possible customers who may have taken their places. Instances are mentioned where the mail order houses have given postmasters insurance policies covering a year to perform this work.

This is a matter which certainly should be brought to the attention of the postal authorities of Canada. It isn't fair that employees of the Government should in this way assist in the outside competition against the local merchants. The grocers will consider it at their convention in London.

Tobacco and Cigar Bond Regulations.

AMONG the amendments to the Inland Revenue Act submitted to the House of Commons this session was one in reference to tobacco and cigars in bond. It was introduced by Hon. P. E. Blondin, the Minister of Inland Revenue Department and read as follows:

1. Section 317 of the *Inland Revenue Act*, chapter 51 of the Revised Statutes of Canada, 1906, as enacted by section 20 of chapter 34 of the statutes of 1908, is repealed and the following is substituted therefor:—

"317. No tobacco of any description when put up in packages containing less than five pounds, and no cigars when put up in packages containing less than twenty-five cigars each, shall be removed in bond from one warehouse to another, whether within the same or any other Inland Revenue Division: Provided, however, that such tobacco and cigars may be so removed under such regulations as may be made by the Minister when such tobacco or cigars are intended for shipment as ship's stores."

Editorial Notes

QUALITY IS what brings the customer back.

A DEFINITE ambition is necessary in order to win any great success.

MAY EACH succeeding convention of New Brunswick merchants be as successful as the first.

THE MAN who knows the "why" of the goods he pushes has back of him a strong power towards the making of extra sales.

CHEDDAR CHEESE put up in airtight cans is a recent product of the Agricultural Department of the United States Government.

THE SALESMAN who could glibly roll off his tongue, "Good morning, I see Prezmysl has fallen," has every reason to count himself a linguist of parts.



THRO' OTHER SPECTACLES



Failure of Piracy

From the Scottish Trader, Glasgow, Scotland.

Although it would be foolish, as even Mr. Belloc admits, to predict when the war will end, it is quite clear that Germany is gradually losing her predominance on land and on sea. It is becoming more difficult for her to hold Belgium, and her blockade of Great Britain has been a fiasco. A number of merchant ships have been torpedoed, it is quite true, but what many people forget is that thousands of merchant vessels have arrived and sailed from ports of the United Kingdom since the "Day." Piracy has failed, and the frightfulness of the German submarine has been greatly discounted. We are importing and exporting goods all over the world, and any diminution in these is not due to lack of ships nor fear of submarines, but because we are too busy making munitions of war to devote all our energies to trade and commerce. When we have completely destroyed the destructiveness of Germany as a military machine, we will resume with more vigor than ever our commercial and industrial progress. Meanwhile, it behooves all those whose duty it is to be associated with the commercial machine to do our bit as cheerfully as our kinsmen in the trenches are doing theirs.

Selling Versus Buying

By Paul Findlay, in the Spice Mill.

I have said before that the proverb, "Well bought is half sold," has wrought more harm than good to the retail merchant. Every day I see time and energy wasted on the buying end which should be expended in selling.

It is the duty of every merchant to buy right. Unless he buys right he will be out of competition. But the fundamental principles of good buying are few, can be stated in short paragraphs, can be learned readily and are usually not difficult to practise with proficiency. Special prices are the "inducement" most frequently offered and such prices are usually obtainable only on quantity orders. To guard against falling for this snare remember that overbuying is one cardinal sin to which we are all much too liable.

Only last week I stepped into a corner grocery store which was equipped

with attractive fixtures, and had fine windows on two sides. The shelves were in fair condition; but the windows were not doing 10 per cent. of potential selling. It was morning; yet the store was in sole charge of one girl clerk. The owner was closeted in his little office with a salesman when he should have been devoting himself to the much more important work of selling what he already had on hand in ample supply. He should have been out in front, ready to meet his customers face to face and sell them many things they might not think of until they passed some wide-awake merchant on the way home.

• • •

Recruiting and Female Labor

From the Grocer, London, Eng.

Evidence is accumulating that members of the grocery, provision and allied trades who are eligible for service with the colors are responding in large numbers to the Empire's call in the hour of her need, and the shortage of labor is now being keenly felt in the great majority of grocers' shops. In the circumstances it is inevitable that there must be a very considerable addition to the number of females who are engaged in the food distributing trades, and as bearing upon the future prospects of grocers' assistants this position is one of great importance. At an assistants' conference held in Newcastle-on-Tyne on Sunday, the statement was made that in 1911 there were 20,000 women engaged in the grocery trade, and it is a matter of common knowledge that during the last six months there has been a substantial increase in the numbers of females employed by retailers, particularly by multiple-shop companies. We may safely assume that the full limit of this substitution of female for male labor in the trades we represent has not yet been reached. An appeal to grocers and their assistants to join the Army in even larger numbers is now being made, and the call for men is likely to become very pressing in the near future. It is therefore absolutely essential that the trade shall at once face the facts and decide upon the policy which must be adopted in the exceptional circumstances which now prevail.

Following Up Canada

From Grocers' Advocate, San Francisco, Cal.

Trading stamp laws are decidedly popular these days. Most all of the Western States have already passed some sort of an anti-trading stamp and anti-coupon law.

The Anti-Trading Stamp and Coupon Law of the State of Washington will be argued before the U.S. Supreme Court to test its constitutionality the first week in May. Washington has had this law for two years.

Oregon has just passed an Anti-Trading Stamp and Coupon Law by which a tax of 5 per cent. is placed. Utah has passed an Anti-Trading Stamp Law which is signed by the governor and will very shortly go into effect.

Colorado has passed a Gift Enterprise Law similar to the one now in effect in the District of Columbia. It is a well known fact that no trading stamps, coupons or similar devices can be given in the District of Columbia. The peculiar construction of the governing laws of the District of Columbia have allowed the upholding of this Gift Enterprise Law by the Supreme Court of the District. We hope the Colorado Supreme Court will do likewise.

Anti-Trading Stamp Laws have also been passed in Indiana and Minnesota, and one is about to be passed in the State of Pennsylvania.

Our proposed trading stamp law in California is still in the hands of the Senate Judiciary Committee pending the submission of a brief to prove its constitutionality. The members of the Senate Judiciary Committee are exceedingly anxious to pass this bill and have announced they would vote for it, providing its constitutionality was proven to their satisfaction.



CATALOGUES AND BOOKLETS.

"Spices, a Text Book for Teachers," is the title of a book issued by McCormick & Co., Baltimore, Maryland. This is attractively gotten up with illustrations in colors of the various spices showing how they grow, their original containers and the appearance of the unground spices. There are also a number of recipes of various dishes in which spices figure.

Coffee Prices of the Future

What Will be the Effect of the Consumption of Coffee in Europe After the War?—It is Steadily Growing in United States and Making Progress in Canada—But What Will the Soldiers as Civilians Do?

JUST as tea men throughout the country are discussing at present the question of higher or lower prices after the war with regard to tea, so men interested in coffee are discussing the same question with regard to this commodity.

In this connection we notice, first of all, that coffee prices do not show the same increase compared with pre-war-time prices as do the prices of tea. With this article is reproduced a table which gives the prices now and one year ago. Java coffee one year ago was 35c, now it is 40c; Guatemala coffee a year ago was 20c, now it is 50c; Maracaibo a year ago was 27c, now it is 30c, so that the average increase taking into consideration most lines of coffee is anywhere from 2 to 4c a pound. On the other hand, Santos and Rios both show comparatively the same level now as they did a year ago. Certainly they are not higher. So far as the lines which actually show an increase in price are concerned, they register such advance on account of the 3c a pound duty on raw coffee coming into the country.

Incidentally it is worth while noticing that the coffee duty which was imposed by the Budget a few weeks ago—7½ per cent. and 5 per cent. on foreign and British respectively—has been removed.

So that prices on coffee are not unusually high at present. In fact they are low. Market reports say that right along they are going to advance. The coffee market is an advancing market and has been for some weeks now but at the time of writing prices on coffee in this country compared with what they were before the war are low.

Statistics of Production.

Now as to whether they are going to be higher after the war is through or not, the relative values of production and consumption are worthy of consideration. Eugene Nortz, the well-known coffee authority of Havre, speaking of the ultimate outlook, said that a large crop is expected. The receipts in Rio until June 30th will total a little more than last year, and the same may be said of Santos. Nortz says: "The visible supply of coffee on March 1 of this year was 10,030,000 lb. On March 1 last year it was 12,927,000 lb.; on March 1, 1913, and again on March 1, 1912, it was around 12,000,000 lb. So that the visible supply on March 1 has been reduced

some, although not materially in view of the fact of the many things which have been detrimental to coffee production."

Leading Dutch brokers, however, in compiling their returns on the total world production of coffee, put the figure for 1915-16 at 14,675,000 lb.; the total for 1914-1915 is put at 12,025,000 lb. Both these are estimated. For the years 1911-12, 1912-13 and 1913-14, the production was known to be respectively 17,611,000 lb., 16,454,000 lb. and 19,590,000 lb. If this estimate be correct, and most authorities agree that it is pretty nearly so, the total world's production for this year and next will be below what it has been for the last two or three years. Production, therefore, is lower.

As to Consumption.

Now we come to consumption. Consumption of coffee in the United States

	April 10, 1914.	April 10, 1915.
Maracaibo	0 25—0 26	0 27—0 30
Mexican	0 27—0 28	0 30—0 32
Rio	0 17—0 19	0 15—0 17
Santos	0 21—0 22	0 18—0 22
Jamaica	0 24—0 25	0 24—0 26
Guatemala	0 23—0 28	0 30—0 31

Table comparing wholesale prices on coffee this year with last.

is steadily increasing year by year. The coffee imported into that country in the calendar year 1914 exceeded 1,000,000,000 lb. Taking 100,000,000 people as the estimated population of the United States, this is a per capita consumption per annum of about 10 lb. With the exception of the year 1909, this total represents the highest amount of coffee ever imported into the United States. Some idea of the increase is obtained when one's attention is called to the fact that in 1874 the per capita consumption was 3.76 lb. There is no doubt whatever that coffee drinking is becoming very much more general over the border. It is away ahead of the consumption of tea. Tea last year averaged out at about .90 of a lb. In other words, 97,000,000 lb. of tea were imported into the United States in the year 1914 for a population of approximately 100,000,000 people to drink. There is ten times as much coffee drunk in the States as tea. As to reasons for this, one may say there is a growing tendency towards abandoning

intoxicating drinks, and until Mr. Bryan's grape-juice becomes a great deal more popular than it is now, coffee is going to be the staple stimulant. Apparently the saying is already justified that every baby born in the United States becomes a future coffee drinker. So that America is one country that is going hard after more coffee as the years go by.

Now take Canada. Coffee drinking is undoubtedly on the increase here. During 1913, the last year for which we have any fiscal record, fifteen million pounds of green coffee were imported into this country from all countries. The exact figure is 15,228,569.

This compared with 1909, five years ago, when 9,381,202 lb. of green coffee were imported into the country, shows a big advance. The present importation of 15,000,000 lb., supposing that the population of Canada is approximately 7,500,000, gives a per capita annual consumption of two pounds. And while there is thus a marked disparity between the coffee drinking propensities of the average Canadian and those of the average American, Canada is nevertheless another country where coffee drinking is increasing, although to nothing like the same extent as it is doing over the line.

What of Europe?

For European countries we can only state that the annual consumption before the war amounted to 3,000,000 bags in Germany, 2,000,000 in France and 1,000,000 in Austria for one year. For Russia no figures are available, which is a pity, because Russia is undoubtedly a factor in the increased or decreased price after the war of coffee as well as tea.

We come now to the question of the prospect of a large increase in the consumption in European countries. We may fairly take it that there will be an increase in America and to some small extent in Canada too. As to Europe, Great Britain is at present considering whether it will, at any rate during the war, abolish the sale of some of the intoxicating liquors. The significance of this action is great. If Mr. Lloyd George has his way—and present indications are that the country is behind him—there will be a certain percentage of people who will take to coffee as a stimulant who are now drinking liquor. This will

(Continued on page 29.)

LIVE PROBLEMS OF NEW BRUNSWICK MERCHANTS.

(Continued from page 21.)

and retail trades. The wholesale trade recognize that the retail merchants have been laboring under disadvantages, and we now have a committee which is meeting a committee from the wholesale trade to adjust many matters of interest. We are beginning to find that many manufacturers throughout the Dominion are at last recognizing us as a strong commercial organization.

Organization is the spirit of progress and the spirit of progress is the greatest asset a country or a business can have. The more people we can work with and for, the bigger and better we are. The badge of sanity is the ability to organize, and we see before us a vast number of men who have imbibed the spirit of organization from the different parts of the Province. We are living in an age of organization. Men are getting together to discuss things and are doing it in the spirit of progress. Competition may have been the life or trade once, but it is no longer so. Competition in many instances becomes suicidal and destructive, and anything that is suicidal is death itself. We are passing through a savage age, and are entering into one of co-operation. We will not be here so long anyway, and soon death, the kind old nurse, will come and rock us to sleep, so we had better help one another while we may. The idea of this brotherhood of man is no idle dream, and this idea is coming about as a matter of self-preservation: that every time you help your fellow-man, you are helping yourself.

Unfortunately we have a few men who think they can get more by going alone, but I am pleased to say that my experience is that men of this class are getting fewer, and it will be a great day when we shall be able to meet each other, man to man, feeling imbued with that feeling of brotherhood.

We all need each other, and therefore should co-operate with each other. Those who lose sight of this important law are bound to become merely self-seekers in this world. We must either stand for progress or go backwards.

N. C. CAMERON.

Secretary.

New Brunswick Provincial Board.

The Social Side.

While many important matters of business were dealt with in convention, the gathering had a delightful social phase as well, and the various events in the field of recreation afforded much pleasure. Of primary interest was the banquet held in Bond's cafe. Addresses of interest were given by President Skinner, Mayor Frink, E. M. Trowern, J. A.

Likely, president of the St. John Board of Trade, O. C. Bissell, sales manager of the Atlantic Sugar Refinery for the Maritime Provinces, A. H. Wetmore wholesale dealer, and others.

Mr. Trowern dealt with the importance of retailers to the community. He said that this gathering represented all branches of the retail trade in Canada, though some people did not care to know what they represented, speaking of them contemptuously as "the middle men who take the profits." The reason why this might be so, was that the retailer had not made himself known in the past. It was now time to go to the customers and ask them what they thought of the retailers. There were some 250,000 retail merchants in Canada, and if the capital invested in agriculture and manufacturing in the Dominion were taken, and added to the stock of the banks, the capital of the retailers would still show a surplus. If it were not for the retailers the cities would not be worth while living in. The retailers paid more taxes, hired more men, owned more horses, and had to put up with more complaints, than any other section of the populace. Because they had not organized they had always endured the "kicks" but now they are hoping for better things—they were out to tell the customer of the importance of the retailer.

Mr. Trowern expressed himself as opposed to the open market, believing that it was best for the housewife to trust her purchases to the skilled tradesmen rather than have things socialized. He urged the retailers to organize to make their influence felt in all governments. They must let the people know they were not robbers, that they did not exist to see how much they could extract from the public, but to see how much they could add to the benefit of the community. Only Nova Scotia and P. E. Island were now needed to have the whole of the Dominion's Provinces represented in the association. "Our purpose in being banded together," he concluded, "is to make it easy to do right in trade, and to make it hard to do wrong, to protect the people from fraud, and to make Canada a better place to live in when we've gone."

Besides the banquet at which the attendance was large, there were automobile tours of sightseeing to various points of local interest, and a theatre party which provided enjoyment. The visitors were warmly received by the St. John members who extended every hospitality and who proved themselves capable hosts.

The list of members signing the roll of registration was lengthy, and included the following: F. V. Dalton, E. J. Morris, C. O. Demers, J. A. Reoghan, J. D.

Poulier, Newcastle, N.B.; G. W. Ford, Sackville; B. Robinson, Middle Sackville; W. D. Keith, Hartland; L. W. Hill, E. L. DeWolfe, St. Stephen; J. B. Johnston, Alex. Keene, J. Percy, A. A. Phoney, L. M. White, F. W. Taigan, P. J. Anderson, Chas. Anderson, and F. Embleton, McAdam, N.B.; J. A. F. Gardin, Woodstock; C. H. Burt, H. Leomliam, A. J. Ryan, F. B. Edgecomb, A. E. Murray, J. J. Weddell, J. P. Farren, Fredericton, N.B.; A. E. Hunt, Truro, N.S.; J. T. McDonald, Montreal; D. A. McBeath, S. L. Holder, G. H. Gorbell, A. M. Bellmore, Moncton; R. C. Doyle, Ottawa; D. Williams, Toronto; L. B. Young, M. E. Grass, A. O. Skinner, W. Gilbert, W. H. Smith, A. E. Trentowsky, S. M. Sewell, G. F. Morris, J. P. McBay, J. A. Stephenson, P. McIntyre, J. H. McLeod, H. G. Jones, B. C. Walter, D. Hunt, C. S. Philps, W. H. Humphrey, J. C. Brown, G. A. Dickson, G. W. Hatheway, F. A. Dykeman, H. G. Harrison, A. Gilmour, A. Shand, E. B. Jones, W. H. Sharpe, C. McConnell, W. B. Bishop, J. MacDonald, S. Irons, W. Chase, A. Corbet, H. P. Breen, A. J. Myles, G. A. Stephenson, J. A. Lipsett, T. A. McPherson, J. L. McGivern, F. T. Thomas, D. J. Barrett, E. A. Ellis, H. Webb, F. W. Daniel, T. R. Smith, J. W. Smith, E. O. B. Smith, H. M. Jones, J. H. Farwell, H. N. Cockburn, N. C. Cameron, Wm. Hawker, and A. E. Evertt, St. John, N.B.



NEW CORN PRODUCTS FACTORY FOR CANADA.

T. A. Gantt, representing the Corn Products Refining Co. of New York, was in Hamilton, Ont., recently, looking up a site for a Canadian factory. The choice is apparently between Toronto and Hamilton. The parent concern in New York is capitalized at \$80,000,000.



PROFITS OF ROBT. SIMPSON CO.

The annual report of the Robert Simpson Company, Limited, Toronto, for 1914 shows a decline of \$100,545 in merchandise profits from the former year. Compared with 1912, the decline is \$125,263. Comparisons:—

	1914.	Decrease.
Merchandise profit	\$ 652,205	\$ 100,545
From subsidiaries	68,880	29,060
Interest and divs.	486,074	781
Carried forward	422,208	*140,588
Current liabilities	904,915	*535,323
Current assets	4,014,393	*573,934
Total assets	9,029,739	*1,575,912

*Increase.

The assets show merchandise on hand of \$3,440,575, against \$2,685,000 a year ago, the increase being due to the fact that spring goods passed into stock before the inventory this year. Furthermore, stocks have been added to in anticipation of possible inability to secure them later owing to interruption to the textile industry.

Strong Appeal from the Secretary

Are You Going to Attend the Grocers' Convention in London? — Some Reasons Why Your Presence Will Help the Trade as Well as Yourself — Everything Points to Record Crowd and Greatest Enthusiasm—Be On Hand May 3, 4 and 5.

*I*N recent issues *Canadian Grocer* has referred at length to the programme which will be served up to the delegates who attend the Ontario Grocers' Convention in London, beginning May 3rd. In last week's issue the official programme as arranged by Secretary W. C. Miller was presented. However, on account of lack of space, we were not in a position to give the letter of appeal which went out from the secretary's office to grocers in Ontario with that programme. This letter appears herewith, and we would urge every retailer to read it carefully and act upon the suggestions it contains.

Dear Sir,—

You are invited to attend the Annual Convention of the "Grocers' Section" of "The Retail Merchants' Association of Canada," for the Province of Ontario, to be held in the Masonic Temple, London, Ont., on Monday, Tuesday and Wednesday, May 3rd, 4th and 5th, 1915.

We want this to be the biggest and best Convention of Retail Grocers that has ever been held in Canada, and we want you to "Boost" all you can to see that a delegation from your City, Town or Village will be present.

You will learn more about your business and gain more real pointers how to make your business pay, at this Convention, than you will find out by experimenting behind your counter for years. You will meet the biggest, brainiest, hardest-working and most successful up-to-date retail grocers in Canada, and you will be able to shake them by the hand and hear from them personally as to how they conduct their businesses and how they have made money. Every paper read will be by grocers, for grocers. This will be a real, live, up-to-date Grocers' Convention. Every minute will be filled with real live-issues, and we ask you to come and get an inspiration that will quicken your thoughts, give you new zest for bigger things, and put more real money into your cash till. The retail-grocery trade to-day is hampered with higher expenses, unfair public criticism, too small margins of profit, and unfair and deceptive price-cutting catalogue advertising. Attempts are also being made by some Farmers' Clubs and others, to buy goods in car-load lots that you are carrying in stock, and you are being left to sell perishable goods, such as lamp chimneys, eggs, etc.

Every manufacturer of soap and cereals, and other lines in the grocery trade, as well as every wholesale grocer in Ontario, has been invited to attend this Convention, and to meet the retail grocers, and we want to sit down with them and have a heart-to-heart talk. We want to plan out a fair trading policy, one that will be right and just to all interests, and one that will enable us to know the functions of the Manufacturer, the Wholesaler and the Retailer, remembering that there can be no liberty without law.

At the present time there are some lines in the retail grocery trade that are so thoroughly demoralized, that they are being handled entirely for the convenience of

our customers and at a great loss to ourselves. We can never hope to pay our bills if we continue this policy.

This is the first meeting of the kind at which one whole day has been set aside so that the three branches of the trade can formulate a fair trading policy that should be suitable for all, and the success of the meeting depends upon *your* presence. If you leave this important meeting to your fellow grocer, and he leaves it to you, the meeting will be a failure, and your absence will announce to the wholesalers and the manufacturers, whom we want to impress with the necessity of making some changes, that the retail trade are not sufficiently interested in their own business to attend, the fault will be yours.

We therefore appeal to you, and we hope we are not appealing too strongly, and not in vain, when we ask you to put off all other appointments and *COME*, but by all or any means *COME*, as we have some strong things to tell you, which we cannot mention in this circular letter, but which we want to have you endorse and act upon and help us to carry out. The things to be done must be done by retail grocers, as they will not be done by any other class. We must stand united; we must stand for fair principles in trade, and we must stand for a square deal, otherwise we will become "hewers of wood and drawers of water."

The farmer, the manufacturers, the labor men, the lawyers, the doctors and the bankers, as well as a host of others, are organized. They are organized for self-protection, and so must also the retail grocers be organized, if we desire to protect ourselves and secure our just rights. As units, we are helpless, but as an organized body we become a mighty power, and if properly directed we need have no fear of being forced to accept conditions that compel us to sell goods largely for the benefit of the manufacturers, the wholesalers, and the public.

Please note the place and dates, May 3rd, 4th and 5th, in the Masonic Temple, London, Ont., and ask for Standard Convention Certificates, purchasing a one-way ticket.

Trusting you will realize the importance of your presence and assuring you of a hearty welcome.

Yours sincerely,

WM. J. MELLEN,

Chairman.

W. C. MILLER,

Secretary.

Improving the Newspaper Ad.

Some Canadian Retail Advertisements Reviewed and Suggestions Tendered for Making Them More Effective as Business Getters—Stress Laid Upon the Heading, Introduction and the Descriptive Matter.

Written for Canadian Grocer by F. L. CLARK.

LOOK at these advertisements, which have been taken from various Canadian newspapers, and form your own opinion as to whether they would perform the three necessary attributes of a good ad, if results are to be obtained in proportion to the investment. In your opinion how many of these advertisements would attract attention, create a desire for the goods advertised and lastly, but most important,

change that desire into action? Let us look at these advertisements:

Fred A. Kent, Killarney, Man.—Here we have a fairly well written advertisement which is somewhat spoiled by the rules and the somewhat fancy border. The one word in the heading, "Pickles," would no doubt attract the attention of a number of housewives, but would not a heading such as "A Delicious Pickle for Every Taste" get even more attention? At the same time, would it not create a greater desire on the part of the reader to read the remainder of the advertisement and to possess some of the pickles advertised. Then again had there been some descriptive reference to each of the lines advertised, such as "Sweet Onions, whole, sound and with the right smack, 25c," would it not have secured greater attention? Nevertheless, on the whole the advertisement is a good one, and is rather neatly set up.

was, of course, written last autumn before the heavy frost set in. How would a heading such as "Nothing More Wholesome Than Canned Goods" have got the attention of the feminine readers? It will also be seen that descriptive matter in connection with each of the lines advertised is lacking. After Jelly Powder, it surely would have been better to have said, for instance, "Provides a most delicious dessert," instead of leaving all that white space blank. That is the kind of matter that creates the desire.

The Good Co., Lethbridge, Alta.—Here will be found a splendid informative advertisement which every reader interested in the purchase of apples last fall would undoubtedly read. A good feature of this advertisement is that it sticks to apples, so that the attention is not divided between apples, eggs, soap, etc. It reads somewhat like a news item, and this makes it all the more effective.

E. F. Mason, Peterborough, Ont.—"Fresh Caught Fish" is a pretty good heading in itself, particularly at a time when it is somewhat difficult to get the fish fresh, but would this heading attract the attention of many people who had not been in the habit of using fish? How would it have been to have said, "Fresh Caught Fish a Fine Winter Food?" A smaller heading type could have been used, and this heading followed up with a reference to the difficulty in getting fresh fish through in the cold weather season, and elaborating on its desirability and the service the store is rendering. It would appear that some such a heading and introduction as this would have enlarged the number of fish users, and created a favorable impression on the store in the minds of non-customers. However, this is a pretty good advertisement, and should secure good business. Just what use the printer sees in the wavy and straight rules is difficult to understand.

The McLean Grocery, Moose Jaw, Sask.—A feature of this advertisement is the fact that it has no rules. Note how neat it looks. On the other hand just why there was no special heading for this advertisement is a question we should like to have answered. Why not

W. C. Norris, Norkomis, Sask.—How does this ad catch you? Would the word "Groceries" get your attention away from the reading matter columns in the newspaper, were you at the head of the household cuisine department, or would you be apt to pass over it? This is a question every advertiser should ask himself. This advertisement

Pickles

Your pickles are nearly done! But don't worry we have some of the most delicious lines you ever tasted.

Sweet onions, bottle	25c	Golden Biddle, 2 lbs	25c
Sweet mixed, bottle	25c	Swiss, 2 lbs	25c
Sweet mixed, bottle	25c	Swiss, 2 lbs	25c
Sweet mixed, bottle	25c	Swiss, 2 lbs	25c
Sweet mixed, bottle	25c	Swiss, 2 lbs	25c
Sweet mixed, bottle	25c	Swiss, 2 lbs	25c
Sweet mixed, bottle	25c	Swiss, 2 lbs	25c
Sweet mixed, bottle	25c	Swiss, 2 lbs	25c
Sweet mixed, bottle	25c	Swiss, 2 lbs	25c
Sweet mixed, bottle	25c	Swiss, 2 lbs	25c

Saturday Special February 27th
Onions, large, solid, native stock, one half ton of them on Saturday at 4 lbs for 25c

Saturday Special March 6th
Candy, a splendid mixture of home made lines, Chocolate, French Cream, etc., regular price 25c to 30c a lb Saturday per lb 15c

FRED A. KENT

FRESH CAUGHT FISH

Having contracted for large quantities of Fresh Winter caught Fish, we are able to quote you very low prices on these special lines.

SPECIALS

Fresh Winter Caught
White Fish, per lb 10c
Sea Salmon, pick, per lb 10c
Salmon Trout, per lb 10c
Imperial Cod, per lb 10c

Whole Fish Only. Not Sliced at this price.

B.C. Red Salmon, fish, per lb 12 1/2c
Same sliced, per lb 12c
Halibut, whole or half fish, per lb 12 1/2c
Same sliced, per lb 12c
Smoked Salmon, per lb 15c
Fillet Haddock, per lb 12 1/2c
Haddock, fresh smoked, per lb 12 1/2c

E. F. MASON 420
900 GROCER Geo. St.

GROCERIES!

ALL OUR NEW pack Canned Goods and also all our Freezable Goods have arrived, so we are in a position to quote you the following prices:

Jelly powder, 3 for	25c
Corn Starch, 2 for	25c
Softener Glass Marsh, 2 for	25c
Mustard, 2 for	25c
Corrants, 2 for	25c
Mustard, 2 for	25c
Baking powder, 2 for	25c
Jams	50c and 25c
Honey, 4-lb. pail	\$1.00
Hotch eleven, 2 for	25c
Polly Pines, 2 for	25c
Canned corn, 2 for	25c
Peas, 2 for	25c
Beans, 2 for	25c
Tomatoes	15c
Catnip, 2 for	25c
Pears	20c
Powder, 2 for	25c
Plums	15c
Strawberries, 2 for	25c
Raspberries, 2 for	25c
Condensed milk, 2 for	25c

SPECIALS—Bananas, Oranges, Lemons, 50c per doz.—Grape, 50c per lb.—Cranberries, 50c per lb.—Apples, 50c per lb.—Raisins, 5c a lb.—Cabbage, 5c a lb.—Sage, Turnips, Carrots, 5c a lb.

Quality Flour, \$3.49 per sack. Baked Oats, 50c per 20-lb. sack.
TEA—COFFEE—COCOA—CHOCOLATE.

Hiawatha Farm Cream For Sale Here.

Phone your orders for quick delivery.

W. C. Norris
Second Avenue Telephone 27.

Cut your troubles in two by becoming one of our Customers. It will certainly pay you during the month of September as we are specializing in all the larger Fruits for preserving and Vegetables for pickling.

We are putting forth every effort in helping our customers get ready for Winter by supplying goods at prices that will appeal to you all.

We have just now an extra supply of Fresh Dairy Butter, 3 lbs. for 85c; and Fresh Eggs at 30c. Some good candied eggs at 25c.

We have just now an extra nice supply of Fresh Crab Apples, Special, per box \$1.75

We recommend buying Peaches this week. They are now at their best.

RESOLVED. That during the month of September we will buy all our Groceries from

McLean Grocery
The Cheapest

PHONE 511 ALEX. McLEAN, Mgr.

Pure Food Store No. 3460

Quality Goods at Rock Bottom Prices, is Economy—Investigate!

Seasonable Groceries

There is a time for everything and the present is the time for Dried Fruits. When carefully prepared there is nothing more healthful to eat at this season of the year.

PRUNES—The most popular of all dried fruits, large and small. A little smaller than the regular California variety. Special low prices on 10 lb. boxes.

PEACHES—A delicious dried fruit, sweet and juicy. California packed and very low in price. 2 lbs. for 25c.

PLUMS—Filled. Something new on the market. The regular California variety. Packed in dried form, very tasty. 10 lb. boxes.

APRICOTS—The best quality of fruit, very appetizing, only 10c per lb.

Economy Buyers will be pleased to know that we have MacKern's Cream and Pies.

Don't Forget!—If the number of your paper corresponds to this advertisement, in every other hand column, you are entitled to receive five, 10c worth of goods in any 10c purchase.

M. E. GRASS, 10 Greenway St., New York 10, St. John, N. B.

DELICIOUS

In the name of the apple that retained such a reputation in western like New York from 1700 to 1800, and when first offered on the market sold for as high as \$1.00 a year they could not be bought for less than \$1.00 and \$1.50 at our retail store in New York. They would cost you half that price between \$1.00 and \$1.50. However, we do not sell them for less than \$1.00 as we are sure you will get a reasonable price. To be in certain, "TRY THEM" for yourself, but we would not recommend it for cooking or other than eating. They will be there in the store from the ordinary customer to the hotel. Price per Case

Office: **THE GOOD CO**
Phone 1271 HIGH-CLASS GROCERIES

Group of advertisements that have been used by Canadian grocers in their local newspapers.

have used the heading—"Fresh and Flavoury Fruit for Preserving," and followed this up with the reading matter this advertisement contains. In this, as in some of the other ads shown here, is a tendency to advertise various lines not associated with one another. It is all right to advertise Easter goods including ham and bacon, eggs, confectionery, fruits, etc., and all kinds of house-cleaning goods in a house-cleaning ad, but when it comes to a fruit and vegetable ad it would seem only right that fruit and vegetables should be adhered to. This, nevertheless, is a good type of retail advertisement.

M. E. Grass, St. John, N.B.—The body of this advertisement is one of the best we have seen for a long time. Each item advertised such as prunes, peaches, plums, etc., is given a brief description and there is nothing more effective in an advertisement to create a desire on the part of the reader to possess the goods advertised. When so much trouble was gone to in describing the goods, shown herein, it is difficult to understand why the heading was used as it is. Advertising that groceries will be sold at rock-bottom prices, etc., etc., is not conducive to impressing the consumer with the fact that the store sells quality goods and gives the very best of service. It implies cutting of prices, and it should be understood that nowadays the best trade does not go to the store that cuts prices—at least, for little apart from the goods cut. In the case of this merchant, of course, it may be that it is likely that he is getting a good profit on the goods. It would seem that a heading such as "The Time When Dried Fruits Are at Their Best," and follow this up with the statement that when carefully prepared, there is nothing more healthful to eat at this season of the year, this advertisement would have been a particularly good one.

COFFEE PRICES OF THE FUTURE.

(Continued from page 25.)

have a lasting effect. After the war when intoxicating liquor comes into general use again, we think that the people represented by this percentage, having found a predilection for coffee, will still keep up the coffee drinking habit. That seems reasonable. Introduce a new thing to a man's taste to displace some old taste, and when you are going to re-introduce the old taste you will have some difficulty in superseding the new one. So far as Russia is concerned, present indications are that vodka having been eliminated, tea, rather than coffee, is generally favored. It would appear that while coffee is undoubtedly on the

increase in Russia, it is not increasing to anything like the extent tea is. Tea undoubtedly has the big hold there after liquor. But still every little helps, and there is a far more pronounced trend towards coffee drinking now than there was a few years ago.

A very important factor, we think, is the question of the soldiers drinking coffee in the trenches. It is true that coffee is a second beverage rather than the first. Tea is undoubtedly the more popular. But some coffee is being drunk and being drunk by some people who have never bothered with it before, and after the war the Tommy who has drunk coffee as a soldier will be likely to continue drinking it as a civilian. We think that it is undoubted that the consumption of coffee the world over will be greater after the war than before it.

And this, taken in conjunction with the fact of the decreased production will mean, we think, higher prices after the war than now. How long they will remain it is impossible to forecast. But it seems certain that for several months at any rate prices on coffee will be a good deal higher than they are at present.

ALUMINUM WASHBOARDS TO REPLACE ZINC.

Owing to the fact that zinc has become so high in price for the reasons mentioned in an article on washboards in a recent issue of Canadian Grocer, a large Canadian manufacturer has been looking out for a substitute for some time. This firm has been experimenting with aluminum as a washing plate instead of the zinc. As soon as they can get deliveries from the aluminum company, they will be putting out aluminum washboards along with their other lines. It will then be optional with the trade, whether they purchase a zinc washboard or an aluminum board. This firm claims that aluminum is a nice clean metal, which will not wear hard or rough, and will give equal to or better service than zinc.

INTEREST ON OVERDUE ACCOUNTS

A reader writes as follows:—

"I would like to get your opinion on overdue contracts. Can I charge interest on same? Please let me know in your next issue.

From a Subscriber."

Editorial Note.—The answer to this is that a book account overdue will not draw interest unless the merchant has it printed on his invoices and bills he gives with the goods, that interest will be charged after a certain date. Then it

can only be 5 per cent., unless the debtor consents to pay more. Simply having 8 or 10 per cent., as the case may be, printed on the invoices does not make the charge binding and the debtor may refuse to pay anything more than five. It should be remembered that the legal rate of interest in Canada is 5 per cent. As to a promissory note where nothing is said about interest, it will not draw interest before maturity, but if not paid at maturity it will then commence to draw 5 per cent.

SERVICE DEPARTMENT.

Editor, Canadian Grocer: Would you please let me know where I would get a paper press and if it would pay me to get one?

J. W. M. RENFREW.

Editorial Note: The Climax Baler Co., Hamilton, Ont., would be able to supply a paper baler to meet your requirements at a cost of somewhere near \$50. Waste paper is sold at an average of about \$5 a ton. Whether the installation would pay would depend on the amount of waste paper that accumulates.

Editor, Canadian Grocer: Under the War Stamp Tax am I compelled to affix a patent medicine stamp to Health Salts sold in my grocery store?

"Query," Toronto,

April 16th, 1915.

Editorial Note: Yes, commencing April 15th it is necessary for you to affix a special Inland Revenue stamp to the value of one cent for every twenty-five cent purchase.

Editor, Canadian Grocer: Will you put me in touch with a manufacturer of aluminum scoops, preferably a Canadian concern?

R. A. G., Summerland, B.C.

Editorial Note: Suggest that you write to the Ben-Hur Mfg. Co., Hamilton, Ont., who would no doubt be glad to consider your proposition.

Editor, Canadian Grocer: Can you tell me where a brand of butter can be obtained called "Omemee"?

C. H. P. & Co.,
Copper Cliff, Ont.

Editorial Note: This brand is manufactured by the Omeme Creamery Co., of Omeme, Ont., with whom no doubt you will get in touch.



THE CLERKS' PAGE



THE ORANGE PROBLEM.

Editor Clerks' Page.—My answer to the orange problem is as follows:—

Clerk A sells 3 doz. at 32c, which is 96c.; 3 only at 3c, which is 9c. For the 39 oranges he gets \$1.05.

Clerk B sells at the same rate, 32c a doz. But he sold all oranges to small buyers; 35 customers, each one orange at 3c., which makes \$1.05.

BEN SHUTKE.

Calgary, Alta.

AN ANSWER AND A NEW PROBLEM

Editor Clerks' Page.—Regarding the new orange problem: One had 39 and the other 35 oranges. Here is my answer:—

They both sell 6 for 1c at first. The first clerk had 6c and 3 oranges left while the other had 5c, and 5 oranges. Then the price is lowered to 2 for 1c. The first clerk sold 2 oranges and the other 4 at that price making each 7c. Then they sold the remainder 1c each, making each 8c altogether.

I would like some clerk to give me the solution of the following (without the aid of algebra), and show the reasoning: A field contains 58,020 sq. rods. It is 49 rods longer than it is wide. What are the sides?

P. HACHE.

Portneuf Station, Que.

THE CLERK'S PAGE APPRECIATED

Editor Clerks' Page.—The following is my answer to the question sent by N. Fink, in March 19th Canadian Grocer: 11 men, 41 women and 48 children.

Wish to say in closing how much I appreciate Canadian Grocer, especially the clerks page. I always look for it first, and the window displays afterward. Am looking forward for the Spring Sales number with pleasure. Wishing you the best, I am,

Sincerely yours,

A NORTHERN B.C. CLERK.

Quesnel, B.C.

BOTTLE AND STOPPER PROBLEM.

Editor Clerk's Page.—The following is my answer to G. Love's problem:—

The bottle costs \$1.05
The stopper costs..... .05

Total..... \$1.10

GERALD M'CARTHY.

Sydney, C.B.

WHAT IS A SALESMAN?

When the train pulls in and you grab your grip,

And the hackman's there with his frayed-out whip,

And you call on your man and try to be gay,

And all you get is "Nothing doing to-day";

Then you're a Pedlar,

By gad, you're a Pedlar.

When you get into town and call on your man,

"Can't you see any, Bill?" "Why, sure, I can";

You size up his stock—make a rough count,

And "Bill" presently says, "Send the usual amount";

Then you're an Order Taker,

By gad, you're an Order Taker.

When you travel along, and everything's fine,

And you don't get up until half-past nine,

When you see each concern and talk conditions,

And write it all home with many additions,

Then you're a Traveling Man,

By gad, you're a Traveling Man.

When you call on your trade and they talk "hard times,"

"Lower prices" and "decided declines,"

But you Talk and Smile—make the world look bright,

And send in your orders every blamed night;

Then you're a Salesman,

By gad, you're a Salesman.

—Bulletin of the National Association.

THE ENCYCLOPEDIA

COCOANUT CONSUMPTION.

It will probably surprise the average man to learn that over 500,000,000 cocoanuts are now consumed in the United States yearly, and that the consumption is increasing rapidly. That is five nuts for each man, woman and child, and if you don't remember having your share, your neighbor or somebody else must have had 10, perhaps more.

Now, to produce 500,000,000 cocoanuts

requires 10,000,000 trees, and these would occupy about 200,000 acres. Quite an orchard!

These are large figures, but see how they dwarf to insignificance in comparison with the whole world's commerce in cocoanuts.

The world's production and consumption is now put by authorities at 8,000,000,000 cocoanuts yearly. Not only are there no cocoanuts to spare, but there is a lively scramble for all there are, and the tree is with great difficulty filling its orders to-day. So then, the United States, with its apparently heavy consumption, takes less than 10 per cent. of the world's production.

These figures seem out of all proportion, especially since we cannot remember having had our yearly share of five whole nuts. Perhaps we had them, and didn't know it. Well, if we used any soap, if we ate any crackers, or candy, even though no cocoanut flavor was apparent, we doubtless had our full share of five nuts, but in some form we did not recognize.

We are now getting close to the "meat of the cocoanut," and right here is to be found the answer to these enormous figures in question.

The meat of the cocoanut (called copra in commerce) is one of the very richest of vegetable matters, about two-thirds of it by weight, after it is dried, being oil. The people of the tropical countries found this out centuries ago, and cocoanut oil has long been the "lard" of these millions of tropical people. They did not have the money to buy animal fats and lard, nor did they need them.

It is well known that all meat products have become scarce in the recent years, and risen greatly in price. Indeed, this growing scarcity became acute some few years ago, for Europe found that the great cattle industry of America was running shorter all the time, and becoming less and less able to supply the rest of the lard and fat-consuming countries. Europe, therefore, turned to other sources to supply her needs, and what better could she find than the standard fat of the far East? That it took a very short time to establish proper trade channels may be judged from the fact that the commercial production of copra in 10 years increased, according to London authorities, about five times, while the price doubled.



CURRENT NEWS OF WEEK



Quebec and Maritime Provinces.

The Eastern Trading Co., general merchants, Ayers Cliff, Que., sustained a fire loss recently.

Fire last week destroyed the general store of A. G. Clough, with its entire contents at Ayer's Cliff, Que.

J. A. Brisebois will open a grocery store near the corner of Ontario and Fullum streets, Montreal, shortly.

Chas. F. Mott, of Halifax, N.S., has passed away. Mr. Mott was a manufacturer of grocery products there for some years.

M. J. Smith, who has been in Megantic, Que., since 1879, has sold his general store business to Frs. Perinett, of Woburn Village.

The late William Burrill, of William Burrill & Co., Yarmouth, N.S., left estate valued at \$105,000. The business has been purchased by Fred Burrill, one of the heirs.

Thomas Tompkins, general merchant, Margaree Forks, N.S., is dead. He commenced life in the mercantile business as a clerk with the late Hon. Chas. Campbell, Baddeck, N.S.

The Montreal Grocery Clerks' Union will hold their annual picnic at St. Rose, Que., on June 9. Trains leave Place Viger Station. A meeting will be held shortly at which various committees will be appointed. The union now has a membership of 506.

The Retail Merchants' Association of Fredericton, N.B., have decided that instead of a weekly half holiday during the months of July and August, they will close the stores every evening except Saturday at 5 o'clock during the two months mentioned.

The death is announced of John McEachern, Charlottetown, P.E.I., at the age of 71. In early life he was connected with the wholesale and retail firm of Harrington & Co., Halifax, later returning to Charlottetown, where he established a grocery business under the name of the Italian Warehouse.

The Canadian Metal Cap & Seal Co., Limited, has been organized in Montreal by a syndicate of business men there who have purchased the Canadian rights of the device known as the "Spengler" cap. The authorized capital stock is \$600,000. This cap is intended to take the place of cork and other bottle stoppers.

Ontario.

Thos. Whattam is opening a grocery store in Picton, Ont.

J. H. Glanville, general merchant, Thessalon, Ont., has sold to W. J. Lundy & Co.

N. B. Gerry, a hardware merchant in Fort William, Ont., has added a stock of groceries.

John Culbert, a grocer of Brockville, Ont., an ex-M.P., and an ex-mayor died recently.

J. M. Book & Co., have taken over the grocery store of the Book Grocery Co., Beamsville, Ont.

W. J. McKinney will open his second grocery in Windsor, Ont., on Pitt street, east, near the market.

The Rathbun Match Co., Limited, Deseronto, Ont., has been granted a Federal charter. The capital stock is \$125,000.

The Borden Milk Co., is contemplating the erection of an addition to the factory in Ingersoll, Ont.

The bakery, grocery and dwelling of Chester F. Slitter, of Elgin, Ont., was totally destroyed by fire. Damage, \$4,000; \$1,000 insurance.

A Chatham, Ont., report states that the Dominion Sugar Co., of Wallaceburg, Ont., will erect a million dollar plant there for the refining of sugar.

A. J. Young, wholesale grocer, North Bay, Ont., has been selected as Liberal candidate in the next Federal election for the constituency of East Nipissing.

Thos. H. Ingham, assistant superintendent of the Mooney Biscuit Co., Stratford, Ont., has joined the 18th Battalion at London, Second Contingent, for overseas duty.

George Killbank, a grocer at Stockdale near Frankford, Ont., together with his wife were burned to death last week when fire which broke out in the store destroyed also their residence adjoining it.

The City Council of Kingston, Ont., is discussing the question of providing more daylight by putting on the clocks an hour during the summer months. The scheme is also being discussed in Smiths Falls, Ont.

E. McCance, Ross street, St. Thomas, Ont., has just completed a new front in his grocery store. He has a double-decker window, hardwood floors and

hardwood centre partition so he can make two distinct displays in each window. Prism lights over the display window throw ample light in the store.

Western Canada.

J. E. Bourget, a general merchant in Vegreville, Alta., has closed his business there and moved to Beauvallon, where he will reopen in the general store business.

The mail order house of Christie, Grant & Co., organized in Winnipeg early last year, has been re-organized. The name is changed to "Christie, Grant, Limited."

Spencer-Todd, Limited, have opened their large department store in Medicine Hat, Alberta. The grocery department is in charge of Wm. Armstrong, late of Hewitt & Armstrong.

The Retail Merchants' Association of Vernon, B.C., held an "at home" on Thursday evening, April 15. A splendid program was given with music and refreshments and an exceedingly pleasant evening ended in dancing.

W. R. Kell who is connected with the provincial staff of the Retail Merchants' Association of Saskatchewan, was presented recently on the occasion of his approaching marriage with a cheque from the provincial executive.

Thos. Duke, proprietor of Duke's Grocery, and F. W. Welsh, of the London Grocery, Ltd., Vancouver, B. C., have been given a place in the "solid six" ticket by the Conservatives of the Pacific Coast city and will run for the Legislature at the coming election.

The annual convention of the Alberta Branch of the Retail Merchants' Association will be held in the city hall, Red Deer, May 18, 19, 20. Many delegates from all parts of the province will attend the convention. A display of goods handled and made in the province will be a feature.

Over 9,000,000 pounds of halibut, in addition to salmon, cod and herring, with a valuation of more than \$500,000, were landed at Prince Rupert, B.C., during the year 1914 and since, through the inauguration of the new through service over the G. T. R., between Prince Rupert and Winnipeg, it is claimed that 1,000,000 pounds of fish a month are being moved to the prairies, to Chicago and even to Montreal and New York.

Biggest Tea Advance in Thirty Years

A Full Penny Advance at London Auction—Common Grades Around One Shilling in England
Sugar Market Quiet—Stiff Situation for Spices—Tapioca
Advances in Montreal.

Office of Publication, Toronto, April 22, 1915.

THE market on Manitoba flour is up 40c this week. The increase is the result of the phenomenal advances in wheat on the Chicago and Winnipeg Exchanges. In Winnipeg, May wheat is quoted at the time of writing at \$1.61 $\frac{7}{8}$; in Chicago it is \$1.64. Its highest before this on the latter exchange was \$1.60 $\frac{3}{4}$. Nor is that all. The increase in May wheat amounts to the considerable one of 15c. Prices have jumped from \$1.24 to \$1.39, and general opinion is that they will go higher yet. Statisticians have been giving some figures as to present and future supplies, and they are not figures that will please the bears. Great Britain is again in the market for wheat and there is a run on what supplies there are. Canadian Grocer prophesied higher prices, both on wheat and on flour, and we think we shall see these. There is every reason for higher prices, and few reasons for lower prices with conditions as they are at present.

Our Montreal correspondent notices in Quebec province a distinct improvement in the demand for articles of luxury. This is reflected in Toronto market as well. And we take it that it is in some sort a sign of freer spending on the part of the general public, and undoubtedly the situation from the wholesalers' point of view, is loosening up a good deal. March turned out an exceedingly good month—the best month since the beginning of the war—and orders are not so much of the hand-to-mouth character. They are larger in size and there are more of them. Moreover, people are undoubtedly buying little delicacies and luxuries that they cut out at the beginning of the war.

In spite of the decline in sugar last week business is poor. If prices were dropped in order to get business, the scheme failed. This market has been singularly weak, both in Montreal and Toronto. It is said that wholesalers in both markets are pretty well stocked and not even the drop of 15c was inducement sufficient enough to tempt them to buy when they didn't really need it. Nothing is cheap if you don't want it.

The weekly advance of a farthing or a half-penny on tea that has come to be almost a regular thing at the London auction has extended into a penny this week on Ceylons, and three farthings on Indian. This makes the commonest teas something like a shilling a pound. At such buying levels Canadian houses will have to put up their prices to retailers. A shilling a pound for teas in England that used to be about ninepence can't make possible the continuance of present selling prices. The public will be paying more for tea ere long.

QUEBEC MARKETS.

Montreal, April 22.—A dealer expressed the opinion this week that buying was good policy on any line just now, as long as it was not carried too far. There is the question nevertheless of what effect the opening of navigation will have on conditions, and particularly on the price of groceries. It is possible that if sailings of steamships are at all regular, that prices will drop, and supplies will be much more ample. But one can hardly depend on anything nowadays, and until the war ends it will be difficult to draw any conclusions or offer any advice with any degree of positiveness. Prices on many lines have

certainly been much higher since the war broke out, and now, when the demand is small, they still keep to a high level, despite the fact that demand is practically nil. Take the case of tea for instance; the market is firm, supplies are scarce, prices are high, but the demand is small taken all round. In sugar, a drop of 15c per cwt., brought about by dullness, did not influence business to any great extent, despite the fact that an advance is almost certain with a strong raw market. In spices, the storm signals have been sounded, but the demand is quiet. And so on along the line. Prices are comparatively low, and the demand is lower.

Markets in Brief

QUEBEC MARKETS.

FLOUR AND CEREALS—

Manitoba flours up 40c per bbl.
No advance in winter flours.
Feed prices unchanged.
Rolled oats firmer.

PRODUCE AND PROVISIONS—

Dressed turkeys continue high.
Only poor live stock offered.
Advances likely in provisions.
Turn of market for butter.
American butter saves situation.
New cheese selling at 16 $\frac{1}{2}$ c.
Eggs up 1c; will be down soon.

FRUIT AND VEGETABLES—

Oranges up slightly.
Cranberries hard to dispose of.
Cheaper pineapples in.
Strawberries at 12c per box.
Old cabbage up to \$2.75-\$3.
New cabbage should be cheaper.
Wax and green beans jumped to \$9.
Spotted tomatoes too plentiful.

FISH AND OYSTERS—

Western fish is scarcer.
Eastern fish plentiful and cheap.
Little Pacific halibut offered.
Haddock less plentiful.
Carp, perch and pike at 5-6c.
Close season for bass and dore.

GENERAL GROCERIES—

Castor oil jumps 10c gallon.
Tapioca and sago advanced.
Sugar drop has little effect.
Little demand for teas.
Bean market weaker if anything.
Currants scarce and in demand.
Firm withdraws walnut prices.
Molasses situation unchanged.

ONTARIO MARKETS.

FLOUR AND CEREALS.

Manitoba flour up 40c.
Feed situation strong.
No demand for cereals.
Wheat at high levels.

PRODUCE AND PROVISIONS—

Cooked meats in demand.
Breakfast bacon higher.
New butter coming along.
Easier prices on cheese.
Light deliveries of poultry.

FISH AND OYSTERS—

Whitefish best seller.
Haddock and cod selling.
Fresh trout expected.
Lobster prices lower.

FRUIT AND VEGETABLES—

Root vegetables slow.
Strawberries lower.
Asparagus declines.
Tomatoes sell well.
Navel oranges advance.

GENERAL GROCERIES—

Tea higher in London.
Sugar situation slow.
Currants are cheaper.
Dried fruits slow.
Spices very scarce.
Coffee prices higher.

Considerable activity was noticed in seeds early this week, which was brought about by the beautiful weather. Orders came in a rush from dealers, who had waited until the last minute, thinking that all the wholesalers had to do was to pull the plug and get it on the rails. The demand is big, especially for timothy and clover. The market is much firmer, and advances have taken place

CANADIAN GROCER

in Chicago. In the last ten days prices in the primary market have gone up $\frac{1}{4}c$ all round, but prices to the retailer have undergone no change as yet. No. 1 Government standard seeds in some lines are practically exhausted.

A significant fact in the nut market is that one of the largest Canadian wholesale grocers have withdrawn prices on Bordeaux shelled walnuts on the ground that what are available to them are not suitable for their trade. Supplies which arrived recently had been delayed on the way, and were exposed to bad weather. They have been re-picked, but owing to their delicate nature, this house has not thought it worth while offering them to their trade. The sinking of the steamship Vosges by a German submarine, and the consequent loss of 2,000 boxes of walnuts consigned to Montreal, had considerable effect.

There is a noticeable improvement in the demand in Quebec Province for articles of luxury, especially in wines and liquors. There is a scarcity of many French dainties, which is felt now that navigation is near—the time for bringing in new goods. Olive oil, mushrooms, and other French vegetables are affected. Of course, there is no French alimentary paste. The demand for it is quite large, and the fact that the French Government placed an embargo on this food is helping Canadian manufacturers.

In general groceries, there is quite a demand, but only in small lots. Merchants are buying oftener, but the volume is as big. Demand from the country is good, and a better class of goods is being shipped. The tendency in the rural districts of this province is upward. Wholesalers are shipping dainties to the country districts which they would never have dreamt of years ago.

Minor changes consist of an advance in lima beans to 8-8 $\frac{1}{2}c$; an advance in castor oil from \$1.40 to \$1.50 per gallon; an advance in seed and pearl tapioca and sago to 6 $\frac{1}{2}$ -7c, which is in proportion to the advance in Singapore.

SUGAR.—There has been no change since the decline of ten days ago. There still seems to be some doubt in the minds of the trade as to why this drop took place. One who should know states that prices were dropped because raws were considerably easier at that date, and there was practically no demand for raws. Naturally wholesalers who have large stocks on hand regretted having to lose 15c per bag. It is believed that stocks carried by the wholesalers are heavy; yet, despite this fact, some of them are speculating, believing that sugar cannot long remain at the reduced figure. Navigation has opened, but it will be a day or two before business will be in full swing. Then, it is

expected, demand for sugar will improve.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	6 65
20 lb. bags	6 75
2 and 5-lb. carton	6 95
Yellow Sugars—	
No. 3	6 50
No. 1	6 25
Extra Ground Sugars—	
Barrels	7 05
50 lb. boxes	7 25
25 lb. boxes	7 45
Powdered Sugars—	
Barrels	6 95
50 lb. boxes	7 05
25 lb. boxes	7 25
Paris Lump—	
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Crystal Diamonds—	
Barrels	7 30
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Cartons and half cartons	8 05
Crystal Dominoes, cartons	8 15

DRIED FRUITS. — Currants are scarce, and in good demand. There are lots in New York, but of poor quality. Uncleaned stuff is being brought in, and stemmed and cleaned in New York. There are no Sultanas yet. Bag figs are selling freely at reasonable prices; box figs are slow. Dates are going well, the market having dropped about 1 $\frac{1}{2}c$ in the primary market during the past ten days.

EVAPORATED FRUITS.	Per lb.
Apples, choice winter, 50-lb. boxes	0 08
Apples, choice winter, 25-lb. boxes	0 08 $\frac{1}{2}$
Apricots	0 15 $\frac{1}{2}$ 0 17 $\frac{1}{2}$
Nectarines, choice	0 11 $\frac{1}{2}$
Peaches, choice	0 10
Pears, choice	0 13 $\frac{1}{2}$

DRIED FRUITS.	Per lb.
Candied Peels—	
Lemon	0 20 0 21
Lemon	0 13 $\frac{1}{2}$ 0 14
Orange	0 13 $\frac{1}{2}$ 0 14
Currants—	
Amalias, loose	0 07 $\frac{1}{2}$
Amalias, 1-lb. pkgs.	0 08
Filiatras, fine, loose, new	0 07
Filiatras, packages, new	0 08
Vostizzas, loose	0 09
Dates—	
Dromedary, package stock, per pkg.	0 09
Faris, choicest	0 12 $\frac{1}{2}$
Hallowee, loose	0 08
Hallowee, 1-lb. pkgs.	0 08
Figs—	
8 crown, 12 lb. boxes, fancy, layer, lb.	0 14
7 crown, 12 lb. boxes, fancy, layer, lb.	0 14
6 crown, 12 lb. boxes, fancy, layer, lb.	0 13 $\frac{1}{2}$
1 lb. glove boxes, each	0 12
Prunes—	
30 to 40, in 25-lb. boxes, faced	0 14
40 to 50, in 25-lb. boxes, faced	0 13
50 to 60, in 25-lb. boxes, faced	0 12
60 to 70, in 25-lb. boxes, faced	0 11
70 to 80, in 25-lb. boxes, faced	0 10
80 to 90, in 25-lb. boxes, faced	0 09 $\frac{1}{2}$
90 to 100, in 25-lb. boxes, faced	0 09
Raisins—	
Malaga, table box of 22 lbs., 3-crown cluster, \$2.60; 5-crown cluster	3 60
Muscats, loose, 3 crown, lb.	0 09
Sultana, loose	0 10
Sultana, 1-lb. pkgs.	0 11 $\frac{1}{2}$ 0 14
Valencia, selected	0 09
Valencia, 4-cr. layer	0 09 $\frac{1}{2}$
Cal. seedless, 16 oz.	0 11
Seedless, 12 oz.	0 09
Fancy seeded, 16 oz.	0 10
Choice seeded, 16 oz.	0 09 $\frac{1}{2}$

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

RICE.—Quotations on British Patnas, Siams, and Rangoons are being made, and especially on the first are considerably ahead of last year's prices. Patnas cost 3c to 3 $\frac{1}{2}c$ per lb. more, and the prices on the other two grades are about $\frac{1}{2}c$ ahead. These are considered out of the question for this market just now, particularly Patnas. It is likely though that those who require these goods will have to pay the enhanced prices for them.

Rangoon Rice—	Per cwt.
"B"	3 80
"C.G."	3 50
India bright	3 75
Lustre	3 85

Fancy Rice—	Per cwt.
Imperial Glass	5 60
Sparkle	5 70
Crystal	5 65
Ice drips	5 80
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 (12 $\frac{1}{2}$ lbs.).

Imported Patna—	Per lb.
Bags, 224 lbs.	0 06 0 06 $\frac{1}{2}$
Half bags, 112 lbs.	0 05 $\frac{1}{2}$ 0 06
Quarter bags, 56 lbs.	0 05 $\frac{1}{2}$ 0 05 $\frac{1}{2}$
Velvet head Carolina	0 09 $\frac{1}{2}$ 0 10 $\frac{1}{2}$
Sago, brown	0 06 $\frac{1}{2}$ 0 07
Tapioca—	
Pearl, lb.	0 06 $\frac{1}{2}$ 0 07
Seed, lb.	0 06 $\frac{1}{2}$ 0 07

MOLASSES. — Situation remains about same as week ago. Prices quoted are the same, and the same difficulty exists in regard to freight rates. Sales of sugar from Barbadoes and Jamaica have been made at prices in the neighborhood of 5 $\frac{1}{2}c$.

Barbadoes Molasses—	Island of Montreal.	
	Fancy.	Choice.
Punchoons	45	41
Barrels	48	44
Half barrels	50	46

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

Carload lots of 20 punchoons 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., 3 $\frac{1}{2}c$; $\frac{1}{4}$ bbls., 4c; $\frac{1}{2}$ bbls.	0 04 $\frac{1}{2}$
Pails, 33 $\frac{1}{2}$ lbs., \$1.50; 25 lbs.	1 45
Cases, 2 lb. tins, 2 doz. in case	2 85
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, $\frac{1}{4}$ doz. in case	2 90
Cases, 20 lb. tins, $\frac{1}{4}$ doz. in case	2 85
Maple Syrups—	
New, pure, per 8 $\frac{1}{2}$ lb. tin	0 70
Pure, in 15 gal. kegs, 8c per lb. or, per gal.	1 15
Maple sugar, pure, per lb.	0 11 0 12

COFFEE. — The demand remains steady, with prices the same as have obtained for past few weeks. These conditions are expected until about July 1, when new crop comes in.

Coffee, Roasted—	Per lb.
Bogotas	0 26 0 30
Jamaica	0 23 0 26
Java	0 31 0 35
Maraibo	0 22 0 25
Mexican	0 27 0 28
Mocha	0 33 0 36
Rio	0 17 0 20
Santos	0 21 0 23
Chicory, per lb.	0 10 0 12

NUTS.—Market on shelled walnuts has undergone little change, 33-34c being quoted for import, and 29c for poor quality stuff. Import prices for shelled walnuts are about the same as for walnuts, and are considered reasonable. There is a moderate demand for Sicily filberts in shell.

Almonds, Tara	0 16 0 18
Grenobles, new	0 14 0 16
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 43
Sicily filberts	0 13 0 14
Filberts, shelled	0 23
Pecans, large	0 18
Brazils, new	0 14
Peanuts, No. 1, 12 $\frac{1}{2}c$; No. 2	0 11 $\frac{1}{2}$
Peanuts, No. 3	0 10
Canadian chestnuts	0 12

BEANS.—Prices in the primary market for 3-lb. pickers are down, and what sales are being made are at the lowest figures for many months. Before long it will be necessary for wholesalers to quote lower figures, but it may be some time, as most of them have fairly big stocks. Soup peas are hard to get, and wholesalers are paying \$2.75 for good boilers. For picked beans they are paying \$3.05 and \$3.10. Splits are scarce, and few are to be had.

CANADIAN GROCER

Beans—		
Canadian, 3-lb. pickers, per bushel	3 00	3 15
Yellow, per bushel		3 25
Yellow eyes, per bushel		3 25
Lima, per lb.	0 07½	0 08
Peas, white soup, per bushel	2 85	3 00
Peas, split, bag, 95 lbs.		5 25
Barley, pot, per bag		3 00
Barley, pearl		4 50

TEA.—There is quite a demand for low-grade Congous, and few to be had. Quotations in England to-day are 9½d. for low grades. Wholesalers still carry large stocks of what was bought in February, and little buying is going on to-day. Little Ceylon or India tea is being offered here under 20-22c, but with such a firm market little buying is going on. The agent for a large British package tea concern complains that supplies are coming in slowly, and are picked up almost immediately on arrival.

CANNED FISH.—Demand for canned fish, now that Lent is over, is not so heavy, but it should spring up by the end of May. In the following quotations on lobsters for 1-lb. tins prices are down \$1 per doz. over what they were a month ago. Salmon sockeyes have eased off more than other lines of salmon. Sardines are strong.

Lobsters—		
½ lb. flats, per doz.		2 42½
1 lb. flats, per doz.		4 70
1 lb. tails, per doz.		4 65
Salmon—		
Pinks, dozen		1 20
Cohoos, dozen		1 45
Red Spring, dozen		1 85
Red Sockeye, dozen		2 00
Canadian Sardines—		
¼ tins, per case of 100 tins.		3 25
Norwegian Sardines—		
¼ tins	9 00	11 00
Sprats, per case	7 25	7 50
French sardines, case	12 00	27 50

ONTARIO MARKETS.

Toronto, April 22.—The provision market is interesting this week. There is a noticeable demand for cooked meats, and prices have advanced somewhat. This demand is unusual at this time of the year. Cooked meats are a summer line more than anything else. Retailers will do well, however, to foster the desire on the part of the public for this line of provisions all the year round. If the public is buying they may be induced to buy more and more regularly by judicious display and systematic salesmanship.

The situation in London over teas grows more acute and is less easy to understand as the weeks go by. We understand from a cable to a prominent concern here that the advance on Indian teas at the London auction this week is three farthings. On Ceylons it is one penny. Observe the trend. We have had farthing after farthing advance, then an occasional halfpenny, now a full penny. The very commonest teas are selling round one shilling, six and seven cents higher than their level six months ago. A big tea blender in England says: "Unfortunately there is every indication that we have not reached the top yet. . . . The public will have to pay higher prices for tea yet." Canadian Grocer has pointed out for some

time now that Canadian houses cannot very well keep on selling tea at the prices which obtained some months ago when they have to pay so very much more. The advance to the retailer has been withheld, but it can't be withheld altogether. Without making ourselves a Saul among the prophets, we venture to say that a jump on prices is only a matter of a few weeks—possibly only days. There is no reason apparent at this writing, nor likely to be apparent, why teas should decline at the foreign auctions. There are several factors which would work the other way.

Trade continues good, not as good as it might be, but better than it has been. There is a much better feeling generally. Money is easier in New York. A prominent Canadian bank has just declared its customary bonus in addition to a dividend. This might well have been passed up, and no one would have been surprised. That it has not been is a good sign, and it will have a good effect. Collections continue good enough to be thankful for, while, of course, they might be better. In the words of the hymn, "We have enough, yet not too much to long for more!"

There is a dearth of news in the street this week. Trade is running along nicely, but there are few items of interest and few price changes. This, however, is not stagnation. Wholesalers have not come to the point where they play golf in the morning and match for pennies in the afternoon. Business needs getting after. The country towns are in good shape. We hear of travelers who are well satisfied with their country orders, and one said that "they don't appear to know anything about war and consequent hard times in his territory."

The bean market has displayed some activity this week after being stagnant for some time, and there is a firmer tone. Jelly powders, corn starch and the like are selling better as the warmer weather comes.

SUGAR.—The reduction of 15c in price does not seem to have achieved its object. Presumably it was to get business, but so far there has been no startling improvement. There have been some few inquiries, but they do not seem to materialize. Apparently buyers are better stocked than was supposed. The market is steady and featureless.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
30 lb. bags	6 81
10 lb. bags	6 86
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 71
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 29
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
50 lb. boxes	7 11
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 36
100 lb. boxes	7 46
50 lb. boxes	7 56
Cartons (20 to case)	8 11
Cartons (50 to case)	8 61

Crystal Dominoes, cartons	8 11
Paris Lump—	
100 lb. boxes	7 45
50 lb. boxes	7 55
25 lb. boxes	7 75
Yellow Sugars—	
No. 1	6 31
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

TEA.—Indian teas at Monday's auction in London showed an increase over a week ago of three-farthings full, and in some cases a penny. Ceylons on Tuesday were up a full penny. Demand continues unabated. This is nearly unprecedented. There has been no advance of a penny for thirty years, and tea men here seem to be puzzled as to the why and the wherefore. The commonest teas are selling in the neighborhood of a shilling, which is exorbitant. However, there it is, and if houses on this side have to buy at such prices they will no doubt have to advance prices. The excessive buying in London may be due to the approach of the budget and the possibility—we hardly regard it as a probability—of a further duty. It is possible that if no additional duty were put on the market it would decline, but this again depends upon whether or no Lloyd George's suggestion as to some sort of temperance measure goes through. There is a rumor that the Government may take control of the breweries, and that in such an event they would only sell light beer. Should this materialize—and we think it not unlikely—the consumption of teas will increase to a large extent, and prices, we imagine, would soar. And then we shall feel the effect of it here. The point about all this for the Canadian retailer is that the price of teas is about as low as it will be for some time. We make the statement without prejudice, because a prophet has to talk carefully these days. But that's what it looks like.

DRIED FRUITS.—The market is dull, and orders this last week on most lines have languished. Prunes are still being bought for futures, but there is little or nothing doing in spot stuff. Currants are somewhat easier in the primary market, and a cable received here from Greece offers Amalas at lower levels than have obtained for some time. There is little buying, however. Dried apricots are moving fairly well. Peaches are easier in the primary market, and there is a fair demand at 8c to 8½c. Dates are selling better. All orders are small, however.

Apricots—	
Standard, 25 lb. boxes	0 13 0 14
Choice, 25 lb. boxes	0 14 0 14½
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 05½ 0 06
Yostizas, choice	0 05½ 0 06
Cleaned, ¼ cent more.	
Dates—	
Faris, choicest, 12-lb. boxes	0 09½ 0 10
Faris, choicest, 50-lb. boxes	0 09 0 09½
Package dates	0 06 0 06½
Halloween	0 07½ 0 07½

CANADIAN GROCER

Prunes—			
30-50s, California, 25 lb. boxes	0 14½	0 15	
40-50s, 25 lb. boxes	0 12½	0 13½	
50-50s, 25 lb. boxes	0 12	0 12½	
60-70s, 50 lb. boxes	0 10½	0 11½	
70-80s, 50 lb. boxes	0 08	0 09½	
80-90s, 50 lb. boxes	0 06	0 07	
90-100s, 50 lb. boxes	0 07½	0 08	
	25-lb. boxes, ¼c more.		

Peaches—		
Choice, 50-lb. boxes	0 08	0 08½
	25-lb. boxes ¼c more.	

Raisins—		
Sultanas, choice, new	0 12	0 13
Sultanas, fancy, new	0 14	0 16
Valencia	0 08½	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, 16 oz. packets	0 10½	0 11
Seedless, 12 oz. packets	0 10	0 10

NUTS.—Shelled walnuts at 38c to 40c find some business. We heard of a lot going at 36c, but 38c is a more likely general level. New Brazils are in fair demand. There is some buying of nuts for storage till October. General trade is slow. Where a man would buy a case a few months ago, a few pounds suffices now.

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 11	0 11½
Peanuts	0 08	0 09
Pecans	0 08	0 09
Walnuts	0 38	0 40

SPICES.—The market is strong and advancing. Peppers are exceptionally firm, and there may be a tie-up, owing to the lack of freights. White and black peppers seem especially difficult to get. There are few boats coming over from India, and what have been bought takes so long to get here that some of their usefulness has gone by the time they arrive. Spot peppers are way out of sight. Such shipments as get through to New York and Boston are snapped up in a moment. There is a shipment due in New York the beginning of next month, but it is only a drop in the bucket of demand. Price is prohibitive by the time it gets here. Fifteen cents in the States means about 18½c here. Cloves are in brisk demand. Ginger is firm. The range on spots and futures is wide and continuous.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 15
Allspices, whole	0 10	0 15
Cassia, whole	0 21	0 28
Cassia, ground	0 14	0 16
Cinnamon, Batavia	0 36	0 40
Cloves, whole	0 28	0 33
Cloves, ground	0 18	0 22
Cream of tartar	0 25	0 35
Curry powder	0 11	0 15
Ginger, Cochin	0 14	0 17
Ginger, Jamaica, ground	0 17	0 20
Ginger, Jamaica, whole	0 24	0 27
Ginger, African, ground	0 11	0 13
Mace	0 30	0 35
Nutmegs, brown, 6s, 5c; 8s,		
4c; 10s	0 18	0 20
Nutmegs, ground, bulk, 4s; 1		
lb. tins	0 22	0 25
Pastry spice	0 14	0 18
Peppers, black, ground	0 14	0 18
Peppers, black, whole	0 20	0 22
Peppers, white, ground	0 19	0 24
Peppers, white, whole	0 30	0 33
Pickling spice	0 15	0 18
Turmeric	0 15	0 20

MOLASSES AND SYRUPS.—Business is dull and buying is in small quantities. No sales of Barbadoes are reported yet in this market. A few lots

of old Barbadoes are coming, and they are enough for what demand there is. Syrups are displaying some activity.

Syrups—		Per case.
2 lb. tins, 2 doz. in case	2 65	
5 lb. tins, 1 doz. in case	3 00	
10 lb. tins, ½ doz. in case	2 90	
20 lb. tins, ¼ doz. in case	2 85	
Barrels, per lb.	0 03½	
Half barrels, lb.	0 04	
Quarter barrels, lb.	0 04½	
Pails, 35½ lbs. each	1 95	
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, 6 to case	6 50	8 00
½ gallons, 12 to case	6 56	7 25
Quarts, 24 to case, in glass	7 00	7 25
Pints, 24 to case	4 00	5 90

COFFEE.—Maracaibo is slightly lower, and we quote 26c to 28c. There is a good deal of business at the lower price. The lower grades are moving up a cent and two cents. Rios and Santos are in big demand, and the market is advancing. The freight situation is affecting price somewhat. Supplies are small compared with demand. Situation is firm in the primary markets.

Maple Cream Sugar—		
24 twin bars	1 80	
40 and 48 twin bars	3 60	4 85
Maple butter, lb. tins, dozen	1 30	

RICE AND TAPIOCA.—The market is without feature, though steady. Tapiocas and sago are good sellers. There is the usual steady demand for rice. Patnas are strong.

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
Maracaibo	0 26	0 28
Jamaica	0 24	0 26
Santos	0 19	0 22
Rio	0 16	0 18
Chicory	0 14	0 14

Rice—		
Rangoon "B," per cwt.	3 48	
Rangoon, per cwt.	3 50	4 00
Rangoon, fancy, per cwt.	5 00	
Patna, fancy	0 07½	0 09

MANITOBA MARKETS.
Winnipeg, April 22.—Still business is reported rather quiet, only the retail trade is buying and dealers are still placing their orders in a conservative manner. Collections are reported satisfactory.

There is no startling feature to the market this week. Sugar is down somewhat. There has been some variation in dried fruit lines, and a slight advance is noted in tapioca. Rice is quoted a little lower on the local market. These prices are unusual. In beans it seems that a drop may be expected almost any time.

SUGAR.—Prices, as announced briefly last week, are down 15c for Eastern, quotations being \$7.20 for the standard granulated. Raws sagged a little, yet local conditions have probably more to do with the decline than has the condition of the New York market. B. C.

sugar is on a considerably lower basis, standard granulated being quoted at \$6.75. Western Ontario sugar is on the basis of \$7.10 per 100 lb. sacks.

Syrups—		Per case.
2 lb. tins, 2 doz. in case	2 65	
5 lb. tins, 1 doz. in case	3 00	
10 lb. tins, ½ doz. in case	2 90	
20 lb. tins, ¼ doz. in case	2 85	
Barrels, per lb.	0 03½	
Half barrels, lb.	0 04	
Quarter barrels, lb.	0 04½	
Pails, 35½ lbs. each	1 95	
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, 6 to case	6 50	8 00
½ gallons, 12 to case	6 56	7 25
Quarts, 24 to case, in glass	7 00	7 25
Pints, 24 to case	4 00	5 90

COFFEE.—Maracaibo is slightly lower, and we quote 26c to 28c. There is a good deal of business at the lower price. The lower grades are moving up a cent and two cents. Rios and Santos are in big demand, and the market is advancing. The freight situation is affecting price somewhat. Supplies are small compared with demand. Situation is firm in the primary markets.

Maple Cream Sugar—		
24 twin bars	1 80	
40 and 48 twin bars	3 60	4 85
Maple butter, lb. tins, dozen	1 30	

RICE AND TAPIOCA.—The market is without feature, though steady. Tapiocas and sago are good sellers. There is the usual steady demand for rice. Patnas are strong.

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
Maracaibo	0 26	0 28
Jamaica	0 24	0 26
Santos	0 19	0 22
Rio	0 16	0 18
Chicory	0 14	0 14

Rice—		
Rangoon "B," per cwt.	3 48	
Rangoon, per cwt.	3 50	4 00
Rangoon, fancy, per cwt.	5 00	
Patna, fancy	0 07½	0 09

MANITOBA MARKETS.
Winnipeg, April 22.—Still business is reported rather quiet, only the retail trade is buying and dealers are still placing their orders in a conservative manner. Collections are reported satisfactory.

There is no startling feature to the market this week. Sugar is down somewhat. There has been some variation in dried fruit lines, and a slight advance is noted in tapioca. Rice is quoted a little lower on the local market. These prices are unusual. In beans it seems that a drop may be expected almost any time.

SUGAR.—Prices, as announced briefly last week, are down 15c for Eastern, quotations being \$7.20 for the standard granulated. Raws sagged a little, yet local conditions have probably more to do with the decline than has the condition of the New York market. B. C.

sugar is on a considerably lower basis, standard granulated being quoted at \$6.75. Western Ontario sugar is on the basis of \$7.10 per 100 lb. sacks.

Sugar, Eastern—		Per cwt. in sacks.
Standard granulated	7 20	
Extra ground or icing, boxes	8 05	
Extra ground or icing, bbls.	7 85	
Powdered, boxes	7 85	
Powdered, bbls.	7 65	
Hard lump (100-lb. cases)	8 15	
Montreal yellow, bags	6 80	

Sugar, Western Ontario—		
Sacks, per 100 lbs.	7 10	
Halves, 0 lbs., per cwt.	6 30	
Bales, 20 lbs., per cwt.	5 15	
Powdered, 50s	6 40	
Powdered, 25s	7 05	
Icing, barrels	6 95	
Icing, 50s	7 10	
Icing, 25s	7 10	
Icing, pails	7 00	
Cut loaf, barrels	6 80	
Cut loaf, 5s	7 05	
Cut loaf, 25s	7 30	

Sugar, British Columbia—		
Extra standard granulated	6 75	
Bar sugar, bbls.	7 20	
Bar sugar, boxes	7 40	
Icing sugar, bbls.	7 40	
Icing sugar, boxes	7 60	
H. P. lumps, 10-lb. cases	7 70	
H. P. lumps, 25-lb. boxes	7 95	
Yellow, in bags	6 35	

Corn Syrup—		
2s, per case 2 doz.	2 73	
5s, per case 1 doz.	3 13	
10s, per case ½ doz.	3 01	
20s, per case ¼ 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 50	
10-lb. tins, ½ 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 63	
New Orleans	0 34	

Maple Syrups—		Per case.
Imperial quarts, case, 2 doz.	5 40	
Imperial ½ gals., 1 doz.	5 55	
New, pure, ½ gal. case	9 00	
New, pure, ¼ gal., quarts, case 2 doz.	9 70	
New, pure, quart bottles, case 2 doz.	9 75	

DRIED FRUITS.—In apricots there has been a slight change, choice 25's being quoted ¼c lower. It is expected, however, that there will be a general rise in apricots. This also is expected with regard to peaches. Standard 25's, indeed, have already advanced to 7¼c. Dealers might well note the difference in price of evaporated peaches and evaporated apples. Peaches at 7¼c and 8½c certainly look strange. It seems that these low prices for peaches cannot last much longer. Muscatel raisins are on a slightly higher basis; 3-crown loose, 25's now being quoted at 9c and 50's at 8¾c. Valencias, however, show a downward movement, fancy seeded, per lb., being quoted at 107/8c.

Apples, evaporated, new, 50's	0 08½
Apricots, choice, 25's	0 13
Apricots, choice, 10's	0 13½
Apricots, standard, 25's	0 12½

Currants—		
Dry clean	0 08	
Washed	0 08½	
1 lb. package	0 08½	
2 lb. package	0 17½	
Vostizzas, bulk	0 10	

Dates—		
Hallowes, loose, per lb.	0 09	
Hallowes, 1 lb. pkgs.	0 07½	
Fard dates, 12-lb. boxes	1 25	

Peaches—		
Standard, 25-lb. boxes	0 07½	
Choice, 25-lb. boxes	0 07½	
Choice, 10-lb. boxes	0 08½	

Raisins, Muscatels—		
3 crown, loose, 25's	0 09	
3 crown, loose, 50's	0 08½	

Raisins, Valencias—		
Fine selected	2 40	2 45
Four crown layers	2 45	
Choice, seeded, lb.	0 11½	
Fancy seeded, lb.	0 11½	
12-oz. packages, fancy	0 08½	
12-oz. packages, choice	0 08½	

Raisins, Sultanas—		
Corinthian Giants	0 13½	
Superfine	0 12½	
Finest	0 10½	
Fine	0 10½	

CANADIAN GROCER

Prunes, in 25-lb. boxes—	
90 to 100	0 08%
80 to 90	0 08%
70 to 80	0 06%
50 to 70	0 10
50 to 60	0 11
40 to 50	0 11%

Table Layer Figs—	
7-crown, 5-lb. boxes, per lb.	0 15½
6-crown, 10 lb. boxes, per lb.	0 13%
5-crown, 10-lb. boxes, per lb.	0 12%
4-crown, 10-lb. boxes, per lb.	0 11%
3-crown, 10-lb. boxes, per lb.	0 11%
Glove boxes, per doz.	1 70
Cooking figs, taps, about 25 lbs., lb.	0 06%
Cooking figs, choice naturals, 28-lb. bags, per lb.	0 06%

RICE AND TAPIOCA.—Compared with other markets, Winnipeg quotations have seemed so low that Canadian Grocer has received letters inquiring if there is not some mistake. Those inquiring, however, may rest assured that they could buy both rice and tapioca in Winnipeg at the quotations here given. That they will be able to do so long hardly seems likely. Peculiar local conditions have kept the market down, but these cannot exist very long. Siam rice has been put on a still lower basis this week, quotations now ranging from 3¼c to 37½c. Tapioca, on the other hand, has risen slightly, to 5c and 5¼c. Rice will likely hold at the present quotations for some little time. Tapioca, however, seems almost sure to rise still further. At the present prices, this is exceedingly good buying. It is expected that when the new goods come on the market, the minimum price asked will be 5½c.

Rice and Tapioca—	
No. 1 Japan, per lb.	0 05½
No. 2 Japan, per lb.	0 04%
Siam, per lb.	0 03%
Fatma, per lb.	0 06¼
Carolina, per lb.	0 08¼
Sago pearl, per lb.	0 04%
Tapioca, pearl, per lb.	0 05%

NUTS.—There is a small demand for peanuts. Other lines somewhat quiet.

Nuts—	
Brazil, new stock	0 13
Tarragona almonds	0 19
Peanuts, roasted Jumbos	0 12¼
Peanuts, choice	0 10
Pecans	0 12
Marbot walnuts	0 12¼
Grenoble walnuts	0 15
Sicily filberts	0 15
Almonds, unshelled	0 40
Shelled almonds	0 40
Shelled walnuts	0 32

BEANS.—The week has seen no change in prices. The drop in the East appears to have been checked to some extent, but when new arrivals are received, it seems likely that there will be a reduction in price of 3-lb. pickers if quality is satisfactory. The new figures will probably be about \$3.50. This reduction, of course, will result from stocks, which have been held in reserve in the East, being brought upon the market. Hand-picked beans are hardly expected to decline, as the good grades of these are practically exhausted.

Beans—	
Canadian, hand-picked	3 85
3-lb. pickers	3 65
California Lima Beans—	
Bag lots	3 26¼
Less than bag lots	0 08%
Barley—	
Fot, per sack, 96 lbs.	3 30
Pearl, per sack, 96 lbs.	4 30
Peas—	
Split peas, sack, 96 lbs.	6 00
Sack, 40's	3 02
Whole peas, bushel	2 90

TEAS AND COFFEES.—Little change

here in any line. Teas, however, are strong.

Coffee—		Per lb.
Rio, No. 5, green	0 16½	
Rio, roasted	0 19½	
Santos, green, No. 4	0 19%	
Santos, roasted	0 26	0 27%
Chicory, per lb.	0 07	0 08
Teas—		
Japans—		
Choicest basket, fired	0 35	0 45
Choicest, 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 Paeklum	0 35	

WINNIPEG.

FLOUR AND CEREAL.—Locally the market is quiet. There have been advances in the East on flour, following the rise in the price of wheat. Locally no such advance has been made, and it is learned that there will be no advances unless wheat continues to rise. If it goes over the \$1.60 mark an upward movement will probably have to be made. This will be 20c per barrel.

In oats and oatmeal, too, there are no changes at the present time.

Manitoba Wheat Flour—		Per bbl.
Best patents	7 70	
Second patents	7 40	
Low grades	5 40	
Rolls oats, 80's	3 30	
Standard oatmeal, 96 lbs.	6 15	
Cormeal, 96's	3 80	

WINNIPEG.

FISH.—As was stated likely last week a drop in price of fresh salmon and halibut has taken place, halibut now selling at 9c per lb. and salmon at 16c. These are the only changes noted. There is as yet no fresh lake fish, and will not be until well on in May. In this warm weather dealers are not anxious to handle frozen fish, the result being that the week has been a quiet one. There is not enough fresh fish to really take care of the trade, and other lines are almost unsalable. The market will be quiet apparently for two or three weeks.

Fish—	
New fresh jackfish	0 03%
New tullibees	0 06
Fresh whitefish	0 08
Fresh pickler	0 07¼
Trout	0 10
Gold eyes	0 03¼
Halibut	0 09
Frozen halibut	0 09
Salmon	0 15
Frozen salmon	0 10
Fresh cod	0 10
Fresh smelts	0 11
Oysters, per gal., Imperial	2 90
Carriers (¼ Imperial gal.)	10 75
Shell oysters, per cwt.	1 85
Shell oysters, per bbl.	17 00
Haddies	0 09
Haddies, fillets	0 12¼
Bloaters, box	1 50
Kippers, per box	1 75
Ocean herring, lb.	0 08

ALBERTA MARKETS.

(By Wire.)

Edmonton, Alta., April 22.—Rolled oats are fairly firm here, and trade is looking for increase in price of flour owing to high wheat market. There seems entire absence of speculation owing to the high prices. Stamp duty has caused considerable inconvenience which is natural until the trade gets used to it. Dried fruits and jam are in heavy consumption owing to absence of fresh

fruit on the market. New cheese is quoted but there seems no great demand for it. Lard has advanced since week ago and evaporated apples and rice are also higher.

Produce and Provisions—	
Cheese, per lb., old	0 21
Cheese, new, lb.	0 19
Butter, creamery, per lb.	0 39
Butter, dairy, No. 1, 29c; No. 2,	0 25
Lard, pure, 3's, per case	8 55
Lard, pure, 5's, per case	8 50
Lard, pure, 10's, per case	8 40
Lard, pure, 20's, each	2 73
General—	
Beans, Ontario, per bushel	3 75
Beans, Japan, per bush.	3 90
Coffee, whole roasted, Rio	0 16
Evaporated apples, 60's	0 09
Potatoes, per bush.	0 65
Rolls oats, 20's, 30c; 40's	1 83
Rolls oats, ball, 41; 50's	3 90
Flour, 96's	4 10
Rice, per cwt.	3 95
Sugar, standard gran., per cwt.	7 65
Sugar, yellow, per cwt.	7 5
Canned Goods—	
Apples, gala, case	1 50
Corn, standard, per two dozen	2 00
Peas, standard, 2 dozen	2 10
Plums, Lombard	2 20
Peaches	3 25
Strawberries, 4.45; raspberries	4 00
Tomatoes, standard, per dozen	2 50
Salmon, sockeye, 4 doz. talls, case, 1s ..	7 50
Cohoos, 1's, \$5.75; humpbacks, 1's ..	4 35
Fruits—	
Lemons	4 00

BRITISH COLUMBIA MARKETS.

(By Wire.)

Vancouver, April 22.—Strictly fresh eggs are rather scarce; other varieties plentiful. New Zealand butter in cubes is up a cent and cheese has advanced half a cent. California strawberries are displaying fine quality and selling well at \$2.50. Carlyton beans were received during the week. Lard is higher. Eggs, local, fresh, are 26c. There have been some minor changes in dried fruits.

PRODUCE AND PROVISIONS.

Butter, creamery, per lb.	0 35
New Zealand cubes	0 37
New Zealand brick	0 36½
Cheese, per lb., large	0 21
EGGS—	
Local fresh	23 c
Extra selected	23 c
Vancouver Island	26 c
Lard, 3's, per case	\$8 40
Lard, 5's, per case	8 32
Lard, 10's, per case	8 25
Lard, 20's, each	2 70

GENERAL.

Almonds, shelled, lb.	0 45
Beans, Ontario, per lb.	0 5¼c
Beans, Lytton	0 5¼c
Cream of tartar, lb.	50 c
Cocunut, lb.	18¼c
Cormeal, ball	\$3 90
Evap. Apples, 50's	0 85
Flour, 49's, bbl.	3 75
Lemons, box	4 75
Potatoes, per ton	20 00
Rolls Oats, ball of 80 lbs.	3 85
Onions, lb.	0 2¼c
Oranges, box	2 75
Rice, 50's, sack	1 80
Sugar, standard, gran., per cwt.	7 45
Sugar, yellow, per cwt.	6 80
Walnuts, shelled, lb., 40c; Almonds	42 c

CANNED GOODS.

Apples, gala, 6/case	\$1 80
Beans, 2's	2 05
Corn, standard, per 2 dozen case	2 10
Peas, standard, per 2 dozen case	2 05
Plums, Lombard, 2's, case	4 50
Peaches, 2¼'s, case	4 80
Strawberries and raspberries, 2's, case ..	4 80
Tomatoes, standard, per dozen, case	2 30
SALMON.	
Sockeye, 1's, 4 doz. case	\$9 00
Sockeye, ¼'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., 13¼c; Apples, lb.	0 8¼c
Currants, per lb., 0 8¼c; Raisins, seeded, lb.	10 c
Prunes, 70-90, 25's, lb.	0 9 c
Peaches, per lb.	0 7 c
White Figs, per lb.	0 6 c

NEW BRUNSWICK MARKETS.

(By Wire.)

St. John, N.B., April 22.—An increase in Manitoba flour of 40 cents is the chief feature of interest in the market this

CANADIAN GROCER

week. Dealers are perplexed as to the future, some being inclined to the view that still higher quotations are coming, while others think it has reached the limit. Manitoba flour is now \$9.05 and Ontario \$8.50. Barrel beef is up to \$26-\$27. Domestic pork is higher at \$25-\$27.50. Arrival of more beans has eased quotations. Yellow are now \$3.70 to \$3.75 and handpicked \$3.45 to \$3.50. Sugar is firmer with no change in prices. Creamery butter is firm at 31c to 32c.

Supplies of dairy products are fair. Eggs are quite plentiful and business is fair generally.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 23
Bacon, roll, per lb.	0 17	0 17
Beef, barrel	26 00	27 00
Beef, corned, 1's	2 75	3 35
Pork, American clear, per bbl.	25 00	26 00
Pork, domestic, per bbl.	25 00	27 50
Butter, dairy, per lb.	0 27	0 28
Butter, creamery, per lb.	0 31	0 32
Eggs	0 20	0 21
Lard, compound, per lb.	0 11½	0 11½
Lard, pure, per lb.	0 13	0 13½
Cheese	0 20	0 21
Cheese, new	0 19½	0 20
Flour and Cereals—		
Cormeal, gran.	5 75	5 75
Cormeal, ordinary	1 85	1 85

Flour, Manitoba, per bbl.	8 50	8 50
Flour, Ontario	8 50	8 50
Rolled oats, per bbl.	8 00	8 00
Oatmeal, standard, per bbl.	8 50	8 50
Fresh Fruits and Vegetables—		
Lemons, Messina, box	7 50	7 50
Oranges, Val., case	4 00	5 50
Potatoes, bbl.	1 35	1 45
Sugar—		
Standard granulated	6 80	6 80
United Empire	6 70	6 70
Bright yellow	6 60	6 60
No. 1 yellow	6 50	6 50
Paris lumps	7 60	7 60
Lemons, Messina, box	3 45	3 60
Beans, hand-picked, bush.	3 70	3 75
Beans, yellow eyes, per bush.	2 60	2 90
Canned pork and beans, per case.	0 39½	0 40
Molasses, fancy, 4c; Barbadoes	0 38	0 41
Cream of tartar, per lb., bulk.	0 08½	0 09
Currants, per lb.	4 50	4 75
Rice, per cwt.		

Knowing the Wants of the Customer

A Farmer's Wife Who Couldn't Leave Her Grocer Because No One Else Would Know Her Requirements—Warm Fire in Winter Proves a Strong Magnet to Country Folk—Small Services That Pay.

THAT the little services to the farmer and his wife count a great deal in attracting them to one's store and holding their custom is the opinion of Stewart & Hucks, general merchants, of Harriston, Ont. Some of these services may at first glance be considered insignificant, and not sufficiently important for honorable mention. Nevertheless they serve their purpose by making the store inviting to the folks from the country.

"A warm fire," remarked Mr. Hucks of this firm, "during the winter months is one of the best advertisements we can have. We always try to keep the fire up well, and particularly on cold days; so our customers know that after a long drive they can come here and feel comfortable." This is just one example of the small services which Stewart & Hucks aim to render their customers. Mr. Stewart has been a resident of Harriston for more than 30 years, and has held a municipal office during all that time. Mr. Hucks has been with him for 20 years, so that they are well acquainted with the people, their likes and dislikes, and they are in a position to render them service which will hold their interest and custom.

"One day," said Mr. Hucks, "there was a woman from the country standing by the stove getting warm. While she was there several people came in and I waited on them, knowing that this woman wanted to give her order, and would not mind me waiting on the others before her. Sometime later her husband called to ask if she was ready. "No," was the remark. "I cannot get waited on here. I guess I shall have to go somewhere else." "No you won't" replied her husband, good naturedly, "and you know it. No other merchant of the town would know what to give you"—the wife acquiesced with a broad smile.

This is one example of the confidence this firm have created in the minds of their customers. In fact they know pretty exactly what staple lines the farmer's wife requires every Saturday.

Farmers in Good Shape.

"Yes, the farmers of this district are in a pretty good situation," remarked a member of the firm in answer to a question. "Of course the farmers have little grain to sell. They are nearly all cattle men, so they feed it. Those who have grain these days are making extra good money. I heard of a case the other day, where oats in the bin, uncleaned, sold at 67c a bushel, and seed oats are a good deal higher than that again."

Some of the farmers of the district are buying feed for their stock, and of course they have to pay a pretty good price for it. Stewart & Hucks, sell flour and feed, as well as groceries and they secure a good bit of this trade. The farmers of course object to advances in prices and it is up to the members of the firm to satisfy them that their new prices are reasonable. They get over the point by stating that as everyone knows, wheat and oats are high, and so are cattle. When the farmer looks at the matter in this light, he usually places his order without more discussion.

Harriston has a population of some 1,800, so that the most of the trade comes from the country.

A Substantial Advance.

During the 20 years Stewart & Hucks have been in business, trade has increased greatly, and particularly has this been the case in the last five or six years. This demonstrates that the trade of the farming communities has been advancing, and shows that the farmer is the man to get after these days. "But you must remember," added Mr. Hucks,

"that the advance in profits has not been keeping pace with the advance in turnover." This firm like the other merchants of the town secures benefit from the hog days every week, as well as from the monthly horse sales, etc. These special days bring a great many farmers to town and of course the more often they come the more they purchase.



Writing to The Canadian Grocer recently, W. A. Day, of Macleod, Alta., states: "You certainly have doped out the future of the markets in the past year in a fashion almost uncanny."

VERILY!

The hen that cackles loudest may not lay the largest eggs;
 The mule that kicks the hardest may not have the longest legs;
 The tree that is the tallest may not bear the sweetest fruit;
 And the girl that is the fairest may not wear the smallest boot.
 The man whose brow is highest may not always know the most;
 The hero who is bravest may not make the loudest boast;
 The arm that is the strongest may not have the farthest reach;
 And the man who talks the longest may not make the finest speech.
 The man who works the hardest may not draw the highest pay;
 The one with deepest knowledge may not have the most to say;
 But the man who is most modest gets the last seat in the rear.
 And the one who blows his bugle is the one whom people hear.



FRUIT AND VEGETABLES



Pineapples Selling Well

Fruit Deliveries Better; Lots of Stuff Coming—Root Vegetables Slow—Strawberries Decreased in Price—Good Business at Reduced Levels—Celeries, Asparagus, Mushrooms And Other Vegetables Lower—Opening of Navigation Has Good Effect.

MONTREAL.

FRUIT.—Navigation has opened locally, and this will have good effect on the fruit business with small towns on the St. Lawrence River. The most important change this week is in pineapples. Larger supplies were available, and prices dropped. Red Spanish are arriving ripe, and are worth 4.00; 3.50 is asked for Porto Ricos. Strawberries early this week were quoted 17c for boxes containing nearly a quart. The price is expected to be down to 12c by the end of the week. Cups containing a quart should be on the market now. Apples are quoted about the same, but oranges, for which there is still a good demand, are quoted a little higher, mostly for navels. There are few Floridas remaining. Bananas are going very well. As there were few ripe ones on the market last week, there was a brisk demand at 2.00 to 2.50. Cranberries are practically dead, and can hardly be given away. They sold at the auction last week at 40c for 4-gal. boxes, where they should have brought 2.00 to 2.50. There is a good demand for lemons, and they will go much better if the warm weather continues. Limes are arriving at 1.50 per box—the first of the season. Prices will be down to 1.25 by the time this reaches the reader.

Apples—	
Baldwins, No. 1, bbl.	3 75
Ben Davis, No 1, bbl.	4 00
Spies, No. 1, bbl.	4 50
Starks, No. 1	4 50
Russets, 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
Cocoanuts, sack	4 00
Cranberries, bbl.	5 00
Grapefruit, case	2 00
Grapes, Belgium hothouse, lb.	1 00
Lemons—	
Messina Vertelli, extra fancy, 300 size	2 75
Limes, box	1 25
Oranges—	
Cal Navel, 126-150-176-200-216-250-288....	3 00
Cal, 96-100 size box	3 00
Mexican, 126-150-176	2 25
Pineapples, 18-24 per crate	3 50
Strawberries, per box	0 12

VEGETABLES.—Biggest sales are of cabbage and potatoes. Old cabbage is bringing about 3.00 per bbl., the reason for the high price being that old cabbage are scarce, and have begun to get bad.

New cabbage is down to 4.50 per crate, which is a substantial reduction. The price should be down considerably by Saturday. Wax beans and green beans, which took such a drop a week ago, went up again this week, and on Tuesday were being quoted at 9.00. They cannot remain at this price, however. A car of cauliflowers arrived from California this week, and this may be the last car until our own are on the market. Supplies will now be brought in in smaller quantities. Small cucumbers bring 1.50 per doz., and larger ones 2.00. Celery is down to 2.50 to 3.00 per crate, and is expected to drop again. Spanish onions are practically done. Sweet potatoes are up to \$2.75.

Beets, new, doz.	1 00	1 25
Beets, bag	0 40	0 40
Beans, wax, basket	9 00	9 00
Beans, green, basket	9 00	9 00
Cabbage, per bbl.	2 50	3 00
Cabbage, red, per bbl.	1 50	1 50
Cabbage, new, bbl.	4 00	4 00
Carrots, bag	1 00	1 25
Carrots, new, doz.	1 00	1 25
Cauliflowers, Florida-Cal., doz.	2 50	3 00
Cucumbers, fancy, doz.	1 50	2 00
Celery, Florida	3 00	3 00
Horse-radish, lb.	0 12 1/2	0 12 1/2
Leeks, bunch	0 40	0 40
Head lettuce, per box, 2 doz.	1 75	1 75
Curly lettuce, per box, 3/4 doz.	2 00	2 00
Mushrooms, 4 lbs., basket	2 25	2 25
Onions—		
Spanish, per case	5 50	5 50
Red, 100-lb. bags	1 75	2 00
Yellow, 100-lb. bag	1 75	2 00
Parsnips, bag	1 25	1 25
Parsley, Canadian, doz. bunches	6 35	6 35
Peppers, green, 3/4 qt. basket	0 50	0 60
Potatoes—		
Montreal, bag	0 65	0 65
Green Mountain	0 65	0 65
New, bbl.	9 50	9 50
Potatoes, sweet, Jersey, hpr.	2 75	2 75
Radishes, doz.	0 35	0 60
Rhubarb, hothouse, doz.	0 75	1 25
Spinach, American, in bbls.	3 50	3 50
Turnips, bag	0 75	0 75
Tomatoes, Florida, crate	4 00	4 50
Tomatoes, Bahamas, crate	3 00	3 50
Watercress, American, doz.	0 75	0 90
Watercress, Canadian, doz.	0 80	0 80

TORONTO.

FRUIT AND VEGETABLES. — Grapes are virtually off the market now. Spies are up to \$6 as an outside price, and there is lots of demand at that. Navels are higher by fifty cents. Demand is unabated. Lemons are cheaper; there is not much business in them right now. Pineapples are best seller at \$4, which is 50 to 75 cents lower than heretofore. There are still a few Florida oranges, and tendency is upwards. We

quote \$2.25 for the lowest grades. Strawberries are moving better, and the price has been cut by some dealers in two. Good strawberries sell for twenty cents. Limes will be in this week. Bananas and cocoanuts show no price changes, but there is a firmness in the case of the former hitherto absent. Trade is keeping up well, and orders are growing in size and number too.

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

VEGETABLES.—Asparagus is coming in right along now, and there is good business at \$4.50 as outside price, which is down from our last quotation. American beets are up fifteen cents to 90c. Cauliflower is practically done. There may be some around, but it isn't much, and demand is nil. Cucumbers move well at \$2.25. Canadian onions are 'way up from recent levels at \$2.50 to \$2.75. Celery is a big seller at a long range of prices. There is much more being sold this year than heretofore. Mushrooms are more plentiful now, and we quote 60 to 70. There are some very fine ones still selling at 80 cents, but general price is around 65c. Florida tomatoes at \$4.50 a crate are getting lots of business. Most root stuff doesn't seem to be selling at all. Tomatoes, cucumbers and the like are what people are calling for. Carrots, turnips and beets are nearly being given away.

Asparagus, case	4 50	5 00
Beets, Canadian, bag	0 30	0 40
Beets, American	0 75	0 75
Cabbage, Canadian, dozen	0 50	0 75
Carrots, bag	0 50	0 75
Carrots, American	0 75	0 75
Citrons, doz.	0 85	0 85

(Continued on page 41.)



FISH AND OYSTERS



Whitefish is the Leader

Montreal Has Some Lake-Caught Trout, but Toronto is Late on This Line—Oyster Trade Dull—Winkles, Little Necks, and Other Shell Fish Getting the Business—Lobster Lower in Quebec.

MONTREAL.

FISH AND OYSTERS.—Trade in general is quiet. As nearly all the rivers and lakes are free from ice now, fish is expected to be plentiful from now on. The season opens about two weeks earlier than usual. Owing to bad storms, Western fish is scarce, and there will be practically no Pacific halibut on the market this week. Fortunately, the Eastern fisheries have produced good quantities, and at fairly low prices. Haddock is not so plentiful. Some species of lake fish have appeared, such as whitefish and trout, prices of which are about 14-16c, which is stiff as usual on the opening of the season. Carp, perch and pike, and all river fish, are plentiful, and are selling low—5c to 6c per lb. There is usually a period in the spring when these fish arrive in large quantities, affecting prices. It is sometimes later than it is this year. Close season is on for dore until May 15, and for bass until June 15. Opening season for trout is May 1, and as this is an early spring, it is expected that the first shipment will arrive in good time. Some sales have been made at 30c. Visible stocks of imported herrings are getting low, and as a consequence prices have advanced about ten per cent. The impression among fish producers of the North Sea is that fishing will be stopped for a few months this year on account of the war. This will stiffen prices still more. Gaspereaux are coming in fairly well, and are selling in quantities at 2c apiece. Fishing of lobsters is improving, and prices have sagged a little—20c. The oyster trade, both bulk and shell, is quiet, and the demand decreasing as the warm season approaches. Prices remain about same.

TORONTO.

FISH AND OYSTERS.—Trade in this market has brightened up quite noticeably, and especially in the case of fresh fish it is good. Hotels and restaurants are buying more than ever before,

notwithstanding the fact that it is questionable whether or not they are getting their customary visitors—especially the hotels. Fish is selling better to the general public, and retailers are buying from dealers in greater quantities than heretofore. Lake Erie fresh caught whitefish continues the leader in this market, and is selling for 15 cents. Some trout will be in the end of the week, but it isn't here yet. Good halibut and haddock and cod at average prices are getting the business. Lobster moves fairly well at 40 cents, which is high enough, because there is lots of it. Oysters are quiet. Winkles at \$2 a bushel are selling, and little necks continue to be in good demand. Frozen stuff is about through now, because the season for fresh lines is early this year. Smoked haddie, herrings and ciscoes have their usual trade. Salmon snacks, a novelty introduced this winter, which has had a good sale, continues popular.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.07-.08	.10-.12
Haddies, 15-lb. and 30-lb. boxes, lb.	.07-.07½	.10-.12
Haddies, fillets, per lb.	.08	.12
Haddies, Niobe, boneless, per lb.	.08½	..
Herring, Ciscoe, per box	1.40	.12
St. John blotters, 100 in box	1.10	1.20
Yarmonth blotters, 60 in box	1.20	1.27
Smoked herrings, medium, box	.20	..
Smoked boneless herrings, 10-lb. box	1.10	..
Kipped herrings, selected, 60 in box	1.50	1.25-1.63
Smoked salmon, per lb.	.25	..
Smoked halibut	..	.20

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.15	.21
Red, steel heads, per lb.	.12	.12-.13
Red, sockeyes, per lb.	.12	.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.	.08½-.09	.10-.12
Market codfish, per lb.	.03½	.04
Steak codfish, per lb.	.04-.04½	.10
Canadian soles, per lb.	.06	..
Blue fish, per lb.	.15-.16	..
Smelts, per 100 count	.30	.18-.20
Herrings, per 100 count	.06-.06½	..
Round pike	..	.06-06½
Grass pike	.06	.06½

DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7 00	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, 30-lb. bxs., per lb.	..	0 06
Boneless codfish, 2-lb. blocks, 30-lb. bxs., per lb.	..	0 07
Boneless codfish, strips, 30-lb. boxes	0 12	0 18
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 15	0 40
Live lobsters, medium and large, lb.	0 23	..
Live lobsters, medium and large	0 25	..
Winkles, bush.	2 00	2 00
Little necks, per bush.	1 25	1 50

FRESH SEA FISH.

	Montreal	Toronto
Halibut	9 - 11	0 12
Haddock, fancy, express, lb.	4½ - 5	0 08
Steak, cod, fancy express, lb.	6 - 7	0 10
Herrings, Gaspereaux	3	..
Flounders	6	0 14
Salmon, Western	0 32	0 30
Salmon, Eastern	0 55	..

FRESH LAKE FISH.

Carp, lb.	0 07	..
Pike, lb.	0 06	0 10
Perch, lb.	0 06	0 10
Suckers, lb.	0 06	0 07
Whitefish, lb.	..	0 15

FROZEN—LAKE AND RIVER.

White fish, large, per lb.	.06½-.09	.09
White fish, small tullbees, per lb.	.06½-.06	.07
Lake trout, large and medium, lb.	..	.12
Dore, dress or round, lb.	.06	.08-.10
Pike, dressed and headless, lb.	.06-.06½	.07
Pike, round, per lb.	.06½-.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, 30 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'd milkers, hf bbls	8 00	..
Holland herrings, imp'd milkers, kegs.	0 35	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.	6 50	8 50

In a letter from New York to The Canadian Grocer it is stated that the J. B. Greenhut business, which was reported in liquidation some days ago, would be reorganized. This letter states that they will continue on the business and will pay 100 cents on the dollar, and that the trouble was merely some readjustments that were of importance to the welfare of the business. The management have notified the buyers that employees have no need for worry about their positions.



PRODUCE AND PROVISIONS



Eggs Higher: Storing Begins

Advance of a Cent in Both Montreal and Toronto—Little Poultry Coming—Butter Firm, But New Make is Coming—New Cheese Slowly Filtering In—Cooked Meat in Demand.

MONTREAL.

PROVISIONS.—One or two advances have been made in prices. Breakfast bacon is now quoted at 20c—an advance of 1c, and small hams are up to 18c per lb., for which the demand is heavy. The provision situation is so mixed just now, it is hard to know just what to quote. Receipts are smaller

Hams—		
Small, per lb.	0 18	
Large, per lb.	0 16	
Bacon—		
Plain, bone in	0 21	
Boneless	0 23	
Peameal	0 24	
Bacon—		
Breakfast, per lb.	0 20	
Roll	0 16	
Shoulders, bone in	0 14	
Shoulders, boneless	0 15	
Cooked Meats—		
Hams, boiled, per lb.	0 24	
Hams, roast, per lb.	0 28	
Shoulders, boiled	0 25	
Shoulders, roasted	0 26	
Dry Salt Meats—		
Long clear bacon, 60-70 lbs.	0 15½	
Long clear bacon, 80-100 lbs.	0 14½	
Flanks, bone in, not smoked	0 15½	
Barrelled Pork—		Per bbl.
Heavy short cut mess	28 00	
Heavy short cut clear	26 00	
Clear fat backs	29 00	
Clear pork	27 00	
Lard, Pure—		
Tierces, 350 lbs. net	0 12½	
Tubs, 50 lbs., net	0 13	
Boxes, 50 lbs., net	0 12½	
Pails, wood, 20 lbs., gross	0 12½	
Pails, tin, 20 lbs., gross	0 12½	
Cases, 10-lb. tins, 60 in case	0 13	
Cases, 3 and 5-lb. tins, 60 in case	0 14½	
Bricks, 1 lb., each	0 14½	
Lard, Compound—		
Tierces, 375 lbs., net	0 09½	0 10
Tubs, 50 lbs., net	0 10½	
Boxes, 50 lbs., net	0 10½	
Pails, wood, 20 lbs., net	0 10½	
Pails, tin, 20 lbs., gross	0 10½	
Cases, 10-lb. tins, 60 in case	0 11½	
Cases, 3 and 5-lb. tins, 60 in case	0 11½	
Bricks, 1 lb., each	0 12½	
Hogs—		
Dressed, abattoir killed	12 75	13 25

BUTTER.—We are just on the turn of the market, and by the time this reaches the grocery trade, there is little doubt that prices will be down about 2c per lb., with further drops to take place later. There has been nothing but American cheese offering during the past week, of which there was plenty. Had it not been for American butter, there would likely have been a pronounced scarcity.

Butter—	
Finest creamery	0 33
Dairy prints	0 28
Dairy, solids	0 26
Separator prints	0 26
Bakers'	0 24

CHEESE.—Large quantities of new cheese is being made, and already it is being exported. New make is bringing about 16½c in the country.

Cheese—		
Old make	0 18	0 19
New make	0 17½	0 18
Old specials, per lb.	0 20	
Stilton	0 19	0 20

Eggs.—Prices were up 1c early this week on account of a falling off in receipts. The roads in the country have been in poor condition, supplies have been delayed. There will probably be a plethora next week, and lower prices naturally are expected. Dealers are paying as high as 20c in the country, which the trade considers too high. The right price, f.o.b. is around 18½—19c. The reason for higher prices is that small packers who have run short are offering more.

Eggs, case lots—

New laid	0 23
Splits, new laid	0 20

POULTRY.—Few fowl are coming in, as they are laying eggs, and farmers are not anxious to sell. There is little demand for them, however. They are bringing 16 to 19c, the latter price for the larger ones. There is a good demand for fancy chickens, 19 to 25c dressed. There are few fancy crate fed chickens available, either live or dressed. The demand for live ducks is fairly good at 24 to 27c. Price on dressed turkeys continues high, with a moderate demand. There are few live turkeys offered, and only old gobblers are coming in. Squabs are selling for 50 to 60c per pair.

Fresh Stock—	Live.	Dressed.
Fowl, 5 lbs. and over	19	17-18
Fowl, small	16	14-16
Spring chicken		25
Turkeys, fancy		20-25
Ducks		16-18
Geese		13-15
Pigeons, pair		30-35
Squab pigeons, pair		50-60

TORONTO.

PROVISIONS.—Hams are all up half a cent from last week's levels, and so is bacon. Demand for bacons is brisk, particularly for breakfast bacon. Cooked meats are higher by one cent, and there is considerable demand. This is somewhat unusual at this season of the year, inasmuch as cooked meats are a summer line. But dealers are selling a lot of them. Lard remains firm, but no higher. Deliveries don't seem to be very heavy.

Hams—		
Light, per lb.	0 17½	0 18
Medium, per lb.	0 16½	0 17

Large, per lb.	0 15	0 15½
Backs—		
Plain, per lb.	0 20	0 21
Boneless, per lb.	0 23	0 24
Pea meal, per lb.	0 24	0 24
Bacon—		
Breakfast, per lb.	0 18½	0 22½
Roll, per lb.	0 14	0 15
Shoulders, per lb.	0 13½	0 14½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 13½	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 23	0 24
Hams, roast, per lb.	0 24	0 25
Shoulders, boiled, per lb.	0 21	0 22
Shoulders, roast, per lb.	0 21	0 22
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	26 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 11½	0 11½
Tubs, 60 lbs.	0 12	0 13½
Pails	0 12½	0 12½
Tins, 3 and 5 lbs., per lb.	0 13	0 13½
Bricks, 1 lb., per lb.	0 13½	0 13½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09	0 09½
Tubs, 50 lbs., per lb.	0 09½	0 10
Pails, 20 lbs., per lb.	0 10	0 10½
Hogs—		
F.O.B., live, per cwt.	7 45	
Live, fed and watered, per cwt.	7 75	
Dressed, per cwt.	10 00	10 60

BUTTER.—Creamery is a little easier and we quote 34 to 35 cents. New stuff is coming along now, but only slowly so far. Still the make is increasing, and fact of the importation of some storage butter from the States keeps price down. We quote most grades a cent lower this week. General feeling is that prices have been as high as they will be and as new make increases price will gradually shade. Demand is good, and but for the stop-gap in the shape of the American storage butter, supplies would be inadequate.

Butter—		
Creamery print, storage	0 32	0 33
Creamery prints, fresh made	0 34	0 35
Separator prints	0 27	0 28
Dairy prints, choice	0 26	0 27
Dairy, solids	0 22	0 24
Bakers	0 19	0 23

CHEESE.—New cheese is coming in right along now, and prices are down half a cent. It is none too plentiful yet though and we quote 17 to 17½ for large. Factories are opening all over the Province and are contributing their quota. As weeks go on prices must decline. They are regarded as high, and it is sure they cannot last long. American cheese is chiefly getting the export business, and we hear of considerable being bought for export. Old cheese is quoted at 19 cents; it is getting scarcer and will not come down much from that level.

Cheese—		
Old, large	0 19	0 19½
Old, twins	0 19½	0 19½
New, large	0 17	0 17½
New, twins	0 17½	0 17½

HARDWARE AND METAL

EGGS.—The heavy deliveries of eggs continue, but though there are lots coming they disappear quickly, owing to the fact that storing is going on on a large scale. Prices are up a cent this week, and demand is unabated. People are buying eggs in large quantities. It is said that some dealers are selling at a loss. Farmers' prices to them are too close to their own selling price to retailers, but if those prices were much higher American eggs could be shipped in and get the business. They have more eggs over the border than they know what to do with, and not enough facilities for storing.

POULTRY.—There is not much coming of any kind just now. Chicken is in good demand and fetches high prices, particularly live stuff. There is a good demand for frozen stuff. Turkeys drift in now and then but they are chiefly old gobblers at that. Prices are a matter of a man's conscience.

Fresh Stock—	Live.	Dressed.
Powl	12-15	13-15
Spring chicken, lb.	12-16	15-18
Fancy, crate-fed chicken, 5 lbs.	16-18	18-20
Turkeys, fancy	20-24	20-24
Turkeys, old Tom	15-16	18-20
Ducks	12-14	15-17
Geese	10-12	10-13

SASKATCHEWAN MARKETS.

REGINA, April 12.—For the Province of Saskatchewan it is estimated that there will be an increase in the area sowed to wheat this year of three-quarters of a million acres over last season. Seeding began early and fifty per cent. of the wheat was reported to be in the ground by April 12. A field of wheat two inches high is reported from Gull Lake. Rain is required in some districts. Weather continues fine and warm. Markets show little change. Business shows improvement.

Produce and Provisions—	
Buttery, creamery, per lb.	0 35
Butter, dairy, No. 1	0 30
Cheese, per lb., large	0 20½
Eggs, new laid	0 20
Lard, 3's, per case	8 50
Lard, 5's, per case	8 45
Lard, 10's, per case	8 40
Lard, 20's, each	2 70
General—	
Beans, Ontario, per bushel	3 90
Coffee, whole roasted, Rio	0 17
Cream of tartar, lb.	0 45
Coconut, lb.	0 19
Cornmeal, ball	2 70
Evap. apples, 50's	0 08½
Flour, 99's	3 95
Potatoes, Ont., bush.	0 75
Rolled oats, ball of 80 lbs.	3 50
Onions, Val.	5 00
Oysters, per gal.	2 50
Rice, per cwt.	3 90
Sugar, standard, grand., per cwt.	7 44
Sugar, yellow, per cwt.	7 04
Walnuts, shelled, 41; almonds	0 41
Canned Goods—	
Apples, gals., case	1 35
Broken beans, 2's	2 65
Beans, standard, per 2 dozen	2 25
Corn, standard, per 2 dozen	2 25
Peas, standard, per 2 dozen	2 25
Plums, Lombard	2 15
Peaches	3 21
Strawberries, 4.33; Strawberries	4 73
Tomatoes, standard, per case	2 15
Salmon—	
Sockeye, 1's, 4 doz. case	9 85
Sockeye, ½'s	12 35
Cohoey, 1's	6 00
Humpbacks, 1's	4 60
Fruits and Vegetables—	
Apples, fancy, box	1 40
Grapefruit, per crate	4 50
Sweet potatoes, per crate	4 50
Lemons	4 75
Oranges	3 25

Dried Fruits—	
Apricots, per lb.	0 12½
Currants, per lb.	0 08½
Prunes, 70-80, 25's, lb.	0 10½

WINNIPEG.

PRODUCE.—Business is somewhat quiet this week, a scarcity being noted in several lines. Cured meats remain at the present quotations. Lards also are steady, but remain firm. It seems likely there will be a strong market for two months, perhaps longer.

Cured Meats—	
Hams, per lb.	0 20
Shoulders, per lb.	0 15
Bacon, per lb.	0 25
Long clear, D.S., per lb.	0 14
Mess pork, bbl.	21 00
Lard—	
Tierces	13 00
Tubs	7 95
Pails	2 73
Cases, 5s	8 32
Cases, 3s	8 40

BUTTER.—The market is firm and rather bare, but the new make is expected shortly in large quantities, so that within two or three weeks a decline in prices is almost sure to be noted. Creameries are now running, but so far the local towns and cities are using up all the make. When milk becomes plentiful, however, this condition will change.

Butter—	
Creamery, Manitoba	0 35
Dairy	0 27
Cooking	0 23
Bricks, 1 lb., per lb.	0 13

CHEESE.—The situation here is same as for the past few weeks. Little new cheese is being made at present, but more will be produced shortly.

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

EGGS.—Receipts are not as heavy as has been expected. The Middle West is shipping to the coast. Several cars even have gone West from Winnipeg. It is expected that there will be very heavy receipts in June and July, and that the low prices will then obtain. Financial conditions make this very probable. In the past a good many dealers have stored eggs, financing against warehouse receipts. This year they cannot get advances from the banks on this security, with the result that they are not going to be able to put the eggs in storage. This simply means that it will be necessary to make quick turnover of these June and July eggs, which seems certain to make low prices. On the other hand, meats are expected to be high, and eggs at the low prices will, therefore, be in big demand. This increased consumption will tend to steady prices. This week, eggs have strengthened somewhat on local market, being quoted from 18c to 20c.

Eggs, new laid, doz.	0 18	0 20
----------------------	------	------

POULTRY.—The market is rather bare, and as the demand is considerable, prices are holding steady. Already there are indications that the various parts of Canada will see a heavier tourist trade this year than in the past. This is sure to make a good demand for poultry lines, and the prices will likely remain reasonably high.

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

FRUIT AND VEGETABLES.

(Continued from page 38.)

Cucumbers—		
Slicing, hothouse	2 25	2 75
Crates	4 00	4 50
Celery, California, case	5 00	6 00
Celery, Florida	2 25	3 00
Mushrooms, per lb.	0 60	0 75
Water cress, 11-qt. basket	0 60	0 60
Onions—		
Spanish, big crate	4 25	4 50
Can., 75-lb. bags	1 25	1 50
Can., 100-lb. sacks	2 50	2 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, 11-qt.	0 30	0 35
Parsley, American	0 75	0 75
Pumpkins	0 10	0 20
Tomatoes, hothouse, lb.	0 25	0 30
Tomatoes, Florida, crate	4 00	4 80
Turnips, bag	0 30	0 30
Sweet potatoes, hamper	1 65	1 65
Lettuce, leaf	0 20	0 30
Lettuce, Boston, head, small	2 75	3 00
Parsnips, Canadian, bag	0 65	0 65
Parsimmons, California, crate	2 50	2 50
Pomegranates, doz.	3 00	3 25
Pomegranates, crate	0 75	0 75
Rhubarb, hothouse	0 90	1 15

WINNIPEG.

FRUIT AND VEGETABLES.—An improvement in the demand for fruit lines is noted this week. Sales have been stimulated materially in the city, and in the country as well, by reason of the warm weather. No change in price, although oranges seem likely to go up in next few days.

Apples—	
Washington	1 60
Apples, bbls.	4 50
B. C., box apples	1 50
Cranberries, case	2 75
Bananas, lb.	0 04½
Grapes—	
Emperor, per keg	5 00
Almeria, keg	8 00
Grape fruit	3 25
Lemons—	
California	3 75
Oranges, California Navels	3 00

VEGETABLES.—Washington spinach is still moving well, and Washington rhubarb is getting cheaper every day, now being sold at \$2.25 per 40-lb. crates. California celery is now off the market. Florida celery is here and is selling at \$4 per crate—crates averaging around four dozen per case. California head lettuce is getting very near the end and sells at present at \$1 per dozen. Onions continue their upward movement, California being strong at \$3 per 100-lb. case, and Valencias at \$6 per case. New potatoes have come on the market from Louisiana, selling at present at 8c per lb.

Celery, Florida (about 4 doz. to case)	4 00
Texas cabbages	0 04½
Cauliflower, per doz.	2 00
Head lettuce, California, per doz.	1 00
Leaf lettuce, doz.	0 45
Onions—	
California, 100-lb. sacks	3 00
Valencia, per case	5 50
Potatoes, new, Louisiana, per lb.	0 08
Parsley, per doz. bunches	0 40
Rhubarb, Washington, 40-lb. crate	2 25
Sweet potatoes, per lb.	0 06
Spinach, Washington, 20-lb. crate	1 75
Tomatoes, California, per case	6 00
Honey, comb, per case (24 sections)	5 50

STIRLING & YOUNG

General Brokers

27 Wellington St. E. TORONTO

Open to correspondence from Salmon and Fruit Packers.

Reference: Bank of Montreal.



FLOUR AND CEREALS



Manitoba Flour Up 40 Cents

Two Advances of Twenty Cents in a Week — High Cost of Grain Solely Responsible — Unprecedented Levels on Exchanges — Flour Business Itself Quiet, But Prices Had to be Raised — Cereals Quiet — Mill Feeds Have Good Demand.

MONTREAL.

FLOUR.—Millers of spring wheat flour raised their prices 40c per barrel since last issue. This was expected in view of advances which have taken place recently in Manitoba wheat. Even at this price, millers state there is a loss on the manufactured article considering the price of wheat to-day. Despite this advance there has been no improvement in the demand, but if wheat continues to advance, and stocks continue to get lower, there will be a big demand before long. In a day or two, navigation will be in full swing, and the country roads will have improved sufficiently to allow traffic to resume. This should help business considerably. Prices now are: First patents, \$8.20; seconds, \$7.70, and strong clears, \$7.50.

While market for winter wheat flour is much firmer on account of the high price of wheat, dealers are able to buy at same prices as quoted week ago. Grocers apparently do not realize yet that market is on the up grade, but they are bound to realize it sooner or later. American winter wheat flours are quoted at a much higher figure than those in Canada, prices in bond here being \$7.60 for first patents, and \$7.35 for 90 per cents. It would be necessary to put 65c on these prices to make them Montreal prices; thus they are much higher than those here. Stocks of winter wheat flour seem to be ample just now, and until a better demand is felt, it is not likely that changes in price will be made.

Manitoba Wheat Flour—		Per bbl. of 2 bags	
First patents	.....	8 20	
Second patents	.....	7 70	
Strong bakers	.....	7 50	
Flour in cotton sacks, 10 cents per barrel more.			
Winter Wheat Flour—		Car	Small
Fancy patents	.....	7 55	7 55
90 per cent. in wood	.....	7 20	7 30
90 per cent. in bags	.....	3 25	3 50

CEREALS.—On account of recent advance in oat market, a much firmer feeling prevails in market for rolled oats. Prices remain about same, but it is likely that an advance will be made if further advances take place in the oat market. The demand is not heavy, which should have the effect of holding

prices down. Stocks in dealers' hands are ample.

Cornmeal—		Per 96-lb. sack	
Gold dust	.....	2 50	2 55
Unbolted	.....	.....	2 25
Rolled Oats—			
Small lots	.....	30's in jute.	.....
25 bags or more	.....	3 40	.....
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 80	.....
Hominy, per 96-lb. sack	.....	2 75	.....
Corn flour, bag	.....	3 05	.....
Rye flour, bag	.....	3 30	.....
Barley, pot	.....	2 70	2 75

FEEDS.—The demand for feeds is still small, only a hand-to-mouth business going on. Dealers are waiting until the grass grows, and are afraid to buy heavily at present prices. The big mills are still quoting \$26 for bran, and \$28 for shorts, although sales are being made at lower prices in car lots.

Mill Feeds—		Per ton	
Bran	.....	25 00	.....
Shorts	.....	25 00	.....
Middlings	.....	30 00	.....
Wheat moulee	.....	38 00	.....
Feed flour, bag	.....	2 55	.....
Mixed chops, ton	.....	41 00	.....
Crushed oats, ton	.....	43 00	.....
Barley, pot, 96 lbs.	.....	2 85	.....
Oats, chop, ton	.....	43 00	.....
Barley chop, ton	.....	37 00	.....
Feed oats, cleaned, Manitoba, bush	.....	0 75	.....
Feed wheat, bag	.....	2 35	.....

TORONTO.

FLOUR.—Most mills have raised their prices by two jumps of 20 cents this week, though one big concern waited and put on the whole 40 cents at once. Reason for advance was the position of grain. Prices are away up. May wheat in Winnipeg at this writing is \$1.61 $\frac{7}{8}$ and in Chicago it is \$1.64. These prices are recognized as abnormal, and are in consequence of statistical reports as to the amount of wheat there is in the country and the proportionately heavy demand. Britain is again in market and is making considerable purchases. There has been, too, a phenomenal advance in July wheat. In Chicago this had leaped from \$1.24 to \$1.39, and an advance of fifteen cents is significant. General opinion is that prices will go still higher, and there is ample reason for this hypothesis in the various more or less authentic reports as to crops present and future.

In view of this, a price of \$8.30 on first

patents is—according to millers—not high. If it were proportionate to present grain prices, they say it would be in the neighborhood of \$8.60 and if business in flour bucks up at all we should see higher levels in flour. Business is slow, both domestic and export right now.

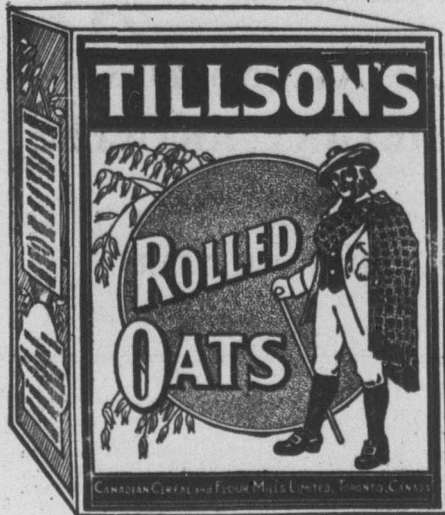
Manitoba Wheat Flour—		Small	Car
		lots.	lots.
		per bbl.	per bbl.
First patents	.....	8 30	8 10
Second patents	.....	7 80	7 60
Strong bakers	.....	7 60	7 50
Flour in cotton sacks, 10c per bbl. more.			
Winter Wheat Flour—		Small	Car
		lots.	lots.
		per bbl.	per bbl.
Fancy patents	.....	7 40	7 30
90 per cent.	.....	7 90	7 60
Straight roller	.....	7 00	6 80
Blended flour	.....	7 00	7 30

CEREALS.—Rolled oats are slow now, and business is difficult to get. Market was firm for so long that this is probably the other extreme. Even export business is practically nil, and domestic business less than that. Barley is moving best of any cereals, which isn't saying much. There is a tendency towards cheaper barley, particularly pot barley, but no concern has actually lowered prices though they talk of so doing.

Barley, pearl, 96 lbs.	.....	5 80
Buckwheat grits, 96 lbs.	.....	5 50
Corn flour, 96 lbs.	.....	2 50
Cornmeal, yellow, 96 lbs.	.....	2 55
Graham flour, 96 lbs.	.....	3 00
Hominy, granulated, 96 lbs.	.....	3 00
Hominy, pearl, 96 lbs.	.....	3 00
Oatmeal, standard, 96 lbs.	.....	3 92 $\frac{1}{2}$
Oatmeal, granulated, 96 lbs.	.....	3 82 $\frac{1}{2}$
Peas, Canadian, boiling, bush.	.....	2 90
Peas, split, 96 lbs.	.....	5 00
Rolled oats, 90-lb. bags	.....	3 55
Rolled wheat, 100-lb. bbl.	.....	3 75
Rye flour, 96 lbs.	.....	3 75
Whole wheat flour, 96 lbs.	.....	3 75
Wheatlets, 96 lbs.	.....	3 75

MILL FEEDS.—There is a good deal of strength to the feed market and bran in particular is in big demand. All feeds are scarce, and market is strong always in the spring, before the beasts are put out. Buyers must be short stocked, because prices would ordinarily be regarded as prohibitive, but they don't seem to daunt possible purchasers. Business is good, at levels which obtained last week.

Mill Feeds—		Mixed cars, per ton	
Bran	.....	25 00	27 00
Shorts	.....	25 00	25 00
Middlings	.....	30 00	32 00
Wheat moulee	.....	38 00	38 00
Feed flour, per bag	.....	1 55	1 55
Oats—			
No. 3, Ontario, outside points	.....	6 55	6 55
No. 3, C.W., bay ports	.....	6 00	6 00



"SCOTCH" HEALTH BRAN
and
"SCOTCH" FINE CUT OATMEAL

Make Two Good Summer Leaders

ORDER NOW!

TILLSON'S ROLLED OATS
CEREAL PRODUCTS and FLOUR

Are Shipped Daily. Fresh From Our Mills.

Canadian Products
Made in Canada

By Canadians

BUSINESS IS GOOD

Let us all unite to make the consumer forget "hard times" by spreading the message of "more business than usual."

Write or Phone M. 5069

for quotations. We guarantee prompt shipments, polite attention and lowest prices, consistent with highest quality.

Canadian Cereal and Flour
Mills, Limited

TORONTO



If you are not selling large quantities of the 1914 pack of



Hawaiian Pineapple

In other words, getting your share of the business—it may be due to one or both of the following reasons:—

Either your price is too high, or you are not making the display of HAWAIIAN PINEAPPLE which it deserves.

Hawaiian Pineapple Is a Staple

The packers are vieing with each other to put it in your hands at such prices that you can sell it as a daily household necessity and not as a luxury. A full display in your store with prominent and attractive window display will mean large sales with satisfactory profits, and start a steady trade for staple goods. Try it.

Hawaiian Pineapple Publicity Dept.
9 East 40th Street : : New York, N.Y.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

WHITE SWAN SPICES AND CEREALS, LTD.

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

COOK'S FRIEND BAKING POWDER.

W. D. McLaren, Limited.

In Cartons—	Per doz.
No. 1 (25c size), 4 doz. cs. \$ 2 25	
No. 1 (25c size), 2 doz. cs. 2 30	
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.

ROYAL BAKING POWDER.

Size	Per doz.	Bbl. lots Less than 10 case lots and over
Dime	\$.95	\$.90
4-oz.	1.40	1.35
6-oz.	1.95	1.90
8-oz.	2.55	2.50
12-oz.	3.85	3.75
16-oz.	4.90	4.80
2 1/2-lb.	11.60	11.35
3-lb.	13.60	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

BLUE.

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

COUPON BOOKS — ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal. \$2, \$3, \$5, \$10, \$15 and \$20. All same price, one size or assorted.

UN-NUMBERED.

100 books and over, each	0 03 1/2
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, 1/2 cent.

CEREALS.

	Per case
Biscuit Flour (Self-rising), 2 doz. to case, weight 70 lbs.	\$3 00
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 60

DOMINION CANNERS, LIMITED.

Aylmer Pure Jams, 16 oz. Jars.	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 60
Lemon	1 60
Pineapple	1 90
Ginger	2 25

Aylmer Pure Preserves—Bulk

	5 lbs. 7 lbs.
Strawberry	0 72 1 00
Black currant	0 65 0 85
Raspberry	0 65 0 85

Aylmer 14's and 30's per lb.

Strawberry	0 14
Raspberry	0 14

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 1/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble bulk, No. 1, lb.	0 20
Soluble bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

(Unsweetened Chocolate).

Supreme chocolate, 1/4's, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 60
Sweet Chocolate—Per lb.	
Queen's Dessert, 1/4's and 1/2's, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, 1/4-lb., 6 and 12-lb. boxes	0 35



Most Women Vote for Knox Gelatine

A leading magazine recently asked a number of women living in different parts of the United States to tell what make of gelatine they use; 129 out of 208 named **KNOX GELATINE** and the next favorite had only 38 users. Think this over. It means that most women prefer **KNOX GELATINE**, consequently **KNOX GELATINE** is easiest to sell and most certain to give your customers entire satisfaction. The great popularity of **KNOX GELATINE** is due to a combination of Purity, Quality and Big Moneysworth, backed up by persistent advertising.

KNOX GELATINE pays a splendid profit per package, and we find that most grocers prefer to push its sale.

"Make Knox Your Gelatine Leader"

CHARLES B. KNOX COMPANY

Johnstown, N.Y.

Branch Factory:—Montreal, Canada

Every shred of "Orinoco" is from the finest sun-dried Virginia Leaf

Fill up your own pipe, Mr. Dealer, if you're a smoker, and test out this famous Tuckett leader. You'll appreciate the delightfully fragrant, mild, cool smoke, and you, like the true tobacco users, will want to tell your smoker friends about it.

Why not write to your wholesaler now and get a trial shipment of "Tuckett's Orinoco" and its allies, "Tuckett's Myrtle Cut" and "Tuckett's Our Seal"—the three all 'round satisfying lines?

Your wholesaler has them.

TUCKETT LIMITED
Hamilton, Ontario





Summertime is Salad Time

and any woman will tell you that the making of the dressing is the most difficult operation in the preparation of a salad.

Many a salad is ruined by the use of improperly made dressing, but there is never a failure when

Pure Gold Salad Dressing Powder

is used. It eliminates all chances of a poor dressing, is delightfully piquant in flavor, appetizing and rich.

Pure Gold Salad Dressing Powder, like all Pure Gold products, is absolutely pure, made from the finest ingredients and processed carefully.

It is easy to prepare and as sure as the sun in results

Increase your sales of fruits, meats, canned salmon, chicken, lobster, etc., by suggesting Pure Gold Salad Dressing Powder in your counter and window trims of these goods.

Get ready for Summer and picnic time. Order your stock now.

The Pure Gold Mfg. Co. Limited, Toronto

Diamond, 8's, 6 and 12-lb. boxes	0 29	Peerless Brand, Hotel, each, 2 doz.	4 25
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26	Jersey Brand, Hotel, each, 2 doz.	4 25
Diamond, 1/4's, 6 and 12-lb. boxes	0 27	St. Charles Brand, gallons, each, 1/2 doz.	4 75
Icings for Cake—			
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/2-lb. packages, 2 doz. in box, per doz.	1 00	"Reindeer" Coffee and Milk, "large," each, 2 doz.	4 80
Chocolate Confections Per lb.		"Reindeer" Coffee and Milk, "small," each, 4 doz.	5 50
Maple buds, 5-lb. boxes ...	0 37	"Regal" Coffee and Milk, each, 2 doz.	4 50
Milk medallions, 5-lb. boxes	0 37	"Reindeer" Cocoa and Milk, each, 2 doz.	4 80
Chocolate wafers, No. 1, 5-lb. boxes	0 31	COFFEE.	
Chocolate wafers, No. 2, 5-lb. boxes	0 26	WHITE SWAN SPICES AND CEREALS, LTD.	
Nonparell wafers, No. 1, 5-lb. boxes	0 31	WHITE SWAN.	
Nonparell wafers, No. 2, 5-lb. boxes	0 26	1 lb. tins, 4 doz. to case, weight 80 lbs.	36
Chocolate ginger, 5-lb. boxes	0 31	1 lb. tins, 2 doz. to case, weight 35 lbs.	
Milk chocolate wafers, 5-lb. boxes	0 37	Add one-half cent per pound to the above.	
Coffee drops, 5-lb. boxes ..	0 37	ENGLISH BREAKFAST COFFEE.	
Lunch bars, 5-lb. boxes ..	0 37	1/2 lb. tins, 2 doz. to case, weight 22 lbs.	22
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36	1 lb. tins, 2 doz. to case, weight 40 lbs.	20
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85	MOJA.	
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 37	1/2 lb. tins, 2 doz. to case, weight 22 lbs.	32
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 37	1 lb. tins, 2 doz. to case, weight 40 lbs.	30
Nut milk chocolate, 5c bars, 24 bars, per box	0 85	2 lb. tins, 1 doz. to case, weight 40 lbs.	30
Almond nut bars, 24 bars, per box	0 85	PRESENTATION COFFEE.	

JOHN P. MOTT & CO.'S.

Miss N. Estabrook, St. John, N. B.; J. A. Taylor, Montreal; P. O.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Porsse, 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 30
Navv 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 30
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

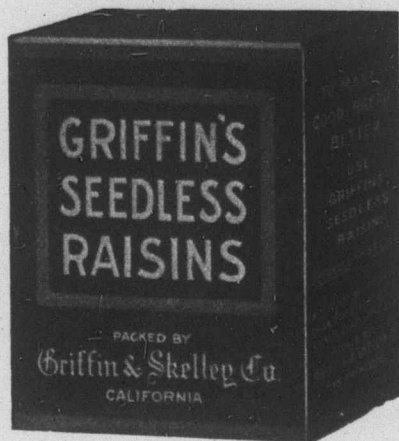
WHITE SWAN SPICES AND CEREALS, LTD.

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.	20
MOJA.	
1/2 lb. tins, 2 doz. to case, weight 22 lbs.	32
1 lb. tins, 2 doz. to case, weight 40 lbs.	30
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.	27
Shipping weight, 50 lbs. per case.	

MINTO BROS.	
MELAGAMA COFFEE.	
	Whol. Ret'l.
1s, 1 1/2s, Grd.	25 30
1s, 1 1/2s, B. & G.	32 40
1s only, B. & G.	35 45
1s, 1 1/2s, B. & G.	38 50
Packed in 30 and 50-lb. cases. Terms net 30 days prepaid.	
MINTO COFFEE (Bulk).	
M. Bean or Gr.	35
I Bean or Gr.	35
N Bean or Gr.	32
T Bean or Gr.	30
O Bean or Gr.	28
Spec. Grd. Compound	25
Packed in 25 and 50-lb. tins.	

FLAVORING EXTRACTS.	
WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.	
1 oz. bottles, per doz., weight 3 lbs.	\$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2 1/2 oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. 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. Per doz.	
1 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 29 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 15

All the Goodness of California's sunshine
is contained in a package of



Griffin's Seedless Raisins

Recommend them to your customers

"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



Made in the cup
at the table

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

Furnivall's

FINE FRUIT
PURE JAM

—the very thought of it calls up immediately your best customers, critical perhaps, but who usually get the choicest in everything else—and naturally prefer Furnivall's—the fine fruit Jam of delectable flavor.

Speak to your wholesaler to-day.



Furnivall-New
LIMITED
Hamilton, Ont.

Agents:—Halifax, B. C. Woodworth, 533 Robie St.; St. John, N.B., W. W. Chase, 79 Paradise Row; Montreal, W. S. Silcock; Ottawa, L. T. White; Toronto, Dunn-Hortop Co.; Fort William, W. F. Elliott; Winnipeg, H. P. Pennock & Co., Ltd.; Edmonton, Alta., Central Brokerage Co.; Calgary, Jackson's Ltd.; Hamilton, Ont., Grocers Specialty Co.; Sydney, N.S., A. E. Shepherd.

“Made in Canada”

Brooms of Quality
to introduce our
CANADA LINE

Please note the following

Special Prices

Sample Order Solicited

Fine Polished Colored Handles

No. 1 CANADA, 5 stg.	- -	\$4.50
“ 2 “ 4 “	- -	4.00
“ 3 “ 4 “	- -	3.75

6-doz. Lots and up delivered (Ontario)

Walter Woods & Co.
HAMILTON

**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 95
F. D., ½-lb. 1 63

Per jar
Durham, 4-lb. jar 0 87
Durham, 1-lb. jar 0 28

JELLY POWDERS.

**WHITE SWAN SPICES AND
CEREALS, ETC.**
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... .06¼
40 lbs., boxes Canada white
gloss, 1 lb. pkg.06¼
48 lbs. No. 1 white or blue,
4 lb. cartons07¼
48 lbs. No. 1 white or blue,
3 lb. cartons07¼
100 lbs., kegs, No. 1 white. .06¼
200 lbs., bbls., No. 1 white. .06¼
30 lbs., Edwardsburg silver
gloss, 1 lb. chrome pkg. .07¼
48 lbs. silver gloss, in 6-lb.
tin canisters06¼
36 lbs., silver gloss 6-lb.
draw lid boxes06¼
100 lbs., kegs, silver gloss,
large crystals07¼
28 lbs., Benson's Satin, 1-lb.
cartons, chrome label07¼
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 corn07¼
40 lbs. Canada pure corn
starch06¼
(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.06¼
First Quality White Laundry—
3-lb. canisters, ca. of 48 lbs. .07¼
Barrels, 200 lbs.06¼
Kegs, 100 lbs.06¼

Lilly White Gloss—

1-lb. fancy cartons cases 30
lbs.07¼
8 in case06
6-lb. toy trunks, lock and
key, 6-lb. toy drum, with
drumsticks, 8 in case06¼
Kegs extra large crystals,
100 lbs.07¼

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. .06¼
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .07¼
“Crystal Maize” Corn Starch—
1-lb. pkts., boxes of 40 lbs. .07¼
(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

TOMATOES

That are right. Every one ripe and absolutely sound. No left-overs—no waste of any kind. Just what you have been looking for in the Tomato deal.

ORDER A CRATE TO-DAY

THE HOUSE OF QUALITY

Hugh Walker & Son
GUELPH and NORTH BAY

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.

Lemons

under these brands
are the best:

“St. Nicholas”
“Home Guard”
“Puck”
“Queen City”
“Kicking”

J. J. McCABE

Agent

Toronto

Keeping up sales

is a problem with dealers who do not stock standard pack goods. Why not keep up your sales by handling the high quality, satisfaction-giving Brunswick Brand Sea Foods? Fish is a very desirable food in all seasons — so easily digested, and healthful.

Brunswick Brand

has set the standard in fish foods. Fish freshly caught in the famous Passamaquoddy Bay are scientifically packed a few moments after leaving the water. They are steady sellers and allow a good profit.

Look over this list and fill in your stock to-day:

- | | |
|-----------------------|-------------------|
| 1/4 Oil Sardines | Kipperd Herring |
| 3/8 Mustard Sardines | Herring in Tomato |
| Finnan Haddies | Clams [Sauce |
| (oval and round tins) | Scallops |

Connors Bros., Limited
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 5c per doz., 45c; Ocean Extracts, all flavors, 2 oz., 8 doz. per case, \$6; Ocean Mustard (French Mustard, quart size), 2 doz. per case, \$4.50; 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 30
10-lb. tins, 1/2 doz. in case.. 2 90
20-lb. tins, 1/4 doz. in case.. 2 85
Barrels, 700 lbs. 3 1/2
Half barrels, 350 lbs. 4
Quarter barrels, 175 lbs.... 4 1/4
Pails, 38 1/2 lbs. 1 95
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 14

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, 1/4 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 60
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 65
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 20
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.... 1 25
Cases of 3 doz. 1/4-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 65
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 .40
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 25
5's 0 43
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 pall 0 40
5's, per pall 0 45
7's, per pall 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 20	0 26
Green Label, 1s, 1/2s, 1/4s	0 32	0 48
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 20

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 46
Currency, 6s, 1/2 butts, 9 lbs. 0 46
Stag Bars, 6s, butts, 11 lbs., boxes 5 1/2 lbs. 0 48
Walnut Bars, 8 1/2s, boxes 7 lbs. 0 64
Pay Roll, thick bars, 8 1/2s, 6 lb. boxes 0 68
Pay Roll, thin bars, 8 1/2s, 5 lb. boxes 0 68
Pay Roll, plug, 8 1/2s, 12 and 7 lb. caddies 0 68
Shamrock, plug, 7 1/2s, 1/2 butts, 12 lbs., boxes 6 lbs. 0 87
Empire, 7s and 14s, caddies 15 lbs., 1/4 caddies, 6 lbs. 0 85
Great West, pouches, 8s.... 0 72
Forest and Stream, tins, 11s, 2 lb. cartons 0 80

CLASSIFIED ADVERTISING

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

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

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

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

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.

CHOICE DAIRY BUTTER—WOULD DEAL direct with retail grocers. J. B. Fletcher, R. R. No. 3, Lucknow, Ont.

WANTED

WANTED—SITUATION IN GROCERY STORE as branch manager or assistant. Thoroughly experienced. Office work, tea-taster. Box 86, Canadian Grocer, Toronto. (0)

TRAVELLER, HAVING GOOD CONNECTION with grocery, feed and confectionery trade in Halifax and district, and able to furnish first-class references, will be pleased to hear from any manufacturer desiring representation in the territory mentioned. Address Traveller, Canadian Grocer. (43015)

WANTED—AN EXPERIENCED CLERK FOR General store. One who can speak English and French preferable. First-class references required. Apply Box 113, Comber, Ont.

WANTED — TO REPRESENT CANADIAN manufactured goods in Montreal or Province of Quebec. Highest credentials. X. Y. Z., care of Canadian Grocer, Montreal.

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

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

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (1f)

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.

THE NATIONAL CASH REGISTER COM-pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST-KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination — employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

WANTED

A large wholesale grocery and wine company would like to secure the services of a good reliable man for the position of Sales Manager, also of a good salesman.

Only applicants with experience and the best references wanted. Would prefer someone who can speak English and French. Apply box 83, Canadian Grocer.

A SEED DEPARTMENT

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

Advertising

"Advertising is the education of the public as to who you are, where you are, and what you have to offer in the way of skill, talent or commodity. The only man who should not advertise is the man who has nothing to offer the world in the way of commodity or service."—*Elbert Hubbard.*

MR. UP-TO-DATE

you should always carry a stock of

MAPLEINE

The last word in flavors.

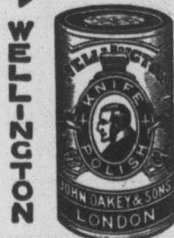
Order from

Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.
Mason & Hickey
287 Stanley St., Winnipeg, Man.
CRESCENT MFG. CO.
SEATTLE, WASH.



O
A
K
E
Y
'S

KNIFE



POLISH

JOHN OAKLEY & SONS, LIMITED,
LONDON . ENGLAND.

AGENTS:

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

ALLISON COUPON BOOKS

Minimize the Risk of Loss on Credit Accounts and bring in the money quicker—two mighty good arguments. Installing the Allison Coupon Book System in a store that has credit gives the same result as adding more capital to the business—and Allison Coupon Books cost almost nothing.

HOW THEY WORK:

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect his note or extend credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.



For sale by the jobbing trade everywhere.
Manufactured by
ALLISON COUPON COMPANY
Indianapolis, Indiana, U.S.A.

Buyers' Guide

WRITE TO
10 Garfield Chambers, Belfast, Ireland.
for Sample Copy of the
**Irish Grocer, Drug, Provision and
General Trades' Journal**
If you are interested in Irish trade.

We are buyers of evaporated and
farmers' dried apples. Prices and tags
on application.
O. E. Robinson & Co.
Ingersoll Ontario

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager



TANGLEFOOT



The Non-Poisonous Fly Destroyer

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

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

MERITOL SYRUP

FOR AGENCY, WRITE
THE MERITOL CHEMICAL CO.
725 Notre Dame E. MONTREAL

STORAGE IN OTTAWA

BOND AND FREE
Direct Railway connection. Car distri-
buting. Write for rates.

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

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

EGG FILLERS

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

Mathieu's Nervine Powders



are a simple but effective remedy
in all forms of headaches — a
remedy which every merchant can
recommend as a quick and sure
cure.

Try *Mathieu's Nervine Powders*
yourself at our expense as per cou-
pon attached, if you don't know
them and are a sufferer from head-
aches.

As a remedy for colds and bronchial troubles Mathieu's Syrup of
Tar and Cod Liver Oil has become famous and this sister preparation
—Nervine Powders—is rapidly winning its way.

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

Please send regular box of Mathieu's Ner-
vine Powders to the following address:—
Name
With (Name of firm)
Street
City or town Prov.....

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

The W. T. Ott Co., Inc.

Toronto
Clicquot Club Beverages
Priscilla Prepared Flours
Bass Islands Grape Juice
Snow-Mellow 55-

The
CONDENSED AD.
PAGE
WILL INTEREST YOU

INDEX TO ADVERTISERS

A		Leeuw, Henri de 12
Allison Coupon Co. 53		Lemon Bros. 51
Anglo-B.C. Packing Co. 7		Lindners, Limited 14
Atlantic Sugar Refineries ... 1		
B		M
Balfour-Smye & Co. 10		MacNab, T. A., & Co. 12
Baker & Co. 55		Magor, Son & Co. 16
Benedict, F. L. 54		Malcolm's Condensing Co. . . 4
Betts & Co. 11		Mathieu & Co., J. L. 54
Bickle & Greening 48		McAuley, W. J. 12
Borden Milk Co. 3		McCabe, J. J. 51
Bradstreets 54		Mason & Hickey 49
		Measam, George E. 12
		Meritol Chemical Co. 54
		Midland Vinegar Co. 11
		Millman, W. H., Sons 12
		Montreal Biscuit Co. 16
		Mount Royal Milling Co.
		Front cover
		O
		Oakey & Sons, John 53
		Ott Co., W. T. 54
		P
		Paterson & Sons ... 6
		Patrick & Co., W. G. 12
		Pennock, H. P., Co., Ltd. ... 12
		Pure Gold Mfg. Co. 46
		R
		Red Rose Tea 13
		Robinson & Co., C. E. 54
		Rock City Tobacco Co. 6
		Rose & Laflamme 6
		Ruttan, Alderson & Lound, Ltd. 12
		S
		Salada 15
		Sanitary Can Co. 10
		Shaw & Ellis 3
		Smith & Son, E. D. 3
		Sterling & Young 12
		St. Lawrence Sugar Refining 11
		T
		Tanglefoot 54
		Tippet, Arthur P., & Co. . . Inside Front Cover
		Thum Co., C. W. 54
		Trent Mfg. Co. 54
		Toronto Salt Works 54
		Tucketts, Limited 45
		U
		Upton Co., T. 51
		W
		Walker, Hugh, & Son 51
		Washington Coffee Sales Co. 49
		Watson & Truesdale 12
		Wellington Mills 53
		Wetbey, J. H. 51
		White & Co. 48
		Wiley, Frank H. 12
		Woods & Co., Walter 50
		V
		Y
		Z
		Other
		Canada Starch Co. 14
		Carr & Co. 2
		Channell Chemical Co. 8
		Clark, Ltd., W. 9
		Classified Condensed Ads. . . 53
		Codville Company, Ltd. 56
		Coles Mfg. Co. 2
		Connors Bros. 52
		Crescent Mfg. Co. 53
		Continental Bag & Paper Co. 7
		Cowan Co. Inside back cover
		C
		Campbell Brokerage Co. ... 12
		Canadian Cereal & Flour Mills Co. 43
		D
		Dominion Cannery, Ltd. 5
		Dominion Salt Co. 7
		Dominion Warehousing Co. . . 54
		E
		Eckardt, H. P., & Co. 47
		Escott & Co., W. H. 12
		Estabrooks, Ltd. 13
		Eureka Refrigerator Co. ... 15
		F
		Fairbank Co., N. K. 4
		Fearman, F. W., Co. 15
		Freeman Co., W. A. 6
		Forbes Nadeau ... 10
		Furnivall-New 50
		H
		Hawaiian Pineapple Publicity Dept. 44
		Hargreaves (Canada), Ltd. . . 7
		Hillock & Co., John 2
		Hodgson, Sumner & Co. 12
		Horne Co., Harry 12
		I
		Imperial Extract Co. 56
		Imperial Oil Co. 8
		Irish Grocer 54
		K
		Kelway & Sons 53
		Knox Co., Chas. B. 45
		L
		Lake of the Woods Milling Co. Back Cover
		Lambe & Co., W. G. A. 12
		Laporte, Martin, Limited.... 53

**Rock-Bottom Prices
Courteous Service
Prompt Delivery**

Plus

The right goods

have been our business
maxims for over 40
years.

Think what this means
to you!

A large firm straining
every nerve and us-
ing all their immense
resources and capital
to fill your require-
ments; cheaply, courte-
ously and promptly.

**Now! Before buying
elsewhere, ask us
for Quotations and
Samples.**

Laporte, Martin, Limitée

568 St. Paul Street, MONTREAL

Tel. Main 3766



Don't Pull Up Stream

THE tide of public opinion is now definitely turned towards "pure-food" products. And this is just one more reason in favor of grocers stocking and selling Shirriff's True Vanilla. For it has been made in Canada for years—gathering favor year by year among Canadian women.

Shirriff's True Vanilla

is pure. It is 50% stronger than the Government standard requires. Every bottle bears our Guarantee.

Grocers throughout Canada have found Shirriff's True Vanilla the one vanilla extract that will please the most exacting customers. And grocers have found it profitable, too, to row with the tide of popular favor in regard to their extracts.

Why not look up your stock now and send us an order for True Vanilla and any other flavors you need?

Imperial Extract Co.

Steiner and Matilda Streets

Toronto

Advise Your Trade to Replenish the Vanishing "Home-made" Preserves with Sunkist Fruits



SUNKIST CANNED FRUITS REPRESENT THE CHOICEST PRODUCTS OF CALIFORNIA, THE "LAND OF SUNSHINE," PREPARED BY FACTORIES THAT HAVE MADE FRUIT CANNING AN ART.

THE DELIGHTFUL "ORCHARD" FLAVOR OF THESE FRUITS ARE FULLY RETAINED, AND LEAVE RECOLLECTIONS OF QUALITY THAT MERE PRICE CONSIDERATIONS CANNOT EFFACE.



SUNKIST CANNED GOODS ARE "SOLID" PACK. THE CAN IS FILLED WITH FRUIT, BEFORE THE RICH SYRUP IS ADDED.

WE HAVE THE EXCLUSIVE AGENCY FOR MANITOBA AND SASKATCHEWAN OF SUNKIST CALIFORNIA CANNED GOODS AND SUNKIST EVAPORATED AND DRIED FRUITS, PEACHES, APRICOTS, PRUNES, ETC. THE QUALITY MORE THAN COMPENSATES FOR ANY SLIGHT PRICE CONCESSIONS.

The Codville Company, Limited

Wholesale Grocers

Winnipeg, Brandon, Saskatoon and Moose Jaw

Cowan's Perfection

COCOA

We Introduce It
You Display It
It Sells Itself

Most Important
of all

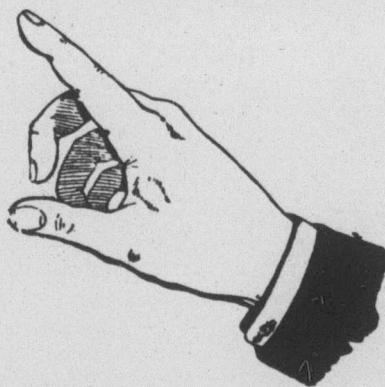


MAPLE
LEAF
LABEL

A food that is at once
appetizing, nourishing
and easy to digest.

Do you sometimes
overlook this impor-
tant purchase?

**COWAN'S
PERFECTION
COCOA**



The accompanying advertisement illus-
trates how we introduce Canada's leading
beverage to the people. This and other
Cowan advertisements go into every
Canadian home and pave the way for a
big Cocoa business for you.

The Cowan Co., Limited

Toronto, Canada



Every Biscuit A Sales Push

Drawn
From
Still Life
by
Paul Caron.

Baked From
Five Roses Flour
From Five Roses
Cook Book Recipe
Page 37.

Every single thing FIVE ROSES makes helps you sell more flour. Thousands of good buyers never really

enjoyed Good Biscuits and Hot Breads till FIVE ROSES came to their homes.

They have enjoyed the even flakiness it brings, the creamy nutriment, and then they try it in *all* their baking.

Five Roses Flour*

Has shown them the way to Bakewell, and they are using more flour than ever before. They are making more bread, cakes, puddings, pastries, and the dealer who sells FIVE ROSES collects his little royalties on every kitchen triumph in as many homes as he has customers.

FIVE ROSES makes a bigger demand for the things it makes. That is how it increases its turnover and YOURS.

Will YOU not profit thereby?

Ask your jobber, or write nearest office.

LAKE OF THE WOODS MILLING CO., LIMITED
MONTREAL "The House of Character" WINNIPEG

Toronto, Ottawa, London, St. John, N.B., Quebec, Sudbury, Keewatin,
Calgary, Vancouver, Fort William, Medicine Hat, Portage La Prairie

Daily Capacity 13,600 bbls.

V FIVE ROSES V



MORE than 200,000 Made-in-Canada housewives—all purchasers of flour—have thought enough of the FIVE ROSES Cook Book to write for it, war tax and all. Some days we receive almost 300 requests, enclosing return postage. FIVE ROSES means much more than just selling flour—it means educating YOUR customers to better baking ways, making her a better cook, her family happier and HUNGRIER FOR GOOD THINGS. And in making her successful you make her a better buyer. All who enjoy the FIVE ROSES Cook Book may not use FIVE ROSES just yet—but some day! Such is human nature.